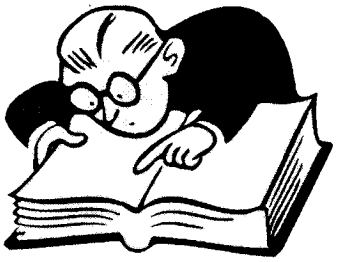

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FUNKY FALL DENIM CLASSIC TAKES TWIST IN TIME FOR SCHOOL Birmingham News (Alabama) August 15, 2000 Tuesday

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Birmingham News (Alabama)

August 15, 2000 Tuesday

SECTION: LIFESTYLE

LENGTH: 687 words

HEADLINE: FUNKY FALL DENIM CLASSIC TAKES TWIST IN TIME FOR SCHOOL

BYLINE: MARIE A. JONES News staff writer

BODY:
When the school doors open this fall, lots of students will be sporting denim.

"Denim is a great classic. It's a rugged fabric that can take a lot of wear and tear," says Michele New, special events director for Parisian.

But that classic will take a funkier twist this summer with "all sorts of details with beads, embellished denim and animal-print trim," Ms. New says.

Girls will find denim skirts, jumpers and jackets by Levi's, Esprit, My Michelle and PK clothing. Guys will be wearing Polo, **Nautica** and Tommy Hilfiger, Ms. New predicts. They'll sell from $26 to $52.

"The jean jacket became a big fashion item in the spring and will continue in the fall even with children," she says.

"I like the jeans with cuffs and the beads around the bottom," says DeJuana Thompson, a senior at Ramsay High School. "Most of the time you can see those on the Capri pants."

Students also like the dark blue "over-dyed" look this season, Miss New says.

"Indigo is my favorite," Miss Thompson says. "They never seem to get dirty and they go with everything."

She wears them everywhere from church to just hanging out with friends.

"They also have the shiny denim," says Rhonda McCullough, a senior at Huffman High School. "I like that. It turns colors. Sometimes it will look blue, then it'll turn a lighter blue."

All this is good news for denim manufacturers, who just a few years ago seemed ready to bury denim in the fashion past.

In 1998, Levi Strauss & Co., one of the world's largest brand-name apparel manufacturers, reported the beginning of a "softening in sales" of their Levi's brand jeans. That year they saw a 13 percent decrease in sales.

"I think what happened is that there are so many competitors in the market," says Junior Pence, World

Wide and US Product and Publicity Manager for Levi Strauss & Co. "Competition is fierce unless you have up-to-date styling and a wide selection."

They decided to tackle competition by undergoing a major repositioning, devoting more time to marketing, product design and music and film sponsorships.

"Our designers took a pair of 501 jeans and locked themselves in hotel room for three months," says Pence. As a result, the Levi designers recreated denim, giving it a more vintage look and lightweight feel. They added twisted side seams to selected jeans, angled bottom hems allowing the jeans to drape over the shoes, and larger pockets for pagers and cell Denim, Page 6D 1D phones. Man-made fiber TENCEL has been blended into the cotton, for strength and comfort.

These changes proved successful. Last month the company reported only a 6 percent decline in sales, a turn in the right direction, officials said.

"Trends change and if you stay the same you are going to lose your consumer. Five minutes and they are on to the next thing," says Pence. "They want you to stimulate them and see that you are an innovator."

Another of this season's trends - and folks who grew up in the '70s are likely to remember this one - is the faded look.

"Everybody is trying to get their jeans faded," says Miss Thompson. "They Clorox them like tie dye and cut holes in them. It's one of those trends that somebody local started."

Jeans wearers will find lots of lengths, too.

Miss Thompson says her friends are wearing the flooded or Capri-length pants.

"The low rides or the hip-huggers are pretty big as well," Ms. New says. "The leg is still flared, but it's more narrow."

Even accessories are denim, with jean shoes and purses, Miss McCullough points out.

Choose tops carefully to finish off your denim outfits, Ms. New says.

"There are a lot of great printed T-shirts in red, turquoise blue - and white and orange for guys," she says.

T-shirts with designs are going to be very popular with the denim, she says. The more popular tees will have shapes and animal prints on them. Some are made to match the print on the jeans, Ms. New says. Blouses with three-quarterlength sleeves are a good item accessory as well.

"You can dress jeans up or down," Miss McCullough says. "Be different."

GRAPHIC: Photo, Denim skirts and cuffs have come back in a big way this year. Left: These studded jeans by l.e.i. are available at Parisian for $19.99. Below: Even the most active students can be comfortable and look good in **Nautica's** easy styles. The two young boys have on T-shirts and denim by **Nautica.** Rhonda McCullough and Dejuana Thompson are ready for school in their indigo denim. Rhonda's skirt was designed by her friend Ebony Clark and Dejuana's jeans are from Express. Part of the denim revival are the jean skirts and cuffs. NEWS STAFF/HAL YEAGER

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SPORTSWEAR LOOKS MAKE A SPLASH; Brief Article WWD August 17, 2000

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August 17, 2000

SECTION: Pg. 11 ; ISSN: 0149-5380

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HEADLINE: SPORTSWEAR LOOKS MAKE A SPLASH; Brief Article

BYLINE: Feitelberg, Rosemary; D'Innocenzio, Anne

BODY:
NEW YORK -- The growing influence of sportswear brands and styling on the swimwear sector was in evidence last week, as a slew of new players jumped into the pool.

Halter tops, low-waisted bottoms, sarongs, tube tops, bandeaus, three-quarter-sleeve tops and capri pants were offered in new entries from **Nautica** Blue, Rampage, DKNY, Tommy Hilfiger, Lady Gottex, Becca Sport, Rebecca V., By the Beach and Cover Me, which all made their debut last week. At the same time, Apparel Ventures, reintroduced licensed Anne Klein swimwear with sexier styles such as plunging necklines, bare backs and bandeau styles.

"The lines are beginning to blur between true sportswear and swimwear," said David Chu, designer and chief executive officer of **Nautica.** "Swimwear is really part of our [sportswear] collection. On the West Coast especially, bandeaus and tankinis have slipped into sportswear."

Given that, **Nautica** Blue, which is aimed at young fashion-oriented shoppers, has lifestyle pieces designed for the pool, beach or street. The separates-only items includes pareos, tanks, capri pants and bandeaus.

With megabrands continuing to move into the swim scene, DKNY pitched a two-tier approach with DKNY Swim, a fashion-based group, and DKNY Active, aimed at sportier swimmers.

Tommy Hilfiger took a more subdued approach, previewing samples of its new swimwear, which officially bows next month, to select retailers.

Gottex Models wants to reach out to a broader audience. For cruise, the swimwear firm has unveiled a collection called Lady Gottex, which is priced about 30 percent lower than its signature line. Lady Gottex's swimwear and coverups will each retail for less than $ 100, according to Liora Yalof, senior sales executive.

Lady Gottex will offer the same fabrics -- Tactel and microfiber -- as Gottex, but it will not have the firm's trademark three-dimensional prints. Some of Lady Gottex's most popular looks with buyers are animal-print pareos and tanks as well as floral-print tanks.

Rampage showed off its new 70-piece line of junior swimwear, with hot pink or red snakeskin bikinis, Tactel

two-pieces with velvet trim and dot-print halter bikinis among the offerings.

"Stores are following sportswear trends as they relate to swimwear because they got hurt this year," said Howie Greller, president of Rampage Swim. "A lot of people are blaming the weather but some are finally acknowledging they missed trends."

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Fashion to Furniture;Designers find clothing details fit the home well The San Francisco Chronicle AUGUST 23, 2000, WEDNESDAY,

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AUGUST 23, 2000, WEDNESDAY, FINAL EDITION

SECTION: HOME; Pg. 1/Z1

LENGTH: 1721 words

HEADLINE: Fashion to Furniture;

Designers find clothing details fit the home well

BYLINE: Laurie Brian

BODY:
You've seen their creations on runway models, and now you're seeing them on the latest sofa models. Not only are fashion designers creating ready-to-wear clothing lines for consumers, but they're also creating entire lines of home furnishings, designing everything from the frame to the fabric and outfitting each piece in the same supple leather, soft chenille, rugged denim and other materials popular in the fashion world.

It's no secret that furniture follows fashion trends. But fashion designers, including icons like Ralph Lauren, Calvin Klein, Alexander Julian and, more recently, Jessica McClintock, Donna Karan and Tommy Hilfiger, are capitalizing on their design prowess by venturing into the home industry, creating stunning furniture collections that reflect their clothing craftsmanship. These furniture lines are big hits among consumers.

"Creating furniture is another outlet for (a designer's) creative genius, and it's also rewarding for the consumer, who loves their clothing," says Jackie Hirschhaut, a vice president of the American Furniture Manufacturers Association, based in High Point, N.C.

"There's also a tremendous credibility that comes along with a brand name, and a recognition and confidence in the quality of their clothing products. If you love the details of their clothing, you'll appreciate those details in the home."

Over the last 10 to 15 years, Ralph Lauren, Eddie Bauer and Calvin Klein have established highly regarded reputations in both the home furnishings and fashion businesses, and others continue to follow their lead.

"There are a lot of designers involved in furniture today, and the list gets longer every day," Hirschhaut says. "Certainly Ralph Lauren is the most profound and prolific in the home business and has been an institution in this area for over a decade, which proves that you can have the essence of design in all aspects of the home."

A Growing Presence

Yet in recent years, the trend has been taken to a higher level. At the 1999 fall International Home Furnishings Market in High Point, these designer furniture lines had their most dominating presence ever. And this year's fall market promises to be equally exciting.

This fall, the Bay Area's Jessica McClintock plans to unveil a furniture collection with a Victorian motif. she's working with American Drew on furniture and Clayton Marcus for upholstery.

Noted menswear designer Alexander Julian will introduce a new line of wood furniture, in addition to his home accessories already on the market. Julian teamed with BenchCraft for upholstery, Universal for furniture and with Lowe's to offer wallpaper, borders, paint, carpet and area rugs, fabric and pillows, kitchen cabinets and counter tops.

In the past year, Kathy Ireland and Tommy Bahama each introduced their own furniture lines, Ireland with Vanguard and Tommy Bahama with Lexington and Waverly. Donna Karan and Giorgio Armani also are utilizing their expertise to develop furniture lines, while retailers like Coach and the Sak -- each known for distinctive handbags -- **Nautica** and even Banana Republic are now offering home furniture and accessories.

Name or brand recognition is one of the obvious reasons fashion designers have moved into the home furnishings arena, and it's also a major reason for their success in this field.

These fashion-designed furnishings also come in every price point, so consumers working within a budget can also take advantage of the home designs. Prices range from a $595 chest of drawers from Eddie Bauer to a $4,190 leather sofa from Coach that's made by Baker Furniture.

Selling a Lifestyle

Besides offering a name brand, designers are hoping to offer furnishings for an entire lifestyle to consumers that extends beyond clothing to encompass the total home. This lifestyle retailing approach is one that consumers have embraced whole-heartedly, and retailers like Banana Republic have reaped the benefits.

In 1996, the store introduced a few home accessories and furnishings and since then has expanded its home offerings.

"People would come in and say they love the artwork, the furnishings and the aesthetics of the store and would want to buy a table or chair, and that spurred the idea to create our home collection," says Kim Sobel, senior communications manager for Banana Republic.

"The home category is strong for us and enables us to provide the lifestyle experience that our clothing alone cannot. Our home accessories are like our clothing: versatile and modern and reinforce the lifestyle of the consumer."

As the lifestyles of many Americans become increasingly hectic, a total lifestyle experience becomes increasingly appealing. If fashion designers offer the same quality and craftsmanship in their home goods, it makes it easier and more time-saving for consumers who have confidence in the designer's reputation simply to pick out and purchase their furnishings as well.

"In the past several years, there's been a shift in what consumers want. Consumers are in the midst of dress-down Fridays and the casualization of America, which has created a greater need for what we provide for the home," says Harvey Kanter, managing director and Eddie Bauer Home Division vice president.

"They want easy-care and comfortable, natural fabrics, which has been our heritage in the clothing business and has carried over to home furnishings. They want to feel comfortable and casual in their wardrobe, and they want a comfortable, casual environment to live in, too."

Best known for its down jackets, flannel and chambray shirts and comfortable wardrobe, Eddie Bauer has established a reputation for quality in the apparel industry since 1920. In 1991, the company decided the market was ripe for translating the same materials into a home collection, and the last 18 months have been the best sales months yet for Eddie Bauer Home.

"We went from down jackets to down comforters, flannel shirts to flannel sheets and denim jackets to denim sofas," Kanter says. "We believed there was an opportunity to take our apparel heritage and translate it into the home furnishings industry, and it's been a great success for us and our consumers."

All the Trimmings

Just like designer clothing collections with matching coordinates and ensembles, designer furniture collections also feature basics, coordinates and matching accessories.

Known for offering the basics in fashion, Banana Republic adopted this concept when it developed its home line in 1996. "I think there's a lot of integration and consistency from our clothing to our home line, so when you walk through the store, the textures and patterns are communicated through to the home products as well," Sobel says.

Hirschhaut agrees that consumers are attracted to the ease of shopping a designer who has created a collection. "When a designer produces it, it's also fully coordinated, so for a consumer who wants a whole setting, it will all blend," she says.

For the home, Banana Republic mainly offers accessories like bedding, throws, pillows and towels, in addition to tableware. This fall, the company expects to expand into the actual home furnishings realm with the introduction of chino, leather and suede cubes that can serve as end tables or chairs, as well as leather woven benches, lamps and small tables.

"It's similar to our clothing in that we have people who shop our home part for basic items as well as unique seasonal pieces like cashmere or suede throws or pillows," Sobel says.

Like Banana Republic, Coach too has capitalized on its forte -- fashioning the finest leather goods -- to create leather furnishings. Classic styled leather chairs, sofas and ottomans in a variety of designs duplicate the same attention to detail that Coach bags display.

Alexander Julian, known especially for his Colours menswear, also has translated his trademark style to his furniture and home collections.

"One of his stories is color, and he's interpreted that from his clothing to his furnishings and upholstery," Hirschhaut says. "His signature is also argyles, and he's interpreted the argyle pattern on table surfaces. He's modified some of his buttons and used them as knobs on chests."

Tommy Bahama transferred a flair for Caribbean-theme clothing into a line of casual tropical furniture that takes to heart the brand's motto, "Life is one long weekend." Last April, Tommy Bahama introduced a line that features furniture trimmed in bamboo, rattan and cane topped in floral and tropical prints to create a casual yet sophisticated look.

The inspiration for Kathy Ireland, supermodel turned clothing designer, to create a line for Vanguard Furniture was her family. "She's a mother of small children and wanted to design furniture that was attractive to look at but also practical and comfortable," Hirschhaut says. "It's elegant furniture but approachable."

While fashion trends tend to be somewhat fickle and fleeting, the trend of lifestyle retailing shows no signs of slowing.

"Lifestyle retailing is definitely here to stay. It's one of the foremost business trends in the furniture industry today," Hirschhaut says.

"As for blurring the line between fashion and furniture, it's just a logical transition that's a natural succession that many more designers will take advantage of."

DESIGNERS TAKE TO THE HOME

Everyone knows that Ralph Lauren was at the forefront of the trend for fashion designers to turn their attention and expertise toward the home.

But since Ralph Lauren Home's inception in 1983, many have followed and continue to follow in his footsteps.

Here's just a sampling of designers and retailers who've followed Lauren's lead from fashion to furniture.

-- Giorgio Armani

-- Tommy Bahama

-- Banana Republic

-- Eddie Bauer

-- Coach

-- Tommy Hilfiger

-- Kathy Ireland

-- J. Jill

-- Alexander Julian

-- Donna Karan

-- Calvin Klein

-- Bob Mackie

-- Jessica McClintock

-- The Sak

WEB RESOURCES

-- www.bananarepublic.com

-- www.coach.com

-- www.eddiebauer.com

-- www.jessicamcclintock.com

-- www.thesak.com

Laurie Brian is a San Francisco-based free-lance writer.

GRAPHIC: PHOTO (10), (1-4) ON THE RUNWAY: Clothing manufacturers who also have home catalogs include Eddie Bauer, left, and Coach, below left. Coach's line includes Field Chairs, above, and the Flatiron Chair, above left., (5) SLEEK AND SIMPLE: Coach's Manhattan Bench shows off the company's signature leather detailing., (6) DESKTOP DESIGN: In addition to leather goods, Coach has a line of wood products, such as letter trays., (7) LEATHER ACCENTS: Manhattan Small Ottomans by Coach are pictured here in black finished leather. / Photos courtesy of Coach, (8) LOUNGE IN STYLE: Ralph Lauren's Mercer Street lounge chair has mirrored chrome accents. / Courtesy of Ralph Lauren, (9) ACCESSORIZE IT: Banana Republic's line of home products is for now mostly confined to accessories like pillows, above. / Courtesy of Banana Republic, (10) The Madison Sofa by Coach, right, is available in many types of leather. / Courtesy of Coach

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WEEKEND IN NEW YORK Daily News (New York) August 26, 2000, Saturday

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August 26, 2000, Saturday SPORTS FINAL EDITION

SECTION: NEWS; Pg. 21

LENGTH: 1333 words

HEADLINE: WEEKEND IN NEW YORK

BYLINE: BY PAMELA LEPORE

BODY:
There's enchantment in Central Park, on the banks of Harlem Meer and on the shore of the Husdon River with drama, gospel and blues. In Brooklyn, emerging artists are in the spotlight. Cajun music and an Elvis tribute can be heard on Staten Island, and there's garden photography and a puppet show in the Bronx. Just a few more ways to continue savoring the season. FOR THE BIRD

* In musical tributes to jazz great Charlie Parker on the 80th anniversary of his birth, Bobby Sanabria y Asencion perform today in Harlem's Marcus Garvey Park; tomorrow in Tompkins Square Park, in the East Village, it's Sphere's turn, featuring Buster Williams. Other artists take the stage on both days and Daily News jazz critic Gene Santoro is on hand tomorrow at the Tower Records/Books booth

to sign his Charles Mingus biography, "Myself When I Am Real"

(Oxford University Press), and answer questions about

the artist. Free. Today, 2-7 p.m., Marcus Garvey Park, 122nd St. and Mount Morris Park West, via 2,3 to 125th St. Then tomorrow, 2-7 p.m., Tompkins Square Park, Avenue A and Seventh St., via 6 to Astor Place; (718) 786-1379.

SHOOT UP THE GARDEN

* At the N.Y. Botanical Garden, professional photographer Kay Wheeler gives tips how to shoot expansive garden scenes and on taking closeups. Tomorrow, 11 a.m., $1-$3. 200th St. and Kazimiroff Blvd., the Bronx, via Metro-North to Botanical Garden; (718) 817-8700.

GET ON THE GOOD ART

* An exhibition of Brooklyn figurative painter James Brown, whose works are filled with African symbolism, opens. Tomorrow, 1-7 p.m. SATTA Gallery, 349 Atlantic Ave., via A,C,G to Hoyt/Schermerhorn Sts.; (718) 624-8757.

END-OF-SUMMER BLUES

* Six bands play blues on Pier 84, plus food and refreshment, capped off with fireworks. Tomorrow, 2-9 p.m., free.

44th St. and the West Side Highway, via A,C,E to 42nd St.; (212) 533-7275.

CHURCH CLUB

* Club Dominicana's twice-monthly soiree offers refreshments and live music for dancing. 8 p.m., $10. Church of St. Vincent Ferrer, 869 Lexington Ave., via 6 to 68th St.; (212) 744-2080.

DAYS GONE BY

* Operettas, waltzes and bawdy vaudevillian ballads are performed by Daniel Neer and Nicholas White in "The Age of Elegance - An Evening of Viennese Cabaret" at Caviarteria. Tomorrow, 8 p.m., various menu prices. 310 W. Broadway, via A,C,E to Canal St.; (212) 925-5515.

SPIRIT OF THE NIGHT

* Deejays Jared Scream, Sebastian, Louie Passion and Noel Ashman

spin funk, soul and hip hop in club Ohm. Today, 10 p.m.-4 a.m., $20. 16 W. 22nd St., via N,R to 23rd St.; (212) 229-2000.

ENCHANTED FOREST

* Central Park becomes the Athenian Woods, with Oberon, Titania, Hippolyta, Hermia costumed as MTA workers, a bike messenger and black-rubber-miniskirted fairies in N.Y. Classical Theatre's adaptation of Shakespeare's "A Midsummer Night's Dream." Today and tomorrow, 7 p.m., free. 103rd St. and Central Park West, via B,C to 103rd St.; (212) 726-5730.

HEAVENLY HARLEM

* Sit on the banks of the Harlem Meer as Cheryl Warfield sings soul and spirituals. Tomorrow, 4-6 p.m., free. Enter Central Park at 110th and Fifth Ave., via 2,3 to 110th St.; (212) 860-1370.

ON THE LAWN

* Look out over the Kill van Kull waterway when a Yard Dawgz performance ends the "Summer Sundays Concert Series" at Snug Harbor. Tomorrow, 3 p.m., free. 1000 Richmond Terrace, via S40 to Snug Harbor; (718) 448-2500.

ABC NO CLOSE-O

* Eight musical acts perform at the Baggot Inn in a benefit for ABC No Rio, Community Center in Alphabet City, which is slated to close next month. Tomorrow, 7-11 p.m., $5. 83 W. Third St., via F to Second Ave.; (212) 477-0622 or www.baggotinn.com.

TIME TO SAY GOODBYE

* It's the final South Beach summer celebration on Staten Island, featuring pony rides, face painting, two stages of entertainment that includes a tribute to Elvis Presley (tomorrow) and Saturday-night fireworks. Today and tomorrow, 1-9:15 p.m., free. Sand Lane and Father Capodanno Blvd., via S51 to Sand Lane; (718) 816-2133.

BIRTHDAYS

* Grownup greetings today to Macaulay Culkin (20), Geraldine Ferraro (65), Branford Marsalis (40) and, tomorrow, to Paul Reubens (48) and Tuesday Weld (57). TAKE A TRIP Travel back in time to an Earth ruled by women in '50s-style sci-fi satire "Amazons in Chains," part of the month-long "Pure Pop Festival."

Today, 7:30 p.m., and tomorrow, 8 p.m., $10-$12. Nada Classic, 167 Ludlow St., via F,J,M to Delancey/Essex Sts.; (212) 420-1466.

FAIRS AND FESTIVALS

PAKISTANI PARTY

* The Pakistani Army Band and traditional dancers kick off the Pakistani Independence Day Parade, followed by a fair. Tomorrow, begins 1 p.m., Madison Ave., 41st to 26th Sts., via 4,5,6,7,S to 42nd St. or N,R to 28th St.; (212) 962-7445.

CIAO DOWN IN BROOKLYN

* The 18th Ave. Feast features Italian culinary favorites, rides and games and benefits the Santa Rosalia Society. Today and tomorrow, 6-11 p.m., between 68th St. and Bay Ridge Parkway, via B to 62nd St.; (718) 234-4168.

SAMBA ON ORCHARD

* Brazilian capoeira and samba, flamenco and gypsy dances and an inflatable Play Zone for kids are highlights of the Orchard St. Music Festival. Tomorrow, 2 p.m., between Stanton and Houston Sts., via F,J,M to Delancey/Essex Sts.; (212) 226-9010.

BRIGHTON UP

* The 24th Brighton Beach Jubilee, leading to the Coney Island Boardwalk, features games, neighborhood cuisine, kiddie rides and entertainment stages. Tomorrow, 10 a.m,-7 p.m., free. Brighton Ave. from Corvin Place to Coney Island Ave., via D,Q to Brighton Beach; (212) 891-0800.

HEALTHY FUN

* Washington Heights and Inwood celebrate good health with a festival of music, ethnic foods, a mobile children's museum and various medical screenings. Tomorrow, noon-5 p.m., Mott Haven Ave. between 168th and 172nd Sts., via 1,A,B,C,D to 168th St.; (212) 305-3900.

REPUBLICAN RUNNINGS

* The Gramercy Park Republican Club brings 400 food, craft and merchandise vendors for a Third Ave. Festival between 14th and 23rd Sts. Tomorrow, 11 a.m.- 6 p.m., via L to Third Ave. or 6 to 23rd St.; (212) 809-4900.FAMILY FAREPARK 'N' PUPPETS

* The Beale Street Puppet Theater from Baltimore performs "Barrel of Monkeys Bash" on the grounds of the Van Cortlandt Park Museum. Today, 2 p.m., free. Enter Park at Broadway and 246th St., via 1 to 242nd St.; (718) 430-1890.

AMAZING ART

* Participants ages 3-17 in summer programs at the Brooklyn Botanic Garden display watercolors, origami and crayon-on-paper artwork. Opens today, 10 a.m.-6 p.m., $1.50-$3. 1000 Washington Ave., via 2,3 to Eastern Parkway; (718) 623-7200.

FASHION FUN

* Try out at noon for a **Nautica** back-to-school fashion show at 2 p.m.; plus, fashion tips, schoolbag and denim customizing kit giveaways and deejay music at Macy's. Tomorrow, noon-2 p.m. 34th St. between Broadway and Seventh Ave., via 1,2,3,9,B,D,F,N,Q,R to 34th St.; (212) 494-2442.

SHOW-STOPPER

* To mark the final weekend of the Fringe Festival, performers hold a children's workshop with face painting, mask play, voice and movement instruction and storytelling in the La Plaza Cultural Garden. Today, noon-2 p.m., free. Avenue C and Ninth St., via 6 to Astor Place; (212) 420-8887.

TO A TEE

* Bring a 100% cotton T-shirt to decorate with paint and glitter impressions of objects from nature. Tomorrow, 2 p.m., free. Miller Field, Staten Island. Hylan Blvd. and New Dorp Lane., via SIRT to New Dorp or S76 to New Dorp Lane; (718) 351-6970.

SHELL GAME

* Hand puppets and marionettes tell the story of a turtle who races a hare, with a surprise ending. Today, 12:30 and 2:30 p.m., $5-$7. Puppetworks, 338 Sixth Ave., Brooklyn, via F to Seventh Ave.; (718) 965-3391.

SEAPORT SOIREE

* A deejay spins tunes, seafood restaurants set up shop outdoors and Long Islander Jill Gioia, winner of the Rock 'n' Sole Girl Band Search, performs. Today, noon-8 p.m., free. Pier 17 at South and Fulton Sts., via 2,3,4,5,A,C,J,M to Fulton/Broadway-Nassau; (212) 677-1795, ext. 106.

GRAPHIC: BOBBY SANABRIA

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27 GOTTSCHALKS OPEN TODAY;CALIFORNIA-BASED CHAIN BOUGHT LAMONTS IN BIDDING WAR, GIVING IT A LARGER NORTHWEST PRESENCE SEATTLE POST-INTELLIGENCER August 31, 2000, Thursday

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SEATTLE POST-INTELLIGENCER

August 31, 2000, Thursday , FINAL

SECTION: BUSINESS, Pg. D1

LENGTH: 690 words

HEADLINE: 27 GOTTSCHALKS OPEN TODAY;
CALIFORNIA-BASED CHAIN BOUGHT LAMONTS IN BIDDING WAR, GIVING IT A LARGER NORTHWEST PRESENCE

BYLINE: KATHY MULADY P-I REPORTER

BODY: Gottschalks today will open 27 of the 34 stores it bought from the failed Lamonts chain earlier this summer in a move expected to enliven competition among the region's fashion and department store retailers.

The 96-year-old California department store chain bought Kirkland-based Lamonts Apparel for $20.8 million in May in a bidding war in federal bankruptcy court.

The Kirkland chain stretched from Alaska to Utah, so the purchase helps Gottschalks expand into new areas of the country. There had been just one Gottschalks in Washington - at Tacoma - before the acquisition. There are now 19 in the greater Seattle area alone.

"We had targeted the Pacific Northwest for expansion," said Fred Bentelspacher, vice president of advertising for Gottschalks. "When the Lamonts opportunity came along, we felt it was too good to walk away from. Our strategy is to make Gottschalks a $1 billion company by 2004."

The company already operated 40 department stores and 20 specialty stores, primarily in California. The Gottschalks chain now stretches from Southern California to Alaska.

Gottschalks rang up $540 million in sales last year. Lamonts sales were about $220 million.

In January, Lamonts filed in U.S. Bankruptcy Court in Seattle, seeking voluntary reorganization and Chapter 11 bankruptcy protection. It was not the first time.

Lamonts had wrestled with financial problems. The company had emerged from a previous three-year reorganization in February 1998.

In contrast, Gottschalks this month reported its best second quarter operating performance in the past 10 years at a time when other retailer are struggling with softer sales.

Other retailers are keeping a close eye on the new arrival.

Representatives from the Seattle-based Retail Group, a consulting firm, planned to look over the Gottschalks stores first thing this morning before offering any opinions.

John Bailey, a Nordstrom spokesman, said the Seattle-based national chain welcomes the newcomer.

"We think that Gottschalks is a great company and we respect them and welcome their competition," said Bailey. "We think in the long run, it benefits the customer.

"What it causes us to do is listen to our customers even more," he said. "Our customers have so many choices, we know we have to listen harder to their needs and provide them with the merchandise they are seeking."

Seattle's Bon Marche group is watching the Gottschalks opening as well, but is confident of its position.

"Gottschalks is replacing a competitor that was there previously, it doesn't change the retail landscape for us much at all," said Brent Frerichs, vice president of media/effectiveness.

"One of the challenges they face is that they are going into small properties that will somewhat limit the assortment of choices they can offer the consumer.

"We have been headquartered here for 100 years, we know and understand the Northwest market customer and don't take them for granted. It is hard for an outsider to come to the understanding that we have gained with a century of experience."

Gottschalks, which is headquartered in Fresno, took over the stores July 24 and flowed about $100 million of new merchandise onto the racks, floors and shelves.

"All the merchandise is new. All we bought were the stores and fixtures," Bentelspacher said.

Several of the new Gottschalks stores on the east side of the state - in Wenatchee, Tri-Cities and Spokane - quietly started doing business in so-called "soft openings" this week. The last seven stores in the 34 it acquired from the Lamonts' bankruptcy are all in Alaska and are scheduled to open Sept. 7, company officials said.

Most former Lamonts employees have been rehired by Gottschalks.

The department store carries moderate to better brand name fashions, shoes, cosmetics, accessories and home furnishings, including kitchenware.

Some of the brands carried are Estee Lauder, Lancome, Liz Claiborne, Calvin Klein, Ralph Lauren Polo and Chaps, Tommy Hilfiger, **Nautica,** Krups, Calphalon and Samsonite.P-I reporter Kathy Mulady can be reached at 206-448-8131 or kathymulady§seattle-pi.com

LOAD-DATE: September 1, 2000

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Shannon Elizabeth TEXAS MONTHLY September, 2000

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TEXAS MONTHLY

September, 2000

SECTION: FEATURES; Getting Face Time; Pg. 159

LENGTH: 495 words

HEADLINE: Shannon Elizabeth

BYLINE: by Jason Cohen

HIGHLIGHT:
Her rise as a sex symbol has been so fast it's, well, scary.

BODY:
SHANNON WHO? If this is your first response to the shapely Texas actress, you are living in Adult World. You saw *St. Elmo's Fire* as soon as it opened. You dig Sela Ward. You are over thirty.

Shannon Elizabeth is a product of Teen World, and Teen World is what drives popular culture these days. It's a place where boy bands and hip-hop have the same fans, where actresses have two first names, and where the MTV Movie Awards are the closest thing to Cahiers du Cinema. Elizabeth, best known for her work in last year's teen-sex comedy *American Pie* and as the star of the recent horror parody *Scary Movie,* is one of the queens of the current scene.

The 24-year-old has scored a *Maxim* cover, serves as the new face of the **Nautica** campaign, and even maintains her own official Web site (not to worry, a portion of the $ 9.95 monthly fee to subscribe to www.shannonelizabeth.com benefits a charity designed to end teenage prostitution). One of the most voluminous of the many unofficial Web sites requires visitors to prove that they are over eighteen. That's mainly because Elizabeth is also an old-school babe who isn't afraid to take her clothes off. "It was something that I wanted to do," she says of her *Playboy* spread from 1999. "It was the right time, I got to work with a great photographer, and they're artistic shots."

Those artistic shots were a logical tie-in with *American Pie,* in which Elizabeth played a foreign exchange student who gets all comfy, topless, and shall we say, self-reliant, while her "study date" spies on her using an Internet-connected camera. That scene is certainly the most convincing contender for this generation's version of Phoebe Cates's leaving the pool in *Fast Times at Ridgemount High.* She also deserves credit for pulling it off with considerable comic flair as well as for her convincing Eastern European accent. Call Elizabeth the Meryl Streep of the half-naked teen set.

Strangely, Waco's ruling fathers have yet to give her the key to the city. She moved to the Central Texas town with her family when she was in the third grade (she was born in Houston). She played tennis at Waco High and tried to do a little acting, but, as she says, "there wasn't much happening there." She passed up a scholarship to Texas A&M to pursue a modeling career in New York, and soon things got going in Hollywood. Though she made her splash as a sex symbol, Elizabeth is now ready to move to the next level. "Sometimes it takes something like that to get you noticed," she says. "Now I'm gonna prove there's some ability there."

Mission accomplished. Miramax has locked her into a three-picture deal that began with *Scary Movie*. Currently she is filming *Tom Cats*, a production that will take her out of the realm of senior proms and scanty clothes. "*Tom Cats* isn't a teenage movie at all," she says. "I play a cop." A vice cop, in fact. Just imagine the wardrobe.

GRAPHIC: Photo, Queen Elizabeth: Her role in American Pie won her a three-picture deal with Miramax. PHOTOGRAPH BY ISABEL SNYDER/CORBIS/OUTLINE

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THIS WEEKTODAYTelluride (Colo.) Film Festival. Through Monday. (603) 433-9202 The Hollywood Reporter September 1, 2000

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The Hollywood Reporter

September 1, 2000

LENGTH: 943 words

HEADLINE: THIS WEEK
TODAY
Telluride (Colo.) Film Festival. Through Monday. (603) 433-9202

BODY:
Deauville (France) American Film Festival. Through Sept. 10. (212) 737-5040

SATURDAY

Third annual Fedorin Cup. Benefit for Hockey Fights Cancer features Team Canada vs. Team USA hockey game, silent auction and casino-style gaming. 5:30 p.m., DisneyIce, Anaheim. (714) 535-RINK

WEDNESDAY

Licensing Arts for Commercial Uses. Workshop presented by California Lawyers for the Arts. 7-8:30 p.m., Ken Edwards Center, Santa Monica. (310) 998-5590

THURSDAY

2000 MTV Video Music Awards. Hosted by Marlon and Shawn Wayans. Radio City Music Hall, New York. (212) 846-4629 or (310) 752-8075. www.mtv.com

GAIT TV and Internet Festival. Through Sept. 8. Works by independent TV and Internet producers from throughout the world. Lifetime achievement award to Stephen J. Cannell. Academy of Television Arts & Sciences, North Hollywood. (323) 782-7180

Toronto International Film Festival. Through Sept. 16. (416) 968-3456

Advertising Club of Los Angeles luncheon. Frank Biondi Jr. and Robert J. Dowling, editor-in-chief and publisher of The Hollywood Reporter, take part in discussion about Biondi's history at Universal Studios and Viacom, how that led him to his Internet post and the importance of the Net in business. Cocktails 11:30 a.m., lunch noon, Beverly Hills Hotel. (323) 782-1044

Antonio Aguilar honored with star on the Hollywood Walk of Fame. Honors mariachi singer and actor known as "El Charro de Mexico." 11:30 a.m., 7060 Hollywood Blvd. (323) 468-1376

Behind the Scenes: Latin Alternative Music. Panel discussion presented by the Los Angeles Chapter of the Recording Academy and Musicians Institute. 7-9 p.m., Musicians Institute, Hollywood. (310) 392-3777

NEXT WEeK

FRIDAY, SEPT. 8

IBC 2000. Through Sept. 12. International broadcasting convention. RAI Centre, Amsterdam, the Netherlands. 44-20-7611-7511. www.ibc.org

Lucy Awards Luncheon. Honorees include Marcy Carsey and Phyllis Diller. Meredith MacRae honored posthumously. Reception 10:30 a.m., luncheon and ceremony 11:30 a.m., Beverly Hilton. (323) 954-4000.

SATURDAY, SEPT. 9

The Scriptwriters Network monthly meeting. 1 p.m., Bldg. 476, Universal Studios. (323) 848-9477

Jump-start Your Career in Film, Television and Advanced Media. Free UCLA Extension program features guest speakers. 9 a.m.- 1 p.m., Dickson Art Center, UCLA, Westwood. (310) 825-9064

Pre-Emmy party. Part of Emmy Experience Weekend sponsored by the Los Angeles Sports & Entertainment Commission. 7:30-11:30 p.m., Paramount Studios, Hollywood. (310) 487-1754

SUNDAY, SEPT. 10

52nd annual Primetime Emmy Awards. 5 p.m., Shrine Auditorium, Los Angeles. (818) 754-2800

A Leading Man Talks About Kissing on Film. A humorous talk and discussion by veteran actor Stephen Collins ("7th Heaven"). Q&A to follow. 6:30 p.m., Loews Santa Monica Beach Hotel. (310) 788-0861

Walk for Hope. Eriq La Salle, Andrea Evans and Patrika Darbo join City of Hope benefit walk to raise money for breast cancer research. City of Hope campus, Duarte, Calif. (800) 266-7920

Second annual International Animation Festival. 5 p.m., the Gig, Los Angeles. (323) 960-3385

Kids 4 Kids. Benefit for the Ronald Mc- Donald House features ventriloquist Jeff Dunham and Vic Dunlop. 1 p.m., Irvine (Calif.) Improv. (949) 854-5455

TUESDAY, SEPT. 12

Fall Broadcast Management Conference. Through Sept. 15. Presented by the National Association of Black Owned Broadcasters. Washington Hilton. (202) 463-8970

THURSDAY, SEPT. 14

Portland (Ore.) Creative Conference. Through Sept.16. Portland Center for the Performing Arts. (800) 597-0099

Festival Cine Latino. Through Sept. 17. Festival of independent Latino cinema. Roxie Cinema and Yerba Buena Center for the Arts, San Francisco. (415) 553-8140

Silverlake (Calif.) International Film Festival. Through Sept. 17. (323) 664-2169. www.silverlakefilmfestival.com

In the Land of the Pharaohs: Ancient Evenings at the Egyptian. Through Sept. 17. American Cinematheque film series revisits visions of the ancient empire. Egyptian Theatre, Hollywood. (323) 466-FILM

FRIDAY, SEPT. 15

22nd annual Independent Feature Film Market. Through Sept. 22. New York. (212) 465-8200. www.ifp.org

or ifpny@ifp.org

Tribute to Cyd Charisse. Artistic director Rodney Gustafson re-creates the MGM star's famous dance scenes. Reception 5:30 p.m., performance 8 p.m., Lobero Theatre, Santa Barbara, Calif. (805) 963-0761

Entertainment Industry Summit. Through Sept. 17. Presented by Black Entertainment Magazine. Los Angeles Black Business Expo and Trade Show 2000. Workshops, seminars and panel discussions. Los Angeles Convention Center. (310) 527-5503

Big Bear Lake (Calif.) International Film Festival. Through Sept. 17. (909) 866-3433. www.bigbearlakefilmfestival.com

Hollywood Comes to Chicago 2000: The Reel Deal for Serious Screenwriters, Novelists, Filmmakers and Actors. Through Sept. 17. Actor-producer Tim Reid headlines event with industry speakers. 5 p.m., University of Chicago. (312) 944-6667

SUNDAY, SEPT. 17

Comic Book and Science Fiction Convention. Features appearances by Pamela Anderson and the cast of "V.I.P." 10 a.m.- 5 p.m. Shrine Auditorium Expo Center, Los Angeles. (818) 954-8432

14th **Nautica** Malibu Triathalon. Benefit for the Elizabeth Glaser Pediatric AIDS Foundation. Co-sponsored by Club Med and Men's Health magazine. 9 a.m., Zuma Beach, Malibu. (818) 707-8867

Roy and Roxie Campanella Foundation benefit dinner. Honors Bill Cosby and Michela Alioto, former White House assistant to Vice President Al Gore. Cocktails and silent auction 6:30 p.m., dinner and awards presentation 7:30 p.m., Regal Biltmore, Los Angeles. (323) 525-1275

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small talk. Children's Business September 1, 2000

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Children's Business

September 1, 2000

SECTION: No. 9, Vol. 15; Pg. 32 ; ISSN: 0884-2280

IAC-ACC-NO: 65644649

LENGTH: 1472 words

HEADLINE: small talk.

BYLINE: Clack, Erin E.

BODY:
NAUTICA, GUND ADOPT WWF CAUSE

In line with its ongoing campaign to connect with consumers through altruistic-based grass roots marketing, **Nautica** Children, a division of Hampton Industries, has embarked on a unique venture with plush toy maker Gund and World Wildlife Federation (WWF), an organization devoted to protecting the earth's wildlife and wetlands. Beginning October 30 and ending December 2, 2000, **Nautica** retail accounts across the country--at both the department and better specialty levels--will showcase **Nautica** screen-printed T-shirts, featuring WWF-sanctioned endangered species, within their infant and toddler apparel departments. With every $ 40 purchase of **Nautica** Children's merchandise, customers will receive a white plush seat by Gund, as a gift-with-purchase. In addition, **Nautica** will donate one dollar for every $ 15 T-shirt sold to directly support the organization.

"When we were looking around for organizations with which to form an association--organizations that shared the same philosophies as **Nautica**--WWF stood out as one that we thought had the credibility and the commitment to its cause," said **Nautica** Children president Bob Reid, explaining his company's choice.

According to Reid, **Nautica** plans to carry the program over into subsequent seasons and gradually expand the WWF association, beyond just T-shirts to encompass additional apparel categories, as well as to introduce new gift-with-purchase plush animals from Gund. Rumor has it the company has its eye on an amiable, green turtle to fill the appointed position of mascot for the Spring 2001 season.

ZUTANO COLLABORATES WITH ARTIST

Proving it's never too soon to be exposed to the art world, Vermont-based Zutano is outfitting infants in designs featuring the work of distinguished New Yorker cartoonist Ed Koren. Koren has just developed a series of distinctive prints, entitled "Bearly Winter," to appear exclusively in Zutano's Fall 2000 Baby Basics correction. Etched, cartoon style, in deep navy on a rich cream-colored background, the prints depict lighthearted scenes of bears participating in various winter sports like skiing, sledding and skating. The Beady Winter pieces work with the company's Cozies Collection, a year-round assortment of solid-colored sherpa fleece basics. Nubby cardigans, pants, overalls and more in navy and cream, paired with Bearly Winter-printed t-shirts and legging sets, translate into a winter wardrobe wonder for little ones. A bear-

eared fleece hat seals the deal.

The creation of Koren's print for Zutano marks the third in an ongoing series of collaborations between the children's wear manufacturer and established artists. "We have always been very interested in and committed to the arts," explains Zutano's Michael Belenky. In fact, Zutano's unparalleled talent for bringing the artistic medium to life on children's clothing has attracted the attention of many licensing agents, clamoring to sign-on the manufacturer to develop apparel for their licensed properties. But Zutano won't be moved. "We've always resisted the typical licensing pieces and instead really looked at things that we can develop to be fresh and new," he says. "Rather than characters and prints with mainstream recognition, we're much more interested in working with real, cutting-edge artists on developing our own original prints and characters, that are entirely exclusive to us."

KOALA BEAR KARE INKS LICENSING DEALS

More than likely, you've encountered its unmistakable mother and child koala bear logo in your comings and goings to public restrooms, restaurants and playgrounds across the country. For over a decade, Denver, Colorado-based Koala Corporation has committed itself to making the lives of parents easier by supplying businesses with parental convenience products, such as baby changing stations, high chairs, shopping cart seats, playground equipment and more. Now, thanks to a recent licensing deal Koala Corporation is branching out beyond the business-to-business platform to put its brand behind a new collection of baby products bound for the consumer goods marketplace.

Per the agreement, licensee Associated Hygienic Products will develop and market Koala Bear Kare brand diapers and other disposable products. Babies' Alley, a division of La Rue International will produce Koala diaper bags and other baby care accessories. "Both of these product categories are very logical extensions for us," explains Koala Corporation's Nate Klatt. "Up until this point, our primary contact with parents has been at that baby changing level, where we have assisted in millions upon millions of diaper changes over the last fifteen years. So, it made sense for us to start assisting parents on the other side of that changing table, so to speak." Koala Bear Kare's new medley of products is slated to ship to stores across the country, starting with the Spring 2001 season.

TALE OF TWO STORES

In a retail age when you are only as strong as the product you stand behind, smaller retailers are discovering that diversification is the name of the game. For years, San Jose-based upscale children's furniture retailer Kiddie World Furniture limited its product mix strictly to furniture and related accessories. Over time; however, the retailer began bringing in layette items. A few basic pieces here and there soon flourished into a full-scale layette department, showcasing over a dozen major brands.

"Floor space was always a major issue, but I knew we were missing the boat if we didn't carry layette," explains Kiddie World general manager Sherry Palmer. She says the layette products provide an ideal merchandising tool in promoting the sale of her furniture inventory. "We're now stuffing our layette items into our armoires and displaying them with our furniture pieces to dress them up a bit," she says. By broadening its mix to encompass other related categories, Kiddie World is able to offer its customers a complete took. "They don't have to go anywhere else to find it," says Palmer. "It gives us a competitive edge."

Taking the reverse approach, Circles, a better children's wear boutique based in Doylestown, Pennsylvania, decided to shake things up a bit by working a smart amount of bedding and accessories into its existing apparel offering. Owner Meg Thompson says she felt that, in order to maintain her edge and to continue satisfying the needs of her customers, she had to offer more. In her small town, quality and unique infant bedding comes as a commodity, prompting endless requests from customers that Thompson bring the category into her store's mix. Initially apprehensive and tight on floor space, Thompson started out very slowly with just crib sheets and mattress pads. She soon discovered just how easy-to-manage the category in fact is. She says most bedding distributors put out catalogs, from which individual customers can choose exactly what they want. Thompson then calls in her orders, on an as-needed basis, and the only inventory

she is required to have on hand is a single sample of each piece. "I've found, to my surprise, that bedding takes up very little floor space, and that the ordering is extremely simple," she says.

Both Thompson and Palmer of Kiddie World agree that a diverse, well-rounded inventory makes for ideal first-time customer bait. "I think that every time someone's expecting and we get her into the store and she's a new customer for us, we want to hold onto her in as many different categories as possible, says Palmer. "Continually broadening our offering helps us do this."

Kiddie World Furniture and Circles are not the only retailers crossing over into uncharted categories. Just ask Nina Selby, owner of both specialty bedding company Cotton Tale Designs and the new baby wear label Shortcake. Since making the move to balance out her bedding presentation with a complete, harmonious layette apparel offering, Selby has picked up more than 400 new retail accounts over the last year alone--apparel stores crossing over into bedding and accessories, and vice-versa. (Both Kiddie World and Circles are Shortcake/Cotton Tale Designs fans.) The prints, fabrics and color palettes Selby uses overlap between her bedding and apparel collections, translating into a cross-merchandising dream for retailers, who are supplied with all of the components necessary to present a complete picture to their customers, leaving no reason for them to shop elsewhere. Selby's finding that, by being able to offer retailers bedding from her Cotton Tales line along with layette apparel from the Shortcake collection, she enjoys the best of both worlds. The business just flows naturally from one side to the other. "It's certainly a very good place for me to be in right now," says Selby.

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FORD SCOUTS SEEK 20 NEW MODELS The Miami Herald September 3, 2000 Sunday FINAL EDITION

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The Miami Herald
Found on Miami.com
The Miami Herald

September 3, 2000 Sunday FINAL EDITION

SECTION: NEIGHBORS WE; Pg. 23W

LENGTH: 231 words

HEADLINE: FORD SCOUTS SEEK 20 NEW MODELS

BYLINE: Herald staff

BODY:
Ford Models, renowned for launching and sustaining careers of celebrated top models Stephanie Seymour, Lauren Hutton, Rachel Hunter, Jerry Hall and Christie Brinkley, is looking for new talent.

Ford Models scouts will choose 20 local candidates to participate in a **Nautica** Jeans fashion show and regional final event.

The open casting call is at 4:30 p.m. Wednesday at the Shops at Sunset Place, 5701 SW 72nd St.

The casting call will be followed by a **Nautica** Jeans fashion show, and callbacks will be announced at 6:25 p.m.

One winner will receive an all-expense-paid trip to New York City for the national final, in hopes of winning the spot to represent the United States against contestants from 40 other countries in this year's Ford Supermodel of the World international contest to be held in Puerto Rico in December.

Entering the contest is free and open to young women ages 14 to 21. Contestants will submit applications along with two nonreturnable photos and meet with scouts from Ford Models for acceptance into the U.S. model search contest. The search is also open to young men ages 17 to 23, with a national grand prize of a one-year modeling contract with the Ford Agency.

Modeling experience or professional pictures are not necessary. The U.S. model search tour is being sponsored by Pepsi, Twist Magazine, Wella Haircare and Simon Property Group.

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Gold medal rivalry still sizzling The Australian September 5, 2000, Tuesday

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The Australian

September 5, 2000, Tuesday

SECTION: SPORT; Pg. 27

LENGTH: 347 words

HEADLINE: Gold medal rivalry still sizzling

BYLINE: SAILING Trudy Harris

BODY:
THEY greet each other with slaps on the back and promise to catch up over a barbecue and beers.

It's hard to believe but in the Olympic world of sailing, it seems the Brazilian and United States star-class sailors can be the best of friends as well as the fiercest of rivals.

"There's not much money to be made in this so you might as well have some fun," US skipper Mark Reynolds said after greeting his Brazilian rivals at the Olympic sailing venue this week.

"We've been sailing against them for too long so I guess it's natural we become friends," Reynolds added.

At the Rushcutters Bay venue, the two boats, Brazil's Vida Bandida and the US's **Nautica,** are perched on trailers next to each other in the parking lot.

"The sabotage won't start until closer to the event," US crewman Magnus Ciljedahl joked as the two crews carried out minor maintenance on their boats.

The rivalry began in Seoul in 1988 when a lengthy battle for Olympic gold ended with the Americans winning silver and the Brazilians bronze. Great Britain sneaked past them to win gold.

"We thought we were battling it out for gold," Reynolds recalled yesterday. In a rematch in Barcelona, the US won gold and the Brazilians finished 11th.

"Where did you come?," Reynolds yelled to his rivals across the **Nautica,** already knowing the answer.

Four years later in Atlanta, it was the Brazilians' turn for revenge, taking gold and leaving the US floundering in eighth place.

Brazilian skipper Torben Grael said he was looking forward to another showdown with the US, this time on Sydney Harbour, which he said was one of the most picturesque in the world.

"It is a great harbour," Torben said.

Asked who his greatest challengers were, Torben said: "The Americans and the locals.

"We have been sailing against each other (the US) for 10 years. But we have beers afterwards and Marcelo

(a member of his crew) is a barbecue specialist," he said.

Marcelo Ferreira promised to host his famous barbecue before the Olympics were over.

"His barbecues are pretty good," Reynolds said.

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Go back to class in style Asbury Park Press September 5, 2000 Tuesday

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September 5, 2000 Tuesday

SECTION: D; Pg. 1D

LENGTH: 511 words

HEADLINE: Go back to class in style

BYLINE: PATTI MARTIN/WHATEVER WRITER

BODY:
Gone are the days when guys threw on just anything to head back to school.

Whether it's the ultra-casual skater look or the ultra-smooth operator look, guys these days are just as hip to the trends as the girls.

"Fashion is no longer a 'girl thing,' as it was a decade ago," explained Joe Denofrio, senior vice president and fashion director, Macy's East. "Guys are getting into the act of 'dressing up' to look cool and hip because many of their contemporary pop-culture icons, such as Will Smith and Carson Daly, are setting the standards of style. They are concerned with what and who they're wearing."

So what can the well-dressed male expect to be sporting when school bells start ringing next week? Take a look:

This season there are different styles and fabrics in pants, but none more dominant than denim. This staple in American fashion is available in a variety of styles, colors, washes and widths, from Levi's 550 basic jeans to FuBu's metallic Platinum line to Tommy Hilfiger's Skater and Low Rider jeans.

Although jeans make up the majority of guys' apparel, it is not the only staple in the wardrobe. For the more fashion-forward coed, casual slacks are making a comeback. **Nautica** and Dockers are leading the way in khakis and DKNY has a funky plain-front pant with Velcro fastened waist.

And there are still more options when it comes to pants. Wear First has a side-pocket pant in a variety of colors, including midnight, orange, oat and fatigue. Several manufacturers also are offering up the newest emerging trend - pleather pants - as seen on Carson Daly and others. Last year's trend - convertible pants which change from pants to shorts with just a zip - remain popular, especially during those first hot, muddy back-to-school months.

Yet, man cannot live by just pants along. This season's shirts are proving to be fun and hip. Look for cotton T-shirts with logos as well as camp shirts in a variety of colors and patterns.

When the weather starts turning cooler, trade those short sleeves for some microfleece jerseys and ribbed thermal shirts and sweaters. And you can never go wrong in a classic button-down shirt, as long as it's in a check or plaid pattern.

When temperatures begin to drop, guys will want to stay warm by looking cool. Vests are back again this year, in fleece, down and quilted materials. Pleather jackets will be big as will the ever-popular, never-out-of-style denim jacket. If you're looking for something funky, though, you may want to check out Wear First's media vest, which accommodates CDs and a CD player.

ON THE COVER:

Mix and match your clothes with a blue plaid camp shirt by Quicksilver ($35); black and grey thermal knit shirt from Green Dog ($26); grey and blue fleece vest by New Legends ($14.99), and black pleather pants from Whispering Smith ($40).

Assorted sweaters and tops in bright colors from Wooden Dog (left), Plugg and Michael Gerard. Basic blue, clack and stone washed jeans from Levi's, cK and Tommy Hilfiger can complete anyone's back-to-school wardrobe.

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NAUTICA SAILS ACROSS THE POND; JEANS LINE LAUNCHES IN UK AND GERMANY FOR SPRING 2001.
Daily News Record September 11, 2000

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Daily News Record

September 11, 2000

SECTION: Pg. 5 ; ISSN: 1041-1119

IAC-ACC-NO: 65493825

LENGTH: 1002 words

HEADLINE: NAUTICA SAILS ACROSS THE POND; JEANS LINE LAUNCHES IN UK AND GERMANY FOR SPRING 2001.

BYLINE: Cunningham, Thomas; FALLON, JAMES; MALONE, Contribution from SCOTT

BODY:
LONDON -- **Nautica** Jeans Co. is heading east.

The brand is launching at retail in the UK and Germany in spring 2001 in its first steps into the European market. The goal is to have about 20 to 30 stockists for spring in the two markets, said Chris Clark, finance director of **Nautica** Europe. **Nautica** Jeans expects to have sales at retail of about $ 5 million in the first year.

"We're launching only the men's line for spring," said April Singer, head of **Nautica** Jeans Europe. "When the opportunity arises, we will then launch the women's collection."

Nautica will open a 650-square-foot shop in Harrods' Way In department in February. The line also will be carried by the jeans specialty chain Best Jeans in 14 of its stores in the UK and by selected House of Fraser department stores in Britain, Singer said.

The German stockists have not yet been finalized, but the distribution there will mirror that in the UK, covering specialty and department stores, Singer said.

"The strategy for both the UK and Germany is to keep distribution specialized and tight," Singer said.

The cautious strategy results from the fragmented nature of the European market, said David Chu, **Nautica's** chairman and designer. "Europe is such a complex market and each one is different," he said.

"Each country's retail system is different and the European customer is different. We want to make sure we approach each market correctly, which is why we didn't launch in all of them at the same time. By doing it slowly we also can concentrate our marketing spend."

The launch of **Nautica** Jeans in Europe follows the strategy the company has adopted for its sportswear line. **Nautica** originally launched in Europe in an ill-fated venture with New York investment bank Financo but has now established its own London-based subsidiary to handle European sales of its sportswear line.

Nautica Jeans Europe also will be based in London and is a subsidiary of **Nautica** in the U.S.

Chu said the **Nautica** brand is becoming increasingly well known in the European market. He expects a further boost to come next year when **Nautica** launches its men's fragrance in Europe. The fragrance, produced under license by Unilever PLC, currently is being launched in the U.S.

In common with its European sportswear line, **Nautica** Jeans has developed denim products specifically for the European market.

"The European fit is slimmer in denim. The line is more about fabric development and is more conceptual than in the U.S.," Chu said, while Singer added, "We're trying to keep our American heritage but with a European sensibility."

Prices of the line will be similar to those in the U.S., with basic jeans in four fits and washes starting at $ 65 and going up to about $ 95, Singer said. In the UK this is slightly less expensive than such competitive brands as Diesel and G-Star. In Germany, where Diesel and Replay have lower starting prices, **Nautica** will be a mid-priced jean, Singer said.

E-Function Puts Edwin Back on the Map

Edwin, a privately held Japan-based jeans brand, is using its new E-Function style to rebuild its U.S. image as an upscale denim label.

The jeans, which retail for about $ 145, are one of the hottest entries in the already crowded market for the "ergonomic" look that features twisted seams and angled pocket placements.

The positive response to E-Function, which has been picked up by 150 doors, including top-tier retailers like The Atrium, is a shot in the arm for Edwin. Although the company has remained a leading label in Japan, Edwin's U.S. sales slumped in the late '90s as it tried to clean up its distribution.

But this year sales will be up 45 percent over last year's depressed level, and next year sales will grow another 60 percent, predicted Mark Schick, Edwin's Montreal-based president of North American operations. The company's products are in about 450 men's doors in the U.S. and at 375 doors in Canada, he said. Schick would not disclose the company's sales figures.

The E-Function jeans and jackets, introduced at retail this spring, are made with a color-fast indigo denim that retains its shade for up to 30 washes. The jeans also feature a slanted fifth pocket, sleek "E" logo rivets and an offset cell-phone pocket on the rear of the pants that keeps the phone from being crushed when the wearer sits down.

Edwin has developed a fixture to hang the jeans, which is boosting sell-though by as much as 30 percent in some stores, Schick said. The company also has attention-getting cherry-red hangtags and brochures to promote the jeans' benefits.

To pick up a broader distribution, Edwin is introducing a lower-priced E-Function "black label" for spring 2001, which is more logo-driven and is cut from a different denim, Schick said.

King for a Night

Diesel's new "celebrity" photographer, King Frank, was a big hit at the denim firm's MAGIC party, where he set up a photo shoot in the VIP section. Transvestites and fashion execs alike lined up to let the disheveled Frank snap their picture with a beaten-up Polaroid camera.

But Richard Avedon needn't fret: Frank's performance was all part of Diesel's marketing campaign, which skewers the cult of personality surrounding some fashion photographers.

Baby Needs a New Pair of Jeans

The Blue Jeans for Babies Golf Classic, sponsored by industry group Jeanswear Communications, will now become a permanent fixture in Las Vegas. This year's event, held at the Badlands Country Club on Aug. 27, the Sunday before MAGIC, raised more than $ 100,000 for the March of Dimes' Birth Defects Foundation.

About 150 retailers, jeans makers, mill executives and fiber producers turned out for the event, which had been previously held in Greensboro, N.C., said Norman Karr, executive director of Jeanswear Communications.

The tournament kicks off Blue Jeans for Babies Week in October, which is expected to raise another $ 1.5 million to $ 2 million for the March of Dimes.

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Fashion Week: One for the Money, Two for the Show;John Varvatos Reaches Out To the Man in the Middle
The New York Times September 12, 2000, Tuesday, Late Edition - Final

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September 12, 2000, Tuesday, Late Edition - Final

SECTION: Section B; Page 11; Column 1; Style Desk; Fashion Page

LENGTH: 594 words

HEADLINE: Fashion Week: One for the Money, Two for the Show;
John Varvatos Reaches Out To the Man in the Middle

BYLINE: By GINIA BELLAFANTE

BODY:
At the Gucci men's show in Milan earlier this summer, Dylan McDermott, the actor who isn't Dermott Mulroney but the one who plays a Boston lawyer on "The Practice," sat in the front row in the kind of attenuated black suit (Gucci, needless to say) his character would only wear if he were delivering a summation to 12 jury members who also happened to be putting together the next Whitney Biennial.

What came down the runway -- indulgent expressions of a momentary Bruce Lee fascination -- well, there wasn't much there for smug lawyers, either. As it turned out, Mr. McDermott had already found some clothes for his character to wear this season, and they were from a designer named John Varvatos.

Mr. Varvatos, who is showing his second men's collection on Thursday morning in Bryant Park, where much of Fashion Week will be held, is everything a new fashion star generally isn't. First, there is the fact that he designs clothes for men rather than women. Then there's the matter of his age, which is 45, not 26. And surely that is one reason he is so decidedly averse to the zanily effete.

"Very few men's wear designers understand that regular blokes do not want to look like hairdressers or skateboarders or street hustlers," said Simon Doonan, creative director at Barneys New York. Barneys has given Mr. Varvatos hundreds of square feet in its Madison Avenue store, putting him in a league with the Dolce & Gabannas, and Mr. Doonan is featuring Mr. Varvatos's fall clothes prominently in the store's current advertising campaign. Mr. Varvatos also received a lot of room for a new designer at Bergdorf Goodman and at Saks Fifth Avenue, which were quick to pick him up after a first collection that did not go unnoticed by the press.

The designer's clothes seem intended for the kind of guy who has moved into a salary bracket that no longer confines him to Banana Republic. Mr. Varvatos, who garnered the award for best new designer of men's wear at the American Fashion Awards in June, creates masculine clothes. There are bulky knit sweaters, wide-leg pants and topcoats -- made in Italy, not Taiwan -- with fabrics Mr. Varvatos develops with his manufacturers. For his spring line, the silhouettes are similar, this time with sweaters made of a cashmere-linen blend.

A native of suburban Detroit, Mr. Varvatos was the head men's wear designer at both Ralph Lauren and Calvin Klein before going out on his own with backing from **Nautica.** Executives from **Nautica** in fact called

him seven years ago about starting a line, but Mr. Varvatos turned them down. "I decided my ego wasn't that big," he said. Eventually, though, he started to see a real void in the men's market, and when **Nautica** called him two years ago with the same offer, he said yes. He also oversees **Nautica's** jeans line.

"There's the modern guy who shops at Prada and Gucci and Helmut Lang," Mr. Varvatos said. "And then there's the classic Armani customer. But there's a guy in the middle and there isn't that much out there for him."

That is a point Mr. Varvatos likes to make as he travels to stores to rouse the sales people. "Please take the time to go through the collection because you can find great details to talk to the customer about," he said to a group at Bergdorf Goodman a few weeks ago as he picked up acoat with a built-in cell phone pocket.

"I'm a business person as well as a designer," Mr. Varvatos said later. "Sometimes designers are brilliant creatively, but they lose touch with what's happening at the store. You have to ring the register."

http://www.nytimes.com

GRAPHIC: Photo: The designer John Varvatos prefers masculinity over the effete look. (Boyd Hagen for The New York Times)

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STARSIDE AT SHOWS. Daily News Record September 15, 2000

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September 15, 2000

SECTION: Pg. 3 ; ISSN: 1041-1119

IAC-ACC-NO: 65486905

LENGTH: 331 words

HEADLINE: STARSIDE AT SHOWS.

BYLINE: BOYE, BRIAN; DODD, ANNMARIE

BODY:
Rather than sit in front-row seats, stars opted to take an active role Thursday in the Joseph Abboud and **Nautica** shows.

Nautica's David Chu gambled on 18 young actors/stars-in-the-making to show off his spring 2001 fashions. (Of course, modeling and runway work is listed prominently on their resumes already.) "We have a hipper attitude and it will look great on the guys," said the designer.

"I like this," said Sean Palmer, the current star of Saturday Night Fever at **Nautica's** pre-run party Wednesday night at the Morgan. "I'm fascinated by fashion and what this week is about. It's all like theater."

Rodney Scott, star of the WB's new show Young Americans, was a bit more nervous about his runway debut. "I don't have the high cheekbones or pouty lips, but I'm just going to go out there and do it."

For his part, Chu is getting used to having his clothes on actors: the casts of two new shows -- Aaron Spelling's Titans and Darren Star's Grosse Pointe -- will wear **Nautica** apparel. "

Baseball's Jose Canseco joined New York Yankees teammate Bernie Williams at Joseph Abboud's Bryant Park Grill presentation.

While Boston-bred Abboud's invite could go down as blasphemy among his fellow Red Sox fans, the designer defended his hospitality. "Bernie is a class act. Jose is a hunk," said Abboud, who traveled to Boston twice last week for Yankees-Red Sox games. "No one's going to judge me for that. It's hard being a Red Sox fan in this town."

Sex and the City star Kim Cattrall provided even more heat to the already warm rooftime fete. Cattrall loves to dress her husband in the clothes of Abboud, her longtime friend. "I love suedes and texture. I'm a very sensual woman. "I like men to dress like men. Not boys or smurfs," added the Emmy-nominated star, who wore a vintage floral Ralph Lauren wraparound dress she said a makeup artist friend bought for $ 12 at a yard sale in upstate New York. "One trip to the dry cleaners and it was ready."

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
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A sharp-dressed man; WOMEN APPRECIATE THE EFFORTS OF DESIGNERS TO DEVLIVER THE MALE WARDROBE AS MUCH AS MEN DO Chicago Sun-Times September 15, 2000, FRIDAY, Late Sports Final Edition

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Chicago Sun-Times

September 15, 2000, FRIDAY, Late Sports Final Edition

SECTION: FEATURES; Pg. 43

LENGTH: 417 words

HEADLINE: A sharp-dressed man;
WOMEN APPRECIATE THE EFFORTS OF DESIGNERS TO DEVLIVER THE MALE WARDROBE AS MUCH AS MEN DO

BYLINE: LISA LENOIR

DATELINE: New York

BODY:
The rooftop of the Bryant Park Grill sizzled Thursday when models donning pieces from Joseph Abboud's Spring 2001 menswear collection posed with actress Kim Cattrall of HBO's "Sex and the City."

Cattrall, like so many other women, appreciates a well-dressed man. And at Abboud's informal show, 25 men -- decked out in everything from lightweight suede polos and cotton linen overcoats to flat-front trousers and basket-weave sandals -- were there for her viewing pleasure.

But clothes don't make the man, the man makes the clothes, she stressed.

"It doesn't matter what he wears if he doesn't have the confidence," Cattrall said.

Abboud's collection flowed with soft tailored jackets, rich fabrics and nature's colors such as ocean blue, green and tobacco. "The material feels good to touch," Cattrall said about the line's appeal. "I like a clean look."

Abboud recognizes that men crave style, and he infused his collection with simple pieces elevated by luxurious fabrics. He's found that such clarity makes it easier for men confused about what to wear on "casual Fridays."

Great sportswear serves as the foundation for impeccable dressing, Abboud said. Every man must own a suede or leather jacket, soft suits and knitted crews, V-necks and polo shirts for layering.

His mantra: "We can't make guys fashion victims."

Designer John Varvatos also tapped ultrasoft suede and Napa leather, in addition to superfine linen, for his spring show Thursday. Inspired by the artisan tradition, Varvatos brought back forgotten touches such as suede stitching and braiding and wove them throughout a collection that was relaxed and sophisticated.

Two other designers, David Chu for **Nautica** and Everett Hall, introduced more elements to round out a

man's spring wardrobe.

Chu, known for his slick sportswear, sprinkled a little fun into his show by featuring hunky stars such as Shane West of ABC's "Once and Again" and Nathan West from the movie, "Bring it On."

There needed to be something to juice up Chu's steady stream of illustration print swim trunks, ribbed sweaters and windbreakers. His clothes remain an easy choice for a man lacking in style creativity.

Hall went for the suited, tailored look. More than 30 suits in windowpanes, pinstripes and tweeds spruced up his buff models. His more striking pieces incorporated bold and colorful shirts. The highlight: A wool mustard multicolored windowpane suit with a lilac crew shirt underneath.

Contributing: Fashion Wire Daily

GRAPHIC: Actress Kim Cattrall mugs for the camera with models from the Joseph Abboud show. LEFT: Abboud paired a crisp linen jacket and earth-toned T-shirt for a look of casual elegance. ABOVE: David Chu for **Nautica** offered this long-sleeved crew neck sweater for spring 2001. RIGHT: John Varvatos downplays a suit with a T-shirt and sash-tied belt.

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CAST AWAY YOUR CARES IN STYLE Hartford Courant (Connecticut) September 16, 2000 Saturday, STATEWIDE

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September 16, 2000 Saturday, STATEWIDE

SECTION: LIFE; Pg. D1

LENGTH: 248 words

HEADLINE: CAST AWAY YOUR CARES IN STYLE

BYLINE: GREG MORAGO; Courant Staff Writer

DATELINE: NEW YORK --

BODY:
Is it possible that fashion designers were watching "Survivor" when they planned their Spring 2001 collections? At least two menswear designers, kicking off Fashion Week in New York -- which began Thursday and continues through next week -- showed signs that they, too, were hooked on the castaway capers.

John Varvatos sent out models who seemed to be leading the island life, with wrinkled separates, untucked shirts and pants belted with leather sashes that looked to be the result of shipwreck resourcefulness. But no castaway ever had it this good: Varvatos' gauzy shirts, crinkly linen suits and cotton pants looked casual but were expertly crafted luxury threads.

If there was a musical theme to Ron Chereskin's island fantasy, it would surely be Sisqo's "Thong Song." Chereskin sent out buff boys in the skimpiest of swimsuits paired with "Survivor" life vests. But the cabana boys didn't spend all their time flexing golden flesh. Their casual daywear included fresh-looking nylon poplin pants, polished knits and puckery seersucker jackets. The look was smart, summery, seaside elegance.

Joseph Abboud and David Chu for **Nautica** offered collections that showcase their particular skills. Abboud's island gods aren't kicking up sand but strutting on the boardwalk in impeccable, sophisticated suits. **Nautica's** young customers will like Chu's breezy, witty takes on summer relaxation. You can already hear the cash registers go ching-ching.

GRAPHIC: PHOTO: (color), STUART RAMSON / ASSOCIATED PRESS; THIS ORANGE COTTON RAGLAN muscle shirt and khaki cotton pants are from **Nautica's** collection by David Chu.

LOAD-DATE: September 18, 2000

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BUSINESS NEWS: GIANT MALL TAKES SHAPE IN HEART OF SHARJAH Gulf News September 17, 2000

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Gulf News

September 17, 2000

LENGTH: 366 words

HEADLINE: BUSINESS NEWS: GIANT MALL TAKES SHAPE IN HEART OF SHARJAH

BYLINE: SUNIL RAO

BODY:

Sharjah - Sharjah-based Citadel Properties is building a Dh380-million shopping mall in the heart of the city and expects it to be operational late next year.

"The project really comprises three constructions: a Dh250 million Sharjah Mega Mall, a Dh90 million serviced apartment building with 350 units, work on which is due to start in December for completion a year after, and a Dh40 million multi-storey car park," said Raffi Ayad, vice president and general manager of Citadel.

Canada's Milne and Nicholls is general contractor, and Australia's Crone Associates is handling the mall's decor and theme concept.

The Mega Mall will comprise 400,000 square feet of retail area on four levels and will house 170 stores. Targeting the middle- and upper-middle income groups, the ground floor will be geared towards family retail shopping. The first and second floors will have fashion outlets, gold and jewellery shops and textile stores.

It will also have an extensive family entertainment centre covering 65,000 square feet, including a seven-screen cinema multiplex seating 1,300 and operated by South African cinema operator Ster Century.

The top storey will include, apart from the entertainment centre, a food court with 600 seats and 12 restaurants. The six-storey car park will house residential units on the topmost tiers for retailers and their staff.

The 350-unit apartment block will have a host of complementary outlets including swimming and health facilities and will be connected to the shopping centre via a pedestrian bridge.

"Apart from a 40,000 square foot supermarket, the Mega Mall complex will also house four department stores of 20,000 square feet each, apart from a gold market and a textile market," Ayad said.

"It will be a premier, state-of-the-art centre designed in anticipation of what today's consumers and future generations will require to keep pace with the evolving global trends and rapid changes in the retail shopping scene."

Already 60 per cent of the area has been booked. Leading European fashion house Zara has been signed up as an anchor store along with Virgin, Mango, Elle, **Nautica,** Giordano, Bershka, and Pull and Bear.

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HE'S NOT JUST A READER, HE'S THE EDITOR / EITHER WAY, DANIEL PERES IS A DETAILS MAN Newsday (New York) September 18, 2000, Monday

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September 18, 2000, Monday ALL EDITIONS

SECTION: PART II; Page B02

LENGTH: 831 words

HEADLINE: HE'S NOT JUST A READER, HE'S THE EDITOR / EITHER WAY, DANIEL PERES IS A DETAILS MAN

BYLINE: By Aileen Jacobson. STAFF WRITER

BODY:

IN HIS ARMANI shirt and suit-jacket off, sleeves neatly rolled up, no tie-his Rolex watch and his trendy, spiked haircut, Daniel Peres is just the kind of reader that the new Details is looking for.

He's successful, and he obviously doesn't mind spending money on clothes. At 28, he falls comfortably within the magazine's target demographics: 25 to 35, male. And he claims he'd be too embarrassed to display on his coffee table the "lad" magazines, such as Maxim, Stuff, Gear and FHM, that are popular with his age group and feature cover shots of next-to-bare young women.

But he has to say that. As it happens, Peres is no ordinary reader, but the editor in chief of Details, a new incarnaton of a magazine that went through five editors and numerous radical changes since it was bought by Conde Nast in 1988.

In March, Conde Nast abruptly shut down the monthly, which by then looked a lot like Maxim (after starting in 1982 as a downtown lifestyle magazine and passing through a gay-oriented phase). The near-nudie covers were no accident: Its latest editor, Mark Golin, came from Maxim.

The publisher said that Details' newsstand sales and ad pages had dropped, but that it would be resurrected as a men's fashion magazine, with a new staff, under the aegis of Fairchild Publications. Both Fairchild, which also publishes Women's Wear Daily and W, and Conde Nast are owned by the Newhouse family.

Now the debut October issue is to hit stands next Monday, trumpeting that it has sold 133.3 advertising pages, second only to O, The Oprah Magazine, in first-issue ads this year. It has also sold more ad pages than such competitors as Maxim, which had 60 ad pages in its debut issue; Gear, which had 70 pages, and FHM, which had 94 pages.

Last week, while still moving into new quarters at Fairchild's Manhattan headquarters, Peres showed off

pages, not yet bound, of his premiere issue, using such words as "brilliant" to describe each element.

"It's a lot of hustle, but we've got to sell this thing," he said as he exited the interview. He didn't allow prolonged reading of texts-but the photos and layouts are, indeed, handsome.

This isn't even Peres' first launch, though it's his first as an editor. While still a senior at New York University, he worked as a fact-checker at Esquire while it tried to start two spinoffs (both failed). "It was a great opportunity for me to observe," he said. Upon graduating at age 20, he got his first job at Fairchild covering sweaters and knitwear for DNR (Daily News Record), a trade publication for men's fashion, then went on to manage W's London, Paris and Milan bureaus. He lived in Paris, where he bought his Rolex and learned to speak French, and returned with "bittersweet" feelings to this new job five months ago. "I always thought I'd be the next David Halberstam. This took a little getting used to." But he's not complaining, and he certainly thinks he's the perfect guy for the job.

The new Details features a cover story on Robert Downey Jr., another resurrected figure, newly out of jail and relaunching his career on TV's " Ally McBeal." The actor, said Peres, is fascinating to "all of us in this age group." Reading about his career, drug use, imprisonment and newfound success is "one way of living on the edge, but not."

Before a reader can get to the table of contents, he must leaf through ads from Ralph Lauren, Calvin Klein, **Nautica,** DKNY, Hermes and similar purveyors.

Following them is a slick mix of features and fashions aimed at, perhaps, your typical dot.com millionaire who might like to hear about the latest electronic gadgets, a few revelations from musician Jakob Dylan about life with father Bob, a first-hand account of recreational Viagra use, and a lengthy investigative piece about prostitution in China.

That's the only article featuring women in suggestive poses. Even an article about a sex-oriented Web site is muted, and a piece about "Ally McBeal" and "Charlie's Angels" star Lucy Liu shows her fully clothed. "She appeals to gay and straight men, which is important for us," says Peres. One fashion spread features actor Joseph Fiennes in Palermo, another a bunch of real-life Internet successes in Seattle.

Is this magazine dressed for success? "The only bad part of it is having the same name as the defunct Details . How many times do you need to kill it before it's dead?" said Samir Husni, who heads the magazine program at the University of Mississippi. (Peres thinks the brand name will draw in readers.)

"Conceivably there's room for an upscale men's fashion magazine that's not all about bare boobs and broads" and appeals to men "old enough to spend money on clothes but not ready for GQ," said magazine consultant Martin S. Walker of Walker Communications. "The real question is, are there enough guys out there who want to pay for that information?"

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SPRING 2001 NEW YORK COLLECTIONS; MENSWEAR'S FEMININE MYSTIQUE Los Angeles Times September 18, 2000, Monday,

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View Related Topics

September 18, 2000, Monday, Home Edition

SECTION: Southern California Living; Part E; Page 1; View Desk

LENGTH: 1170 words

HEADLINE: SPRING 2001 NEW YORK COLLECTIONS;
MENSWEAR'S FEMININE MYSTIQUE

BYLINE: MICHAEL QUINTANILLA, TIMES FASHION WRITER

DATELINE: NEW YORK

BODY:
Fellas, get ready to explore a softer side of style next spring. At least, that's what menswear designers want you, Big Guy, to do. After all, so many of you embraced those cropped pants this summer. You know, the ones women call pedal pushers.

Now, designers are hoping you'll go for the feminization of their spring 2001 menswear collections--softer silhouettes, fabrics and colors. These were the themes of just about every men's collection presented during the first few days of Fashion Week. Even women in the audience--from buyers to journalists to stylists--eyed the clothing for themselves, often exclaiming, "I'd wear that!"

Designers think the modern man wants European styling with American comfort: suits without button-down shirts, shirts without ties, trousers without pleats, shoes without socks. The well-cut, sophisticated suits, worn with sleeveless shirts or stylish T-shirts, offer new pulled-together looks for casual Friday.

Think Miami Vice 2001.

Designers certainly have, especially when it comes to reinventing colors for guys. There's still the trusted and true shades of navy, black and gray. But next spring's palette is mostly pastels--shades that brides go crazy for on their wedding day: violet, lilac, plum, seafoam, mint, blush and pink. Designers including John Varvatos, Joseph Abboud, Max Azria and Ralph Lauren definitely are moving away from the monochromatic Regis Philbin look for spring and going for bold prints, stripes, plaids and patterns in swirls and florals. Even pinstripes are, well, a stripe of a different color, some in pink, celadon and lilac--and not always vertical.

Silhouettes of suits--either six-buttoned double-breasted or three-, four- and five-buttoned single style--trousers and shirts have been softened. Fabrics such as silk, cotton, soft canvas, crepe, burlap, seersucker and linen--mostly in suits--and blends of these with just a touch of stretch, dominate.

Fewer designers are using the high-tech fabrics--neoprene and spandex, for example--that really never caught on with men, unless their bodies were cut and chiseled. Besides, who wants to sweat in polyester-based garments?

Soft and supple suede and paper-thin leather will be strong in trousers and coats. Set to make a comeback is the leisure jacket of the 1970s--an error of that era--in an updated interpretation with a looser silhouette and fit and sometimes sashed around the waist.

Lightweight sweaters--many of them cropped--are sheer enough to show off pecs. Several shirts are sleeveless and some even in black cotton eyelet. Necks are tieless. Feet are sockless, and shoes next spring have been replaced with what was the hottest footwear for women this past summer: sandals. They were worn with suits in several collections.

Other accessories include scarves, some tightly wound around the forehead as seen in the Pelle Pelle collection by Marc Buchanan, others loose around the neck shown by Azria or cowboy style around the neck as shown by Chris Serluco of NY Based. Belts too have been tweaked. Instead of slipping them through loops around the waist, they're worn as decoration, low on the hip.

*

On Thursday, Varvatos made a memorable debut in his first spring collection. He designed relaxed looks of soft linen pinstriped suits, rumpled tuxedo shirts in dusty rose and lavender and earth-tone sweaters, suede coats and pants. "I wanted to be organic with this collection," said Varvatos, who will be at the Beverly Hills Neiman Marcus on Thursday. "It's all about men being comfortable in their clothes again."

The BCBG men's collection, inspired by the colors and fabrics in the clothes worn by Catherine Deneuve in the movie "Indochine," was all about men having freedom and breaking the rules. "I don't want to transform my man into a clown with my clothes," said Max Azria of his collection shown Friday. "But men have to learn to have fun with their clothes. I look at my collection for men and I get a smile on my lips," said the Los Angeles designer, turning to a blush-colored silk burlap three-button suit jacket teamed with matching shorts and worn with a silk-cotton T-shirt and sandals.

The look he described as "a mix of American sportswear done in a European way, classy and sexy" included white linen short-sleeved shirts, cotton flat-front trousers, raglan-sleeved T-shirts, slim trousers, colored patent-leather jackets, cotton canvas printed jackets and three-quarter-length coats in moss suede, patent leather and white cotton canvas.

Also on Friday, designer Jerry Kaye presented his collection for Perry Ellis, which included Ellis' signature polka dots. Kaye's standouts included a crepe suit with a two-button jacket worn with a silk polka-dotted shirt. A lavender cotton zip front cardigan was worn with a grape silk polka-dotted shirt and narrow pants. Most notable was a gray linen leisure jacket with matching trousers. He teamed pants that looked as if they had been actually painted with watercolors in mint and sky blue with block print shirts.

Abboud's sportswear collection, which he called "a little bit of Havana," was presented by models posing in front of tropical leaves, known in the trade as an installation presentation, rather than on a runway. Part retro, part modern, the collection emphasized movement with the drape of linens and silk and cotton knits.

A lightweight coat was worn over a suit, a sport coat over a camp shirt, a leather jacket over a T-shirt and drawstring pants--all emphasizing his elegant, relaxed look that was firmly footed with sandals, natch.

*

Like Abboud, Lauren also opted for an installation presentation with his models voguing on platforms. His tailored clothing stressed a soft, streamlined silhouette and sensual fabrics such as lightweight cashmere, silk and linen. He used vibrant colors: lime green, red, hot orange and fuchsia in shirts.

Ron Chereskin paid homage to the body beautiful with his debut swimwear line that paired bikini bottoms in aqua, lemon, lime and royal blue with matching "Survivor" life-saving vests. His other offerings included seersucker pants, a cotton twill pajama-style jacket, terry cloth drawstring pants and buttery suede jeans.

Nautica designer David Chu's collection used feathery light fabrics and colors that range from neutrals to bright yellow. He mixed tailored looks with casual, resulting in a versatile, modern line that blended function with fashion.

Gene Meyer, known for his bright colors and irreverent approach to menswear, showed a collection that will never be manufactured or sold because his financial backers, Mondo di Marco, closed him down in July.

But he managed to complete a collection that included funky apple-colored trousers, orchid-shaded cotton shirts, aqua sleeveless cotton sweaters and purple leather jeans.

After the show, Meyer gave some of the clothes to the models. Asked why did he did the show, Meyer said, "Because this is what I do and love. This is all I know."

GRAPHIC: PHOTO: (2 PHOTOS) Joseph Abboud's sportswear collection, right, is part retro, part modern. And forget the socks. Below, a cabana shirt and matching square-cut swimsuit from Ron Chereskin's debut swimwear line. PHOTOGRAPHER: Associated Press PHOTO: (2 photos) A Perry Ellis double-face coat, above, tops a mercerized cotton ribbed V-neck. Vibrant colors are part of the Ralph Lauren collection, right. PHOTOGRAPHER: Reuters PHOTO: David Chu uses a range of colors in the **Nautica** spring collection. Here, a button-down blue shirt and blue shorts. PHOTOGRAPHER: Reuters PHOTO: From Perry Ellis: a putty wool-viscose crepe jacket and pants with a lavender cotton dress shirt and grape polka-dot scarf. PHOTOGRAPHER: Reuters PHOTO: Ralph Lauren's collection utilizes sensual fabrics such as lightweight cashmere, silk and linen. Fewer designers are using high-tech fabrics like neoprene and spandex. PHOTOGRAPHER: Associated Press PHOTO: A cream short-sleeve shirt with black, green, blue and tan design is part of the collection of Gene Meyer, known for his bright colors and irreverent approach to menswear. PHOTOGRAPHER: Reuters

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DRESSING UP;Soft, colorful styles dominate menswear for spring 2001 The Houston Chronicle September 19, 2000, Tuesday

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September 19, 2000, Tuesday 2 STAR EDITION

SECTION: HOUSTON; Pg. 1

LENGTH: 1153 words

HEADLINE: DRESSING UP;
Soft, colorful styles dominate menswear for spring 2001

SOURCE: Staff

BYLINE: LINDA GILLAN GRIFFIN, Houston Chronicle Fashion Editor

DATELINE: NEW YORK

BODY:
NEW YORK - Soft and masculine. That's the look for spring and summer 2001 from John Varvatos, the menswear designer who this summer took the Council of Fashion Designers of America's Perry Ellis Award for the best new talent.

Varvatos' designs of hand-detailed linen, shown at the beginning of the expanded 10-day fashion "week," were the first of several shows to herald a return of the suit for men.

In an era when casual dressing dominates fashion, Varvatos and other designers are establishing that theme with footwear and other accessories, often showing their soft suits with wide-strapped leather sandals and substantial leather belts that speak not so much of weekend wear as of quality.

The Varvatos colors include petrol, steel, indigo, olive and dark brown in fabrics that run from striped linen to coated cotton to denim and suede. These are clothes that would look right on Kevin Bacon - slightly rumpled but in a studied way.

Varvatos described the well-thought-out and easy-to-wear collection as "a new architecture in dressing."

Joseph Abboud, a designer who has never abandoned his love of rich, earthy tones, is in his element for spring with soft suits and suedes in comforting colors such as goldy browns and guava, the latter one of the nature tones filling runways here for spring.

Everett Hall, known for the snappy cut of his suits, did not disappoint the customer who might want to achieve a sort of cool Regis Philbin look with pin-striped linen, three-, four- or five-buttoned suits in slate blue, white, navy, black, slate or charcoal.

For even snappier dressers, Hall turns out superfine wools in, say, charcoal and lavender broken pin-stripes or midnight blue with royal.

Ralph Lauren, another designer high on linen, likes it best for next spring in black and white. In a cross

between Art Deco and the golden age of Newport sailing, Lauren's jackets sport soft, natural shoulders and sculpted waists, and are worn with fluid-legged pants.

For more casual moments, Lauren craves color, with bright, preppy grass green, orange, pink, royal, turquoise and yellow, worn at least two colors at a time. Think polo sweaters and shirts, linen shirts and trousers or shorts. Or picture a slim cashmere sweater or a linen wrap shirt worn over single-pleat trousers.

Summer sweaters and knits are, in fact, a major theme for next spring's menswear, some in fibers so fine the finished garments appear sheer. Ron Chereskin, a designer known for his knits, chose soft neutrals and muted pastels for translucent and mesh pieces worn over drawstring pants, silk/wool shorts and twill or seersucker pants.

Chereskin also likes the peekaboo looks of a sheer plaid shirt over terry drawstring pants, or for those with "Survivor" physiques, bikini briefs and cropped shorts with coordinated nylon/Lycra life vests or mesh tank tops.

Dedicated to helping the Humane Society of New York, he sent his models for a final tour of the runway with armloads of adoptable cuddly puppies or mature dogs straining at their leashes.

Max Azria, the Frenchman who has created a sensation with his U.S. women's line, BCBG (named for "bon chic," "bon genre," or good style, good attitude), is now winning acclaim for his menswear and moving on to launch evening, footwear and fragrance collections.

His spring menswear pairs tropical cottons with rich leathers, suedes and bright patent-leather motorcycle jackets. He marries colors such as nectar orange with violet, cognac and lapis or a deep merlot with clear blue and blush pink - certainly not colors for men who can't handle the nickname "Peacock."

Another of the designers showing substantial leather sandals with most of their clothes, Azria offers the ease of crew-neck sweaters with cotton/linen flat-front trousers. But will his customers understand the European high-style melange-printed cotton canvas in green or rust tones?

David Chu's designs for **Nautica** took to the runway on the bodies of male heartthrobs such as Bruce Hall, star of the NBC daytime soap opera "Passions," and Christopher Jackson, currently starring on Broadway in "The Lion King." And certainly these men were manly-looking enough to carry off the **Nautica** colors such as lime green, orange and yellow, the longer Bermuda short designs and the floral patterns of board shorts and muscle shirts.

A note here about shorts: Next summer most will be longer, either topping the knee or falling slightly below. But menswear designers shy away from calling these clam-diggers or capris as they might in their women's-wear lines.

Techno fabrics are strong in the menswear designs for spring, with many approaching the ilk of sailing gear. They look crisp and wear well, some of the fabrics with slightly shiny finishes provided with the addition of nylon.

At Perry Ellis, technical innovations include wrinkled cotton coats and pants that require steaming to rewrinkle properly, 38-year-old designer Jerry Kaye said. His choice of fabrics such as mercerized cotton and wool/viscose crepe assure the easygoing looks for which the Ellis house is famous.

Modern touches come with Kaye's silk polka-dot shirts and scarves, piping on slim pants and graphic-printed pullover shirts. Noncolors of white, stone, biscotti, iced gray and black add to the city chic of this collection.

Elsewhere, softer looks come from fabrics such as Tencel (produced from the cellulose of wood pulp) and Ultrasuede, the manufacturers of each paying to sponsor some of the runway presentations.

Designer Francis Hendy's mostly Ultrasuede collection was eye-popping bright, from white overalls to blue leopard-print jeans. Hendy runs the "wow" gamut from Sgt. Pepper braid-trimmed jackets to pop-rock club clothes with rhinestone trims, metallic shirts, ruffles, fringe and even sequins.

Lest you think those are shocking details in menswear, feast your eyes on Gene Meyer's cowboy-inspired collection featuring graphic prints and short-sleeved, body-hugging, Western-seamed shirts. These might be fightin' words to men more accustomed to rugged Western wear, but Meyer mixes a dash of Nashville country and lots of color into his designs.

Neutrals of khaki, camel and black are spiced with aqua, orchid, apple green and chartreuse in Meyer's stretch wool pin-striped suits, polished cotton shirts and leather jeans.

Meyer is among those designers who believe that the trend to dress-down casual has gone too far. In an interview after his show, he said casual today often equals sloppy, while dressed-up equals boring. He would like to change that.

"The only men who are wearing suits today are the ones who have to, and they just don't care how they look," Meyer said. He believes men can add dashes of color to their wardrobes, with ties for example (his are wonderful graphic patterns), or can establish a "quality" casual look with V-neck knits and cotton poplin trousers.

GRAPHIC: Photos: 1-3 Top: Joseph Abboud features soft suits and suedes in rich, earthy tones for spring. Above: **Nautica** gets into the spring of things with long, relaxed shorts and bold, flashy colors. Right: John Varvatos takes casual dressing a step further, matching soft suit designs with wide-strapped leather sandals (all color); 4. Ralph Lauren offers a rainbow of colorful casuals, from grass green and orange to turquoise and yellow (color); 5. Fashions by Gene Meyer (b/w, p. 5); 6. Fashions by Perry Ellis (b/w, p. 5); 7. Fashions by Ron Chereskin (b/w, p. 5.); 8. Fashions by Fashions by Everett Hall (b/w, p. 5); All by Buster Dean photos / Chronicle

NOTES: COMING WEDNESDAY: Women's fashions for spring and summer 2001.

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Fashion week brings out designers' playful side The Kansas City Star September 21, 2000, Thursday

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The Kansas City Star

September 21, 2000, Thursday

SECTION: LIFESTYLE

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LENGTH: 735 words

HEADLINE: Fashion week brings out designers' playful side

BYLINE: By Jackie White

BODY:
NEW YORK _ First you have to have a sense of humor.

How else do you handle the sight of a model prancing down the runway with multicolored fabric leaves emerging from a pouch on the back of her dress or a flower corsage on a garter? Consider, too, a silk print handkerchief-pointed poncho dress floating nonchalantly over an otherwise mostly nude body or wrist cuffs attached to silky wings of a dolman blouse. (Don't dare reach for a shrimp on the cocktail buffet.)

They were some of the more, well, intriguing trial ideas launched this past weekend as the New York Fashion Week made its transition from the American menswear designer shows to the women's presentations. Over the weekend, new upstart talents _ not all ready for prime time _ had their moment before the international fashion press thanks to commercial sponsorship from Tencel, the fabric company, and, LVMH, the French luxury conglomerate and makers of Moet Chandon, the champagne.

The nine-day fashion event is produced by 7th on Sixth, a subsidiary of the Council of Fashion Designers of America. Earlier, menswear names such as Joseph Abboud, John Varvatos and **Nautica** by David Chu were on the schedule.

The shows are centered in Midtown Manhattan, behind the Public Library, where a giant white tent covers a good part of Bryant Park. Nearby, workers eat their lunch and homeless people park their carts in the warm sun.

Tencel, which makes the wood-based natural fabric, brought in mostly newcomers to design collections in that material, and so you had white, crocheted Tencel cages over black and Tencel flowers that looked as if they could have emerged from a scene in Robin Hood.

Meanwhile, Louis Vuitton Moet Hennessey, or LVMH, traditionally showcases at least three new designers selected with the help of magazine editors and other professionals. This show enjoyed considerable press, and the three young women _ Sally Penn, Alice Roi and Lizzy Disney _ were featured in a New York Times cartoon characterizing the young designers' stress in the nine days before the show.

The women already have a following of sorts. One of Roi's fans, actress Natasha Lyonne ("But I'm a Cheerleader"), was in the front row. The three designers all reflected an adventurous spirit. Roi was

especially daring with crotch-high shirtdresses, leather skirts and spandex bikini bottoms.

One factor that set this fashion week apart was a strong international presence. In addition to Europeans such as Luca Orlandi of Milan, designers and manufacturers came from Hong Kong and Portugal. An especially impressive presentation came from the South African Fashion Designers' Association. The program opened with two bare-chested drum-beaters (part of a ritual for bringing people together, according to the press notes), and they were followed by a "poet//praise-singer" who shouted out phrases of philosophy. Then finally models appeared in everything from denim held together with gold safety pins to gold and sequined gowns.

It was a deep contrast to the Luca Luca show, which opened with Brazilian model Giselle Bundchen, in a lime green, leather pleated miniskirt (think tap- dancing skirt) and cropped top. Much of the same followed along with short shorts. But his array of jackets in tweeds and pastels were handsome and softly tailored.

Certainly, he brought out the celebrities although the week was just beginning. The most unexpected guest was Howard Stern. (Is he a fashion fan or is he trying to up his ratings?) Actress Angie Harmon and former supermodel Paulina Porizkova sat on the front row along with Hollywood stylist Phillip Bloch.

Meanwhile, fashionistas don't have to put up with the madness of the crowds to stay a step ahead on the fashion front. Elle magazine's Web site _

http://www.elle.com/

_ is up and running with daily show reports.

They may not have everything, however. When design houses are new, unknown and frequently budget-challenged, they sometimes go to quirky lengths to grab attention.

One offbeat house, called "Imitation of Christ" and known for resurrecting vintage styles, held a show in a downtown funeral home and presented the clothing in a play performed before a coffin.

You have to have a sense of humor.

(Jackie White is fashion editor for The Kansas City Star.)

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General Store; Tampa Tribune (Florida) September 23, 2000, Saturday,

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Tampa Tribune (Florida)

September 23, 2000, Saturday, FINAL EDITION

SECTION: SOUTH TAMPA, Pg. 1

LENGTH: 950 words

HEADLINE: General Store;

BYLINE: JANIS D. FROELICH, of The Tampa Tribune;

BODY:
A homey touch is evident in a large shopping compound on MacDill Air Force Base.

INTERBAY - From Coach purses to Tampa Bay Buccaneers-designed wrapping paper, the Army and Air Force Exchange Service at MacDill Air Force Base is the epitome of one-stop shopping.

But services beyond convenience and competitive prices lure thousands of military personnel and veterans to the 250,000-square-foot complex each week.

"I like to get my hair cut, talk to the barber, see who's here," says John Madrishin of Clearwater. Retired in 1977, Madrishin was assigned to MacDill in 1949.

He drives to the base once a month to pick up his prescriptions and have a leisurely day among old cronies.

His barber at the base enjoys the chat.

"These are some of the finest men in the country," Harold Van Hoose says respectfully as he begins the dust up on Madrishin's head.

The barber says he doesn't just give the stereotypical military buzz cut. "We do all types, all kinds," Van Hoose says.

The exchange service uses the same approach for its well-traveled customers.

The bottom line is the BX, the nickname for the base exchange, focuses on the customer, says Rudy Gaza, general manager of the exchange service. "It's their store," Gaza says. "They're the stockholders."

All active duty personnel or their spouses can shop at the BX at MacDill. Military retirees who spent 20-plus years in the service and service personnel who are classified as 100 percent disabled have privileges to shop at the Air Force base.

MacDill draws heavily from the 93,000 military retirees in the Tampa Bay area. That number can triple during winter months. The pace picks up at the BX when veterans receive their monthly Social Security checks.

The interior of the BX is trendy. A recent $ 2 million facelift added a few new tenants at the food court, including Baskin Robbins and Cinnabon.

Gaza looks at other stores to check out the competition.

"We do a local price survey," he says.

While he admits he receives occasional flak from local merchants, he believes the real competitor of the mom and pop shops are large retailers such as Home Depot and Sam's Sam's Club, both chains recently opened stores on South Dale Mabry Highway, a few miles north of the base.

"We're isolated here, too," he explains. "There aren't a big number of stores right outside our gates."

THE BASE GROCERY STORE, also called the commissary, must break even in its operation. But the main store, where Godiva chocolate is sold and George Foreman grills are stacked on neat, clean aisles, is required to make a profit, Gaza says.

A portion of the money collected at the BX stays at MacDill for base improvements, including the swimming pool and library, and to buy sports equipment. The contribution amount posted in the mall for the year so far totaled $ 444,420.

About half the employees are military.

Gaza would like to hire more spouses of Air Force personnel, but the on-base housing situation is in a period of transition.

Diane Green, public affairs officer, says nearly 800 housing units are planned to replace older ones. When it's completed, MacDill is expected to have a sizable number of families living on base. A child development center is housed within the BX.

But even without the on-base population, there's a sense of solidarity.

"We're a city within ourselves," says Ginny Palmbo, Gaza's assistant at the BX.

"People live in Tampa 10 (or) 15 years and don't realize how much is out here."

The base has attracted well-known names such as Bucs coach Tony Dungy and quarterback Shaun King. Sabel, the wrestler, is slated to make a personal appearance.

"Retirees view the BX as a perk for their service," Gaza says.

Military stores serve 7.8 million customers around the globe. They have front-door greeters, an idea pre-dating the Wal-Mart service. Shoppers can push a button for customer service. Sometimes customers receive free cake and coffee.

Active Air Force personnel like the personal touches as well as the retirees.

"I shop here every day," says Tech. Sgt. Isaac Ruffin, looking at a new bathroom rug. "I get one little thing, then I come back. It's a good experience."

"We do a BX run to shelf check," says Tech. Sgt. Jean Corlee, who was eating a pizza for lunch with Tech. Sgt. Jim Zima.

"We always know what's new," Zima explains.

"Visualize this store in Germany," says Gaza as he walks among the merchandise. "It's very important to offer a taste of home."

THE EXCHANGE SERVICE sells famous labels such as **Nautica** and Chaps, but also its own brand of Royal Manor clothes and Alexandre, custom-made suits. Uniforms for all military branches are available in a separate store.

With 12 check-out counters at the main store, customers load up on sweaters and corduroy pants even in the Florida heat.

There are various concessionaires in the mall. The concessionaires are individuals and companies that have signed to four- to five-year contracts with the government.

Art's Militaria has been a mall mainstay for eight years.

"I've learned over the years what people want," owner Art Funk says. "I started with hats and pins."

He offers license plates, historic memorabilia and even custom-designed items such as a shadow box to display a soldier or airmen's medals.

"I like to deal with people," says Funk, who served in the Air Force but is now in the reserve.

"This keeps me in touch with the folks I knew in the military," he says. "I really like them." Janis D. Froelich covers Hillsborough County and can be reached at (813) 259-7143 or jfroelich@tampatrib.com

GRAPHIC: PHOTO 5 (4C),
JASON BEHNKEN, Tribune photo A golf towel is among the items available in Art's Militaria. Art Funk has owned the shop for eight years. "This keeps me in touch with the folks I knew in the military," he says. "I really like them."

LOAD-DATE: September 26, 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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TASTY EXTENSION OPENED AT STORE Birmingham Evening Mail September 23, 2000, Saturday

Copyright 2000 Midland Independent Newspapers plc
Birmingham Evening Mail

September 23, 2000, Saturday

SECTION: Pg. 17

LENGTH: 217 words

HEADLINE: TASTY EXTENSION OPENED AT STORE

BYLINE: Vicky Lissaman

BODY:
THE pounds 7 million expansion to Solihull's landmark department store Beatties has been officially unveiled.

Beatties chairman Sir Eric Pountain was on hand to cut the ribbon to open the fashionable new non-smoking cafeteria, Cafe Beatties.

Managing director of Beatties Chris Jones said: 'Beatties Solihull is an award winning store and has been a landmark in the town centre since the 1960s.

'Our expansion will provide us with the opportunity to increase our existing store, introduce new ranges and provide more customer facilities.'

Stuart Roberts, managing director of Bryant Construction, said: 'Bryant Construction has had an on-going association with Beatties in Solihull.

Expanded

'The company built the original store in 1966 and carried out major improvement work in 1995.'

The expansion has brought a range of new designer womenswear including Paul Costello, Fenn Wright Manson, Minuet and Jeffrey Rogers.

Menswear is also being expanded to include Austin Reed, **Nautica** and a young men's fashion department called Darlington Street.

Amongst the other new additions there is Regis hairdressing salon, a florist, an office for The National Trust, an increased range of furniture and toys an OIan Mills photography studio and Roland organs and pianos.

GRAPHIC: GRAND OPENING: Marking the opening of the Beatties Solihull expansion were (left to right) Sir Eric Pountain chairman, Christine Levine development director, Stuart Roberts of MD Bryant Construction and Richard; Coyle general manager of Beatties Solihull

LOAD-DATE: September 25, 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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Retailers reinvent themselves The Capital (Annapolis, MD) September 24, 2000, Sunday

Copyright 2000 Capital-Gazette Communications, Inc.
The Capital (Annapolis, MD)

September 24, 2000, Sunday

SECTION: Business; Pg. B1

LENGTH: 714 words

HEADLINE: Retailers reinvent themselves

BODY:
SHORT HILLS, N.J. _ The Short Hills Mall boasts big department stores including Macy's, Bloomingdale's and Nordstrom, but you probably won't find Ilene Garlock and Beth Silvia shopping at those retailers. They usually bypass the big merchants and head for specialty stores.

"Everything is all spread out at department stores," said Mrs. Garlock, a 51-year-old teacher from Montville, N.J., who was on her way to Chico's, a trendy women's specialty store.

In a department store, "you find a skirt in one place, and then you have to go to another for the top. You don't get service, and there's nothing special. I like shopping at small stores."

"Department stores are so overwhelming," said Ms. Silvia, a 24-year-old cast

ing assistant from Millington, N.J., who said she prefers J. Crew and Banana Re

public. At those stores, "it's easy to get in and out. I just don't have a lot of time."

Shoppers like Mrs. Garlock and Ms. Silvia are a growing problem for department stores, which have lost respect and sales in an increasingly competitive environ

ment. But the retailers, realizing they have poor customer service, a cluttered appearance and merchan

dise that's too similar to that of their competitors, understand they need to change _ and soon.

The stores, which seemed des tined for extinction after several high-profile leveraged buyouts collapsed in the mid-1980s and early 1990s, enjoyed a resurgence from 1997 through the summer of 1999. That was fed by consumers' freewheeling spending and the emerg ence of clothing labels like Tommy Hilfiger and **Nautica** that brought fashion-conscious customers into the stores.

However, over the past year, the Store executives, including Terry Lundgren, president and chief merchandising officer at Federated, acknowledged the more challenging environment and admitted they've been plagued with "too much sameness."

"The consumers get bored very quickly," Mr. Lundgren said. "We need to have differentiated prod

uct."

The retailers believe the situation is temporary. They're counting on the return this fall of dressed-up looks

_the suit and the blouse _ to reignite consumer spending.

They're also on a campaign to reinvent themselves, by increasing their offerings of home furnishings and expanding their own privatelabel collections. Federated, for example, is finding success with such store brands as INC, Alfani, Charter Club and Style & Co., and is backing them with consumer advertising.

These moves are expected to further differentiate department stores from their competitors.

Stores like Macy's, Bloomingdale's and Carson Pirie Scott are also aggressively courting the teen and preteen customer with trendier fashions and more exciting decor. Federated is installing in 50 of its stores a music system that rivals that of a night club, according to Mr. Lundgren.

"We have been too focused on the finance side of the business and not enough on the merchandising side," said Brad Martin, chairman and chief executive officer of Saks Inc., which includes the traditional de

partment stores Parisian and Carson Pirie Scott.

Mr. Martin said department stores need to again offer nonapparel merchandise such as home furnishings that they abandoned a decade ago. "We failed to offer other categories, and consumers had to go buy them somewhere else," he said.

Retailers are also heeding the call for better service. Saks and Feder

ated are reconfiguring their sales floors to make it easier for the timepressed shopper. They are also cre

ating larger cash register areas.

For the holiday season, depart

ment stores are focusing more on gift-giving items, acknowledging that specialty stores like Banana Republic and The Gap have sur

passed them in this category. This fall, Bloomingdale's launched a Hot At Bloomingdale's campaign, spot

lighting such items as leather pants, Waterford crystal and python print bras.

Despite their current problems, department store executives believe they still have a competitive edge over specialty stores, one that will help them regain lost ground.

"We have one-stop shopping," said Michael Gould, chairman and CEO of Bloomingdale's. "You can buy bridal, and all your needs for the family. You can't do it at the Gap."

LOAD-DATE: September 25, 2000

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PAGE 2 / IDEAS, TRENDS, STYLE AND BUZZ; OVERNIGHT SUCCESS . . . AFTER 30 YEARS; FASHION INDUSTRY VETERAN JOHN VARVATOS IS DEBUTING STRONG AS A MENSWEAR DESIGNER. Los Angeles Times September 26, 2000, Tuesday,

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Los Angeles Times

✦ View Related Topics

September 26, 2000, Tuesday, Home Edition

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

LENGTH: 865 words

HEADLINE: PAGE 2 / IDEAS, TRENDS, STYLE AND BUZZ;
OVERNIGHT SUCCESS . . . AFTER 30 YEARS;
FASHION INDUSTRY VETERAN JOHN VARVATOS IS DEBUTING STRONG AS A MENSWEAR DESIGNER.

BYLINE: VALLI HERMAN-COHEN, TIMES SENIOR FASHION WRITER

BODY:
For a beginner, menswear fashion designer John Varvatos is having the kind of success that normally comes to veterans. Before the New Yorker had even shipped his first collection of upscale menswear this year, he'd accumulated many of the rewards of someone who'd already been in business for years: press attention, store support and industry buzz.

Last June, Varvatos received the Perry Ellis Award, American fashion's highest honor for newcomers.

"It's pretty nice that we won before we even delivered anything," he said while visiting Los Angeles last week. On the heels of the Ellis award, the designer immediately earned numerous accolades in fashion magazines, his own display space in top stores, and last week, a special party and fashion show for his fall 2000 collection at Neiman Marcus in Beverly Hills.

There, men equally well-groomed and well-heeled murmured oohs and aahs as they inspected his kitten-soft, six-ply cashmere sweaters and his lightweight New Zealand shearling coats and jackets with just a few edges left raw. They delighted in the details that distinguish his Italian-made clothes and accessories: hand-stitching on boots, 2 1/2-inch cuffs on flowing, wider-leg trousers; suits tailored without extra padding, cuff buttons or welt breast pockets. Neat, minimal . . . and rich. Suits cost between $ 995 and $ 1,195, sweaters between $ 400 and $ 700; and his shearling outerwear between $ 1,500 and $ 2,000.

Earlier this month, he presented his spring 2001 collection in New York, where the menswear trade journal, DNR, featured his paperbag-waist pants on its cover and described his spring evening wear as "the perfect mix of edge and ease." The journal compared him to Giorgio Armani. Clearly, he's in good company.

*

Not even today's brightest menswear stars--John Bartlett, Helmut Lang or even Tommy Hilfiger--so quickly won over both the stores and the press. Varvatos entered the market full force, with a complete collection of tailored clothes, casual sportswear, leather shoes and accessories, even his own outerwear. Normally, designers play to their strengths and branch out later. But, said Varvatos, showing a complete line "helps define what the look and personality of the collection is. If I put the guy in somebody else's shoes, it would have a different look to it."

The 45-year-old Varvatos, after 30 years in the creative and business sides of fashion, has a deep understanding of the fashion process, from customers, to stores, to factories, to its designer levels. He's gained experience from his first clothing store sales jobs in high school, to his last--as corporate senior vice president of Polo Ralph Lauren.

He knows his experience will serve him well. Young designers, he said, "haven't lived through the wars. You make enough mistakes and see other people make mistakes and hopefully you learn from those."

Varvatos, a native of Allen Park, a Detroit suburb, also helped Calvin Klein create his menswear business, including the CK division. He's a rarity in the fashion business, where, as in the entertainment industry, youth is often more prized than experience.

"If I can think of any great reason why I'm doing this at 45, it's because I'm confident that I can execute," he said. "I know I couldn't do this as well when I was 30."

After he moved to New York in the early 1980s to work for Ralph Lauren, he took illustration classes at the Fashion Institute of New York, a major detour from his major at Eastern Michigan University--science education. "I really got my true education--hands-on--at Ralph Lauren," he said.

*

Now that he's competing for customers against his former employers, Varvatos has an insider's advantage and--with financial backing from **Nautica**--solid footing. "I've learned great things about those companies, but I also know what happens when you get so big," he said. "And I know the things that are difficult for them to deal with is the loss of control. I don't want to be that big. There is something about being hands-on and close to the product and the customers."

The successful showing of his second collection was critical to his future: "I think a lot of people were watching us to see if we could keep it going," he said. He's moving quickly to capitalize on the buzz. His clothing is arriving in Neiman Marcus and Barneys New York now, and his first store is due to open soon in Manhattan's SoHo. And next spring, he'll present his third collection, for fall 2001, in Milan, alongside the industry's top guns.

Varvatos has managed to find a niche in the crowded menswear field. "There are two looks happening now. There's the modernist guy: Prada, Gucci, Dolce & Gabbana. And on the other end of the spectrum are classics like Zegna, Armani and Kiton," said Varvatos, who described his line as a "casually elegant" alternative somewhere between those two.

His sensibility may have been refined in New York, but it was planted in the Midwest, which is why his clothes are made to fit guys "who don't go to the gym every day."

"I look at the country differently than a true New Yorker does," Varvatos said. "I understand the rest of America."

GRAPHIC: PHOTO: (3 photos), "I know I couldn't do this as well when I was 30," says John Varvatos, who at 45 is watching his first menswear design venture take off. "The perfect mix of edge and ease," trade

journal DNR said of Varvatos' upscale-casual pieces. PHOTOGRAPHER: DAN LECCA PHOTO: (no caption)

LOAD-DATE: September 26, 2000

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MEN'S FASHION: EASING INTO SPRING Hartford Courant (Connecticut) September 27, 2000 Wednesday, STATEWIDE

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Hartford Courant (Connecticut)

September 27, 2000 Wednesday, STATEWIDE

SECTION: LIFE; Pg. D3

LENGTH: 388 words

HEADLINE: MEN'S FASHION: EASING INTO SPRING

BYLINE: GREG MORAGO; Courant Staff Writer

DATELINE: NEW YORK --

BODY:
Guys never cannonball into the fashion pond. They test the waters first, cautiously, one toe at a time. If it feels right, they're happy to splash around in that same pond for years.

If men's fashion doesn't change much from season to season (unlike women's skittish trends), it's because most men are usually into their clothes for the long haul. Men stick with designers who aren't going to keep them running relays to the racks. They like familiarity. Changes must be made slowly and cautiously.

The menswear designers who opened the recent Spring 2001 Fashion Week in New York were mostly veterans with significant brand loyalists. The styles they sent out for the next season offered a variety of dressing options but with an emphasis for their particular customers. Example: David Chu, designing for **Nautica,** knows his guys like sporty togs, so he gave them a lot of wearable pieces. Likewise, Joseph Abboud favored immaculately tailored suits, while Gene Meyer explored his fascination for color and prints. Ralph Lauren's preppy boys are at home in their classic gear (albeit with some juicy color thrown in to put a smile on the face) while Ron Chereskin showed comfortable clothes (lots of sunny seersucker and creamy knits) that flatter the buff bod.

Kenneth Cole always has had good luck with leather jackets and coats. For Spring 2001, though, he's branching out with nicely tailored suits that look crisp and easy. He also sent out a lot of jaunty seersucker separates, beachcomber pants and popovers. Jason Bunin's guys like checks and plaids, and why shouldn't they, with all the playful, tropical hues the designer sent out? He even lined his jackets with plaid. If you want color, the NYBased collection for spring offers bright turquoise chinos, groovy print jams and tie-dye tees. Max Azria's BCBG men's collection also took a spin on the color wheel with attractive separates in violet, tangerine and blush-colored nectar.

John Varvatos probably caused the biggest buzz of the menswear shows. In only his second collection, the designer scored big with wearable pants, sweaters and soft suits in a likeable palette of steely colors like petrol, indigo and dark brown.

Women can't have all the fun with colors and cuts. And that's just what the menswear designers for Spring 2001 have in mind.

GRAPHIC: PHOTO: 3 color; Reuters

1 color; Associated Press
; TROPICAL SPLENDOR -- Joseph Abboud's line for spring offers men a collection of easygoing separates marked by sophisticated tailoring, above. The pieces, in wool, linen and silk/cotton knits, sport castaway colors like sand, shell, sea salt and coffee.
GENE POOL -- Designer Gene Meyer showed a contemporary lineup of polished cotton shirts, cord and leather pants and natty suits. At left, a model wears a blue v-neck shirt with purple leather pants.
SAIL AWAY -- David Chu for **Nautica** knows his customers like to stick to the basics: nautical crew-neck sweaters, windbreakers, single-breasted jackets, khaki trousers and shorts. Chu provided those looks,, including this orange-and-white nylon T-shirt and beige cotton pant, shown left.
URBAN DWELLER -- Kenneth Cole's citified gents like their weekend play clothes, but they also like the fluid energy of suits like this three-button number with slim, flat-front pants and a blue suede vest, right.

LOAD-DATE: September 28, 2000

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ON TAP TODAY Chattanooga Times Free Press (Tennessee) September 28, 2000, Thursday

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Chattanooga Times Free Press (Tennessee)

September 28, 2000, Thursday

SECTION: LIFESTYLE; Pg. E6

LENGTH: 593 words

HEADLINE: ON TAP TODAY

BYLINE: SUSAN PIERCE

BODY:
CIVIC

* CHATTANOOGA BAR AUXILIARY --Children's Home/Chambliss Shelter, 10 a.m., new member coffee.

* GLENWOOD NEIGHBORHOOD ASSOCIATION -- Glenwood Recreation Center, 7 p.m.

* HAMILTON COUNTY SCHOOL BOARD --Tyner Academy, 5:30 p.m.

* HIXSON ELEMENTARY SCHOOL -- 5950 Winding Lane, 7 p.m., open house and short class lesson for parents on Everyday Math. Call 870-0621.

* HOWARD SCHOOL OF ACADEMICS AND TECHNOLOGY --2500 S. Market St., 6 p.m., open house. Call 209-5868.

* KIWANIS CLUB --Collegedale City Hall, 7 p.m., 25th anniversary of Kiwanis Club of East Hamilton County. Call 396-3135.

* WOODMORE ELEMENTARY --800 Woodmore Lane, 6-7 p.m., open house and parents' lesson on Everyday Math. Call 493-0394.

LEISURE

* CHOO CHOO SHAG CLUB --Chattanooga Billiard Club, 7:30 p.m., no cover charge.

* CIVIL WAR PROGRAM --Chickamauga Public Library, 7 p.m., free, Life of a Civil War Soldier. Call 375-3004.

* "ELEEMOSYNARY' --Chattanooga High School Center for Creative Arts., 1331 Dallas Road, 7:30 p.m., $3, comedy tells the story of three generations of a family's women. Call 209-5942.

* "GLASS MENAGERIE" --Berry College theater, Rome, Ga., 8 p.m., $2. Call (706) 236-2263.

* "GYPSY" --Chattanooga Theatre Centre, 400 River St., 8 p.m., $16.50 adults, $14.50 students, $11.50 children. Call 267-8534.

* OKTOBERFEST AT BIG RIVER -- Big River Grille, 220 Broad St., 4-7 p.m., free, polka music, Oktoberfest buffet and first tapping of Oktoberfest Ale. Call 267-2739.

* OUTDOOR SYMPHONY CONCERT --Chattanooga State Technical Community College, sculpture garden near Bond Humanities Building, 5:30 p.m. tour of gardens, 7:30 p.m. Chattanooga Symphony Orchestra concert.

* ROUND DANCING --Good Shepherd Lutheran Church, 822 Belvoir Ave., beginner's class at 7 p.m., advanced dancing at 8:30 p.m., $4. Call (800) 241-0321.

* SENIOR NEIGHBORS --10th and Newby Street Center, 9 a.m. foot care, 12:30 p.m. Kosmos bridge. Call 755-6123.

* SODDY-DAISY LOCK-UP FOR MDA -- Beasley Distributing, 10:30 a.m. to 2:30 p.m., Soddy-Daisy mayor and other civic leaders taken to "jail," where their bail will be raising funds for Muscular Dystrophy Association. Call 855-0645.

SHOPPING

* EASTGATE TOWN CENTER -- 5600 Brainerd Road. Small, indoor shopping mall featuring Goody's, Gap outlet store, fast-food restaurants and ice skating during winter months. Eastgate is adjacent to a YMCA, library branch and post office. 894-9199.

* HAMILTON PLACE -- Interstate 75 at Exit 5. Tennessee's largest shopping mall features Parisian, JCPenney, Sears, Proffitt's and hundreds of specialty shops on two floors. Food court and restaurants inside the mall. Surrounding area includes several strip malls, grocery stores and restaurants. Hours: Monday through Saturday 10 a.m.-9 p.m., Sunday noon-6 p.m. Web site: www.hamiltonplace.com. 894-7177.

* NORTHGATE MALL -- Highway 153 and Hixson Pike. A single-level mall anchored by JCPenney, Proffitt's and Sears. Specialty shops include The Gap, Victoria's Secret, Rack Room Shoes, Barnie's Coffee and Tea, Bath & Body Shop and Colony 13. The mall has a food court and is surrounded by other restaurants and strip malls. Hours: 10 a.m.-9 p.m. Monday through Saturday; noon-6 p.m. Sunday. 870-9521.

* WAREHOUSE ROW -- 1110 Market St. Prime Outlets shopping in a renovated downtown railway warehouse, featuring Geoffrey Beene, **Nautica,** J. Peterman, Cole & Haan, Bass, Coach and more. Expect to pay for parking. Hours: 10 a.m.-7 p.m. Monday through Saturday; noon-6 p.m. Sunday. 267-1111.

LOAD-DATE: October 3, 2000

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WHERE & HOW TO BUY. Playboy October 1, 2000

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October 1, 2000

SECTION: No. 10, Vol. 47; Pg. 168 ; ISSN: 0032-1478

IAC-ACC-NO: 86047337

LENGTH: 664 words

HEADLINE: WHERE & HOW TO BUY.

BODY:
To buy the apparel and equipment shown on pages 42, 51-52, 92-93, 98-103 and 183, check the listings below to 1/2nd the stores nearest you.

WIRED

Page 42: "Wizard for Sale": Software from 989 Studios, by Sony Computer, 800-345-7669. By EA, 800-245-4525. "Minidisc Goes MP3": Minidisc players: By Sony Electronics, 800-222-7669. By Sharp Electronics, 800-237-4277. Software and adapter by Voquette, 877-432-8346. "Game of the Month": Software by Crave, 970-392-7022. "Wild Things": Digital audio player, accelerometer, digital watch and compass and two-way radio by Nike, 800-344-6453.

MANTRACK

Page 51: "The Royal Thing": Royal Scotsman train ride from Abercrombie and Kent International, 800-323-7308. "The Sound of Silence": Headphones by Bose, 800-650-BOSE. Page 52: "Brave New World Wineglasses": Stemware by Riedel, 800-642-1859. "Gourmet Pizza": New Pizza published by Chronicle Books, at bookstores or chron books.com. "Guys Are Talking About": Energy drink by Jones Soda, at beverage retailers or fusion.com. Hanging Out in Europe published by IDG Books Worldwide, at bookstores or www.idgbooks.com.

CRAZY HAND JIVE

Pages 92-93: "Palm Readings": Handheld computers: By Hewlett-Packard, 800-552-8500. By Casio, 800-962-2746. By Vtech, 800-835-8023. By Compaq, 800-282-6672. By Handspring, 888-565-9393. By Palm, 800-881-7256. Digital camera by Kodak, 800-242-2424. Electronic compass by Precision Navigation, 800-422-6672. Global positioning satellite receiver by Rand McNally, 800-275-7263. Voice recorder by Landware, 800-526-3977. Keyboard by Palm, 800-881-7256. Modem by OmniSky, 800-860-5767. E-mail by Pocketmail, 877-762-5382. "More Palm Prints": Modem, digital camera and storage modules by Handspring, 888-565-9393. Digital cell phone by Qualcomm, 877-319-1807. "The Pocket PC Competition": Handheld computer by Microsoft, 800-426-9400. "Other Cool Handhelds": Digital cell phone by Neopoint, 877-636-4447. Two-way pager by Motorola, 800-548-9954.

FASHION

Page 98: Jacket and shirt by Emporio Armani, 877-736-7674. Page 99: Shirt by Van Heusen, 212-381-3500. Pants by **Nautica,** 877-**NAUTICA.** Socks by Gold Toe, 800-523-8265. Shoes by Johnston and Murphy, 888-792-3272. Shirt and pants by Ralph Lauren, 800-377-7656. Shirt and vest by DKNY, 800-986-DKNY. Corduroys by Gap, at Gap stores. Sneakers by Nike, 800-344-6453. Page 100: Shirts and shorts by Hugo Boss, 800-HUGO-BOSS. Sneakers by Nike, 800-344-6453. Sweatshirt by Ralph Lauren, 800-377-7656. Nylon pants by Emporio Armani, 877-736-7674. Long-sleeve T and nylon pants by Calvin Klein, 800-294-7978. Sneakers by Fila, 800-PRO-FILA. Pants and shirt by Tommy Jeans, at select department stores. Wool hat by Gap, at Gap stores. Sweater vest by Gene Meyer, 800-446-6636. Her pants and sandals by BCBG, 888-636-BCBG. T-shirt by Fila, 800-PRO-FILA. Shirt by Ralph Lauren, 800-377-7656. Her jeans and leather jacket by Tommy Jeans, at select department stores. Sticks and equipment by Warrior Lacrosse and apparel and custom sticks by Lacrosse Unlimited, 800-366-LAXX. Page 101: Shirt by Tommy Hilfiger and vest by Tommy Jeans, at select department stores. Jeans by Levi's, 800-872-5384. Sweater by BCBG, 888-636-BCBG. Vest, jeans, shirt and jacket by Calvin Klein, 800-294-7978. Page 102: Hooded sweatshirt and sweatpants by Nike, 800-344-6453. Mesh shirt and pants by Fila, 800-PRO-FILA. Hooded shell and jacket by **Nautica,** 877-**NAUTICA.** Windbreaker by Nike, 800-344-6453. Page 103: Boxer shorts: By Abercrombie and Fitch, 800-666-2545. By Brooks Brothers, 800-348-2058. By Adidas, 800-677-6638.

ON THE SCENE

Page 183: "Divers' Pleasures": Watches: By Panerai, from Piaget, 800-628-4344. By Seiko, 800-782-2510. By Swatch, 800-879-2824. By Audemars Piguet, Blancpain and Omega, from Swiss FineTiming Atelier Jewelers, 1900 Sheridan Road, Highland Park, IL 60035, 847-266-7900.

Various items featured in this issue are available for purchase online at products. playboy.com.

IAC-CREATE-DATE: November 14, 2002

LOAD-DATE: November 19, 2002

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Mad About Milla; Milla Jovovich; Brief Article Cosmopolitan October 1, 2000

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October 1, 2000

SECTION: No. 4, Vol. 229; Pg. 102 ; ISSN: 0010-9541

IAC-ACC-NO: 66241032

LENGTH: 155 words

HEADLINE: Mad About Milla; Milla Jovovich; Brief Article

BODY:
Multitalented Milla Jovovich always gets gloriously glam--often with a retro sexpot streak.

1 Cardigan, $ 25, and T-shirt, $ 17, H&M; skirt, Club Monaco, $ 69.

2 Bag, Guess? Handbags, $ 60.

3 Mules, Nine West, $ 59.

4 48-inch pearls, $ 80, and 36-inch pearls, $ 64, Carolee.

1 Pearl choker, R.J. Graziano, $ 185.

2 Cowl-neck dress, Trina Turk, $ 138.

3 Pearl bracelet, Chanel, $ 190.

4 Metallic leather T-strap stiletto sandals, Cynthia Rowley by Zeitgeist, $ 181.

1 Canvas overcoat, **Nautica** Jeans Company, $ 178; camisole, Rebecca Taylor; bootleg jeans, Tommy Jeans, $ 55.

2 Logo crystal earrings, Chanel.

3 Satin bag, Franchi, $ 58.

4 Sling-backs, $ 59, Esprit.

1 Feather neck piece, Adrienne Landau, $ 100.

2 Silk blouse, Theory, $ 165; sequin skirt, Maxou, $ 162.

3 Multistrand pearl bracelet, R.J. Graziano, $ 90.

4 Open-toe sling-backs, Adrienne Vittadini, $ 135.

IAC-CREATE-DATE: November 15, 2000

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Downtown Funky in New York, New York AsianWeek October 4, 2000

Copyright 2000 SOFTLINE INFORMATION, INC.
Ethnic NewsWatch
AsianWeek

October 4, 2000

SECTION: Vol. 22; No. 6; Pg. 14

SLI-ACC-NO: 1100A2LS 022 000020

LENGTH: 901 words

HEADLINE: Downtown Funky in New York, New York

BODY:

Downtown Funky in New York, New York

Indian American designer Anand Jon kicked off his show with a jolt of star power and bright, shimmering color, with Elizabeth Jagger strutting down the runway in a pair of sea-blue Banjara brocade hot pants and a sexy tie-back top. A few models later, Donald Trump's girl-friend, Melanie Knauss, appeared in a pearlized leather jacket and pants glittering with Swarovski crystals. Singer Cherokee showed up later in a tan suede tie-back top and wave-blue Banjara pants. Other looks followed Jon's signature use of lavish Indian fabrics sprinkled with Asian religious symbols here and there. The yin yang symbol, in particular, showed up more times than not, including on a pink skirt and top set, and a blue embroidered evening dress. Hand-beaded lotus flowers adorned a white silk dress, and Indian Zardusi artwork accented several outfits.

Malaysian-born designer Yeohlee Teng highlighted her fabric of choice-mostly cotton, linen and silk, and usual neutral tones -tan, khaki, black, white and brown-for her spring collection. Shades of bright orange and sunflower yellow, however, added a splash of summer to several looks, including a cotton diamond-shaped raincoat and a linen sundress. Outerwear pieces were constructed in kimono shape, including a tan and maroon silk check zigzag coat and a khaki cotton pique jacket. There was also a white silk tulip jacket worn with an orange wool and linen sarong. For the beach or pool, there was swimwear, including a silk seersucker bikini with matching scarf sarong. A lace choli top was made from gold Chantilly lace and worn with a Merlot-colored silk charmeuse sarong and bikini.

Anna Sui showed an eclectic mix with influences ranging the decadence of the early '80s to African-inspired textiles. "It was the Duchess of Windsor travels to Africa, then comes to New York where she ends up at the Mudd Club," Sui told reporters after the show. Stretch black jersey dominated the collection and tops were slashed, wrapped, tied and cut asymmetrically. A black

studded bra was worn with embroidered and studded African-print pants. The standouts included an orange chiffon zebra print streamer dress and an African-print silk chiffon shirtdress with a pink lace petticoat. There was also a brown and gold knit tank with a brown silk crepe deco tech print pleated skirt.

Margie Tsai, in contrast, showed lots of looks suitable for day as well as evening with clean lines and asymmetrical and bias cuts. Capri-length pants were paired with cotton pleated tops. Skirts were also pleated. To ward off the chill of early spring, there were wool jersey dresses and separates in navy and beige, and a cotton boucle funnel neck dress. Like many other designers, Tsai seemed to have picked up on the trend towards stripes-she had a striped sequined skirt worn with a white fringe top.

Hong Kong-born Vivienne Tam, who usually draws on her Chinese heritage as a primary source of inspiration, this year instead shifted her major point of reference to her current home: New York City. "Many of the prints and patterns in the collection are the result of the views from my terrace," Tam said. "I love watching the light shimmering as it plays with the architectural corners and angles of buildings against a grey and bluish evening sky." A cascading black and white net print dress was inspired by the art deco architecture of the Chrysler building; city lights were mimicked with bold linear sequined patterns streaking down skirts; a pink metallic dress called to mind sidewalks glittering under the pink glow of street lamps. Although the skyline of New York City inspired Tam's dominant theme, she doesn't entirely forget her roots, as seen in a collection of black cotton pants, skirts and tees embroidered with rows of Chinese characters.

David Chu's **Nautica** sportswear line featured classic men's looks with a techno twist. Suit separates and sweaters were shown in cotton, linen and blended fabrics. The palette was neutral, but occasionally accented by flashes of orange and ice blue. Another group of printed weekend-wear was done in a style that Chu dubbed "acidpreppy:" bold woven plaids inspired by the kitschy, preppy style of Palm Springs, mixed with acid-colored tee-shirts and pants. Exotic tropical prints from South America and Polynesia were paired with crewneck shirts and tanks made out of neoprene, a traditional scuba-gear fabric. There was also authentic performance sailing wear that Chu said were "equally at home on the deck of a racing yacht or on the streets of Manhattan."

Menswear designer Alan Truong, on the other hand, showed a collection that probably wouldn't work on a sailing ship, but might just be the thing for an urban nightclub. The designer offered up tight black pants with pink glitter fabric asymmetrically sewn at the waist in a way that gave the illusion that the they were sliding off, revealing the pink glitter "underwear," complete with appliqued white stars. Cropped pants took up the scene as well, falling at times just below the knees, or grazing the ankles. Most fabrics had a slight sheen or iridescence. Shorts were very short and shirts were very sheer.

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GRAPHIC: Photo, Designer Anand Jon with models

JOURNAL-CODE: A2

Source: News & Business > Combined Sources > News, All (English, Full Text)
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UNILEVER IN ARDEN SALE Evening News (Edinburgh) October 6, 2000, Friday

Copyright 2000 The Scotsman Publications Ltd.
Evening News (Edinburgh)

October 6, 2000, Friday

SECTION: Business; Pg. 1

LENGTH: 261 words

HEADLINE: UNILEVER IN ARDEN SALE

BODY:
UNILEVER is in talks to sell most of its Elizabeth Arden cosmetics division - including Elizabeth Taylor's perfume range - in a 207 million pounds deal, it emerged today.

It is understood to be poised to sell the businesses to FFI Fragrances, a US cosmetics group that has a stock market value of just 80m.

Rich

It is keen to sell the Elizabeth Arden and Elizabeth Taylor brands because, according to industry sources, they have a wealthy, but dowdy, image.

One City analyst said today: "They are classic rich, elderly, New York women brands."

Unilever bought Elizabeth Arden in the mid-1980s, by which time Unilever was already making Elizabeth Taylor fragrance under licence from the Oscar-winning actress. The Elizabeth Taylor brand subsequently became part of Unilever's Elizabeth Arden subsidiary.

Dame Elizabeth currently lends her name to the White Diamonds and Passion fragrance ranges.

Unilever will keep some of the licensed perfumes that form part of the Elizabeth Arden division, such as those marketed under the Valentino, Nino Cerruti, Karl Lagerfeld and Chloe brands. These names are thought more exclusive than Elizabeth Arden and will become part of Unilever Cosmetics International, a new division that makes Calvin Klein fragrances under licence.

Unilever recently signed up **Nautica,** the fashion company, and Vera Wang, the dress designer, to lend their names to perfumes. Unilever refused to comment on the future of Elizabeth Arden. The completion is likely to lead to many job losses in the US.

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Allen outlet complex set to open Thursday;30 stores to kick off Chelsea development The Dallas Morning News October 7, 2000, Saturday

Copyright 2000 The Dallas Morning News
The Dallas Morning News

October 7, 2000, Saturday THIRD EDITION

SECTION: PLANO MORNING NEWS; Pg. 1J

LENGTH: 886 words

HEADLINE: Allen outlet complex set to open Thursday;
30 stores to kick off Chelsea development

SOURCE: Staff Writer

BYLINE: Steve Quinn

BODY:
The buzz of this year's retail growth in Collin County will grow a little louder next week when about 30 outlet stores open their doors in Allen.

Allen Premium Outlets kicks off its parent company's entry into the Texas market Thursday. The center, which is still under construction, is at the northwest corner of Stacy Road and U.S. Highway 75.

Michelle Rothstein, vice president of marketing for the New Jersey-based developer and parent company, Chelsea GCA Realty Inc., said it's common to open with a group of stores and have others follow.

"It's virtually impossible to get everyone open on the same day at the same time with such a large number of stores." She said. "It shows our willingness to give our merchants extra time. This is the largest number of stores we've opened. Why wait? Why have shoppers wait for good shopping if there is such a good collection of stores ready?"

The tenant list features well-known brand names that have carried some of Chelsea's outlet centers such as those in Central Valley, N.Y., just north of New York City, and Wrenthem, Mass., southwest of Boston.

Among those tenants are **Nautica,** Perry Ellis, Tommy Hilfiger, Van Heusen, Liz Claiborne, Timberland, Cole Haan, Banana Republic Factory Store, Kenneth Cole and Samsonite. All are expected to open in Allen on Thursday.

Others joining the mix later include Sunglasses Outlet, Bass, Dress Barn, Eddie Bauer, Guess, Greg Norman, and Polo Ralph Lauren Factory Store.

These brands also are sold in traditional retail locations such as malls, strip centers and in department stores such as Dillard's, Macy's and Nordstrom. Others have their own stores as well as long-term commitments to their mall landlords.

Retailers must strike a balance, analysts said, in locating discount outlets so that they are convenient to large numbers of consumers but don't siphon sales away from other stores where their products are sold at full price. Finding that balance, experts say, isn't always easy.

"There is a conflict there," said Ed Fox, a professor of marketing at Southern Methodist University's Cox School of Business. "There is no rhyme or reason to the outlet. It's just a way to get rid of overstocked merchandise. The outlets, by and large, are there to liquidate merchandise after the season is over.

"The way it works is when merchandise is in season and people are buying, the prices are typically higher. They [the stores] want inventory of summer products gone just at the end of summer. To accelerate the purchase of the products, they may use their own outlet."

Mr. Fox said companies that rely on their brand name to carry sales must convince consumers that their heavily discounted purchases are still prudent decisions.

"There is a tradeoff in that they have the brand that is important and that people infer quality," he said. "That said, if they sell the merchandise, it has an effect on the brand. They can infer that brand isn't so good if it is so cheap.

"So companies ask themselves how can they liquidate without consumers inferring that the brand isn't as good as they thought. Outlet stores are a way of doing that. Then we feel more comfortable with a brand because we have knowledge of how it looks and how well other people trust them."

John Kelly, Eddie Bauer brand marketing manager for outlets, said the company has made the outlet business work since the 1970s.

"In terms of commitment to outlets, we have the same quality standards we have in our regular stores," he said. "We are careful in understanding our customers shopping patterns. Customers should expect the same quality under the Eddie Bauer brand."

Eddie Bauer already has stores in Collin Creek Mall in Plano and Stonebriar Centre in Frisco, but Mr. Kelly said the company meets several needs with this kind of saturation.

"We want to be within range so that one store does not cannibalize another, yet give the customers more than one channel so it's convenient for them," he said. "When you place stores close enough so that they are not cannibalizing sales, there is incremental spending, and it's all a plus-business for us."

Chelsea, a publicly traded real estate investment trust, brings strong credentials to this market, according to analyst Sam Leiber, president and portfolio manager of Alpine Funds, which tracks outlet mall REITs.

"They do their homework up front, and they also talk to a lot of merchants and retailers and ask them, 'where do you see the trends,'" Mr. Leiber said. "These guys maintain a good balance sheet. Chelsea builds good-looking, upscale buildings that usually are designed with expansion capacity."

With 225,000 square feet built, Chelsea has completed about half of its construction and plans to continue building as the demand for space continues. Although no timetable has been set for the expansion, Ms. Rothstein said second phases generally "fall into place quickly."

"Expansion is where the big bucks are," Mr. Leiber said. "Part of the strategy is that there are more costs up front in setting it up. You put in the lead tenants, and if they hit it off, it will be a lot easier in the second half and they can get higher rents."

Staff writer Steve Quinn can be reached at 214-977-6844 and at squinn@dallasnews.com. OUTLETAllen

GRAPHIC: PHOTO(S): (The Dallas Morning News: Richard Michael Pruitt) 1. Simon Gallegos of VMC Landscape Service fills a planter at Allen Premium Outlets. The includes well-known brand names that have anchored some of Chelsea's centers near New York City and Boston. 2. Workers with Southwest Neon Signs

install the main sign at Allen Premium Outlets, at the northwest corner of U.S. Highway 75 and Stacy Road.

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Americans did well in Sydney The Capital (Annapolis, MD) October 12, 2000, Thursday

Copyright 2000 Capital-Gazette Communications, Inc.
The Capital (Annapolis, MD)

October 12, 2000, Thursday

SECTION: sports; Pg. D5

LENGTH: 995 words

HEADLINE: Americans did well in Sydney

BYLINE: By GARY JOBSON For The Capital

BODY:
At the Sydney Olympic Games 33 medals were presented to 11 different sailing classes. Of the 69 countries who sent competitors to compete in sailing, Great Britain came away the clear winner with three gold and two silver medals. The United States performed well with one gold, two silvers and a bronze.

In the Star class, Mark Reynolds overcame a slow start in the first five races to come on strong at the end and earn his second Olympic gold. Reynolds displayed his persist

ent style at the **Nautica** World Championship last May. The wind conditions in Sydney were equally as challenging but the courses much shorter. Many expected Reynolds to easily win the Gold. According to two of his competitors he seemed quite uptight on the racecourse trying to avoid making major mistakes. After five races he and crew Magnus Liljedahl seemed to stop worrying about their final outcome and went out and sailed for fun. The pressure came off and their performance improved. This was a nice lesson for all sailors in big regattas. Historically the United States has done well in the men's and women's 470 class. U.S. representatives Paul Foerster, Bob Merrick, JJ Isler and Pease Glaser spent considerable time tuning together. The coed training definitely worked. All four sailors credited their experience working together as a major help in the final result. Both Isler and Foerster were returning Olympic medalists. While they were much older than the average age in their class, maturity and experience paid off at the end. In the highly popular 49er class, brothers Jonathan (40) and Charlie (38) McKee had an up and down series but won their final race to secure a Bronze medal. The McKee brother's grandparents live here in Annapolis. Interestingly, the Finnish crew Thomas Johanson and Jyrki Jarvi have not been strong contenders in the 49er class but have diligently worked for three years on their skills. Johanson is a former Laser World Champion and used his tactical skills to his advan

tage. The McKees won four out of 16 races. It was the second Olympic medal for both. Outside of these four classes, the USA struggled. The biggest disap

pointment was in the Soling class. Jeff Madrigali (bronze '96) had a bad day in the first round of match racing with a 1-4 record. It as the first time the United States did not earn a medal in the Soling class since it was introduced in 1972. The most exciting finishes of the regatta were in the Laser, Mistral and Star classes. Reynolds was five points behind Torben Grael and tied with Britain's Ian Walker going into the last race. Reynolds and Grael jumped the gun at the start. Reynolds went back, Grael didn't. After rounding the pin end of the line, Reynolds sailed off on port tack to the right side of the course. The wind shifted his way and he sailed home into second for the race to take the Gold. Walker finished third to take the Silver. In the Mistral Women's sailboard division, Alessandra Sensini of Italy and Amelie Lux of Germany were within one point going into the last race. The two popped into the lead early in the race. At one point Lux capsized

and at another Sensini got hung up on a buoy. The sailed around the course only a few lengths apart with Sensini finishing first to take the gold and Lux second for a silver. Of the 18 sailors on the U.S. squad, nine were from California and none from the Chesapeake. But three Bay sailors were actively involved. Former Naval Academy sailing coach Gary Bodie headed the American coaching contingent. His steady hand was a big reason in the U.S. winning four medals. Jim Capron and Pat Healy served as international judges. The only Americans on the panel. Brad Dellenbaugh served as rules advisor to the U.S. team. With the sailing competition held in small boats, it is clear that parity exists. Sixteen different countries won the 33 medals. The last time the Olympic Games were held in Greece there was no wind for ten straight days. Perhaps we should prepare for some really light wind sailing. But then again, you always hear the expression, "It is not normally like this here" at big regattas. So maybe it will blow hard in Greece. Either way the USA

should work hard to improve.

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SUNDAY STYLE GUIDE: FUMBLE-FREE FASHION; FOOTBALL'S A CASUAL PASTIME, BUT THE BOYS IN THE BOOTH ARE LOOKING BETTER AND BETTER. Daily News Record October 13, 2000

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October 13, 2000

SECTION: Pg. 4 ; ISSN: 1041-1119

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LENGTH: 1829 words

HEADLINE: SUNDAY STYLE GUIDE: FUMBLE-FREE FASHION; FOOTBALL'S A CASUAL PASTIME, BUT THE BOYS IN THE BOOTH ARE LOOKING BETTER AND BETTER.

BYLINE: Dodd, Annmarie

BODY:
Fashion has an unsuspecting audience and it's crowded with willingly captive men each weekend.

A sea of men, in fact -- of every age, shape, ethnicity and tax bracket -- enjoying their most comfortable state. For most, this means lounged out on the couch with beer in hand and sports pages within reach for an autumn Sunday ritual. Hours of football, albeit, football unwittingly mixed with a subtle, but direct, dose of men's fashion.

Indeed. This may not be the most glam setting to spin a lifestyle brand, but it's a powerful means to get style across to even the most fashion-shy. Designers are capitalizing on these associations and no less than Ralph Lauren got into the fray this fall when Polo Ralph Lauren signed on to wardrobe the broadcast staff of ABC's NFL Monday Night Football.

In fairness, Polo is following in the footsteps of Ermenegildo Zegna, which already dresses the NFL on Fox, and Joseph Abboud, who styles CBS Sports' football announcers and color analysts.

Football is undoubtedly the crown jewel in sports broadcasting. Product placement is traded for valuable exposure in media with staggering stats. Consider: Each three-hour professional football game, according to 1999-2000 season television ratings, reaches more than nine million homes each Sunday. And each game allows styled broadcasters and analysts at least 10 minutes -- spread here and there throughout the afternoon -- of concentrated and tightly shot airtime.

"The key issue here is that you know your audience is watching," said Gary Mezzatesta, principal of UPP Entertainment Marketing, an international product placement firm based in Burbank, Calif. "Other mediums are hit and miss.

"Designers can have tremendous impact on television, but they must reinforce it with press and through their channels of distribution," said Mezzatesta, who counts John Varvatos, Barbour and Time-Warner on his client list. "If they only do the dressing and take the wardrobing credit, it has some value, but not as much."

The 10-minute window is easily more time than most men will ever spend lingering over a fashion spread in a magazine. Or even coordinating their own shirt-and-tie combinations at home, or in a store.

"Television is a powerful medium. It's a focused environment that can be leveraged," said Simon Graj, principal of Graj + Gustavsen, a New York branding shop with a specialty in apparel. "But to do it you must have a good understanding of what a brand stands for in the socioeconomic landscape and its mission for the future.

"This is more about getting a name out there, versus getting image out there. Polo is an institution; the company is not going to lose by [dressing Monday Night Football]. Abboud has an interesting dynamic because they are willing to stand for upscale clothing, rather than a lifestyle point of view. It works for them because they dress who they would anyway. If it was Gucci, dressing football announcers would be a surprise."

So sports broadcasting, namely football, has become a style guide absorbed by electronic osmosis. In sports television, at least, there are few things -- dressing a winning NBA coach or Tiger Woods in the final round, perhaps -- that can rival dressing the guys in the television studio.

"We gain success by association," said Abboud, who counts sportscaster wardrobing as one of his company's most vital marketing strategies and recently provided 83 ensembles for NBC's top Olympic broadcasters, including Bob Costas, a longtime Abboud devotee. "It's a way to get to consumers who are afraid of fashion. If a guy looks at Greg Gumbel and turns to his wife and says, 'Do you think that looks good? I do.' That is an opportunity for us.

"These guys come across being dressed nicely, not as making an overexposed fashion statement. We do this because it works and we have the relationships; we do right by the guys and the networks. Our competition would like to enter this game and we protect our turf."

As famed producer Don Ohlmeyer was orchestrating a makeover for ABC's NFL Monday Night Football, he approached Polo Ralph Lauren executives with an opportunity to dress the broadcast team -- including play-by-play announcer Al Michaels, comedian Dennis Miller, analyst Dan Fouts, and sideline reporters Eric Dickerson and Melissa Stark. Dressing the entire team allows Polo to show off its different sides. Michaels, Fouts, Miller and Dickerson are styled in a mix of tailored clothing, furnishings and sportswear from Polo Ralph Lauren. As a sideline reporter, Stark is able to tailor her look from Ralph Lauren's women's Black Label and Polo Sport collections.

As the season progresses, according to a Polo source, the broadcasters will be able to show off their own personal style. Broadcasters have weekly dressing sessions with Polo stylists at the company's New York and Beverly Hills stores and together they pick out an ensemble for the next week's game.

Expect the team to break from the broadcast booth "uniform" in upcoming weeks. Their travel schedule can best be described as a "mixed bag" -- one week in Green Bay, another in Miami. Their wardrobing, the Polo source said, will start to reflect the season's disparate locales -- V-necks will be worn over shirts and ties, or replaced by a cashmere turtleneck. Dickerson may start to wear Polo Sport's cold-weather gear and topcoats. Or a light, breezier knit for games in Tempe, Ariz., or Miami.

Abboud's experience with CBS is similar. As a smaller company than Polo, however, Abboud often joins the styling sessions and offers up his own advice to the broadcasters. Starting Jan. 1, Pendleton will provide outerwear for CBS Sports.

"It takes great effort from me and my staff to do this," said Abboud. "These guys don't want to think about what they are wearing while they are broadcasting. No one wants to show up for a game with it on their mind. You have to personalize a look and give each guy a chance to let himself come through with different silhouettes and colors.

"We fit a guy from a 36 short to 50 extra long. There's not one thing that looks good on everyone."

Abboud brings up a good point. One of the benefits of wardrobing sports broadcasters is that it shows off sartorial style on these men, most of whom haven't seen the size 42 regular since junior high.

Putting current fall fashion on these men -- mostly former athletes, of many sizes -- humanizes high style. CBS Sports' broadcast staff boasts six men dressed in suits sized 48 long or larger.

"Mike Ditka, for one," said Abboud. "He loves clothes and you can tell. Big guys can love clothes. It's important for other men to see that.

"Dressing these guys is a wholesome thing," he said. "It's All-American. It's not complicated and threatening. It's one of the things that men and women can watch together and talk about directly."

As the rest of the nation is focused on relaxing its wardrobe attitudes, it's ironic and important that sports broadcasters stay buttoned up, according to zeitgeist-watcher Graj. A jacket and tie will always lend authority to a speaker, but it's a paradox that such style statements are being made against the backdrop of one of the most casual of American pastimes.

Wardrobing assistance is not something sports broadcasters like to brag about. It's not "politically correct" among journalists to accept such assistance.

What is best executed in football has started to filter into other sports. In addition to Abboud's affiliation with the Olympics, he also dressed CBS Sports' anchors for U.S. Open tennis. Polo Golf wardrobes CBS Sports' golf team. **Nautica** dressed NBC Sports anchors last summer for the Gorge Games and ESPN has utilized Marzotto to suit SportsCenter and ESPN News anchors.

On a slow night, what the guys are wearing can be more interesting than some of the highlights. Dan Patrick and Stuart Scott make the sartorial A team, but for different reasons. Patrick -- perhaps channeling Katie Couric -- has cut his hair and gone from classic to modern suits. Either way, he almost always looks good.

Scott, an aficionado of custom clothing, has been known to attend a runway show or two. His preacher coats and disappearing tie knots can occasionally constitute a miscue, but on the style spectrum he goes well to his left and his right. Baseball Tonight announcer Harold Reynolds, still at playing weight, almost always looks dapper, while analyst Tim Kurkjian, on the other hand, looks like he's wearing his First Communion suit.

Graziano de Boni, Marzotto USA's president and CEO, said staffers visit ESPN's Bristol, Conn., headquarters and hold wardrobing sessions at company offices for ESPN anchors, though Marzotto does not receive on-air credit.

"It is a very subdued communication to customers. They are relaxed in their minds and can accept ideas," de Boni said. "We've talked to ESPN about adding sophisticated sportswear to what is worn on the air. Right now all these suits are a contradiction between the old world and the new. But I like the association. ESPN, like MTV and CNN, has revolutionized how we watch TV. We are all influenced by them; I like having an association with that."

While several ESPN anchors wear Marzotto, the magic of television gives a better impression of the brand than de Boni realizes. Until the network redesigned its studio this summer, anchors dressed to sartorial standards only above the waist. From the desk down, for many anchors it was khakis, jeans, shorts paired with sneakers and flip-flops. No more, the new set allows camera angles that show pant legs and shoes. Sports anchor John Buccigross said he shows up to work in jeans and changes into a suit right before he goes on-camera. His on-air wardrobe, including several Marzotto suits, only leaves ESPN for cleaning. ESPN often receives ties from XMI, but XMI receives no on-air credit.

An occupational hazard at ESPN is showing up in the same suit and tie. Buccigross and Mike Greenberg, his often-paired broadcast partner, admit to doing that now and then. Or swapping suit jackets by accident. Greenberg, however, loves shopping, style and keeping up with fashion.

Greenberg, who lives outside Bristol, said he drives into New York City about twice a month with his wife, Stacey, to shop at Barneys New York and Bergdorf Goodman Men. Building an on-air wardrobe, he said, is a "constant process."

Greenberg said he sticks to favorites, namely Rene Lezard, Pal Zileri and Barneys private label.

"I am one of the few here who really enjoys shopping and looking for new things," he said. "I am always looking for new stuff."

Buccigross and Greenberg said they get calls now and then from viewers asking about what they were wearing. Buccigross said men may notice, but it's women that usually make the call or ask the question.

"Let's be honest," he said. "They're the one's who really notice."

IAC-CREATE-DATE: October 20, 2000

LOAD-DATE: October 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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Date/Time: Thursday, June 22, 2006 - 11:00 AM 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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MacDill BX where military shop, talk; Tampa Tribune (Florida) October 21, 2000, Saturday,

Copyright 2000 The Tribune Co. Publishes The Tampa Tribune
Tampa Tribune (Florida)

October 21, 2000, Saturday, FINAL EDITION

SECTION: BRANDON, Pg. 5

LENGTH: 933 words

HEADLINE: MacDill BX where military shop, talk;

BYLINE: JANIS D. FROELICH, of The Tampa Tribune;

BODY:
INTERBAY - A homey touch is evident in a large shopping compound on MacDill Air Force Base.

From Coach purses to Tampa Bay Buccaneers-designed wrapping paper, the Army and Air Force Exchange Service at MacDill Air Force Base is the epitome of one-stop shopping.

But services beyond convenience and competitive prices lure thousands of military personnel and veterans to the 250,000-square-foot complex each week.

"I like to get my hair cut, talk to the barber, see who's here," says John Madrishin of Clearwater. Retired in 1977, Madrishin was assigned to MacDill in 1949.

He drives to the base once a month to pick up his prescriptions and have a leisurely day among old cronies.

His barber at the base enjoys the chat.

"These are some of the finest men in the country," Harold Van Hoose says respectfully as he begins trimming Madrishin's hair.

The barber says he doesn't just give the stereotypical military buzz cut. "We do all types, all kinds," Van Hoose says.

The exchange service uses the same approach for its well-traveled customers.

The bottom line is the BX, the nickname for the base exchange, focuses on the customer, says Rudy Gaza, general manager of the exchange service. "It's their store," Gaza says. "They're the stockholders."

All active duty personnel or their spouses can shop at the BX at MacDill. Military retirees who spent 20-plus years in the service and service personnel who are classified as 100 percent disabled have privileges to shop at the Air Force base.

MacDill draws heavily from the 93,000 military retirees in the Tampa Bay area. That number can triple during winter months. The pace picks up at the BX when veterans receive their monthly Social Security checks.

The interior of the BX is trendy. A recent $ 2 million face-lift added a few new tenants at the food court, including Baskin Robbins and Cinnabon.

Gaza looks at other stores to check out the competition.

"We do a local price survey," he says.

While he admits he receives occasional flak from local merchants, he believes the real competitor of the mom and pop shops are large retailers such as Home Depot and Sam's Club, both chains recently opened stores on South Dale Mabry Highway, a few miles north of the base.

"We're isolated here, too," he explains. "There aren't a big number of stores right outside our gates."

THE BASE GROCERY STORE, also called the commissary, must break even in its operation. But the main store, where Godiva chocolate is sold and George Foreman grills are stacked on neat, clean aisles, is required to make a profit, Gaza says.

A portion of the money collected at the BX stays at MacDill for base improvements, including the swimming pool and library, and to buy sports equipment. The contribution amount posted in the mall for the year so far totaled $ 444,420.

Employees are about half military.

Gaza would like to hire more spouses of Air Force personnel, but the on-base housing situation is in transition.

Diane Green, public affairs officer, says nearly 800 housing units are planned to replace older ones. When it's completed, MacDill is expected to have a sizable number of families living on base. A child development center is housed within the BX.

But even without the on-base population, there's a sense of solidarity.

"We're a city within ourselves," says Ginny Palmbo, Gaza's assistant at the BX.

"People live in Tampa 10 (or) 15 years and don't realize how much is out here."

The base has attracted well-known names such as Bucs coach Tony Dungy and quarterback Shaun King. "Retirees view the BX as a perk for their service," Gaza says.

Military stores serve 7.8 million customers around the globe. They have front-door greeters, an idea pre-dating the Wal-Mart service. Shoppers can push a button for customer service. Sometimes customers receive free cake and coffee.

Active Air Force personnel like the personal touches as well as the retirees.

"I shop here every day," says Tech. Sgt. Isaac Ruffin, looking at a new bathroom rug. "I get one little thing, then I come back. It's a good experience."

"We do a BX run to shelf check," says Tech. Sgt. Jean Corlee, who was eating a pizza for lunch with Tech. Sgt. Jim Zima.

"We always know what's new," Zima explains.

"Visualize this store in Germany," says Gaza as he walks among the merchandise. "It's very important to offer a taste of home."

THE EXCHANGE SERVICE sells famous labels such as **Nautica** and Chaps, but also its own brand of Royal Manor clothes and Alexandre, custom-made suits. Uniforms for all military branches are available in a separate store.

With 12 check-out counters at the main store, customers load up on sweaters and corduroy pants even in the Florida heat.

There are various concessionaires in the mall. The concessionaires are individuals and companies that have signed four- to five-year contracts with the government.

Art's Militaria has been a mall mainstay for eight years.

"I've learned over the years what people want," owner Art Funk says. "I started with hats and pins."

He offers license plates, historic memorabilia and custom-designed items such as a shadow box to display a soldier or airmen's medals.

"I like to deal with people," says Funk, who served in the Air Force but is now in the reserve.

"This keeps me in touch with the folks I knew in the military," he says. "I really like them." Janis D. Froelich covers Hillsborough County and can be reached at (813) 259-7143 or jfroelich@tampatrib.com

GRAPHIC: PHOTO 2,
JASON BEHNKEN, Tribune photo Rudy Gaza is general manager of the Army and Air Force Exchange Service, which has 12 checkouts in the main store.

LOAD-DATE: October 23, 2000

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IN BRIEF Knoxville News-Sentinel (Tennessee) October 27, 2000, Friday

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Knoxville News-Sentinel (Tennessee)

October 27, 2000, Friday

SECTION: Business; Pg. B1

LENGTH: 609 words

HEADLINE: IN BRIEF

BODY:
Charge raised for MCI directory

MCI WorldCom long-distance customers will see an increase in the rates charged for directory assistance beginning Nov. 1.

The charge for customers from Tennessee and 22 other states will increase from $ 1.49 to $ 1.99 per call, according to the telecommunications Web site, 10-10PhoneRates.com. The directory is accessed when customers dial 555-1212 to get phone numbers.

Manufactured home show begins

Clayton Homes' 26th Annual Fall Parade of Homes, displaying 48 of the company's latest models, opens today to the public.

The show will run from 9 a.m. to 9 p.m., Friday, Saturday and Sunday, Oct. 27-29, at the Knoxville Fairgrounds in Chilhowee Park.

Features in some of the displayed manufactured homes include cedar siding, palladium windows, stacked-stone fireplaces and master suites. Display models are available for purchase.

Clayton Homes, based in Blount County, was recently voted by The Manufactured Housing Institute as 2000 Manufacturer of the Year.

Sign company lands contract

MidSouth Sign Co., based in Knoxville, has been awarded a $ 1.7 million contract for surveying services in conjunction with the planned merger of BellSouth Corp. and SBC Communications Inc.

The work will be managed by National Survey Associates, a MidSouth division, and involves performing site surveys comprised of digital photos, site evaluations and site plans for 5,800 locations in 38 states.

Robert Daniels, executive director of MidSouth, said about 12 contract employees will be hired as a result of the contract.

Another exec leaves Gaylord

NASHVILLE -- A top record executive is leaving Gaylord Entertainment, the third executive to depart the

Nashville-based company in the past five months.

Roland Lundy, president of Christian record label Word Entertainment, is leaving effective immediately. Lundy had been president of Word since 1989.

Word has not lived up to expectations since being bought from Thomas Nelson Publishers in 1996 for $ 110 million.

Gaylord has reported losses of $ 29 million in the first two quarters. Its holdings include the Grand Ole Opry, radio stations including WSM-AM, music publishing companies, a Christian record company, Internet sites, convention hotels and part of the Nashville Predators NHL franchise.

Lundy was replaced by Malcolm Mimms, executive vice president of Gaylord's creative content group. Mimms, a prominent entertainment lawyer, joined the company in March from the Nashville office of the Los Angeles law firm Loeb and Loeb.

Wednesday's announcement follows the departure of Tim DuBois, a veteran music executive who quit the company in September. Former president and CEO Terry London abruptly quit on July 31 after three years.

Genesco names new president

NASHVILLE -- Genesco Inc., which owns the Johnston & Murphy men's shoe stores, named Hal N. Pennington as the company's new president on Thursday.

Pennington, who has been with Genesco for 39 years, replaces Ben T. Harris as president and chief operating officer of the company effective Nov. 1. Harris retains his duties as chairman and chief executive officer of Genesco.

Pennington, who is currently director of the company, served as president of Johnston & Murphy shoes from 1997 to 1999 and was president of Dockers Footwear from 1995 to 1997. He also was vice president of wholesale for Johnston & Murphy from 1990 to 1995.

The Nashville-based company operates 765 U.S. footwear retail stores, including Journeys, Johnston & Murphy and Jarman. The company also sells wholesale footwear under the Johnston & Murphy, Dockers and **Nautica** brands.

LOAD-DATE: November 01, 2000

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ARDEN, TAYLOR BRANDS SALE The New York Post October 28, 2000, Saturday

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The New York Post

October 28, 2000, Saturday

SECTION: All Editions; Pg. 021

LENGTH: 239 words

HEADLINE: ARDEN, TAYLOR BRANDS SALE

BYLINE: EVELYN NUSSENBAUM

BODY:
Unilever is on the verge of unloading its Elizabeth Arden and Elizabeth Taylor brands, a source close to the negotiations tells The Post.

French Fragrances International will buy both brands for around $300 million and a deal should be announced next week.

A representative for Unilever refused to comment and a spokesperson for Florida-based French Fragrances International could not be reached.

The U.S. Elizabeth Arden salon and cosmetics business reportedly rings up about $600 million at wholesale a year. But its performance has been inconsistent and has long been considered a trouble spot for Unilever, although the European division does better.

Unilever has tried a number of fixes, including designing a new logo, rotating a cast of spokesmodels that included Amber Valetta and Vandela, and an internal restructuring.

Sources said that Unilever has been informally shopping it around for two years, and that Estee Lauder considered buying it at one point.

The Elizabeth Taylor brand, which is more of a mass market product, includes the "White Diamonds" fragrance.

French Fragrances International already distributes several perfume brands, including Halston, Geoffrey Beene and Paul Sebastian.

Unilever will still own plenty of perfume and cosmetics brands, including Chloe, Karl Lagerfeld, Valentino, Nino Cerutti, and Calvin Klein Cosmetics. It also has licenses with Vera Wang, **Nautica** and BCBG.

LOAD-DATE: October 30, 2000

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COPS THROW OUT TEAM OF COUNTERFEITERS Newsday (New York) October 30, 2000, Monday

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Newsday

Newsday (New York)

October 30, 2000, Monday QUEENS EDITION

SECTION: NEWS; Page A03

LENGTH: 444 words

HEADLINE: COPS THROW OUT TEAM OF COUNTERFEITERS

BYLINE: By Melanie Lefkowitz. STAFF WRITER

BODY:
At first glance, the neatly folded sweatshirts festooned with Yankees and Subway Series logos look legit.

But in fact, police say, they're poor-quality knockoffs, products of a $ 1-million counterfeiting operation that fools buyers and threatens authorized dealers of Major League Baseball and designer goods.

"It's not the real deal, and consumers are the ones being cheated," First Deputy Commissioner Joseph Dunne said at a news conference yesterday, announcing three arrests and the shutdown of an alleged counterfeiting factory in south Brooklyn.

The warehouse, at 530 Union St., contained 7,000 shirts with Major League Baseball logos, more than 8,000 copies of brand-name clothing and $ 500,000 worth of counterfeiting equipment, Dunne said.

He estimated that the seized merchandise, which also included imitation Tommy Hilfiger and **Nautica** gear, has a street value of about $ 370,000 and a retail value closer to $ 1 million.

"These are the things you see on the street corners, with the guy who has got a special deal for you," he said.

Dunne said many of the Yankees World Champion shirts were probably going to be illegally hawked along the route of the World Series victory parade today.

"And the Mets stuff I think has been burned," he quipped.

Three men have been arrested in connection with the alleged counterfeiting: Ramon Valdez, 41, and Edison Figueroa, 20, both of Long Island City, and Michael Gohari, 31, of Searingtown. The men face charges of criminal possession of forgery devices and first- and second-degree trademark counterfeiting, which together carry a maximum sentence of 15 years.

Gohari appears to be the ringleader of the operation, police said.

The Police Department's Trademark Counterfeiting Unit of the Organized Crime Investigation Division began watching the alleged factory Oct. 23 after receiving a confidential tip.

In addition to the clothing, police seized four 12-head embroidering machines, a silk-screening machine and a CD-ROM intended only for official Major League Baseball dealers, Dunne said.

Brooklyn District Attorney Charles Hynes said the case will come before a grand jury today.

"People really don't understand the impact of this," Hynes said at the news conference. "It's just plain foolish for anyone to buy off the back of a truck."

All official Major League Baseball merchandise sold at today's parade has a hologram sticker, said Ethan Orlinsky, vice president and general counsel for Major League Baseball Properties. Official items also do not have slit labels inside, he said.

LOAD-DATE: October 30, 2000

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From Runway to Dance Floor The San Francisco Chronicle OCTOBER 31, 2000, TUESDAY,

Copyright 2000 The Chronicle Publishing Co.
The San Francisco Chronicle

OCTOBER 31, 2000, TUESDAY, FINAL EDITION

SECTION: DAILY DATEBOOK; Pg. B7

LENGTH: 78 words

HEADLINE: From Runway to Dance Floor

BYLINE: Sylvia Rubin

BODY:
Actor Hill Harper of CBS' "City of Angels" will host a multicultural runway show of club wear and other youthful designs by Emporio Armani, Sean John, DKNY, **Nautica** Jeans, Ecko and Dolce & Gabbana.

There will be live music by the R&B group Changing Faces and DJ tunes by Dr. Dre. The free event, sponsored by Bacardi Limon and Vibe magazine, begins at 8 p.m. Thursday at the San Francisco Design Center, 2 Henry Adams. For tickets, call (212) 448-7454.

GRAPHIC: PHOTO, Actor Hill Harper hosts a fashion show of youth-oriented styles Thursday at the Design Center.

LOAD-DATE: October 31, 2000

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On tap today Chattanooga Times Free Press (Tennessee) October 31, 2000, Tuesday

Copyright 2000 Chattanooga Publishing Company
Chattanooga Times Free Press (Tennessee)

October 31, 2000, Tuesday

SECTION: LIFESTYLE; Pg. E6

LENGTH: 601 words

HEADLINE: On tap today

BYLINE: Pierce, Susan

BODY:
CIVIC

* HARRISON KIWANIS CLUB --No. 1 Firehall, 7-8 a.m., information session on formation of new Kiwanis Club in Harrison. 344-7777.

HALLOWEEN

* CHILDREN'S HALLOWEEN PARTY --Tyner/East Brainerd Recreation Center, 5-7 p.m., for ages 12 and under sponsored by Chattanooga Parks, Recreation, Arts and Culture.

* HAUNTED BARN --5017 McDonald Road in Ooltewah, 7 p.m., $10, not recommended for children age 8 or under, benefits St. Jude Children's Research Hospital. 396-9790.

* HAUNTED CARNIVAL -- Sir Goony's Family Fun Center, Brainerd Road, 7 p.m., Castle Nightmare and Dome of Death, $9.50 to enter one, $15 both. 698-3669.

* SPOOKTACULAR --Walnut Square Mall, Dalton, Ga., 6-7 p.m. trick-or-treating, 7-8 p.m. face painting and balloons, for ages 12 and under, admission is one canned food item for Whitfield County Department of Family and Children's Services. (706) 226-3777.

FALL FESTIVALS

* BARNYARD BASH --Hamilton Christian School, Lee Highway Church of God campus on Lee Highway, 5-9 p.m., Velcro Wall, kids games, food, entertainment. 894-6954.

* HIXSON FIRST BAPTIST CHURCH -- corner of Lower Mill and Grubb roads, 6-8:30 p.m., free, moon walk, games, football toss, clowns, hayrides, free admission, food for sale. 877-2467.

* RED BANK PRESBYTERIAN CHURCH -- 4320 Dayton Blvd., 6:30 p.m., free.

* SILVERDALE BAPTIST CHURCH --7236 Bonny Oaks Drive, 6-8 p.m., games, food, music, admission is one food item for Helping Hands Thanksgiving baskets. 892-2173.

* SOUTH SEMINOLE BAPTIST CHURCH -- 1201 South Seminole Drive, 5:30-8 p.m., free festival admission, $2 hamburger supper. 698-2782.

* WESTSIDE BAPTIST CHURCH -- 3399 Lakeview Drive, Rossville, 6:30 p.m., free, Harvest Festival. 866-9213.

LEISURE

* FOLKLIFE DEMONSTRATION --Miller Plaza, Waterhouse Pavilion, 10 a.m. to 4 p.m., free, Ernie Mills of Perry, Ga., makes duck decoys.

* SENIOR NEIGHBORS -- 10th and Newby Street Center, 12:15 men's luncheon with David Carroll speaking. 755-6122.

* SENIOR NEIGHBORS -- Boynton Center, 957 Boynton Drive, 10 a.m. sewing class, 10:30 storytellers, 12:30 p.m. Halloween party. 755-6133.

* SINGLES DANCE --Shirley's, 8133 East Brainerd Road, 8 p.m., $5, variety of dance music in nonsmoking, nonalcoholic atmosphere. 855-1368.

SHOPPING

* EASTGATE TOWN CENTER -- 5600 Brainerd Road. Small, indoor shopping mall featuring Goody's, Gap outlet store, fast-food restaurants and ice skating during winter months. Eastgate is adjacent to a YMCA, library branch and post office. 894-9199.

* HAMILTON PLACE -- Interstate 75 at Exit 5. Tennessee's largest shopping mall features Parisian, JCPenney, Sears, Proffitt's and hundreds of specialty shops on two floors. Food court and restaurants inside the mall. Surrounding area includes several strip malls, grocery stores and restaurants. Hours: Monday through Saturday 10 a.m.-9 p.m., Sunday noon-6 p.m. Web site: www.hamiltonplace.com. 894-7177.

* NORTHGATE MALL -- Highway 153 and Hixson Pike. A single-level mall anchored by JCPenney, Proffitt's and Sears. Specialty shops include The Gap, Victoria's Secret, Rack Room Shoes, Barnie's Coffee and Tea, Bath & Body Shop and Colony 13. The mall has a food court and is surrounded by other restaurants and strip malls. Hours: 10 a.m.-9 p.m. Monday through Saturday; noon-6 p.m. Sunday. 870-9521.

* WAREHOUSE ROW -- 1110 Market St. Prime Outlets shopping in a renovated downtown railway warehouse, featuring Geoffrey Beene, **Nautica,** Bass, Coach and more. Expect to pay for parking. Hours: 10 a.m.-8 p.m. Monday through Saturday; noon-6 p.m. Sunday. 267-1111.

LOAD-DATE: November 9, 2000

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DEMOCRACY in AMERICA; clothing worn by political convention attendees Esquire November 1, 2000

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November 1, 2000

SECTION: No. 5, Vol. 134; Pg. 164 ; ISSN: 0194-9535

IAC-ACC-NO: 67374297

LENGTH: 1191 words

HEADLINE: DEMOCRACY in AMERICA; clothing worn by political convention attendees

BODY:
Every four years, the great civic engine revs, the conventions convene, and our country begins again. Times change, but the issues are always the same: war and peace, a chicken in every pot, and are you better dressed now than you were four years ago. Time to vote.

Somewhere, John F. Kennedy is going to sleep not knowing yet whether he's won California. And Richard Nixon walks on a sandy beach in a suit and wing tips, as always unable to relax. Michael Dukakis is coming off the speech of his life and is seventeen points up, obviously the next president of the United States. And somewhere, Ronald Reagan is chopping wood.

Somewhere, there's a political convention going on. These conventions are places where monumental decisions get made. For instance, somewhere, it's taking three ballots to get Adlai Stevenson the nomination, which he doesn't even want. Somewhere, Nelson Rockefeller is getting hooted and pelted out of the hall by Goldwater's boys. And somewhere, in the eternal present, Bobby's twisting arms--hell, he's breaking them--for his big brother. But now here's something else entirely. Somewhere, Los Angeles to be precise, it's this past August and there's a political convention going on, and nothing of any consequence whatsoever is happening. We are told by smart people, warned even, as if we didn't know, that these conventions are no longer deliberative processes, that they are now something else, trade shows maybe. But pith cannot dismiss or explain what's going on here. What, then, is this occasion? What does it mean? What are all these people doing here?

Well ... somewhere on the convention floor is the boy delegate, Tare Helms, a twenty-one-year-old blond beanpole from Monroe, North Carolina, who upon meeting someone new immediately says, "No relation!" He keeps saying this over and over so that there'll be no mistaking, such is the burden of his last name. Somewhere, Tate Helms is getting ready to vote for president for the first time, and he's studying for law school, and someone has neglected to tell him that this is all a waste of time. In fact, he thinks that by being here he is learning how to change the world for the better. Somewhere, he is saying those very words.

And somewhere, Zack Heineman, nineteen, is covering the event for The Harvard Crimson, really working his tail off. He's getting interviews with everybody, from the highest (Senator Kerry of Massachusetts is helpless against this kid) to the lowest, crashing every party, taking advantage of the fact that for a couple of days one big room contains the whole country, and he's pressing this line of questioning: What's in all this for young people, and what do you plan on doing to engage them?

And there's Jordan Johnson out of Little Rock, twenty-three years old and already a total operator. Somewhere, he's just graduated and has taken a job raising money to build a presidential library down in Arkansas. "I'm not doing this because he's been a great president, even though that's what I believe," he says. "It's that he's been president of the United States, and whether we realize it or not, this is history, and it's crucially important." He then says this: "Man, I was at a party last night, and I talked to Elisabeth Shue for a long time. She wants to give us some money, and we figured that'd be a pretty good idea."

Somewhere, there's a political convention going on.

DEMOCRATIC NATIONAL CONVENTION, LOS ANGELES, AUGUST 14-17, 2000

JORDAN JOHNSON, LITTLE ROCK, ARKANSAS, attending first national political convention as a staff fundraiser for the Bill Clinton Presidential Library, which, when completed, will sit on the banks of the Arkansas River in downtown Little Rock. Projected budget: $ 125 million. Three-button single-breasted wool suit ($ 3,500), cotton shirt ($ 340), and silk tie ($ 135) by Brioni.

JEREMY BERNARD, DELEGATE, LOS ANGELES, AND PATRICK MARSTON, POLITICAL CONSULTANT, LOS ANGELES. On Bernard: Three-button single-breasted wool suit ($ 2,450), cotton shirt ($ 235), and silk tie ($ 130) by Ermenegildo Zegna. On Marston: Cotton shirt ($ 235) and silk tie ($ 120) by Ermenegildo Zegna.

SHERMAN BROWN, DELEGATE, YOUNGSTOWN, OHIO. "Man, if I hear one more time how corrupt Youngstown is and how weird our congressman, James Traficant, is, I'm going to pop. Youngstown has a lot more than that going Oil, and Ohio is absolutely essential to this election." Three-button single-breasted wool suit ($ 1,095), cotton shirt ($ 145), and silk tie ($ 95) by Corneliani; watch by Citizen.

JAMES LEE WITT, DARDANELLE, ARKANSAS, DIRECTOR OF THE FEDERAL EMERGENCY MANAGEMENT AGENCY. Witt is expected to be a front-runner in two years for either governor or the U. S. Senate but says he may still forego both races "I love public service, but it sure doesn't pay much" Three button single-breasted wool suit ($ 1,495) and cotton shirt ($ 195) by Armani Collezioni; silk tie ($ 125) by Ralph Lauren Purple Label

IVAN DUNN, UNION MACHINIST AND DELEGATE, HUTCHINSON, KANSAS. Three button single-breasted wool suit ($ 405) and cotton shirt ($ 50) by Tommy Hilfiger; silk tie ($ 60) by Plombo.

CONGRESSMAN JESSE JACKSON JR. OF CHICAGO AND GILBERT MARTINEZ, LOS ANGELES, On Martinez: Three button single-breasted wool suit ($ 425) by **Nautica;** cotton shirt ($ 65) by Hart Schaffner & Marx; silk tie ($ 95) by Canali

TATE HELMS, STUDENT AND DELEGATE, MONROE, NORTH CAROLINA. Three-button single-breasted wool suit ($ 1,530), wool V-neck ($ 170), and cotton shirt ($ 370) by Salvatore Ferragamo; silk tie ($ 95) by John Varvatos.

DAVE RAND, SPECIAL ASSISTANT TO CALIFORNIA GOVERNOR GRAY DAVIS. "This was the day of Gore's speech. People were just getting there, scampering around and grabbing their seats. Not an hour later, there wasn't a square inch of room to move." Four-button single-breasted wool suit ($ 595) by DKNY; cotton shirt ($ 175) and silk tie ($ 95) by Pal Zileri; leather belt ($ 195) by A. Testoni.

SENATOR JOHN KERRY OF MASSACHUSETTS AND ZACK HEINEMAN, REPORTER, THE HARVARD CRIMSON. On Heineman: Wool-and-cashmere vest and trousers (part of three-button single-breasted three-piece suit, $ 2,000) and cotton shirt ($ 224) by Gianluca Isaia; silk tie ($ 125) by Ralph Lauren Purple Label; watch by Rolex.

DAVID MARTINEZ, VETERAN AND DELEGATE, NEW MEXICO, AND CHRISTIE BRINKLEY, DELEGATE, NEW YORK. "I have a slogan cut into my hair, and she came over and read my head." Two-button single-

breasted wool suit ($ 495) by CK Calvin Klein; cotton shirt ($ 115) and silk tie ($ 85) by Burberry.

JOHN TUNNEY, FORMER SENATOR FROM CALIFORNIA, AND DAUGHTER ARIANNE TUNNEY. Three-button single-breasted three-piece wool suit ($ 895), Polo by Ralph Lauren; cotton shirt ($ 195) and silk tie ($ 125) by Ralph Lauren Purple Label; silk pocket square ($ 45) by Turnbull & Asser. Her top and skirt by Chanel.

JOSEPH R. PAOLINO JR., FORMER MAYOR OF PROVIDENCE, AND DAUGHTER JENNIFER C. PAOLINO. Three-button single-breasted wool suit by Canali; silk tie ($ 135) by Borrelli. Her suit and top by Ralph Lauren. For store information see page 195.

IAC-CREATE-DATE: May 30, 2001

LOAD-DATE: May 31, 2001

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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Livin'la Vida Lopez; jewlery; Brief Article Cosmopolitan November 1, 2000

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Cosmopolitan

November 1, 2000

SECTION: No. 5, Vol. 229; Pg. 86 ; ISSN: 0010-9541

IAC-ACC-NO: 66810003

LENGTH: 80 words

HEADLINE: Livin'la Vida Lopez; jewlery; Brief Article

BODY:
Get Jennifer's late-night look with this fashion booty: a body-skimming skirt, snow-white top, and sky-high heels.

1 Sequin silk tank top, **Nautica.**

2 Silver solitaire necklace, DKNY Jewelry, $ 22.

3 Cubic zirconia drop earrings, Tommy Hilfiger, $ 26.

4 Leather ankle-strap sandals, Nathalie M., $ 165.

5 Pleather skirt, Allen by ABS, $ 90.

6 Frame-closure handbag, Franchi, $ 68.

7 Metal bangles with cubic zirconia, Nine West Jewelry, $ 30 each.

IAC-CREATE-DATE: December 18, 2000

LOAD-DATE: December 19, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
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FOR HER. Children's Business November 1, 2000

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Children's Business

November 1, 2000

SECTION: No. 11, Vol. 15; Pg. 16 ; ISSN: 0884-2280

IAC-ACC-NO: 67710157

LENGTH: 95 words

HEADLINE: FOR HER.

BYLINE: Johnson, Lynda M.

BODY:
style sheet

'TWEEN TRENDS AT A GLANCE

Riveting! ZANADI's studded denim short shorts; CHAIN REACTION by Bijoux's studded purse

'70s Sass! MONKEY WEAR's Pucci Power; **NAUTICA's** and GUESS' hot pants; ROCKY T's Solid Gold threads

Fit To Be Tied ONE TEENIE's pants with decorative side ties

Dot Dash JOU JOU's scooter dress; CANDIE'S slide

Turquoise Haze CONFETTI's bowling bag purse

Skin Chic BUCKLE MY SHOE's "snakeskin" sandal; HOLLYWOOD JEANS' snakeskin-motif jeans

Preppie Chic CHAIN REACTION by Bijoux's purse; HOLLYWOOD JEANS' plaid trousers

IAC-CREATE-DATE: December 8, 2000

LOAD-DATE: December 09, 2000

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Nautica focuses on menswear in first UK outlet. Retail Week November 3, 2000

Copyright 2000 Retail Week
Retail Week

November 3, 2000

SECTION: Pg.4

LENGTH: 132 words

HEADLINE: Nautica focuses on menswear in first UK outlet.

BODY:
Sports and casualwear brand **Nautica** opened its first standalone UK store at the Bicester Village factory outlet centre last week. A second is planned for London's Bond Street in 2002.

The 160 sq m store will only stock men's sportswear. A new **Nautica** denim range, which will be introduced in Europe in the spring, will be added then.

Nautica has six standalone stores across Europe and plans to open a new flagship at New York's Rockefeller Centre in April.

Nautica's new European managing director, Chris Clarke, said the retailer is concentrating on European growth, but must tailor its product to the market.

The new denim range is an attempt to capture part of the younger market dominated by Levi's and Diesel, and standalone **Nautica** denim stores are being considered.

LOAD-DATE: November 3, 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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FURNITURE FOCUSES ON TRADITIONAL ENGLISH LOOK;FIVE MAJOR MANUFACTURERS UNVEIL THEIR COLLECTIONS AT THE FURNISHINGS MARKET. The Wichita Eagle November 4, 2000 Saturday MAIN EDITION

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The Wichita Eagle
Found on WichitaEagle.com

The Wichita Eagle

November 4, 2000 Saturday MAIN EDITION

SECTION: HOME & GARDEN; Pg. 1B

LENGTH: 923 words

HEADLINE: FURNITURE FOCUSES ON TRADITIONAL ENGLISH LOOK;
FIVE MAJOR MANUFACTURERS UNVEIL THEIR COLLECTIONS AT THE FURNISHINGS MARKET.

BYLINE: ALLEN NORWOOD, The Charlotte Observer

BODY:
HIGH POINT, N.C.

The resurgence of traditional English furniture designs reflects a swing toward elegance from the oversize, put-your-feet-up looks of the 1990s, furniture makers say, and a renewed interest in quiet quality over conspicuous consumption.

Buyers are trading in the furniture equivalent of full-dress SUVs for Rolls-Royces.

Several major manufacturers unveiled collections based on centuries-old English styles at the furniture market here recently.

"In prosperous times, I think people like things that are elegant but not too flashy," said Charles Sutton, who created an English collection for Lexington Furniture. "English furniture is something we're all familiar with. It's something we grew up with in any part of the country. For many buyers, English is quality and elegance."

Century Furniture, Highland House, Pennsylvania House and Thomasville introduced English collections at the International Home Furnishings Market.

The twice-a-year wholesale market draws more than 2,600 manufacturers and 80,000 buyers from around the world. Designs debuted here typically appear in retail showrooms in about six months.

The dominant color in showrooms continues to be red, so look for more of it in a store near you next spring.

Lavender appeared in spots as different as the over-the-top new showroom designer Larry Laslo created to spotlight his sleek Neoclassical collection for John Widdicomb, and a custom toile in model Kathy Ireland's

traditional collection for Vanguard.

The hottest new neutral is a hard-to-define color that's either a beige with a hint of gray, or gray trying hard to be beige.

Leather continues to grow in popularity and in variety, with large new leather groups from Broyhill and others.

Furniture makers say they're borrowing leather-finishing techniques from the fashion industry, which makes upholstery leathers more supple to the touch and comfortable to sit on. Leathers are combined with fabrics in a mixed look the industry calls "collage." Makers say they've been surprised at how popular the look has been with buyers, but they've added new combinations, and even created collages with different types and colors of leather.

New fabrics include striking velvets, from embossed to printed. Many are heavily washed to create a worn, antique look. "When you buy a new chair and put it in a room, you don't want it to scream, 'I'm the new chair!' " explained Lexington's Debbie Perry.

Cocktail ottomans, which can be used as seating or as coffee tables, were featured prominently. A 45-inch-long model in the Baker showroom sported a leather top with windowpane stitching, and slats underneath for storage. A nubuck-covered model from Lexington's **Nautica** collection was long enough to stretch out on in front of the TV.

But the English influence was the headline and much of the story at the market.

Highland House, a Hickory company, developed the Harrods Fine Furniture Collection with the venerable London store. The collection features 55 pieces based on the store's archives, which date back 150 years.

One signature piece is the Kensington bureau bookcase, a reproduction of a Queen Anne original from about 1710. It's made of hardwood solids and walnut burl veneers, and the lower section features a drop-lid desk.

The three-seat Lenox settee, with a mahogany frame carved in intricate Chippendale style, features cabriole legs ending in ball-and-claw feet.

The pieces are imposing but not massive. In fact, that's true of all the English collections. The scale and details keep even the largest pieces from being overwhelming.

Another striking thing about this collection - and the others - is the brilliant color.

Nothing stodgy about this English group. The button-tufted Chelsea recamier or chaise longue, for instance, is covered in sunshine yellow damask. And the colors are authentic, said William Mitchell, Harrods designer.

Highland House plans to introduce bedroom and dining room pieces from the Harrods collection at coming markets.

Charles Sutton's English designs for Lexington are interpretations of 18th-century pieces, not copies, even though he has won national awards for his reproductions.

The centerpiece of the Sutton House collection is the four-poster Annivers ary Bed, which features carvings of roses, lilies, lace, pearl beading and a double wedding ring.

Century Furniture, a Hickory, N.C., company, calls its collection Savoy, after the London hotel, and individual pieces are named for streets around the hotel.

Ed Tashjian of Century said the pieces also display other influences, reflecting the era when England ruled

the high seas and Londoners collected furniture from around the world. "The roots of fine furniture are English, but so much more," he said.

The British Gentry collection by Thomasville Furniture, based in Thomasvi lle, N.C., is less formal than most of the other English introductions. Call it furniture for the Londoner's country place.

There are 44 pieces in the collection, which features distressed pecan and burl veneers. There's lots of inlay and marquetry, but the sheen is subdued for a more casual appeal.

Pennsylvania House, based in Lewisburg, Pa., calls its English-inspired collection Notting Hill Reflections. The 60-piece group is named for London's Notting Hill market section. (Yes, the same one that inspired that Julia Roberts-Hugh Grant movie.)

Predominantly of oak, the collection is the most eclectic and least formal of the five collections.

GRAPHIC: PHOTO

LOAD-DATE: January 29, 2002

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FEATURES IN THE SHADE The Christchurch Press November 7, 2000

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Global News Wire
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The Christchurch Press

November 7, 2000

SECTION: 2: Pg. 38

LENGTH: 426 words

HEADLINE: FEATURES IN THE SHADE

BYLINE: CLAUSEN VICTORIA

BODY:
They were originally made famous by General MacArthur during the Korean War. Then Tom Cruise renewed their popularity in the movie Top Gun. Just like flares and halter necks, aviator sunglasses are making a fashion comeback.

The best dressed will be in frameless aviators, or shields, in lens shades of every hue. Just think of the women in Robbie Williams's Rock DJ video or Anastasia and you've got the picture.

David Bearpark, of Bearpark Optical, says most brands are now doing aviator styles. "Sunglasses have become a little bit bigger now. We've done that smaller look."

Overseas, the unisex thing is over and women are going for the more feminine Jackie O-type styles. Light-tinted lenses, like pink, blue, yellow, and orange, and graduated lenses, are very much the rage, and it is important you have the right sunglasses for your lifestyle. Mixing your Nike shades with your business suit is not a good look. The good news is, you can own more than one pair.

Mr Bearpark says there are three basic types of sunglasses: the fashion shape brands like DKNY, Armani, Gucci, and Dior; the sports brands like Oakley, Nike, Adidas, and Anarchy; and the fashion styles more influenced by lens quality, such as Serengeti and Revo, who claim to make the best lenses in the world.

Leaping out of the fisherman's closet is the polarised lens, a surprise option which most brands have begun offering in the last six months. All **Nautica** lenses are polarised.

Of course, with the hole in the ozone layer getting bigger over New Zealand, shades are not a frivolous accessory. Protecting your retina from the damaging effects of the sun is important. Luckily, there are plenty of options for looking stylie while looking after your vision.

Hot brands for this year include relative newcomers to the New Zealand market -- DKNY, Nike, Oakley, Diesel, and Gucci.

Brent Rushworth, of Arthur Cocks and Company, says Dior and Gucci both have new designers who are moving the fashion houses into the younger market. Frameless shields are big looks for both this season.

Carrera is also looking to rebrand and broaden their appeal to more than the mature man market.

OPSM say its latest collection of ONYX sunglasses have been inspired by European trends -- sleek and sculptural with modern lines designed to mould the face shape.

Highlight colours include mid-blue, crystal burgundy, antique silver, milk chocolate, several shades of tortoiseshell, and black. Trims are understated, and sleek chrome temple trims add a designer touch.

JOURNAL-CODE: WTCP

LOAD-DATE: March 17, 2001

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Contemporary design recalls movie glamour The Houston Chronicle November 09, 2000, Thursday

Copyright 2000 The Houston Chronicle Publishing Company
The Houston Chronicle

November 09, 2000, Thursday 2 STAR EDITION

SECTION: FASHION; Pg. 1

LENGTH: 630 words

HEADLINE: Contemporary design recalls movie glamour

SOURCE: Staff

BYLINE: MADELEINE McDERMOTT HAMM, Houston Chronicle Design Editor

DATELINE: HIGH POINT, N.C.

BODY:
HIGH POINT, N.C. - You almost expect Fred Astaire and Ginger Rogers to come twirling by in some of the market showrooms. Decked out in sleek contemporary furnishings, these pared-down vignettes look like a set for one of those classic midcentury movies, in which everyone lives in a streamlined Manhattan penthouse.

West Coast designer Barbara Barry jump-started the trend in the '90s with her ongoing Hollywood-inspired collection for Baker. Now at the fall International Home Furnishings Market the dominant mood in modern is sophisticated and smooth, dark woods accented with jewelrylike hardware.

In fact, at Drexel Heritage, the First Avenue Collection features pulls and handles that bring to mind David Yurman's stylish sterling and gold jewelry. The chunky pulls would make killer earrings, and every fashion-minded woman visiting the showroom coveted the twisted silver cable handles for bracelets.

Vicki Solada, vice president of product at Drexel Heritage, compared the exquisite hardware on the gently curved walnut drawer fronts to "the perfect piece of jewelry adorning the perfect black dress."

Following up his smashingly successful debut collection for Hickory Chair a year ago, New York designer Thomas O'Brien added the Greenwich Studio group this market. Clean lines and understated detail characterize most of the pieces. One of the stars of the collection, the oval Darlington Desk with open side shelves, features dark flamed mahogany veneer polished to a mirror shine.

At John Widdicomb, Larry Laslo, another New Yorker known for modern designs reminiscent of the 1930s, '40s and '50s, turned to the neoclassics for inspiration. He called his Novecento Collection "traditional with modern touches."

Predicting a return to ornamentation and detail, but not in a heavy-handed manner, Laslo said, "We simplified ourselves into oblivion in the '90s." His elliptical-shaped cocktail table is adapted from a 1929 design by Italian architect Gio Ponti and looks quite modern. The striking sideboard with brass overlay detailing, inspired by a 1931 Ponti design, would add refreshing decoration to a room full of no-frills contemporary furnishings.

David Chu's good-looking **Nautica** Home Horizons group for Lexington has a more clean-lined, cosmopolitan style than the earlier **Nautica** Home West-Indies-influenced designs. The dark cherry veneers are accented, but not upstaged, by woven rattan inserts, leather or metal. The four-poster bed with grid-style headboard would add drama to any bedroom.

Several new twists turned up at this market with the popular ottomans used as cocktail tables. At Baker, the Barbara Barry introductions included a big, flat ottoman - 45 inches by 34 inches - upholstered in stitched leather squares, with a lower slatted shelf that can hold many magazines, books and newspapers.

Most cocktail ottomans are shown with a tray on top holding glasses and other items that would normally sit on a table. Barry included a handsome, oversized wood tray with her ottoman, an idea that also showed up in several other showrooms.

At Thayer Coggin, the boxy upholstered ottoman in the Metropolitan Collection is available with either simple cast aluminum legs to match the sofa or big rubber casters with a wood-look center. Those wheels can come in handy when relocating an ottoman 48 inches square or 28 inches wide by 70 inches long.

Another handy Metropolitan feature comes with the tete-a-tete, a sofa with backrests on opposite sides at each end, originally designed so two people could face each other to talk. This version, however, provides removable pivoting computer tables on the armrests (attachable cupholders optional), for computer-oriented types who prefer checking e-mail on a laptop to conversation.

GRAPHIC: Photos: 1. Drawer pulls on the contemporary First Avenue Collection at Drexel Heritage look like stylish silver and gold jewelry (color); 2. Thomas O'Brien's oval-shaped mahogany-veneer desk for Hickory Chair gleams with a highly polished finish (color, p. 4); 3. Barbara Barry's big leather ottoman/cocktail table for Baker comes with a slatted lower shelf and an oversized tray (color, p. 4); 4. Intriguing brass overlay detailing decorates a sculpted John Widdicomb sideboard inspired by a 1931 Gio Ponti design (color, p. 4); 5. Larry Laslo's elliptical cocktail table for John Widdicomb was adapted from a 1929 design (color, p. 4); 6. Thayer Coggin's Metropolitan tete-a-tete features removable pivoting computer - or snack - tables on the armrests (color, p. 4); 2-3, 5. Betty Tichich / Chronicle

TYPE: -LINKS-

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DO IT FRIDAY NOVEMBER 10 The Miami Herald November 10, 2000 Friday FINAL EDITION

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The Miami Herald
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The Miami Herald

November 10, 2000 Friday FINAL EDITION

SECTION: STREET; Pg. 48MS

LENGTH: 1117 words

HEADLINE: DO IT FRIDAY NOVEMBER 10

BYLINE: PHOEBE FLOWERS, Street Staff

BODY:
* This weekend, the 13th Annual MAKA 11:11 International Conference descends upon the Miccosukee Resort & Convention Center. The event, in its first incarnation in the eastern United States, is composed of three full days of lectures by more than 21 speakers on subjects including UFO phenomenon, "mediumnity" (which neither you nor the dictionary probably knew was even a word), Native American magical traditions, holistic medicine and hypnotherapy. Plus, you won't want to miss Chief Standing Elk, sacred pipe carrier and spiritual leader of the Dakota Nation, who will share his interpretation of the 11:11 symbols "Macah Wicahpe Wicohan." (A fun fact: "MAKA" means "earth.") Lectures run from 8 a.m. to 9 p.m. Friday, Saturday and Sunday at the convention center, 500 SW 177th Ave., Miami. Call 305-374-3692.

* The FIU Music Festival 2000 is still going on, and Friday marks Polish Night, which is being touted as one of the festival highlights. The evening will feature Polish art, chamber music, delicacies, displays and a visiting entourage of musicians from Krakow. Poland, in case you were wondering, is a country about the size of New Mexico, and it has given birth to thousands of folk songs, a thousand folk dances and piano master Chopin. If you're worried about getting an authentic Polish experience, rest assured that Miami's American Institute of Polish Culture will be there to keep it real. Along with every other event of the festival, which runs through Nov. 17, Polish Night takes place at the Herbert and Nicole Wertheim Performing Arts Center, FIU University Park Campus, Miami. Call 305-348-1998 or visit www.fiumusicfestival.com.

* Not to be outdone by their academic neighbors, the University of Miami's First French Theatre Festival continues to rage on with an English-language adaptation of Antigone by Jean Anouilh, crazy French existential playwright. The updated version of a Greek tragedy about a heroine who chooses death over dishonor was first performed in 1944 Nazi-occupied Paris. There are ample opportunities to see the play: It shows Friday, Saturday and Tuesday - Nov. 18. Tickets are $12-$14 for adults, $10-$12 for students and seniors. It's at the Jerry Herman Ring Theatre, 1380 Miller Dr., Coral Gables. Call 305-284-3355.
SATURDAY
NOVEMBER 11

* The Streets of Mayfair of Coconut Grove launches a thrilling new farmers market Saturday. Buy fruits,

vegetables, flowers, baked goods, nuts or candy, and check out art by local artisans. It's free, and it's a good excuse to wander outside in the lovely November weather. Check it out from 9 a.m. to 5 p.m. outdoors on the Mayfair Promenade in the center of Coconut Grove. Call 305-448-1700 for more information.

* The Sixth Annual FLA/BRA (Florida/Brazil) Festival of Tigertail Productions winds down this weekend; come commemorate the final days with Change of Skin, a nine-minute interactive dance work at the Museum of Contemporary Art. The performance features Brazilian dancer-choreographer Vera Sala and Miami musician/composer Alfredo Triff, along with a 15-foot reticulated snake-like wooden sculpture by Brazilian artist Ricardo Ribenboim. In case you didn't catch it the first time - this involves a giant wooden snake, and thus cannot be missed. See it at 11:30 a.m., 1 p.m. or 3 p.m. Saturday; 1 p.m. or 3 p.m. Sunday. Also, 1:30 p.m. Saturday you can check out a panel discussion called Cultural Comparisons Regarding "New" in Latin America and South Florida, whatever that means. Everything is free with MoCA admission. The museum is located at 770 NE 125th St. in North Miami. Call 305-893-6211.

* So, Books & Books on the Beach is hosting an event featuring James Spada, who created the book Black & White Men. It's full of pictures of naked men. Young men. They're not professional models, but you can bet they're plenty pretty anyway. At Saturday's book discussion, Spada is going to do some talking about light and shadow, but you can just smile vacantly and stare at the pictures. Of the young, attractive, naked men. Books & Books is at 933 Lincoln Rd., Miami Beach. The evening begins at 7, but you might want to get there early. Call 305-532-3222 or e-mail info@booksandbooks.com.

* Saturday night marks the second Full Moon Party at Baraboo Restaurant, 7300 Ocean Terr., Miami Beach. This is an event that was inspired by Iemenja, the Brazilian goddess of the waters. Brazilian chef Paolo Barroso de Barros is going to create a three-course prix fixe menu (that includes a wondrous Caipirinha) for $35 per person. The full-moon madness gets under way with seatings at 7 and 9:30 p.m., and concludes after dinner with a drum procession to the beach, where each guest has to throw a white rose into the ocean. Reservations and a sense of your own importance in the universe are recommended. Call 305-867-4242.

SUNDAY
NOVEMBER 12

* If you skipped Saturday's farmers market at Mayfair, then clearly you'll need to atone for your sins by attending the Antique and Collectibles Market from 10 a.m. to 5 p.m. on Lincoln Road, Miami Beach. Art, jewelry, statuary, china, furnishings, household items, unusual vintage clothing, collectibles and more will all be offered for your perusal and potential purchase. It happens at Washington Avenue and Lincoln Road (the 400 block), and it's free. Call 305-673-4991.

WEDNESDAY
NOVEMBER 15

* Modernist Karel Teige, leader of the 20th Century Czech avant-garde, has his work showcased at the exhibition Dreams and Disillusionment: Karel Teige and the Czech Avant-Garde. The event, opening Wednesday with a reception and lecture, includes a full-scale model of Teige's landmark minimalist dwelling, Surrealist collages, and typographic experiments and graphic design. The slide lecture is at 6 p.m.; the reception at 7. The Wolfsonian-FIU, 1001 Washington Ave., Miami Beach, hosts the opening. It's free for members and FIU faculty/students, and $10 for others. Call 305-535-2645.

THURSDAY
NOVEMBER 16

* Miami Art Museum's Fourth Birthday Bash takes place in conjunction with JAM at MAM, fortuitously enough. From 5 to 9 p.m. check out the unveiling of Converge, the new MAM publication; a **Nautica** fashion show; performances by saxophone great James Carter; a birthday cake; a donation bar featuring some sort of special martinis not yet named; and docent-led gallery tours of Selections from the Collection. No cover. 101 W. Flagler St., Miami. Call 305-375-3000 or visit www.miamiartmuseum.org.

- PHOEBE FLOWERS

Send items for Do It at least 10 days before event to Phoebe Flowers c/o Street, P.O. Box 011029, Miami,

FL, 33101; fax to 305-376-2202; or e-mail pflowers@streetmiami.com.

NOTES: DO IT

GRAPHIC: color photo: Vera Sala making art with a wooden snakelike sculpture (a)

LOAD-DATE: February 4, 2002

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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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Destination Shoppers Newsweek November 13, 2000,

Copyright 2000 Newsweek
Newsweek

November 13, 2000, Atlantic Edition

SECTION: ASIA; Pg. 44

LENGTH: 645 words

HEADLINE: Destination Shoppers

BYLINE: By George Wehrfritz; With Kay Itoi in Tokyo

HIGHLIGHT:
They come from all over Japan to reach this factory outlet

BODY:
As typhoon Xangsane bore down on Japan last Wednesday, wine wholesaler Kenichi Sotohira packed his wife and young son into the family car and drove more than 100 kilometers--to go shopping. Their destination: a picturesque resort town at the base of Mount Fuji where American entrepreneurs have turned a rusty amusement park into Japan's hottest discount mall. The sprawling complex, called Gotemba Premium Outlets, sits in a forest beneath a huge Ferris wheel. Seventy-eight stores, including outlets for Nike, Lands' End, North Face and the Gap, line an open-air Main Street filled rain or shine with bargain hunters. Each day cars and tour buses jam eight muddy parking lots. "I'm buying ties and sweaters," says Sotohira as he waits for his wife outside the **Nautica** store. "Everything is 20, 30, even 40 percent cheaper than retail."

Japanese discovered outlet malls at overseas vacation destinations like Hawaii, Florida and New York. Yet only now, thanks to cheaper land and looser regulations, is the concept taking root on their native soil. Developers hope to reinvigorate Japan's bleak shopping landscape, where according to official statistics retail sales have fallen for 42 consecutive months. Thanks to a decade-long recession, Japanese households are earning less and saving more. That means they're spending a whole lot less. "They don't always need to buy the newest thing," says Motomu Oniyanagi, a marketing executive at Chelsea Japan Co., creators of the Gotemba mall. "We're seeing what we call 'smart shopping'."

Gotemba has been swamped since it opened for business in July. Over the first two weeks it attracted some 800,000 visitors, or nearly half Chelsea's expected first-year business. During October alone more than 1,000 tour buses disgorged eager shoppers. Huge crowds have snarled traffic and, on two occasions, overloaded Gotemba's sewage-treatment system. (Banks of chemical toilets were shipped in to prevent further waste problems.) To avoid gridlock on the Tomei Expressway, a major transportation artery, the mall's Web site now discourages shoppers from visiting on weekends. "It's crowded all day, every day," says a woman who staffs a tourist desk set up in the mall to promote local beer and sake breweries. "People come here from all over Japan."

Gotemba's main appeal is its vast array of "red tag" discounts. Muji, Japan's no-name fashion sensation, offers $8 cotton shirts and cheap candles. At Nike's outlet store, running shoes start at about $40. At Coach, the American handbag designer, one of the hottest products is a $180 doggie raincoat. At the center of it all sits a vast food bazaar that offers burgers, noodles, beer and sake. Shoppers dine in a ski-lodge-like hall with an open-beam ceiling, a crackling central fire pit and moose heads mounted on one

wall.

Chelsea, which operates 21 outlet malls in the United States, invested $46 million to get the Gotemba complex built and running. With 35,000 to 50,000 shoppers now visiting daily, first-year sales are expected to exceed the company's pre-opening target of $140 million. Local officials forecast that the mall will draw 6 million visitors and inject $500 million into the local economy annually.

The outlet-mall concept is catching. In Makuhari, a convention-center district located near Tokyo Disneyland, a new outlet mall called Garden Walk opened last month to huge crowds. Later this month Chelsea will open its second mall in Japan, called the Rinku Premium Outlets, near Osaka. will outlets change retail? pondered a Yomiuri Shimbun headline last week. The article concluded that "consumers are willing to spend their money on luxury items that are discounted and quality items that are inexpensive." They've been doing that for years at malls across America. Now, finally, they can shop a bit closer to home.

GRAPHIC: PHOTO: Neither wind nor rain could keep shoppers away from Gotemba

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ORANGE BLOSSOMS Sun-Sentinel (Fort Lauderdale, FL) November 16, 2000, Thursday,

Copyright 2000 Sun-Sentinel Company
Sun-Sentinel (Fort Lauderdale, FL)

November 16, 2000, Thursday, Broward Metro EDITION

SECTION: LIFESTYLE, Pg. 1E

LENGTH: 270 words

HEADLINE: ORANGE BLOSSOMS

BYLINE: by; rod stafford hagwood

BODY:
After extensive research (I glanced through a Florida Almanac while kibitzing with some librarians I know) I have discovered a tragedy: Florida has no state color.

Sure, we have an official bird (mockingbird) and, yes, there's a song (Swanee River by Stephen Foster), but they reflect the rebel/redneck part of the state rather than the cool Caribbean-infused portion we call home.

We need a state color, and it needs to be orange. Orange says it all for Florida. Sure, the state flower is the orange blossom, but when's the last time you saw an orange blossom? They look white to me (all things in Florida are not what they appear to be).

Anyway, back to orange. I'm not just pimping the hue cuz I look fabulous and fierce in it -- y'know I do (see above) -- it's also fashionable for this fall/holiday season.

Everyone from Anna Sui (more pumpkin, really) and Angel Sanchez to Diana Von Furstenberg and Carmen Marc Valvo have groves of orange in their ready-to-wear collections for this season. David Rodriguez has "paprika," which is orange with an inferiority complex, and James Purcell has "sunset," which is an uppity orange. Nicole Miller uses orange to add warmth to her high-tech fabrics for fall, while Randolph Duke adopted "Tang orange" for his glam line, a favorite around Hollywood's red-carpet season.

And it's not only the pricey stuff. The Limited, The Gap, Mecca, Nike and **Nautica** all have the happy hue prominent in collections. **Nautica** calls it "safety orange" while Mecca goes for the more erudite "adobe orange."

Just be careful when you wear it in Northern Ireland.

GRAPHIC: PHOTOS 3, AP photos/Timothy Clary; (color) Appealing Orange: The sunny shade of citrus made a splash at this year's Fall/Winter 2000 shows in New York. From left are designs by Han Feng, Angel Sanchez and Caroline Herrera.

TYPE: next by rod stafford hagwood

LOAD-DATE: November 17, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
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NO HEADLINE Pittsburgh Post-Gazette (Pennsylvania) November 19, 2000, Sunday,

Copyright 2000 P.G. Publishing Co.
Pittsburgh Post-Gazette (Pennsylvania)

November 19, 2000, Sunday, ONE STAR EDITION

SECTION: ARTS & ENTERTAINMENT, Pg. G-14

LENGTH: 196 words

HEADLINE: NO HEADLINE

BODY:
Merrily they shopped and did good deeds

Downtown traffic was gridlocked Wednesday evening as some motorists tried to get home while many others headed for Kaufmann's, site of a huge event intended to raise funds for nonprofit organizations and needy families. "A Very Merry Evening" had food, fashion and entertainment on nine floors of the store, and nearly 4,800 people took it all in. The planners' goal was to raise $ 50,000, but they finished the night with more than $ 70,000, thanks in part to donations from about 20 vendors, including **Nautica** and Estee Lauder, and 48 local nonprofits that sold $ 10 tickets.

There was a Regis Philbin look-alike contest, a women's holiday fashion show, a Godiva chocolate sampling on the ninth floor and a "dressing your table for the holidays" presentation on the sixth floor.

And on the second floor, Claiborne Menswear design director Paul La Fontaine emceed a men's fashion show and talked about fashion and Claiborne 2.0, a lifestyle-driven urban sportswear line he recently developed and introduced.

Kaufmann's called the first-time event a huge success and said it will be presented again next year.

LOAD-DATE: November 19, 2000

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EARLY BIRDS GET THE BEST BUY The Record (Bergen County, NJ) November 21, 2000, TUESDAY; ALL EDITIONS

Copyright 2000 North Jersey Media Group Inc., All Rights Reserved
The Record (Bergen County, NJ)

November 21, 2000, TUESDAY; ALL EDITIONS

SECTION: YOUR TIME; Pg. Y1

LENGTH: 307 words

HEADLINE: EARLY BIRDS GET THE BEST BUY

BYLINE: JOAN VERDON, Staff Writer

BODY:
On the day after Thanksgiving, the early birds get the bargains and the stores get the boost, three or four extra hours of selling time to inflate their sales figures and the free publicity that comes from the image of shoppers lined up outside at 5 a.m.. The early birds swear that predawn shopping is the way to go. They
scour the ads on Wednesday and Thursday for the early specials, set the alarm for 4 a.m., and hit the stores in order of the respective opening times. Then they head back home with the bulk of their holiday shopping done before the rest of the family is awake.

But put a reminder note on those alarm clocks: No stores in Paramus open before 7 a.m. It doesn't matter what the ads say. If K-B Toys, Toys R Us, or Kohl's is in Paramus, the borough's blue law enforces the opening time.

Here are some of the early-bird openings for Friday. (Opening times are subject to last-minute marketing changes.). 5 a.m. K-B Toy stores in Elmwood Park, Englewood, Ramsey, Palisades
Center mall, and everywhere else except Paramus.

6 a.m. All Toys R Us stores except Paramus. Kohl's stores in West Paterson and Secaucus. Nine stores at Woodbury Common including Donna Karan, all Polo stores, **Nautica,** Delia's, and Guess. American Eagle Outfitters at Palisades Center.

7 a.m. All other stores at Woodbury Common. Stern's and Value City at Bergen Mall. All J.C. Penney, Lord & Taylor, Macy's, and Sears stores. Target, Best Buy, and Filene's at Palisades Center. Target in Edgewater.

8 a.m. Nordstrom at Garden State Plaza. Most stores at Bergen Mall, Garden State Plaza, and Palisades Center.

9 a.m. All stores at Paramus Park and Riverside Square malls.

Neiman Marcus at Garden State Plaza.

Staff Writer Joan Verdon's e-mail 1 address is verdon(at)shopwatch.com

GRAPHIC: COLOR ILLUSTRATION BY BOB REBACH / STAFF ARTIST

LOAD-DATE: November 21, 2000

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SMELL TEST: Following the Scent Las Vegas Review-Journal (Nevada) November 26, 2000 Sunday

Copyright 2000 DR Partners d/b Las Vegas Review-Journal
Las Vegas Review-Journal (Nevada)

November 26, 2000 Sunday FINAL EDITION

SECTION: J; Pg. 1J

LENGTH: 1984 words

HEADLINE: SMELL TEST: Following the Scent

BYLINE: Joan Whitely

BODY:
By JOAN WHITELY
REVIEW-JOURNAL

For a gift that lingers, consider a gift of fragrance. It lingers after its wearer walks by. It can linger for years in memory, long after a relationship or era ends.

Just beware that the route to selecting the 'right' fragrance _ for oneself or another _ is fraught with peril.

The staff of Living learned that the hard way.

'The nose knows' may be a statement of common wisdom. But in fact, our collective 12 noses failed to reach a consensus on which commercially available perfumes smell best.

We held a 'sniff' test of 24 fragrances _ admittedly a small sample _ to identify the most popular for men and women, figuring our nostrils were just as qualified as those of the next consumer.

The result was bedlam. That will teach us; there is a reason to be scientific about these things.

In a smelly scenario reminiscent of Florida's presidential voting, we could not elect a clear winner from the products for either gender.

Votes spread across the spectrum, with a three-way tie for first place among the 12 women's fragrances: Cool Water Woman by Davidoff, Fendi by Fendi and Baby Doll by Yves St. Laurent.

Of the 12 men's fragrance samples, the No. 1 choice was XS Pour Homme by Paco Rabanne.

The only safe conclusion is scent is highly subjective, we decided.

Joe Bierman, vice president of retail marketing for Sephora stores, agreed in a telephone interview.

'Don't think your project fell apart,' Bierman said in a comforting voice, when the failed effort was explained. 'I think it (selecting a fragrance) is entirely subjective.'

Because of the subjective nature of whether a fragrance is pleasant, Bierman called it 'risky business' to buy a surprise holiday gift of fragrance for someone without knowing their preferred brand.

'At Christmas you see a lot of fulfillment of existing favorite brands,' according to Bierman, who then joked, 'You're sending it to your mother-in-law because it's expensive, this is her favorite, and this is her allotment for the year.'

No matter how good a scent smells when sprayed into air, its actual effect on skin will vary with each wearer. Body chemistry is the shorthand explanation.

Pressed for detail, Bierman said skin type is one factor. Fragrance will not last as long on a person with dry skin as it will on a person with oily skin.

Another factor is diet. 'What you eat, you emit to a greater or lesser extent,' he said. That is, the food a person eats affects the scent he or she naturally exudes. 'I'm not going to say it's malodorous, but it's going to mingle with the scent you're wearing,' Bierman said.

It's key for the potential wearer of a fragrance to give it a trial run. 'I can't wear Good Life,' a men's fragrance by Davidoff, one male Living staff member admitted. 'It makes me smell like Raid.'

Bierman and Natalie Elia, director of the Sephora store at Desert Passage, offered other tips for trying on fragrances.

The store, 3663 Las Vegas Blvd. South, is one of three Sephoras in Las Vegas. According to Bierman, the average Sephora stocks 300 fragrances for women and 200 for men.

Pulse points are the usual spots to apply fragrance. These include the side of the neck, the wrists and behind the knees. 'You have the most heat generated from your body at these spots,' Elia said. 'The heartbeat will make it come out.'

After applying a fragrance, let the alcohol content dissipate somewhat before judging the scent. Alcohol is present to spread the smell by carrying a perfume's scented oils into the air.

A fragrance is a complex structure that evolves over the time it is worn. Borrowing terminology from music, the initial scent of a perfume contains its top notes. Within 10 minutes or so, a perfume's middle notes begin to emerge. Several hours after applying the scent, its foundational bass notes are evident.

'That first burst you're smelling are indeed the top notes,' Bierman explained. 'The top notes are really important. They're the beacon. If a person doesn't like the top notes, they may not wait' for the later notes.

Because of the subtle changes, Bierman recommended a person wear a fragrance for several hours before deciding whether to purchase it.

Asked why judges in the Living section's test found it easier to verbalize why they didn't like a scent than to identify why they did like a scent, Bierman chuckled. The right fragrance is 'a very personal thing, a very emotional thing that is ephemeral,' he said. 'It touches a chord of mystery, more often of memory, that we do not have the ability to explain.'

Our sniff test involved 24 fragrances _ 12 for men and 12 for women. To select the samples, we worked with FragranceNet.com, a Massachusetts-based company that sells perfumes via the Internet. FragranceNet.com bills itself as 'the world's largest discount fragrance store,' and said it stocks 3,300 authentic fragrances, and no knockoffs.

Using FragranceNet.com's classification system, we selected two women's and two men's fragrances from each of the six basic perfume categories. The categories are: citrus, floral, Oriental, woody, spicy and mossy.

Our simple job was to smell each matched pair, and select which one we preferred. We also selected a 'best

of show' each for women and men.

Prices vary widely among fragrances. Generally, any one fragrance may be available in varying intensities. Parfum, the most intense format, is the most expensive. It contains the most scent oils and will wear the longest.

Listed by declining intensity _ and price _ after parfum come: eau de parfum, eau de toilette and eau de cologne, after-shave. In men's fragrances, often eau de cologne is interchangeable with eau de toilette, according to both Sephora and FragranceNet.com.

A fragrance that contains natural oils will cost more than one with synthetic oils.

WOMEN'S CHALLENGERS

For what it's worth, here are some of our conflicting opinions for each pairing. Prices are from FragranceNet.com.

Women's citrus: Cool Water Woman by Davidoff (winner; $ 36.27 for 1.7-ounce eau de toilette spray) vs. Allure by Chanel ($ 49 for 1.7-ounce eau de toilette spray)

Cool Water Woman 'smells like jelly beans. I like it,' wrote one female fan.

Another noted, 'These both seem very similar, crisp and clean, light and refreshing. Initially I picked Cool Water, but Allure seems a bit richer and deeper, with a more complicated structure.'

Women's floral: Giorgio by Giorgio (winner; $ 43.12 for 1.7-ounce eau de toilette spray) vs. 242 Faubourg by Hermes ($ 52.50 for 1.6-ounce eau de toilette spray)

'Natural,' a supporter wrote of Giorgio.

'Smells like spicy Band-Aids. I hate this,' countered a Giorgio opponent.

Of 242 Faubourg, one judge wrote, 'too green, reminds me of getting hay fever.' Another called it an 'older-woman scent.'

Women's Oriental: Accenti by Gucci (winner; $ 35 for 1.7-ounce eau de toilette) vs. Bijan by Bijan ($ 36.40 for 1.7-ounce eau de toilette spray)

Accenti received few strong endorsements, but Bijan for women got thumped.

The Gucci scent is 'a bit less powerful, a bit more mysterious,' wrote an Accenti defender.

One judge dismissed the entire Oriental category, which is often characterized by 'notes' such as vanilla, sandalwood, cedar, amber and musk. 'Both smell like a stuffy room that needs better ventilation,' she wrote.

Women's woody: Halston by Halston (winner; $ 31.13 for 1.7-ounce eau de toilette) vs. Fendi by Fendi ($ 28.70 for 1.7-ounce eau de toilette)

'Sophisticated,' wrote a Halston partisan. 'Crisp and tweedy, a good everyday, wear-to-work fragrance,' wrote another.

A foe of the Fendi for women called it 'shrill,' but Fendi had its defenders, too. 'Actually smells woody, (like) a walk in the forest,' one wrote approvingly.

A judge who just didn't like the category wrote, 'Both smell like restroom air freshener.'

Women's spicy: Baby Doll by Yves St. Laurent (tie; $ 64.17 for 3.4-ounce eau de toilette spray) vs. Amarige by Givenchy (tie; $ 46.64 for 1.7-ounce eau de toilette spray)

On the upside, Baby Doll came off as 'juicy' to one approving tester. But another tester likened its smell, negatively, to 'overripe fruit.'

Amarige is 'dark and smoky' to one fan. Another found it 'calming, delicious.'

'Too sweet,' wrote an Amarige detractor.

Women's mossy: Paloma Picasso by Paloma Picasso (winner; $ 46.50 for 1.7-ounce eau de toilette spray) vs. CalAche by Hermes ($ 46.50 for 1.7-ounce eau de toilette spray)

Paloma is 'sexy,' according to one judge. Another discarded it as 'too masculine, smells like a forest.' Two judges guessed that the late middle and bass notes might be better than its top notes.

One fan called CalAche 'a boudoir scent, like a warm body just out of the bath.' Another wrote, 'If mossy can be nice, this is.'

Anti-CalAche partisans were equally adamant. 'A powder-puff old-lady smell,' wrote one. 'Horrible' and 'antiseptic smells' were also comments from critics.

MEN'S CHALLENGERS

Here's our take on fragrance pairs for men. Prices are from FragranceNet.com.

Men's citrus: 212 by Carolina Herrera (winner; $ 41.16 for 1.7-ounce eau de toilette) vs. Cool Water by Davidoff ($ 27.44 for 1.4-ounce eau de toilette spray)

Herrera's 212 for men earned a 'very subtle, 'cool' smell' endorsement. 'Good citrus, not too much, but not too little,' was another endorsement.

Responses to the Cool Water for men ranged from 'really nice, fresh,' from a female judge, to, 'Perfumey. For guys who want girls who want 'girl guys,'' from a male judge.

Men's floral: **Nautica** by **Nautica** (winner; $ 30.23 for 1.7-ounce cologne spray) vs. Opium by Yves St. Laurent ($ 30.80 for 1.6-ounce eau de toilette spray)

Nautica for men is 'nice, calm, clean smelling, not overpowering,' according to one woman. 'Too feminine' was a minority criticism from judges of both genders.

Opium for men received various negative reports. 'Can smell incense,' wrote an incensed judge. 'Smells like oil paint,' wrote another. A woman wrote, 'even more floral (than **Nautica)**. A guy would be brave' to wear it.

Men's Oriental: Escada by Escada (winner; $ 21 for 1.3-ounce eau de toilette spray) vs. Lagerfeld by Lagerfeld ($ 31.62 for 2-ounce eau de toilette spray)

Escada for men seemed to win by default. It had no avid fans, but the Lagerfeld had even less support.

Men and women both had difficulty with the concept of an Oriental fragrance category for men. 'What is Oriental supposed to smell like? A little musky? Don't like it,' one wrote.

Men's woody: Santos de Cartier by Cartier (winner; $ 53.95 for 1.6-ounce eau de toilette spray) vs. Polo by Ralph Lauren ($ 32.50 for 2-ounce eau de toilette spray)

Perhaps the strongest accolade for the Santos came from a woman: 'I'd sleep with a man wearing this,' she enthused.

Several judges pointed out the pine note in Santos, but declared it more subtle than Polo's pine. 'Strong enough to leave a vapor trail,' is how one tester disparaged the Polo.

Men's spicy: Paco Rabbane Pour Homme by Paco Rabanne (winner; $ 29.04 for 1.7-ounce eau de toilette spray) vs. Bijan by Bijan ($ 37.35 for 1.7-ounce eau de toilette spray)

'Smells rich' is how one woman explained her vote for Paco Rabanne.

The nay votes in this category were more descriptive. 'Holy cow. That's a spicy meatball,' is how one detractor justified his vote against Bijan for men. 'Too strong' was the verbatim verdict from two judges.

Men's mossy: XS Pour Homme by Paco Rabanne (winner; $ 32.56 for 1.7-ounce eau de toilette spray) vs. Fred Hayman 273 by Fred Hayman ($ 23.24 for 1.7 ounce cologne spray)

'Not so mossy, handsome,' was the most articulate statement on XS, which judges named best of show for men even though they couldn't talk much about it. 'Hard to put in words' was a judge comment that reflected the general sentiment. At least it attracted more attention than 273.

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Style: SHOP TALK: Gen-now; trends tips shows personalities grooming accessories shopping The Atlanta Journal and Constitution November 26, 2000, Sunday,

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The Atlanta Journal and Constitution

November 26, 2000, Sunday, Home Edition

SECTION: Dixie Living; Pg. 8M

LENGTH: 475 words

HEADLINE: Style: SHOP TALK: Gen-now;
trends tips shows personalities grooming accessories shopping

BYLINE: Marylin Johnson, Staff

SOURCE: AJC

BODY:
Gen-now
Rich's Junior and Young Men's Shop
Where: Inside Rich's, Mall of Georgia, Buford. 678-546-4300.
Hours: 10 a.m.-9 p.m. Mondays-Saturdays; noon-6 p.m. Sundays.
On the Web: www.gen-now.com.

It's a place, management hopes, where teenagers want to see and be seen. And to shop in.

The new Gen-now shop at the Mall of Georgia Rich's combines fashionable duds for teenage guys and girls (juniors) in one cool complex. Traditionally, these departments have been on different floors in retail stores, but Rich's decided to bring the genders together in adjacent shops. "We've created an environment for them," says Ed Tessaro, a Rich's regional vice president. " Here they can hang out with friends and have fun."

If this concept proves to be a moneymaker, Rich's plans to roll out the teen shops in select stores.

The look: The decor is hip and combines shopping with entertainment. A loft- inspired ceiling is exposed, and the floor is stained concrete. Large floor- to-ceiling graphics, a multizone sound system and theatrical lighting, which throws images and color onto the floor, give the space a ravelike atmosphere.

Nine highly visible plasma screens constantly show music videos. For a modern look, a chain "wall" divides the dressing rooms from the sales floor. And rather than being dubbed "dressing rooms," signs simply say, "try it on." Animal-print couches offer chic places to gab with friends or relax.

And to make shopping easier, the cashier terminals in this area are 25 percent to 50 percent faster. Also, a scanner lets a shopper scan a tag to check sale pricing on items. Be warned: Gen-now is directed at a younger customer. However, if you're older than 25 and can wear junior sizes, you won't be driven away.

The goods: Look for trendy, fashion-forward merchandise, along with designer names that any teen will recognize. For her: In jeans, labels include DKNY, Paris Blues, Mudd, L.E.I., Calvin Klein. Club wear and social occasion: XOXO, Byer Too! and Rampage. Lifestyle shops: Esprit, Tommy Hilfiger, Guess? Plenty of

accessories are available as well. For him: Brands include Perry Ellis Jeans, Xtreme Gear, Ecko, Tommy Hilfiger Jeans, Polo Jeans Co., Guess?, Levis, **Nautica** and Girbaud.

Wired shoppers: Plenty of technology awaits e-savvy teens. A Gen-now Internet kiosk allows shoppers to browse the Web site, which features fashion trends, games and happenings in the city. Kids also can take part in surveys on topics of interest.

Welcome to the Planet: Inside Rich's, in the Gen-now shops, Planet Smoothie offers more than 30 varieties of made-to-order, frozen fruit drinks ($ 2.99-$ 5.99), Round-A-Bout wrap sandwiches including Southwestern Chicken, Turkey & Friends and Veggie Cha Cha ($ 2.99-$ 3.29) and Garden Lentil, Roasted Chicken Noodle and Spicy Vegetable soups ($ 2.99).

GRAPHIC: Photo
Hip atmosphere: Teen-friendly graphics, furnishings and a multizone sound system set Gen-now apart from other departments. / WILLIAM BERRY / Staff

LOAD-DATE: November 26, 2000

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Meet John Varvatos Fortune November 27, 2000

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November 27, 2000

SECTION: FORTUNE ADVISOR/PERSONAL FORTUNE; Pg. 348

LENGTH: 441 words

HEADLINE: Meet John Varvatos

BYLINE: Ariel Foxman

BODY:
Just because you've never heard of men's wear designer John Varvatos doesn't mean you've never worn his clothes. The newest old name in the industry, Varvatos (pronounced like Barbados, but nowhere near as exotic) has spent most of the past two decades working for Calvin Klein or Ralph Lauren.

As head men's wear designer at each label, he not only played an integral role in both men's collections but was also responsible for launching the CK brand, Calvin Klein underwear, and Ralph Lauren's Polo Jeans Co. "The challenge at Calvin Klein was the blank canvas. There was no men's wear when I got there," explains the 45-year-old Varvatos in his modest New York City office. "At Ralph, I had more freedom, but in my last six months there, I thought, 'How far can I really take this without redoing the same thing?'"

In 1998, when **Nautica** approached the designer for the second time about creating his own line, he decided to go for it. "I'd become bored with what I was wearing, and I was having a hard time shopping," he says. "There was something missing. You had your classics, like Ralph Lauren, Armani, and Zegna, and then you had your fashion labels, like Gucci, Prada, and Dolce & Gabanna. I wanted to design for that guy in the middle." Varvatos is that guy: a mensch from Michigan who looks as if he'd be more comfortable doing your taxes than doing lunch.

His debut collection for fall 2000 updated men's wear staples (pea coats, shearlings, crew-neck sweaters) with softer silhouettes, luxurious fabrics, and handcrafted details. It was incredibly well received: He won the best new men's wear designer award at the American Fashion Awards this June--even Ralph sent a congratulatory note--and has attracted attention from influential buyers. Barneys, Bergdorf Goodman, Neiman Marcus, and Saks Fifth Avenue all have ceded valuable store real estate to promote the man they believe might reinvigorate the flagging men's wear category. "He's extremely talented and couldn't be a nicer guy," says Colby McWilliams, men's fashion director at Neiman Marcus. "The clothes are great products with a great value at a great price."

With his first store opening this month in New York City, Varvatos is keenly aware of the danger of spreading himself too thin. He says women's wear is a possibility in the future, but for now he's content educating men on how to dress fashionably without being fashiony. What does the designer think has gotten too much mileage? "Bad shoes. They can ruin any outfit. And it's time to put an end to the black suit and black T-shirt look." Certain classics refuse to be updated.

--Ariel Foxman

GRAPHIC: TWO COLOR PHOTOS: PHOTOGRAPHS BY DAVID BARTOLOMI, SPRING FORWARD A preview of spring 2001: "These clothes are not of the moment," says Varvatos. "They have a twist, but they're not quirky."; FOUR COLOR PHOTOS: PHOTOGRAPHS BY DAVID BARTOLOMI, OPEN AND CLOTHES John Varvatos' new store, his first, in New York City; below, the designer himself in his showroom

LOAD-DATE: November 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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CANDIE'S RIGHT ON TIME; various articles; Brief Article Footwear News November 27, 2000

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Footwear News

November 27, 2000

SECTION: Pg. 7 ; ISSN: 0162-914X

IAC-ACC-NO: 67539610

LENGTH: 585 words

HEADLINE: CANDIE'S RIGHT ON TIME; various articles; Brief Article

BODY:
For Candie's, the time is now.

Candie's Inc., based in Valhallah, N.Y., recently debuted its new line of watches at the Accessories Market in New York. The collection -- manufactured by Reno, Nev.,-based Skagen Designs -- boasts 45 styles that are divided into two categories.

The Candie's Time Bracelet collection showcases designs in brushed steel and rhinestone-encrusted cases, while Candie's Time Trend features jelly-banded and novelty items -- that will evolve every season. Both collections also feature Japanese quartz movements, scratch-resistant crystals, and water resistance up to 100 feet.

"Watches are a must-have status symbol for our Gen Y customer," said Chairman and CEO Neil Cole. "Candie's Time will give our customer the trendy styles she desires at the price points she can afford."

Retailing for between $ 20 and $ 40, the collection will be sold in department and specialty stores beginning February 2001.

New Balance Stays on Track

New Balance Stays on Track New Balance Athletic Shoe Inc. is off and running again.

The Boston-based company recently renewed its annual sponsorship of the Armory Track & Field Center in New York, which houses one of the fastest-banked 200 meter tracks in the country and serves more than 60 high school track programs that use the center for practice from November to April.

Along with an undisclosed cash sponsorship, New Balance will provide shoes and apparel for the Armory's staff.

"Attracting a major footwear company like New Balance adds a lot of legitimacy to the facility and the events that we hold here," explained Lou Vasquez, the Armory's director of operations. "We can showcase elite athletes such as models for younger athletes."

Located at 168th Street and Fort Washington Avenue in Washington Heights, the 102nd Engineer's Armory

has enjoyed an illustrious history as a safeguard for military equipment, a homeless shelter and a haven for track-and-field enthusiasts. "In the running world, the Armory is one of the best, if not the best, facility in the country and the indoor mecca for the Northeast," Vasquez said. "We're an integral part of the community and the athletic world."

Genesco and Timberland Double-Team Against Cold Feet

Genesco Inc. and The Timberland Co. warmed about 150 pairs of feet and many hearts when it recently took Genesco's 11-year-old Cold Feet, Warm Shoes program, which benefits the homeless, to Boston.

Held at the Pine Street Inn -- a resource for Boston's homeless community -- the Nashville-based company created a makeshift shoe store, complete with a seating area and stock room, where recipients received new or like-new shoes and professional, personalized fittings. Footwear was provided by Stratham, N.H.,-based Timberland, as well as Genesco's divisions, such as Johnston & Murphy, Dockers and **Nautica** Footwear.

"We want to empower these individuals with a choice and support these folks as they work to get back on their feet," explained Genesco Chairman and CEO Ben Harris. "In addition to providing a good pair of shoes, we aim to restore a little dignity by fitting them individually and treating them like a customer in our retail stores."

The Boston program marked the first time Genesco collaborated with another footwear company. According to Harris, Timberland was a natural fit because of the firm's "excellent social service programs."

Genesco's annual Nashville-based Cold Feet, Warm Shoes event will be held on Dec. 1.

IAC-CREATE-DATE: December 4, 2000

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DENIM DISH; Olah Inc.'s Denim Survival Guide WWD November 30, 2000

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WWD

November 30, 2000

SECTION: Pg. 11 ; ISSN: 0149-5380

IAC-ACC-NO: 67539891

LENGTH: 1124 words

HEADLINE: DENIM DISH; Olah Inc.'s Denim Survival Guide

BODY:
Denim Cyber Guide

From veteran textile executives to industry newcomers to college students, hundreds of people each week log on to Olah Inc.'s Denim Survival Guide, located at olah.com, for a quick hit of denim trivia.

Olah, a New York-based sales and marketing firm that represents Asian and European denim manufacturers, celebrates this month the one-year anniversary of the Web site's relaunch.

When the online site was originally launched in 1996, and Olah was based in Toronto, the bare-bones Web site included sections on the history of denim, how jeans are made, how jeans achieve an indigo color, as well as a textile dictionary and a directory to jeans stores around the world. There is also an interview with Jenny Balfour-Paul, author of the British Museum Press book "Indigo."

"When the site was set upits mission was to simply educate people about denim," said president Andrew Olah, whose father founded the company more than 40 years ago. "But the long-term mission is to educate people about all cotton textiles."

The Web site was relaunched last December with the same content, but with sound and elaborate graphics.

Olah approached Robert Cameron, a former children's designer for Levi's who now heads up the New York-based new media firm Fantascope, to redesign the Web site. According to Olah, the site averages between 2,000 to 2,500 hits each week, a figure he said has remained constant since the relaunch.

Although the Web site is targeted at textile professionals, Olah said it attracts cybersurfers from all walks of life. Earlier this year, Olah found a term paper about denim posted on a college student's personal Web site. The content, he claimed, appeared to have been copied word-for-word from his site.

Olah said content such as the denim shopping guide is of particular interest to nonindustry cybersurfers.

"When you go to a city that you are unfamiliar with and you want to go shopping in a great denim store, it's a problem finding one," he said. "But with our list of shops, we save you time, especially in a city like Tokyo."

There are no banner ads on the Web site, and Olah said he does not plan to seek out advertisers. He does plan on beefing up the olah.com's content, though, with articles about piece-dyed and yarn-dyed fabrics.

The Season of Getting

Nautica Jeans Co. is hoping to take the guesswork out of gift giving this holiday season -- and ensure that its products get their share of holiday dollars -- with an online interactive gift guide launched this month.

The guide, located at nauticajeans.com/giftguide, does not allow shoppers to place orders online. What it does is allow the user to create a **Nautica** Jeans "wish list," and have it sent to someone else as a not-so-subtle hint of holiday desires.

"This might be a great opportunity for us to provide a service to the consumer, give us more awareness to the consumer and then drive traffic into the stores," said Paulette McCready, president of **Nautica** Jeans division. "Because we don't sell on our Web site -- we are not an e-commerce site -- all we can do is show the product, some of which are our best holiday styles that would be located in probably all of the doors."

The guide features 12 core women's items, including sweaters, T-shirts, a denim jacket and four styles of denim jeans. On the opening Web page of the guide, there is a small thumbnail image of each item, a list of the available colors or washes and the suggested retail price.

The guide instructs visitors to select the desired merchandise, enter the desired gift-giver's e-mail address and a personal message. The system then sends a message to the desired giver directing her or him to a url that contains photos and prices of the desired items, as well as a zip code-based store locator. The url remains available for viewing for seven days.

McCready said the cyber wish list "prevents people from getting things they don't want."

McCready said the guide will probably be taken down after Christmas, but it may return for some other key gift-giving holidays -- minus the red and green graphics and Christmas tree images, of course.

"We talked internally about maybe seasonally doing it and using it for Mother's Day, Father's Day or Valentine's Day," she said. "Once the concept is there, it is easy to reposition the pictures or the products so that it is more appropriate for whatever season you're in."

Rowley: Red and Rusty

Forget stonewashed, destroyed or dirty, Cynthia Rowley has put her money on rusted.

The designer is launching a limited jeanswear collection for spring retailing built around two styles: One that's intended to look like the rivets have rusted and stained the fabric and another that features rouged legs.

In a phone interview, the designer said the two looks are intended to serve as an introduction for a fuller line to be released this fall.

"This season we just wanted to do some special things that would hopefully get people to notice," she said. "For fall, we will have a really great fit and more basic jeans with some special little hardware and things like that. We'll be introducing more basic but great-fitting jeans."

The jeans, which bear the Cynthia Rowley label and are being produced by Aris Industries, are due to ship in late February. They will retail for around $ 130 and be targeted at upscale specialty shops and boutiques, the designer said.

Rowley said she wanted to jump into the jeans game because of the dominance of denim in Americans' wardrobes.

"Now, everybody wears jeans for everything," she said. "You can put a little more design into jeans because they've become such a staple."

Bottoms Up

The year 2000 has, so far, been the year of jeans, at least according to Cotton Incorporated.

The Cary, N.C.-based promotional arm of the U.S. cotton growers last week reported that third-quarter sales of men's, women's and children's denim bottoms increased 6.3 percent from the same period last year.

For the three months ended Sept. 30, the women's denim bottoms market increased 5.6 percent.

Cotton Inc., using data gathered by the NPD Group, also reported that for the first nine months of the year, denim bottom sales grew by 5.1 percent over 1999. The women's market, in particular, grew 6.5 percent for the same nine-month time period.

On the retail front, Cotton Inc. reported that mass merchants accounted for 41.3 percent of jeans sales for the first nine months of 2000 -- compared with 40.1 percent for the same period last year.

Cotton Inc. also reported that during the first nine months of this year, national brands accounted for 50 percent of the women's jeans market.

IAC-CREATE-DATE: December 7, 2000

LOAD-DATE: December 08, 2000

Source: News & Business > Combined Sources > **News, All (English, Full Text)** [i]
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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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4 flaw-fixing dresses; Brief Article Redbook December 1, 2000

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Redbook

December 1, 2000

SECTION: No. 6, Vol. 195; Pg. 57 ; ISSN: 0034-2106

IAC-ACC-NO: 69752293

LENGTH: 338 words

HEADLINE: 4 flaw-fixing dresses; Brief Article

BODY:
The little black dress does it all this season. Pick the shape on these two pages that betters your body, add accessories--and go!

* work A leather bag and sturdy heels are deskside essentials. Add any jacket you own. Purse, Perlina, $ 131; shoes, Expressions, $ 10.

* evening Gold accessories brighten up a night out. Bag, Whiting & Davis, $ 73; shoes, Sam & Libby, $ 45; bracelets, Express, $ 16.

* weekend A fringed shawl, light bag, and low heels spell casual comfort. Shawl, Lauren, $ 58; bag, Girlfriend, $ 96; shoes, ABS, $ 140.

* work Specs, a red bag, and pumps look smart and stylish. Bag, Maxx New York, $ 135; shoes, Nine West, $ 69; glasses, **Nautica,** $ 60.

* evening Pearls, sequins, and stilettos add goof-proof glam. Necklace, Agatha, $ 58; purse, Express, $ 48; shoes, Sam & Libby, $ 49.

* weekend Perfect travel gear: a cardigan, clogs, and tote. Top, Only Hearts, $ 143; bag, Vanessa Bruno, $ 121; shoes, Birkenstock, $ 120.

* work Flashy pink prints let you show a bit of your wild side on the job. Purse, Girlfriend, $ 96; shoes, Elisa, $ 160.

* evening Rhinestones and beads drip with p.m. appeal. The sparkling belt is our fashion find. Bag, Whiting & Davis, $ 93; shoes, Sacha, $ 80.

* weekend A bowling bag and cow-print loafers are both funky and functional. Bag, Roots, $ 102; shoes, Andrea Assouse, $ 118.

* work A pastel jacket makes an all-black office outfit fun. Jacket, Nine West, $ 249; purse, Banana Republic, $ 95; shoes, Bisou Bisou, $ 84.

* evening A clutch and ankle-strap sandals in racy red spice up a simple dress. Bag, DKNY, $ 52; shoes, DKNY City, $ 79.

* weekend Dress down in black and denim. Jacket, Levi's, $ 60; bag, Anne Klein 2, $ 80; shoes, Benetton, $ 88; watch, Swatch, $ 40.

SPECIAL OFFER

REDBOOK'S $ 24.95 RHINESTONE BELT

To get oodles of glitter for just $ 24.95 (plus $ 4.95 shipping and handling) call 800-285-9421 (ask for item #303618, dept. #RBD03) or write to Dept. RBD03, P.O. Box 7765, Red Oak, 1A 51591-0765.

IAC-CREATE-DATE: February 5, 2001

LOAD-DATE: February 06, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
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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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The Best Beauty Loot to Wrap or Receive; selection of cosmetics and accessories for gift-giving; Brief Article Cosmopolitan December 1, 2000

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Cosmopolitan

December 1, 2000

SECTION: No. 6, Vol. 229; Pg. 252 ; ISSN: 0010-9541

IAC-ACC-NO: 69860152

LENGTH: 965 words

HEADLINE: The Best Beauty Loot to Wrap or Receive; selection of cosmetics and accessories for gift-giving; Brief Article

BODY:
Our beauty and fashion teams sorted out primo pampering presents for everyone on your list--your girlfriends, main man, even your mom.

Great Guy Buys

Origins Male Carrier, $ 16.50

"These travel-size essentials--body wash, shaving cream, and after shave--will remind him of the girl who gave it to him when he's on the road."

Elaine Farley, beauty and fashion director

The Sharper Image CD Shower Companion, $ 190

"This lets him sing in the shower to his favorite CDs. Plus, the radio makes sure he can catch the weather as he scrubs."

Ruth Basloe, fashion editor

Aramis Detailer Mini Grooming Kit, $ 32

"Every man could use this sleek tool set containing nail clippers, files, and tweezers. Giving this is a subtle hint that well-kept digits are sexy."

Celeste Perron, senior editor

Nautica Latitude Longitude eau de toilette spray, $ 45

"This classic fragrance with a modern twist mixes musky notes with fresh undertones--an irresistible blend."

Rachel Hayes, beauty editor

Blue Q Mr. Pit Stop Soap, $ 8

"My brother would get a kick out of this fun soap, and its lemony lather would get him spick-and-span."

Alexandra Douglass assistant to beauty and fashion director

Acqua di Parma Deodorante alla Colania, $ 25

"Nothing is sexier on a man than Acciua di Parma. The mix of Sicilian citrus and rare Bulgar rose blends with his skin to create a scrumptious scent."

Tamara Rappa, fashion editor

Girlie Goods

Guerlain Meteorites Powder Pearls, $ 42

"This is a guaranteed-to-please present because everybody can use powder, and these paste beads create a subtle glow that works on all complexions."

Clinique Happy Candle, $ 25

"When this bright and beautiful floral candle is lit in the bathroom or bedroom, the scent will make visitors smile."

Yves St. Laurent Sparkling Eau de Toilette in Baby Doll, #52

"The special sparkling formula of this luchsia scent looks and smells sexy on skin, the bottle will glam up any dressing area."

E. Coudray Bain Cremr Moussant Miel Orange, $ 20

"I'd give this heavenly honey-and-orange-scented bath lather to a girlfriend who's under a lot of pressure and deserves some luxurious tub time."

Issey Miyake Le Feu d'Issey Light Eau de Toilette Spray, $ 39

"Give this rosy scent to a friend and she'll want it on hand everywhere she goes--which is perfect, since this rubber-ball bottle won't break in her purse."

Patch NYC by Ross & Carney cosmetic bag, $ 65

"This cheery floral-print makeup bag has a hidden bonus--it's lined with spills-allowed tiger-print vinyl."

Holly Crawford, assistant beauty editor

Chanel N[degrees] 5 To Go Eau de Tailette spray set, $ 55

"Both the giver and the receiver of this gift will feel sophisticated and elegant. The timeless scent is perfect for Mom--or for yourself."

Nancy Brensson, fashion editor

Mac Lip Palette, $ 30

"Having 11 lip shades -- ranging from sheer gloss to deep purple--to play with is a woman's fantasy. You could give this to any female you're fond of."

Fab Stocking Fillers

Gap Holiday Scented Soaps, $ 4.50

The woodsy scent of these star-shape soaps will trans port you to a mountain cabin."

Victoria's Secret Personal Angel Sachet Cover, $ 15

"I love the sensual scent of Divine (with hints of rose, sandalwood, and amber), and tucked in these lace sachets, it's perfect for a lingerie drawer."

Clarins Les Roses de Noel shimmer powder compact in Golden Yellow, $ 36 "Not only is this allover shimmer stunning, but the rose-carved powder is so beautiful that she'll want to so "" off."

Aveda The Ritual of the Kiss Silk Caddy, $ 25

"This kit--containing two mint-spiked lipsticks and a breath freshener--makes any smooch a special occasion."

Jovan Individuality Oil Essence Collection, $ 10

"It's perfect for a person who likes to change her fragrance on a whim. Just mix the four oils to create a unique scent daily."

Soular Therapy Wish Candle 4-pack, $ 30

This set of sherbet-hued "" promises to bring wisdom inspiration, spirit "" and happiness--what better gifts for my favorite girlfriends?"

May belline Lava Lamp Up Polish, $ 5.50

"This trippy lip gloss tastes and smells great, plus it's total eye candy!"

Bobbi Brown Essentials Eye Palette 2001, $ 45

"This shadow set will meet a girl's every eye need because the gorgeous shades range from matte daytime looks to shimmery after-dark hues."

Ultraluxe Loot

Shu Uemura Combination Compact, $ 95

"This pressed powder and rich red lipstick combo is sleek, chic, and streamlined--perfect for the Palm V princess."

Archive Rosehips & Lavender Fresh Linen Water, $ 32

"Adding this floral-scented water to a steamer or iron gives a fresh smell to clothes and linens. This would be a definite winter with Mom."

Oh My Dog! Eau de To letter spray for dog, $ 38

"What an awesome gift for a diva dog lover who lives to pamper her posh pooch! My dachshund, Lucy, would love this fresh, decidedly uncanine scent."

Sonia Kashuk Star Face Kit, $ 17.99

"I've worked with Sonia, a top makeup artist, on shoots, and I love the modern-yet-classic looks she creates. With this palette, anyone can look like a cover girl."

Haute Stuff Dream Mask, $ 25

"This Holly Golightly--esque eye guard is a great tool for napping off party hangovers, snoozing on airplanes, and getting undisturbed beauty sleep."

Blue Q Unavailable and book by Karen Salmansohn, $ 38

"This fun and floral perfume comes wrapped in a book that delivers 15 hysterical-but-helpful bits of dating advice--the package is perfect for a single friend."

Calvin Klein Brush Set, $ 125

"These bristles are the softest I've ever felt! Plus, the easy-to-pack canister is very cool."

IAC-CREATE-DATE: February 7, 2001

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take notes Maclean's December 4, 2000

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Maclean's

December 4, 2000

SECTION: ADVERTISING SUPPLEMENT; Pg. S14

LENGTH: 522 words

HEADLINE: take notes

HIGHLIGHT:
Here's what's new and noteworthy

BODY:

Boucheron Eau de Parfum Sparkles with Beauty

Because Boucheron is a jeweler and perfume-maker, all of its perfumes are jewels. The new Jewelers Edition has a bottle hand set with two rows of Swarovski crystal cut like a diamond to sparkle with beauty. For Christmas, the fragrance of eternal feminity sparkles like diamond jewellery. Available at Eatons, The Bay and Holt Renfrew.

Latitude Longitude

A new fragrance from **Nautica** designed for the modern adventurer. This modern scent is a unique handcrafted fragrance created with great attention to detail. The fragrance is fresh, and masculine. The Eau de Toilette Spray is packaged in a rich cobalt blue flask and is accompanied by an exhilarating splash collection for the face and body. From Unilever Prestige, LATITUDE LONGITUDE is available at fine department stores.

ColorSpa for Men

The first no -- ammonia tone-on-tone colouring gel for men that gently and naturally blends away the first grey hairs in 10 to 15 minutes. Available in seven natural shades it's fast and easy to apply. Simply follow the ColorSpa for Men Guide found on the side of each box. The results last for six weeks. From L'Oreal Canada, available at most drug stores.

"Sometimes . . . Shorter is Better" Couples Makeover Contest!

In 100 words or less tell us how you met your significant other. Grand prize includes; a makeover for 2 featuring Short Cuts Hair Care; 1 trip for 2 to Toronto, includes air-fare, $ 200 spending money per person per day, three nights stay in the Novotel Hotel and, a stress free day of pampering at the acclaimed Johnny Cupello Salon and Spa. Five contestants will win a secondary prize of a Short Cuts Hanging Toiletry Kit filled with Short Cuts High Performance Hair Care. Mail one photo of you and your partner along with your names, mailing address, telephone number, age, plus your occupation to: Belvedere International c/o Short Cuts Makeover Contest, 255 Matheson Blvd. West, Mississauga, Ontario L5R 3G3. Contest closes January 31, 2001.

For complete RULES, send a self-addressed stamped envelope to Belvedere International. Approximate retail value of the prize: $ 5,000, based on Vancouver departure.

New and Improved - Just for Men

From the leader in men's hair colour, Just For Men has a new package along with an improved formula with Vitamin Enriched Conditioners. The new Just For Men contains Vitamin E, Aloe and Chamomile for thicker and healthier-looking hair. The thick, no-drip formula is easy to apply and will effectively colour grey hair, but won't change your natural hair colour. From Combe Inc. Available at drug-stores and mass merchants.

Fahrenheit -- The fragrance of men who pursue their dreams

Twelve years ago, Parfums Christian Dior launched Fahrenheit, an innovative fragrance for men, bearing with it an enduring philosophy of fantasy and freedom. Throughout its twelve years it has conquered men (and women) with its subtlety and stability. Now it's knocking on the door of the worldwide top ten fragrances for men. Available at department stores form coast to coast.

GRAPHIC: Pictures 1 through 4, no caption

LOAD-DATE: December 7, 2000

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PRESTIGE FRAGRANCE SALES SOFTEN, BUT STORES SEE YULE RALLY. WWD December 8, 2000

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December 8, 2000

SECTION: Pg. 1 ; ISSN: 0149-5380

IAC-ACC-NO: 68145248

LENGTH: 2437 words

HEADLINE: PRESTIGE FRAGRANCE SALES SOFTEN, BUT STORES SEE YULE RALLY.

BYLINE: Naughton, Julie; Born, Pete

BODY:
NEW YORK -- The department store fragrance business, spurred through the fall by a surge of product introductions, shifted into low gear last week. But retailers expect to emerge from December on the plus side.

Despite some reports that the fragrance business took a dip last week, top buyers say they are optimistic about the overall state of the business, adding that several new scents -- along with well-loved classics -- are already trending strong.

Federated Department Stores is expecting to end December with an increase "somewhere in the single digits," according to Rita Mangan, senior vice president of cosmetics at Federated Merchandising. She added that although last week "at first glance seemed disappointing," Federated's fragrance business actually exceeded expectations. The corporation had planned the first week of December slightly down because, historically, when Christmas moves into the fifth week of December, allowing two extra shopping days, consumers tend to procrastinate. Chanukah, which this year begins Dec. 22, also is falling later than usual.

"We had very strong sell-through on value sets," Mangan said, noting that gift-oriented fragrances and classics are dominating the top 10. They include Estee Lauder's Beautiful and Pleasures, Clinique's Happy, Lancome's Tresor, Ralph Lauren Romance, Calvin Klein's Eternity, Donna Karan's Cashmere Mist, Amarige from Givenchy and Tommy Hilfiger's Tommy Girl. The newly launched fragrances that held their own last week included Ralph from Ralph Lauren, J'adore from Christian Dior and, at Bloomingdale's, Michael Kors and Boucheron's Initial.

Mangan noted the new launches were expected to have a stronger representation in the top 10 than it has so far, but that's subject to change. The business seems to have reverted to its old traditional pattern of the new fall launches making way for the reemergence of the more giftable classic brands as Christmas approaches, she added. Mangan thought that the new introductions would have a larger share this year, because newness drove so much of the fall business. During the fall, the women's fragrance business chalked up gains in the high single digits, with men's trailing slightly behind that lofty level. "Overall, the fragrance portion of the business is the strongest part of the business," Mangan said.

The most successful women's launches at Federated this fall have been Truth Calvin Klein; Ralph; J'adore, which was launched in the spring but retains its strength; Lucky You; Noa from Cacharel; Shi by Alfred Sung; Michael Kors, and Boucheron's Initial.

On the men's side, the hot introductions are **Nautica's** Latitude Longitude, the male version of Lucky You, Dunhill's Desire, Donna Karan's DKNY and Hugo Boss.

Due to the expected shift in business toward Christmas, Federated decided to concentrate its advertising into the crunch. Ads originally scheduled for November were moved into December, and those slotted for early December were moved to a later spot.

"Our challenge is to ensure that we are servicing each and every customer," she said, adding that demands have increased. "Customers come to the counter wanting to know what's new, what's the best-selling gift-giving brand."

Mangan also sees the week after Christmas continuing to grow in importance, particularly for new cosmetics launches endeavoring to get a jump on the spring season.

"In our doors, we've been seeing strong business from strong, unique fragrances," said Deborah Walters, senior vice president and general merchandise manager for fragrances and cosmetics for Saks Fifth Avenue. "Our customers are going wild over Oh My Dog, Michael Kors and Bulgari Blu, as well as Initial, Jo Malone's whole collection, J'adore, Sisley's Eau de Soir and Quelques Fleurs. On the men's side, Cartier's Must Pour Homme is doing very well."

Newly repackaged scents and scents with new ancillaries are also doing strong business at Saks, Walters said. "Guerlain repackaged Vetiver, and it's beautiful -- and selling well," she said. "Hermes's 24, Faubourg's boxes are beautiful, unique and festive, and also doing very well. And Lancome's Climat has had some new items added to the line this year, and we're seeing a nice pop in that business."

The "luxury classics" are also doing well. "Chanel No. 5 continues to show a great trend, and we're doing well with the new No. 5 to Go set," Walters said. "We do a wonderful business with Lalique and its limited-edition pieces. Both the men's and women's Angel scents are doing very well; the glittering body powder and perfume extract crystal star have been driving the women's business, and the rubber flask for men has been a lot of fun. Also, we're seeing a nice turn in the whole Annick Goutal collection, and L'Eau d'Issey for men is selling well.

"I'm feeling optimistic for this season, based on recent trends in business," said Walters. "There are a lot of good things happening in the fragrance mix, and I think it's going to be a good holiday season."

"I'm confident that our fragrance business will finish higher than last year's, but all the same, this is a disappointment, considering the double-digit trend we were experiencing prior to the fourth quarter," said Gail Gordon, vice president of cosmetics for Macy's East. "But we are quite sure that this 'nail-biting' period up until the last week -- including the benefit of the extra day -- will result in a good fragrance season."

According to Gordon, Pleasures, Beautiful, Tresor and Happy are now enjoying increases. "At the fragrance bar, top brands are Cashmere Mist, Romance, Tommy Girl, Chanel No. 5, Allure, White Diamonds, Eternity and Amarige. These are the classic brands that continue to lead the pack."

And according to Gordon, Ralph and Truth have "far exceeded planned expectations, even through the last few weeks. They are doing stellar business."

At the men's bar, Acqua di Gio is at the top of the list. "Acqua di Gio by far ranks as the consistent top brand," she said. "It is enjoying double-digit increases. Polo Sport, Eternity, Jean Paul Gaultier's Le Male, Tommy, Calvin Klein's Obsession, Romance, Givenchy's Pi, Curve and Davidoff Cool Water are also all top-ranking brands. In addition, we are delighted with Latitude Longitude's results. It now ranks in the top 10 and is exceeding plan."

At Belk's, senior vice president and general merchandise manager Jonathan Pollock said that several new fragrances have been "amazing" right out of the gate.

"We put Origins Ginger Essence on counter in November, and it's been explosive," he said. "If you look at Ginger Essence in just the doors that it's in, it's ranking in my top three. Customers liked the fragrance in the Origins body products, and they find the scent very easy to wear."

In fact, he said, the Origins brand itself has been doing very well in Belk's doors. "Comp store sales for the brand for November-early December are up 30 percent over last year," he said. "We expect that to continue for the holidays."

Pollock is also pleased with Ralph's performance so far. "It's been spectacular -- it has been consistently ranking in our top five," he said. "It's obviously targeted at a younger customer than Ralph Lauren's traditional business, but we haven't seen a cap on the age group buying it." The Ralph Lauren Romance masterbrand business is "very powerful, and that seems to be accelerating as we go toward the holidays."

Others selling well at Belk's are Truth Calvin Klein -- "It is trending in Belk's top 10," Pollock said -- Cacharel's Noa, Lancome's Tresor, Beautiful and Donna Karan's Cashmere Mist.

Existing fragrances vary in their performances at Belk's. "It's a mixed bag for the existing scents," said Pollock. "Some are doing well, and some are suffering. But the ones that are suffering seem to be doing so because of weaknesses in their programs, not the fact that they're not new."

One of the strongest classics for Belk's is Chanel No. 5, Pollack said. "It's the pinnacle of our holiday business, year after year," he said. "The year we have a bad Chanel year, we'd better get out of the fragrance business altogether."

On the men's side, Pollock said, Acqua de Gio's business growth is "phenomenal," and **Nautica's** Latitude Longitude is "doing very, very well."

Pollock said that gift sets and Belk's Wrap-It-Up container-driven business -- where Belk's assembles sets and includes additional samples and promotional items -- are "driving a lot of retail. Customers want things that are completely done, wrapped and ready to go. So many companies -- Lauder, Calvin Klein, Givenchy, Ralph Lauren, and more -- are doing a great job with these sets."

According to Jim Christie, divisional merchandise manager for Dillard's Phoenix division, newness is selling in his doors. "J'adore is doing phenomenally well, as are Ginger Essence and Ralph by Ralph Lauren," he said. "There's a lot of newness -- it's what the customer is looking for. There's always going to be some cannibalization of fragrances, though. It's not all plus business, unfortunately."

But there is definitely brand loyalty among Dillard's clients. Happy, the Romance masterbrand and Pleasures and Beautiful are doing great business, said Christie, as are Guerlain's Shalimar and the overall Chanel, Tommy Hilfiger, Calvin Klein and Ralph Lauren fragrance portfolios.

"The fragrance category is doing extremely well for us, and we expect that to continue," said Christie.

Liz Haesler, vice president of cosmetics for Dayton Hudson/Marshall Field's, is seeing strong growth from what she terms "trend-oriented fragrances."

"We have a very sophisticated fragrance guest, and that's reflected in our top-sellers list," Haesler said. "Ginger Essence, which we have positioned both in our Origins store-in-stores and in our fragrance bar, is doing extremely well -- we're expecting our Origins business to end up 25 percent over last year's. Michael Kors, which is one of my all-time favorite fragrances, is doing extremely well for us. But probably the biggest success story for us, of the new launches, is Ralph. That is just blowing out of the store." Haesler is also seeing continued strength from classic fragrances. "We can always count on certain classics for great

business," she said. "Chanel does well year after year, and Angel is a huge business for us. Cashmere Mist is seeing double-digit growth. Issey Miyake also continues to do well for us and is seeing double-digit growth, also. And Pleasures is continually big."

Haesler's three biggest men's fragrance brands are Acqua di Gio, Issey Miyake and Jean Paul Gaultier. "Acqua di Gio continues to explode out of the stores," she said. "The amount of business that scent does is truly mind-boggling."

But while newness does drive business, Haesler isn't completely sold on it. "It's hard, because in order to bring in, say, nine new brands, you need to displace nine others," she said. "For next year, we're going to focus on a smaller number and not carry every single new thing. That way, we can show our passion for the fragrances that we do choose to carry."

While gift sets are tracking "about flat" to last year's business in Haesler's doors, she's doing well with a selected few. "One of our most unique sets is one from Lauder, with three scent pens -- White Linen, Pleasures and Beautiful -- packaged together. It's an innovative way to sell classic fragrances, and it's already doing well for us. We've sold 15,000 units so far, and we'll definitely sell out of it. Also, Tresor has a gift set that combines with color that is selling very, very well, and there's a Ralph set that is very strong. And we've had 100 percent sell-through on our Ginger Essence gift set." Nordstrom's fragrance business has also been strong thus far, said Amy Jones, a spokesperson for the chain. "Overall, we have been pleased with the fragrance business for the season," she said. "Perfume tends to be stronger around this time of year as a gift item. That doesn't mean that it doesn't sell at other times, but this definitely gives it a push."

Among Nordstrom's top sellers this season, she said, are Herve Leger perfume, Faconnable's men's and women's eau de toilettes, Initial's 1-oz. perfume and 3.4 oz. eau de parfum and Thierry Mugler's Angel. "Angel tends to be a perennial favorite with our customers," she said.

While they're buying fragrance, Jones added, they're also picking up several color items, including a MAC palette exclusive to Nordstrom that retails for $ 38.50, a shimmer chalk set from Bobbi Brown and sparkle formulas from Tony & Tina. "The holiday season seems to be perfect for sparkle," she said.

At Jacobson Stores Inc. in Jackson, Mich., the cosmetics and treatment business continues to rocket along with another 20 percent increase for the first week of December, but the fragrance business flattened out last week, with women's holding even and men's down about 8 percent.

Laurence Williams, divisional merchandise manager at Jacobson's, says he suspects that, thanks to the extra shopping days, the business will develop later than usual. He said he expects the last 10 days of the holiday selling season to be more important than ever.

However, he said he remains confident that the business will come out ahead for December. Jacobson's is projecting a 12 percent gain for the entire beauty division, including color and treatment. Women's fragrance is forecasted at 8 percent ahead, with men's holding even.

Williams said that one reason for the lack of zest in the men's figures is that the specialty store's top scent, Irish Tweed, is buried in the women's fragrance numbers because it is part of the highly successful Creed brand. The top-selling brand at Jacobson's is Thierry Mugler.

One reason for Laurence's optimism is that much of the strength of the fragrance business is in the cosmetics department with brands such as those of the Estee Lauder group, Chanel and Guerlain, all of which "are running strongly." In addition, Jacobson's top-ranked brands -- such as Mugler, Creed, Boucheron and Donna Karan -- had a brisk week.

Belk's Pollock seemed to sum up the mood of the retail industry with a cautiously optimistic comment. "It's early to make definitive predictions about how this holiday will end up," he said.

"I'm not in a position yet to say anyone's failed, but there are some brands doing better than others. We feel very good about the season, and we're looking for a very strong finish."

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WHEN THE COLD WINDS HOWL AND THE NIGHTS TURN LONG ... Calgary Sun (Alberta, Canada) December 10, 2000, Sunday,

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Calgary Sun (Alberta, Canada)

December 10, 2000, Sunday, Final EDITION

SECTION: LIFESTYLE, Pg. 54

LENGTH: 106 words

HEADLINE: WHEN THE COLD WINDS HOWL AND THE NIGHTS TURN LONG ...

BYLINE: LORI BENJAMIN, CALGARY SUN

BODY:
The weather may be frightful, but dressing for can be delightfully cozy.

For casual wear, parkas and car coats in microfibre or faux fur fabrics keep out the cold.

Layering with sweaters and vests makes dressing versatile in our unpredictable climate.

Look for details, such as inner cuffs on parkas, inside pockets and detachable hoods, to get the most from your winter casuals.

Faux fur and wool blends lend elegance to dressier outerwear, but the real secret to style is in the accessories.

Luxurious leather gloves, soft cashmere scarves and saucy hats add colour and comfort to a classic look.

Let it snow!

GRAPHIC: 7 photos by STUART DRYDEN, Calgary Sun FASHIONS & ACCESSORIES: Laura, Chinook Centre; The Bay, Chinook Centre MODELS: Kendra, Katia, Ashley, Rose and Rob from Patti Falconer Agencies LOCATION: Bowness Park - - - 1. Ashley's ready for the weather in an Ice Blue fur-trimmed parka from Laura. 2. Kendra goes upscale in a long, wool blend coat with hat and gloves by Laura. 3. Ashley shows the cover-up power of Ice Blue parka from Laura. 4. Ashley wears a blue carved faux fur jacket from Laura with a red scarf from The Bay. Rob goes casual in a **Nautica** beige sweater and green parka from The Bay. 5. Katia models an elegant full-length faux fur coat with inset detail and faux fur hat. Rob dresses up in a Polo sweater with a London Fog from The Bay. 6. Rob keeps cozy in a red fleece shirt and blue vest by **Nautica,** from The Bay. Kendra warms up in a sporty red car coat from Laura. 7. Rose is stylish in a trotter-length wool coat accented by a burgundy hat and burgundy multi-scarf.

LOAD-DATE: December 11, 2000

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Unilever Cosmetics International Announces New Board-Level Executive Structure to Support Its Rapid Expansion Business Wire December 14, 2000, Thursday

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December 14, 2000, Thursday

DISTRIBUTION: Business Editors

LENGTH: 793 words

HEADLINE: Unilever Cosmetics International Announces New Board-Level Executive Structure to Support Its Rapid Expansion

DATELINE: Dec. 14, 2000

BODY:
Unilever Cosmetics International (UCI) gears up to support its rapidly expanding portfolio of global brands with the announcement of the board. UCI, which has grown quickly in recent months, now includes Calvin Klein Cosmetics, the Unilever Prestige brands, which include **Nautica,** Vera Wang, BCBG Max Azria, and European Designer Fragrances which manage the fragrance collections of Lagerfeld, Chloe, Cerruti and Valentino.

Paulanne Mancuso, President and CEO of Unilever Cosmetics International said, "This executive structure has been designed to respond to the business environment and support our newly expanded portfolio. These key functions will substantially fortify the existing businesses and position the company to build powerful new global franchises."

The structure, which is effective January 2, 2001, has three units: Business Units which are responsible for sales and profit across all brands in their respective markets; Global Marketing Units which are responsible for product development and marketing for their specific brands; and Corporate Units which manage support functions across the entire organization.

Business Units:

Peter Midwood, formerly CEO of Elizabeth Arden, has been named President of Business Units and Chief Operating Officer of UCI. In this post, Midwood will be responsible for sales and profit across all UCI markets worldwide and will report directly to Paulanne Mancuso.

Reporting into Midwood are the following board members:

Jim Bunn has been named Senior Vice President, Calvin Klein Cosmetics, North America. In this role based in N.Y.C., Bunn will oversee the U.S. business for the Calvin Klein fragrance and color brands and the UCI Canadian affiliate.

Mark Scott has been named Senior Vice President, Unilever Prestige, North America. In this role, Scott will oversee the Unilever Prestige and European Designer Fragrance brands in the U.S. market. He will also be responsible for the military business.

Jean Mortier, formerly Chief Financial Officer, UCI, has been named Senior Vice President, Europe. In this

role, Mortier will oversee Calvin Klein Cosmetics, Unilever Prestige and the European Designer Fragrance brands throughout Europe.

Global Marketing Units - each of the following unit heads will report directly to Paulanne Mancuso: Hilary Dart has been named President of Calvin Klein Cosmetics. In this role based in N.Y.C., Dart is responsible for the global marketing strategies and product development for all Calvin Klein fragrance brands and color cosmetics.

Laura Lee Miller remains President of Unilever Prestige. In this role based in N.Y.C., Miller is responsible for the global marketing strategies and product development supporting the **Nautica,** Vera Wang and BCBG Max Azria properties.

Gabriele Pungerscheg, formerly Senior Vice President, has been named President of European Designer Fragrances. In this role based in Paris, Pungerscheg provides product development and global marketing strategies for the designer fragrance houses of Lagerfeld, Chloe, Valentino and Cerruti.

Corporate Units - each of the following unit heads will report directly to Paulanne Mancuso: Mike Indursky remains Senior Vice President of Strategic Planning and Marketing. In this role, Indursky will oversee the development of global business strategies, advertising, PR and market research.

Bob Olsen remains Senior Vice President of Operations/Supply Chain. In this role, Olsen is responsible for global production, logistics, new package development and materials management.

Sunil Mehta has been named Chief Financial Officer. Mehta will oversee global finance, information systems and administrative services. Mehta joins UCI from Elizabeth Arden where he was Chief Financial Officer.

Charlene Binder has been named Senior Vice President of Human Resources. In this role, Binder is responsible for global human resource policies and administration. Effective February 5, 2001, Binder joins UCI from HPC where she was Director of Human Resources for Supply Chain.

In addition, supporting UCI within Unilever United States is Maria Chiclana who remains Senior Vice President Law. In this role, Chiclana has global responsibility for legal, regulatory, trademarks, consumer and public affairs and corporate intelligence.

Unilever Cosmetics International is the New York based manufacturer of cosmetics and fragrances for Calvin Klein Cosmetics; fragrances for the Unilever Prestige brands which include **Nautica,** Vera Wang and BCBG Max Azria and fragrances for the European Designer Fragrance brands which include Cerruti, Chloe, Lagerfeld and Valentino.

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Genesco pulls rebound targeting youth, urban markets Nashville Business Journal December 15, 2000

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December 15, 2000

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HEADLINE: Genesco pulls rebound targeting youth, urban markets

BODY:
After a solid year building its two new vouth-oriented brands, footwear retailer Genesco plans to keep focusing its resources in that market, says Ben Harris, chairman and chief executive officer.

"Our stock price has increased, and we've had consistent quarterly earnings this year," Harris says. "We've had a good string of beating the analysts' expectations, which probably has something to do with that."

Key to the company's success has been its ongoing strategy of selling off its manufacturing facilities and devoting itself to the retail market. When Harris started with the company 33 years ago, it had 28 footwear factories. It now has one, here in Nashville, manufacturing the company's line of Johnson & Murphy dress shoes.

"Most of your footwear manufacturing has moved offshore," Harris says. "It's mostly economics. We felt that our focus should be on our retail outlets."

It was that exit from manufacturing that helped the company turn around its stock from a 1994 low of $1.62 to its current trading level in the low $20s, a 28-year high.

In the third quarter ended Oct. 31, the company reported $8.8 million in earnings, while net sales - $175.6 million - were up 26 percent from last year.

"Basically you had a company that was part manufacturer, part retailer, and the manufacturing began to take a back seat as they moved more toward marketing and retailing," says Gary Dennis, an investment banker with Robert W. Baird & Co., Atlanta, who covered Genesco as a retail analyst for several years with J.C. Bradford & Co.

"They went through and decided which retailing concepts they wanted to run with, and which ones they wanted to exit. They got out of making boots and into the urban retailing market."

It's a strategy that might not work for every multifaceted operation, but has done well for Genesco, he says.

"There aren't a lot of shoe companies that were in the same situation as Genesco. Most retailers just don't have that kind of manufacturing base - it's rare to see a vertically integrated company like that," Dennis says, adding that given the manufacturing losses, "it made sense for them to get out when they did, and they've done well since."

Genesco's retail outlets include Johnson & Murphy and Jarman, as well as Journeys and Underground Station. Journeys has been wildly successful for the company, and Underground Station is starting to pick up. The two are aimed at different segments of the youth market, with Journeys going after the teen dollar - the "skateboard, surfer" customer, according to Harris - while Underground Station is focused on the more urban, cross-cultural customer. Although the stores carry some of the same brands, much time and effort has gone into making the concepts different, he says.

Even though the Journeys concept had been around since 1987, it had never been fully capitalized on, Harris says. With the renewed focus on retail, the youth market was identified as a potential growth sector. By the end of this fiscal year in January, that division will have posted growth of 43 percent, he says. Plans are to open between 80 and 100 more Journeys stores next year.

"It continues to be the fastest growing part of our business," he says. "We had launched it in California during the 1980s, but it was not managed very well. They had tried to be all leading-edge fashion, then more of the private labels. It was a combination of errors that we have corrected."

As for Underground Station, the concept was developed inhouse and then introduced through the Jarman chain, some stores in which are being converted to Underground Stations.

"We've been operating Jarman stores in urban centers for quite some time, so we understood the custome," says Harris.

One sign of the company's success is its improved bargaining position for real estate. Genesco's new-store openings are now about 75 percent backfill, or in areas where it already had a presence. Due to its stores successes, it is able to get better locations, including some in smaller markets, Harris says. The opportunity also is present now to expand out of its main markets in the South and Southwest.

"Most of our new markets will be along the East Coast, which was the last place we were going due to the economics of the markets in terms of labor costs and higher build-out costs."

New markets are also being explored as the chain launches Journeys Kidz, aimed at the 5- to 12-year-old demographic. The store will open four of the stores early next year, two in Nashville in the CoolSprings Galleria and Hickory Hollow malls.

In addition, Genesco will maintain its branding agreements with Dockers and **Nautica,** high-profile names which have paid off well for the company.

"There aren't many men out there who don't have a pair of Dockers slacks of some type," he says. "Our having the footwear to complement the clothing is an asset."

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SHOPPING HAUL;Customers believe outlet malls are worth the long drive The Dallas Morning News December 16, 2000, Saturday

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HEADLINE: SHOPPING HAUL;
Customers believe outlet malls are worth the long drive

SOURCE: Staff Writer of The Dallas Morning News

BYLINE: John Kirkpatrick

BODY:
SAN MARCOS - It's almost not like the holidays at Prime Outlets Center.

At one of the biggest outlet centers in Texas - 125 stores in 526,000 square feet of retail space - decorations are sparse. The only Santa employed by the center is a guy who strolls around on Saturdays and hands out candy canes.

Forget getting the kids' pictures taken with him.

The most obvious clues that this is a mid-December weekend are shoppers clogging the brick sidewalks and cars parked illegally in overflowing parking lots.

Is this seemingly slack display of holiday spirit any way to sell stuff during the biggest retail season of the year? It's actually a strategy.

"People don't come here to hang out. They come here to buy. They don't want distractions. They are focused. And they're not going to stand in line for a photo," said Kathy Berry, a vice president of marketing for Prime Retail, the parent company to the Prime Outlets Center in San Marcos.

Drawing crowds away from retail malls is a year-round essential for most outlet centers, and the competition is especially fierce in November and December.

Outlet centers survive by offering low prices year-round, but during the holiday season the cuts go much deeper. That really helps haul in the shoppers - who evidently don't care if there's a holiday puppet show every day.

Roger and Debbie Shelton opened the trunk of their white Lexus to cram more bags into what little space was left. "We make a day of it when we come," Mr. Shelton said.

The two arrived in San Marcos at 10 a.m., after driving two and a half hours from Houston.

"We like getting a good deal, instead of going to Foley's or Dillard's," Mr. Shelton said. Luring them are the

higher-tone shops at the San Marcos outlets: the Coach Factory Store, Cole Haan and Waterford/Wedgwood.

The Sheltons are among the core of "determined" shoppers that outlet centers depend on, notably during the holidays.

San Marcos' off-price acres - principally Prime Outlets and the next-door Tanger Outlet Center - have become so well known that they now rank among the top five tourist attractions in the state.

More than half the shoppers are from outside the San Antonio-Austin corridor, where San Marcos is centered.

Year-round, the typical shopper spends about $ 200 during each visit to the Prime Outlets center, company officials said. That figure almost doubles during the holiday season.

Roughly 25 percent of the Prime Outlets' shoppers are from Mexico, and they spend far more than average, according to the center's estimates.

At 6 a.m. last Friday, Carlos V. Santibaez and his nephew left Mexico City and reached San Antonio 12 hours later. "And with only one bathroom stop," he said.

Early Saturday he made the short trip to San Marcos. He expects to drop $ 1,500 in one day on gifts at the San Marcos outlet centers.

He'll spend the holidays with relatives and friends in San Antonio, where he'll do some shopping at the big malls but without giving his wallet such a workout.

Planning strategy

Near the Sony store, Ron and Cynthia Havelka sat on a bench in a grassy area, studying a map of the outlet center. Their two sons, aged 9 and 12 , have scattered to the shops. They'll spend the weekend in San Marcos.

They live about 75 minutes away in Bandera, and Mr. Havelka agreed to the trip when his wife made an offer: They'd stay the night at a hotel, and he could spend lots of time at the nearby Bennigan's, watching sports on TV at the bar. "It worked," she said.

The shopping tab will be around $ 400, they figured. That amount would have been bigger, but they're saving for a down payment on a home.

The two aren't giving each other gifts this year, so the money will go for the sons' presents and maybe some things for home. Relatives are likely to get gifts bought at Target, Mr. Havelka said.

The competition

Executives at many outlet malls have no qualms about taking shots at the big department stores that anchor regional malls.

Among them is Nancy Braun, general manager of the Tanger Outlet Center in San Marcos, which has 75 stores and is expanding.

"At Dillard's, you get a small sampling of merchandise from different manufacturers," she said. "Here, instead of a few racks of Tommy Hilfiger, you have a 12,000-square-foot store."

Foley's, for one, doesn't appreciate such remarks.

"We've been around for so long. The store was founded in 1900. We've had a lot of time to build up its reputation and merchandise. And along with that, I'd say that we're well known for customer service. We are superior in that," said company spokeswoman Priscilla Thorne. Foley's offers "one-stop shopping, and that is probably our biggest edge."

At the Prime Outlets Center, sales during the post-Thanksgiving weekend were up 11 percent from last year, according to its survey of 47 stores.

A new outlet center in the Dallas area, Allen Premium Outlets, can't measure any holiday increase because it opened only three months ago. About 40 stores are open now.

No sniping about regional malls comes from the Allen center, which is closer to a bunch of regional malls than many of its counterparts.

The center's stores include **Nautica,** Timberland, Liz Claiborne, Perry Ellis, Tommy Hilfiger and Banana Republic Factory Store.

"We don't' see ourselves as working against" the regional malls. "We respect them," said Michele Rothstein, spokeswoman for the Allen center's parent company, Chelsea GCA Realty. The manufacturers and designer-name retailers "utilize the outlets to sell overstocks, excess inventory and previous season's merchandise," she said.

The malls, meanwhile, can be a bit snooty when it comes to outlet centers as holiday competitors.

"Our shoppers want the best selection, and they want the most current merchandise. That's who we draw," said Wally Brewster, vice president of General Growth Properties.

The Chicago company owns or manages 137 malls, including Stonebriar Centre in Frisco, Vista Ridge Mall in Lewisville, Town East Mall in Mesquite and The Parks at Arlington.

"Our customer isn't going shopping just based on price." And anyway, mall stores are offering a slew of price cuts this season, he said.

Mr. Brewster says he's not concerned. about outlet centers. "We don't consider them much competition."

GRAPHIC: PHOTO(S): 1. (Special to The Dallas Morning News: Jack Plunkett) Above: The parking lots fill up early these days before Christmas at the Prime Outlets Center in San Marcos. 2. (Special to The Dallas Morning News: Jack Plunkett) Left: Among the shopping crowd last Sunday were sisters-in-law Martha (left) and Aida Albana, visiting from Guatemala City, Guatemala.

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PERFUME IS SEXY AGAIN;This year's shoppers can choose from sensual spicy or floral fragrances The San Francisco Chronicle DECEMBER 19, 2000, TUESDAY,

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The San Francisco Chronicle

DECEMBER 19, 2000, TUESDAY, FINAL EDITION

SECTION: DAILY DATEBOOK; Pg. E7

LENGTH: 1045 words

HEADLINE: PERFUME IS SEXY AGAIN;

This year's shoppers can choose from sensual spicy or floral fragrances

SOURCE: Chronicle Beauty Writer

BYLINE: Cynthia Robins

BODY:
Of all the seasonal gift-giving traditions, one of the most intimate is the gift of fragrance. More perfume is sold in the month of December -- about a third of the total sales for the entire year, according to the NPD Beauty Trends group -- than any other time of year, even Valentine's Day. And yet those who give fragrance to their mothers, sisters, gal pals and significant others can walk into a real trap, because fragrance is as personal to a woman as her brassiere size.

Men who buy these gifts for women fall into three categories: the Easily Led, who know nothing and rely on the salesperson for advice; the Mother's Memory Male, who will give every woman on his list the perfume he remembers his mother wore (Joy, Chanel No. 5, Arpege, fill in the blank); and the Scent-Smart Guy, who will actually ask the women in his life what they would like (a rare bird, he; hold on to him!).

This holiday season, fragrance givers are going to get an olfactory assault at the perfume counter. After years of faux fragrance -- the "lites," the voiles, the watered-down unisex musk and citrus (bye-bye cK1, we won't miss you) -- scent has followed its fashionable cousins in this age of go-go companies and economic upturn. Effusion and obviousness are back in.

Fragrance as well as clothing has become more obviously opulent and showoff-y. Color has returned to fashion. So has decoration. Sequins and spangles on cocktail dresses and even trousers equate to perfumes that have their own kind of excessive fizz and sparkle. And that equates to effusive florals and spicy orientals, the best of which come from fashion and jewelry houses such as Cartier, Burberry, Gucci, Calvin Klein and Vivienne Westwood.

For a while there, perfume lost its ability to finish a woman's careful preparation to face the day or the evening. Because she was treading on unsteady ground at work, the young woman feared that she would be telegraphing the wrong idea if her scents were considered provocative. So she shared her boyfriend or brother's citrus after-shave, which a canny Calvin Klein jumped on to create the feather-light cK1, which was sold even in Tower Records stores.

Now that what constitutes sexual harassment in the workplace has been codified, women are starting to get back to their sensual, sexy perfumes with no fear of being misunderstood. Opium, the salaciously

gorgeous scent from Yves Saint Laurent, is getting a second launch with accompanying ads featuring a provocative photograph of a quite naked Sophia Dahl; L'Air du Temps, Nina Ricci's spicy, effusive floral, has been repackaged in a millennium bottle emphasizing the grace and airiness of its original Lalique doves; and Bulgari, the jewelry house whose perfumes, thus far, have been infused with a calming base of black or green teas, has created the spiciest, sexiest new oriental of them all, Bulgari BLV (Blue).

While there are those few women and men who are allergic to perfume and other forms of scent, the NPD Beauty Trends group found in a recent survey that 82 percent of men say "they like women to wear fragrance," says NPD spokeswoman Keishi Fulton, "and 81 percent of women we surveyed said they liked their men to wear it."

So take heed. Perfume in its various strengths and forms is still one of those special Christmas gifts that can be a sensual experience for both giver and receiver. Trust your nose and your heart.

----------ON THE ASCENTThe following are some of this season's new or newly repackaged fragrances..

FOR MEN (eau de toilette, unless otherwise specified)

Burberry Touch Green and woodsy notes with warm heart of musk. 3.5 ounces. $60. Burberry Boutique, Saks Fifth Avenue, Sephora and Neiman Marcus.

Creed Green Irish Tweed Classic with cedar, vetiver and sandalwood notes. 4 ounces. $140. Neiman Marcus.

DKNY Men Bright, fruity top notes finish with sensual, woodsy dry-down. 100 milliliters, $45. Macy's, Neiman Marcus, Nordstrom, Saks Fifth Avenue or through www.sephora.com.

Gucci Rush Woodsy and sensual with lavender, cypress and cedar. 3.4 ounces. $55. Macy's.

Must de Cartier Pour Homme Fruity oriental with anise and ginger top and vanilla base. 3.3 ounces. $75. Cartier Boutique, Neiman Marcus and Saks Fifth Avenue.

Nautica Latitude Longitude Aromatic green with hints of water, moss and musk. 1.7 ounces. $32. Macy's.

Penhaligon English Fern Woodsy and masculine. Shower gel. $75. Saks Fifth Avenue.. FOR WOMEN Boucheron Initial A pure oriental with black currant leaf top, spicy center with Turkish rose and jasmine and an amber, honey and vanilla dry-down. 3.4 ounces. $115. Neiman Marcus, Nordstrom, Saks Fifth Avenue.

Bulgari BLV (Blue) Fizzy top with warm, sensual heart and oriental base. 2.5 ounces. $75. Bulgari Boutique, Neiman Marcus, Saks Fifth Avenue, Sephora.

Burberry Touch Luminous oriental with pepper, orange, rose and vanilla notes. 3.5 ounces. $75. Burberry Boutique, Saks Fifth Avenue, Sephora and Neiman Marcus.

Calvin Klein Truth Woodsy oriental with patchouli and vanilla notes. 3.4 ounces. $56. Sephora and Nordstrom.

Christian Lacroix Fruity, spicy floral with mandarin, coriander and jasmine notes. 2.5 ounces. $75. Saks Fifth Avenue and Nordstrom.

Escada Sentiment Rose-based floral oriental. 2.5 ounces. $80. Saks Fifth Avenue, Escada Boutique, Nordstrom and Sephora.

Giorgio Armani Mania Simple, light oriental with jasmine, incense and vanilla. 3.4 ounces. $65. Armani Boutique, Neiman Marcus, Sephora and Macy's.

Michael Kors Michael Flashy, effusive floral oriental with tuberose, musk and freesia. 3.5 ounces. $78. Saks Fifth Avenue, Sephora and Neiman Marcus.

Nina Ricci L'Air du Temps Classic spicy floral of jasmine, carnation and musk. Eau de toilette in redesigned bottle, 2.5 ounces. $62. Saks Fifth Avenue, Macy's, Nordstrom.

Penhaligon Violetta Sweet, soft, subtle single-note floral. Extract, 15 milliliters. $75. Saks Fifth Avenue.

Vivienne Westwood Boudoir Sexy, spicy oriental with Turkish rose, cardamom and cinnamon with vanilla base notes. 2.5 ounces. $84. Saks Fifth Avenue and Sephora.E-mail Cynthia Robins at crobins@sfchronicle.com.

GRAPHIC: PHOTO (4), (1) FRESH AIR: For the millennium, Nina Ricci redesigned the classic L'Air du Temps bottle., (2) NEW PAIR: Burberry's new scent, Touch, comes in men's and women's versions in wood-topped bottles., (3) SHAPELY: Package design is almost as important as the scent of the "juice" in the latest perfumes for women: At rear (from left) are Escada Sentiment, Bulgari BLV and Michael Kors Michael. In front are Giorgio Armani Mania, Calvin Klein Truth, Vivienne Westwood Boudoir, Penhaligon Violetta, Christian Lacroix and Boucheron Initial., (4) NOTED: Fragrances for men tend to be crisper and less provocative than women's. Some gift ideas: DKNY (on its side) and (from left) **Nautica** Latitude Longitude, Gucci Rush, Penhaligon English Fern, Creed Green Irish Tweed and Must de Cartier. / Photos by Jerry Telfer / The Chronicle

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European Luxury Goods Group LVMH Buys U.S. Designer Donna Karan CNN INTERNATIONAL December 19, 2000 Tuesday

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December 19, 2000 Tuesday

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SECTION: NEWS; INTERNATIONAL

LENGTH: 465 words

HEADLINE: European Luxury Goods Group LVMH Buys U.S. Designer Donna Karan

BYLINE: Dalton Tanonaka, Susan Lisovicz

HIGHLIGHT:
The European luxury goods conglomerate LVMH is stepping up on the U.S. catwalk. The owner of upscale brands that range from Dom Perignon champagne and Tag Heuer watches is buying U.S. designer Donna Karan for $600 million.

BODY:
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DALTON TANONAKA, BIZ ASIA: The European luxury goods conglomerate LVMH is stepping up on the U.S. catwalk. The owner of upscale brands that range from Dom Perignon champagne and Tag Heuer watches is buying U.S. designer Donna Karan for $600 million.

Susan Lisovicz has the details.

(BEGIN VIDEOTAPE)

SUSAN LISOVICZ, CNN CORRESPONDENT (voice-over): American designer Donna Karan rules the catwalk, where she is admired for her cool, classic, comfortable fashions. But she has never been a good fit on Wall Street.

Since her much-publicized IPO in 1996, Donna Karan stock has lost more than two-thirds of its value. Now that's presented a buying opportunity for a man whose upscale acquisitions include Dom Perignon champagne, Givenchy apparel and Tag Heuer watches.

BERNARD ARNAULT, CHAIRMAN & CEO, LVMH: For us, it's clear in our strategy to expand in the U.S., where we were not as strong as we are in Europe or in the Far East.

LISOVICZ: Bernard Arnault's LVMH has an agreement to buy Gabrielle Studio, owned by Donna Karan and her husband, which owns the licenses to Donna Karan products. The rich fees the couple receives have been a sore point with investors, who say it's one reason why the stock has been losing value. The

separate offer to buy the Donna Karan company has to be approved by the company's board of directors.

WALTER LOEB, LOEB RETAIL LETTER: Gabrielle Studio and Donna Karan skim from the top. Basically, they take, for every sale Donna Karan gets her share of her profits, not from the bottom line. Gabrielle Studio being owned by LVMH no longer can do this, and the Donna Karan company can be profitable to a much greater extent than it ever has been before.

LISOVICZ: Women's Wear Daily editor Ed Nardoza talked to Donna Karan after the offer was made and says the designer believes she is misunderstood on Wall Street.

ED NARDOZA, EDITOR-IN-CHIEF, WOMEN'S WEAR DAILY: The fashion business is a creative, emotional business, and what Donna stressed with us is that it doesn't really operate on a quarterly basis.

There weren't a lot of designer companies that went public when she went public. In fact, she -- of the Americans, she was the first, and there's a learning curve there.

LISOVICZ (on camera): It hasn't been as difficult for some of Donna Karan's competitors even in this challenging market environment. **Nautica's** stock is up 30 percent year to date, and Ralph Lauren is up 25 percent.

Susan Lisovicz, CNN Financial News, New York.

(END VIDEOTAPE)

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GOING PLACES / KITTERY AND FREEPORT, MAINE;OUTLET TOWNS GREAT FOR SHOPPERS The Boston Globe December 20, 2000, Wednesday

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The Boston Globe

December 20, 2000, Wednesday ,THIRD EDITION

SECTION: LIVING; Pg. F7

LENGTH: 907 words

HEADLINE: GOING PLACES / KITTERY AND FREEPORT, MAINE;
OUTLET TOWNS GREAT FOR SHOPPERS

BYLINE: By Suzanne C. Ryan, GLOBE STAFF

BODY:
KITTERY, Maine - Imagine a holiday shopping excursion where parking spaces are available, sales clerks are idle and friendly, and 50-percent-off sales are the norm. Would you call that a winter wonderland?

Actually, you can find all of that here in Kittery and Freeport - Maine's outlet capitals.

Indeed, there is no blaring holiday music, no gaudy garland, no Santa Claus. Just discounted gift possibilities at more than 200 stores.

Is the shopping worth the long drive? (From Boston, it's about 75 minutes to Kittery and about two and a half hours to Freeport). The sacrifice depends on your holiday gift list, of course. But consider: Finding parking at a packed suburban mall could take 30 minutes.

In Freeport, there are $99 Coach pocketbooks and $20 Brooks Brothers men's sweaters. Kittery has Children's Place leather jackets for $5.99 and one-ounce Perry Ellis cologne for $18. Other stores have items such as compact discs, jewelry, and jeans.

To be sure, the prices at some outlets are only slightly lower than Boston area stores. Jones New York in Freeport, for example, is offering some of the same sweaters seen at Filene's in Boston for only about $20 less. Music 4 Less in Kittery wants $15.99 for the Britney Spears CD "Oops! I Did It Again," hardly a bargain.

Other outlets, such as the Coach Factory Store in Freeport, are offering significantly discounted goods but some of the designs are several years old. That's unacceptable for some fashion hounds.

And while the Brooks Brothers Factory Store clearance center in Freeport has marked everything down 50 percent, many of the sizes are either very small or very large.

Aside from these downsides, however, one must remember that any shopping spree is a hunt and a trip to Maine is certainly more pleasant than any trip to a suburban mall in December.

Driving north on I-95, visitors should begin their trip at a rustic lodge which houses the Maine Tourism Association just past Exit 3. There one can unwind (inhaling crisp air and observing the beauty of the surrounding white pine trees) before grabbing free maps detailing Freeport's almost 100 stores and

Kittery's 120 stores.

While both towns offer some of the same brands (Calvin Klein, Brooks Brothers, GAP, Jones New York, Polo Ralph Lauren), Kittery and Freeport offer very different shopping experiences for the stroller.

Kittery has a strip mall format, where shoppers drive from mini-mall to mini-mall on either side of Route 1.

While a visitor could walk the entire one-mile stretch of shops, there is no sidewalk set up for this purpose and the brisk Maine air also deters. So the day consists of jumping in and out of one's car, a strain for anyone with children.

Kittery's offerings include women's apparel brands such as Anne Klein and Dana Buchman and men's clothing options such as Casual Male Big & Tall and **Nautica.** Children's stores include Carter's Childrenswear and OshKosh B-Gosh. For accessories, there is Cole-Haan shoes, Sunglass Hut, and Zales Outlet.

Freeport, which has the distinction of being home to L.L. Bean, has more of a village feel to it. Most of the shops are located on or near Main Street. Visitors can park in one of many free parking lots situated around town and then walk from store to store.

The fashion options include Abercrombie & Fitch, Banana Republic Factory Store and Burberry. Accessory stores include a Nine West Outlet, a Coach Factory Store, and a Dooney & Bourke Factory Outlet. Freeport also boasts lots of specialized stores such as Birdwatcher and Gardener, Freeport Knife Co., and 20th Maine, a Civil War shop.

Shopping both towns in one day is an aggressive strategy. But if you leave early and stay late, you just might check off everything on your gift list. If you go KITTERY Directions: Take I-95 north to Exit 3 (Kittery/Coastal Route 1 North). Lunch: Two prominent restaurants on the strip are Burger King and McDonald's. But the Weathervane Seafood Restaurant is also popular. To avoid a long wait, put your name on the reservation list and then shop the nearby Polo Ralph Lauren store. Call 207-439-0330. Other attractions: Visit the Children's Museum of Portsmouth, N.H., 10 minutes from Kittery. The hands-on arts and sciences museum is for children of all ages. Tickets for the museum, at 280 Marcy Street, are $4 for adults and children. Call 603-436-3853 or check www.childrens-museum.org/ For more information: Log on to www.thekitteryoutlets.com or contact the Maine Tourism Association in Kittery at 207-439-1319 or the Kittery Outlet Association at 888-Kittery FREEPORT Directions: Take I-95 north to the Maine Turnpike, Exit 9. Follow the signs for I-95 north to Freeport. Take Exit 17, 19, or 20.

Lunch: The locals agree the Corsican Restaurant is a great choice for soups, chowder, lobster, sandwiches, and pizza. Call 207-865-9421.

Other attractions: See a live nativity scene at the First Parish Church Congregational U.C.C., where volunteers will be standing in as Mary, Joseph, and wise men and women. Sheep will be available for petting. Friday and Saturday 5 p.m. to 7 p.m. and Sunday 2 p.m. to 4 p.m. at 40 Main St., two blocks from L.L. Bean. Call 207-865-6022. For more information: Log on to www.Freeportusa.com or contact the Maine Tourism Association in Kittery at 207-439-1319 or the Freeport Merchants Association at 800-865-1994. rrSOURCE: William A. Davis

GRAPHIC: PHOTO MAP, 1. GLOBE PHOTOS/JD DENHAM/ Shoppers walk along Main Street in Freeport, Maine, while (at right) others visit The Maine Outlet mall in Kittery. 2. The outlet stores in Kittery are mostly in two strip-malls.

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ONE LINE IN THE NEWS Turkish Daily News December 26, 2000

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Turkish Daily News

December 26, 2000

LENGTH: 210 words

HEADLINE: ONE LINE IN THE NEWS

BODY:
Sahinler listed 26th biggest ready-to-wear manufacturer

Ankara - Turkey's Sahinler Holding is listed the 26th biggest company in the world in the ready-to-wear sector, according to textile sector magazine Wir Schafft. The holding ranks fourth in children clothing. Sahinler Holding President Kemal Sahin said that his company sells 50 million items of clothing in 306 stores in Europe and the United States every year. Adesa, Zutano, Mills for Kids, Mill Jeans, Bil kont jeans and Jeanthy Vestino are Sahinler's own brands. But the group also produces for leading brandnames such as Direktlouns, Oxide, Noxon, Vision, Fila, Puma, Walt Disney, **Nautica,** Polo, Otto, Gerry Weber, Furby, Action Men and Alberto.

Anatolian businessmen see a bleak year ahead

Ankara - A survey conducted by the chamber of commerce in the central Anatolian town of Kayseri showed that 95 percent of Turkish businessmen have rather dim expectations for 2001. They described 2000 as a year of frustration. According to the survey, 92 percent of Anatolian businessmen describe 2000 as a year of economic crisis. While 74 percent of them are found to have been affected by economic crisis adversely in 2000, 6 percent made use of opportunities emerging from the crisis.

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On tap today Chattanooga Times Free Press (Tennessee) December 28, 2000, Thursday

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Chattanooga Times Free Press (Tennessee)

December 28, 2000, Thursday

SECTION: LIFESTYLE; Pg. E2

LENGTH: 728 words

HEADLINE: On tap today

BYLINE: Pierce, Susan

BODY:
LEISURE

* "A GRINNICH VILLAGE CHRISTMAS" --Chattanooga Choo-Choo, Centennial Theatre, 7 p.m., $14 adults, $10 children. 499-9977.

* CARPET CAPITAL CLASSIC -- Northwest Georgia Trade Center, Dalton, Ga., 4, 5:30, 7 and 8:30 p.m., 10 teams competing.

* CHOO CHOO SHAG CLUB --Chattanooga Billiard club, 7:30 p.m., open to public, dance to beach music.

* KENNY WAYNE SHEPHERD --Tivoli Theatre, 7:30 p.m., $24.50.

* ROUND DANCING --Good Shepherd Lutheran Church, 822 Belvoir Ave., 7 p.m. beginner's class, advanced dancing at 8:30 p.m., $4.

ATTRACTIONS

* IMAX 3D THEATER --201 Chestnut St. Located adjacent to the Tennessee Aquarium, this six-story theater combines lifelike images with digital sound to bring viewers into the movie. Now showing until Jan. 2 will be "Into the Deep," "Mysteries of Egypt" and "Nutcracker." Admission: $6.95 adults, $4.95 children 3-12. Aquarium/IMAX combo tickets: $16.25 adults, $9.95 children. Advance tickets may be purchased online at www.tnaqua.org or by calling 265-0695.

* INCLINE RAILWAY --3917 St. Elmo Ave. and 827 E. Brow Road atop Lookout Mountain. The world's steepest passenger railway, advertised as "America's Most Amazing Mile," travels from its station in historic St. Elmo to an observation deck, shops and nearby Point Park at the top of Lookout Mountain. Hours: 9 a.m.-6 p.m. daily. Round-trip tickets: $9 adults, $4.50 ages 3-12. 629-1411 or 821-4224.

* ROCK CITY GARDENS --1400 Patten Road, Lookout Mountain, Ga. See Rock City for a self-guided tour along the Enchanted Trail of natural rock formations and gardens, Fairyland Caverns and Mother Goose Village. This vacation classic is best known for its legendary view of seven states from Lover's Leap. Admission: $10.95 adults, $5.95 children 3-12, free for children under 2. Web site: www.seerockcity.com. (706) 820-2531.

* RUBY FALLS --1720 S. Scenic Highway, Lookout Mountain, Tenn. This 145-foot waterfall is deep inside

Lookout Mountain Caverns. Panoramic views of Chattanooga and the Tennessee Valley from Lookout Mountain Tower. Open 8 a.m.-6 p.m. Admission: $9.50 adults, $5 children 3-12, free for children under 3. Web site: www.rubyfalls.com. 821-2544.

* SOUTHERN BELLE RIVERBOAT --201 Riverfront Parkway. Ninety-minute lunch, dinner and sightseeing cruises on the Tennessee River depart daily aboard the 500-passenger riverboat. Live entertainment. Prices for dinner vary from $25 to $40; lunch cruises are $18. Sightseeing-only trips are $10 for adults and $5 for children. Web site: www.chattanoogariverboat.com. 266-4488 or (800) 766-2784.

* TENNESSEE AQUARIUM -- 1 Broad St. The largest freshwater aquarium in the world. Inside, are two living forests and more than 9,000 animals in natural habitats. "Venom: Striking Beauties" is featured exhibit. Hours: 10 a.m.-6 p.m. daily. Admission: $11.95 adults, $6.95 per child 3-12, free for children under 3. Aquarium/ IMAX combo tickets: $16.95 adults, $9.95 children. Advance tickets may be purchased online at www.tnaqua.org or by phone at 265-0695.

SHOPPING

* EASTGATE TOWN CENTER -- 5600 Brainerd Road. Small, indoor shopping mall featuring Goody's, Gap outlet store, fast-food restaurants and ice skating during winter months. Eastgate is adjacent to a YMCA, library branch and post office. 894-9199.

* HAMILTON PLACE -- Interstate 75 at Exit 5. Tennessee's largest shopping mall features Parisian, JCPenney, Sears, Proffitt's and hundreds of specialty shops. Food court and restaurants inside the mall. Surrounding area includes several strip malls, grocery stores and restaurants. Hours: Monday through Saturday 10 a.m.-9 p.m., Sunday noon-6 p.m. Web site: www.hamiltonplace.com. 894-7177.

* NORTHGATE MALL -- Highway 153 and Hixson Pike. A single-level mall anchored by JCPenney, Proffitt's and Sears. Specialty shops include The Gap, Victoria's Secret, Rack Room Shoes, Barnie's Coffee and Tea, Bath & Body Shop and Colony 13. The mall has a food court and is surrounded by other restaurants and strip malls. Hours: 10 a.m.-9 p.m. Monday through Saturday; noon-6 p.m. Sunday. 870-9521.

* WAREHOUSE ROW -- 1110 Market St. Prime Outlets shopping in a renovated downtown railway warehouse, featuring Geoffrey Beene, **Nautica,** Bass, Coach and more. Expect to pay for parking. Hours: 10 a.m.-8 p.m. Monday through Saturday; noon-6 p.m. Sunday. 267-1111.

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JEANS IS ON THE COMEBACK TRAIL The Times of India December 29, 2000

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The Times of India

December 29, 2000

LENGTH: 475 words

HEADLINE: JEANS IS ON THE COMEBACK TRAIL

BYLINE: SUJIT JOHN

BODY:
BANGALORE: Jeans is on the comeback trail. Barely a few months ago, the big story was about denim's decline and the shift in the youth wardrobe collection in favour of an assortment of other fabric and styles, notably khakis and cargos.

But the tide's turning again. Denim's very much on the revival path, though not in the same old fashion. No, the body hugging, tapered, faded, jaded and tough look is not the only kind which is carrying good old jeans forward. Softer feels, lesser weights, darker colours, cleaner and crisper looks and, yes, even flares and embroidered borders are now very much in.

"Across the globe, there is a tremendous resurgence in denim. It began a few months back in the US and it's now caught on in India. Since August this year, the amount of denim fabric we've sold each month has been the highest ever," says Govind Mirchandani, president of Arvind Clothing, India's largest manufacturer of denim fabric and the company that markets leading jeans brands like Lee, Newport, Flying Machine and Wrangler.

Levi Strauss India managing director CS Suryanarayanan echoes this. Says he, Just a year ago, people were advertising primarily non-denims. That's no longer so. Besides, denim is now increasingly becoming a fashion product. For a long while, the emphasis tended to be on marketing. But now product innovations have again come to the forefront and is driving the market."

And therein lies the bigger story. Jeans is no longer just about giving a rugged or casual look. It's also about making a fashion statement. And leading that trend are top US designers--Tommy Hil Figer, Ralph Lauren, **Nautica,** Calvin Klein, Kenneth Cole, all of whom have entered the jeans market at the top end. And the impact of that is being felt right down.

Among women, there is a growing preference for stretch denim, flairs and superflairs, low waisters, light weights, dark colours and embroidered borders. Among men, tapered cuts are out, boot cuts, straight cuts and low waisters are in, as are a variety of looks - the clean look, the tinted look, destroyed look, torn look, sprayed-paint look.

According to Mirchandani, denim manufacturers have lately done a lot towards innovating on fabric, and garment manufacturers on finishes and fits. We now use some 14 different fabric for jeans, while sometime ago, it was barely two or three," says he.

Adds Suryanarayanan, The possibilities that exist with denim are so many. However, I also believe that even though the fashion segment may be leading the revival today, the core of the market will remain the five pocket classic jeans because it blends so well with the lifestyle of the youth. You don't have to iron it or wash it for a long time, and it lends itself to so much use, misuse and abuse, something you just can't do with any other fabric."

JOURNAL-CODE: WTIN

LOAD-DATE: March 21, 2001

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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Garment firms assured of gov't support; Business Manila Bulletin December 31, 2000

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ASAP
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Manila Bulletin

December 31, 2000

SECTION: Pg. NA

IAC-ACC-NO: 68561075

LENGTH: 428 words

HEADLINE: Garment firms assured of gov't support; Business

BYLINE: Lopez, Edu H.

BODY:
Local garments makers are assured of continued government support to be more competitive in the world market and help sustain its quota commitments.

Trade and Industry Acting Secretary Thomas Aquino has stressed the importance of enhancing the capabilities of the garments industry with the support of the Garments Textile Export Board (GTEB), an attached DTI agency.

Aquino said that large foreign buyers are willing to increase their purchases from the local garments manufacturers.

In the first nine months alone, the United States had imported a total of $ 1.7 billion worth of garments from the Philippines.

GAP, Inc., a leading USbased garments firm accounted for 12.14 percent of the total exports which amounted to $ 206.22 million.

GTEB which administers the Philippines' quota export reported that the US remains the biggest market for locallyproduced garments and products.

GAP tops the list of 30 leading American garments importers that sources their requirements from the Philippines.

Other top-ranking buyers include Wal-Mart ($ 43 million), Ann Taylor ($ 41.7 million), Liz Claiborne ($ 38 million), and Kasper ($ 36.4 million).

Ann Taylor, Polo Ralph Lauren and Warnaco exceeded their imports from the Philippines in the first three months of the year.

The top 30 American garments importers accounted for half of the total exports to the US market. The other leading buyers of Philippine garments include Jansport, Samsonite, Nike, Disney, Sears, Khol Department Stores, **Nautica** and J. Crew.

The GTEB noted that the Philippines ranked 10th in terms of value in a report by the International Business and Economic Research Corp. (IBERC) in the first half of the year.

IBERC is an American consultancy company that supplies commercial intelligence report on garments quota management.

Other American leading brands that buy their garments from the Philippines include, J.C. Penny ($ 35.5 million), Jones Apparel Group ($ 32.7 million), Phillips Van Heusen Corp. ($ 22.5 million), Federated Department Store ($ 22.2 million), Baby Togs ($ 21.4 million), Samsonite International Corp. ($ 17.4 million), Wear Me Apparel ($ 17.01 million), Sears Roebuck & Co. ($ 16.6 million), Disney Store, Inc. ($ 15.8 million), Dayton Industries ($ 15.24 million), Paragon Luggage, Inc. ($ 15.22 million), Osh Kosh B'Gosh, Inc. ($ 14.9 million), Nissho Iwai American ($ 11.7 million), Oxford Industries ($ 11.6 million), Levi Strauss ($ 11.4 million), Jordach Ltd. ($ 11.3 million), and Mast Industries ($ 10.4 million).

IAC-CREATE-DATE: August 15, 2001

LOAD-DATE: September 06, 2001

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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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 15)

Third Party Articles
2001

NAUTICA APPAREL, INC.

Jan – March 2001

Third Party Articles

Date	Publication	Page	Headline
1/1/2001	Cosmetics International Products Report	No.192,Vol.16,pg. 7	Nautica
Winter2001	Sports Illustrated	Pg. 176	Atlantis
1/10/2001	Business Wire	Not specified	Nautica Enterprises, Inc. Announces Third Quarter Fiscal Results
1/12/2001	Daily News Record	Pg. 6	Sticking to the basics
1/16/2001	Newsday	Pg. A 25	Outfitting the biggest of the big stars
1/23/2001	Asbury Park Press, Inc.	Pg. 1 D	A model life with upcoming appearances
1/31/2001	Daily News Record	Vol.31, No.14, pg.13	Barneys to open outlet store in Dallas
2/5/2001	The New York Post	Pg. O 38	Outdoor sportswear can activate returns
2/8/2001	Lexington Herald Leader	Pg. 7	Wake up and smell the choices
2/9/2001	Daily News Record	Pg. 6	New York 2001
2/10/2001	The New York Post	Pg. O 15	City Slicker
2/12/2001	The Washington Post	Pg. C 01	Menswear of every stripe
2/12/2001	Newsday	Pg. B 10	Style File
2/13/2001	The Vancouver Sun	Pg. A 12	New York opens achingly chic fashion week
2/13/2001	San Jose Mercury News	Lifestyle	Designers highlight comfort
2/14/2001	Buffalo News	Pg. 1 D	The world of men's fall fashion: neck and neck
2/15/2001	Marketing week	Pg. 9	MTV strikes Nautica jeans deal
2/22/2001	Business Wire	Not specified	Nautica Enterprises, Inc. to speak at Bear Stearns
2/26/2001	Business Week	Not specified	Why Nautica is zipping right up
3/1/2001	Soap & Cosmetics	No.3,vol.77,pg. 46	Unilever expands.
3/2001	Essence	Pg. 76	House of Style
3/1/2001	The Dallas Morning News	Pg. 3 C	Going Wide
3/1/2001	Childrens Business	No.3, Vol.16.,pg.66	Fall 2001 collections
3/2/2001	Design Week	Pg. 7	Nautica in Spain tries on Etherington Mas
3/4/2001	The Miami Herald	Pg. 9 C	Olympic medalists want Bacardi cup, too.

NAUTICA APPAREL, INC.

Jan – March 2001

Third Party Articles

Date	Publication	Page	Headline
3/4/2001	The Miami Herald	Not specified	Regatta set for Sunday
3/7/2001	The Gleaner	Not specified	The optical zone the best in eye care and wear
3/8/2001	Women's Wear Daily	Pg. 12	Brand's new plan: undercover
3/8/2001	The Toronto Star	Not specified	Zippers Toronto
3/12/2001	Women's Wear Daily	Pg. 23	Cure by the shore begins with auction
3/12/2001	Rochester Democrat	Pg. 1 C	Rainbow raingear
3/16/2001	The Wichita Eagle	Pg. 11 D	Fish gotta swim
3/16/2001	The Post Standard	Pg. C 1	CEO of Nautica to speadk at genet lecture series
3/18/2001	The New York Times	Sect.6,Part 2,Col.1, pg. 100	Tropical Punch
3/20/2001	Telegraph Herald	Pg. A 12	Regent thinks investments should be reviewed
3/23/2001	Women's Wear Daily	Pg. C 6	Nautica by the numbers
3/23/2001	The Post Standard	Pg. C 2	Nautica CEO cuts the ribbon to open design studio
3/25/2001	Chicago Tribune	Pg. 1	Hartmarx sports new casual approach3/26/2001
3/26/2001	The Atlanta Journal-Constitution	Pg. 3 JJ	Business in Gwinnett
3/29/2001	Women's Wear Daily	Pg. 10	Jackets get fall makeover
3/30/2001	Business Wire	Not specified	Nautica Enterprises, Inc. Announces fourth quarter

NAUTICA APPAREL, INC.

April – June 2001

Third Party Articles

Date	Publication	Page	Headline
4/1/2001	The Atlanta Journal-Constitution	Pg. 5 T	You've gotta have it!
4/3/2001	The Evening Standard	Pg. 38	Cutting a dash despite America's slowdown
4/5/2001	The Denver Post	Pg. F 01	Large guys getting choice of hip styles
4/6/2001	Daily News Record	Vol.31,No.42,pg.3	Nautica Enterprises
4/9/2001	Home Textiles Today	Pg. 4	Nautica to enter big boxes
4/9/2001	Daily News Record	Pg. 2	Nautica fluffs riverkeeper's sails
4/19/2001	Detroit Free Press	Pg. 1 C	Give new grads a hand
4/22/2001	The Denver Post	Pg. K 03	Retailers taking notice of teen's buying power
4/22/2001	The Denver Post	Pg. 18	Down to the knitty-gritty
4/23/2001	Home Textiles Today	Pg. 1	LNT shifts its strategy for textiles
4/25/2001	Wall Street Journal	Sect.C,Pg.13,Col.5	Nautica Enterprises, Inc.
4/25/2001	Daily News Record	Vol.31,No.50,Pg.4	Nautica drops anchor at Rockefeller Center
4/25/2001	The Detroit News	Not specified	Wheels sport new labels
4/26/2001	Newsday	Pg. B 26	Bargain Hunter
4/27/2001	Los Angeles Times	Part C, Pg. 2	Nautica to buy Earl Jean
4/30/2001	HFN Newspaper	Pg. 6	Linen's 'n Things reports the good over the bad
5/1/2001	Sports Illustrated for Women	Pg. 115	The 10 hottest men in Sports
5/1/2001	Playboy	No.5,Vol.48,pg.179	What's happening, where it's happening and who's making it happen
5/1/2001	Esquire	No.5,Vol.135,pg.84	The Esquire Guide
5/1/2001	Children's Business	No.5,Vol.16,Pg.52	Cool Blues
5/6/2001	The Post Standard	Pg. B 1	Hitch leaves sale without a stitch
5/7/2001	Chattanooga Times Free Press	Pg. E 6	On tap today
5/14/2001	The Miami Herald	Pg. 13 G	Stock analyst hangs out with free spending teenagers
5/14/2001	Home Textiles Today	Pg. 1	Nautica charts new retail waters
5/16/2001	Courier Post	Pg. 18	Full fashions for big teens
5/17/2001	The Dallas Morning News	Pg. 2 C	Sela sells sunglasses by the seashore

NAUTICA APPAREL, INC.

April – June 2001

Third Party Articles

Date	Publication	Page	Headline
5/21/2001	Home Textiles Today	Pg. 16	It's all about presentation
5/21/2001	Hartford Courant	Pg. B 1	Jazz, Incense, deep discounts draw shoppers
5/21/2001	Daily News Record	Pg. 55	All for Nautica
5/25/2001	Cosmetics International	No.565,Vol.25,pg.3	Nautica sails into the next year with flying colours
5/29/2001	Women's Wear Daily	Pg. 14,	Nautica Apparel taps Heyn for new post
6/1/2001	Children's Business	No.6,Vol.16,pg.9	What's your line?
6/1/2001	Playboy	No.6,Vol.48,Pg. 168	Where & how to buy
6/1/2001	Playboy	No.6,Vol.48,Pg.102	Grand Central Getaway
6/10/2001	Jewelers Circular Keystorne	Pg. 198	The Timepieces of Basel 2001
6/1/2001	Esquire	No.6,Vol.135,pg.77	The Esquire Gulde: Denim
6/1/2001	Children's Business	Vol.16,No.6,Pg.10	Nautica Enterprises Inc.
6/3/2001	The Herald Sun	Pg. G 3	Magazines target professional students
6/4/2001	DSN retailing today	No.11,Vol.40,Pg.13	Nautica Apparel Stores, Inc. names Christopher Heyn president of licensing div.
6/4/2001	Daily News Record	Pg.7,	Anders named president of Nautica Retail
6/10/2001	The Baltimore Sun	Pg. 5 N	Suit yourself
6/15/2001	PR Newswire	Financial News	John Varvatos awarded menswear designer of the year award
6/18/2001	PR Newswire	Entertainment	Nautica Jeans Company supports Love Heals
6/18/2001	The New York Post	Pg. 038	Varvatos to woo women
6/18/2001	Crain's New York Business	Pg. 3	NY apparel outfits suit Wall Street
6/19/2001	Marketplace	Not specified	Denim resurfacing as fashions favorite fabric
6/22/2001	Women's Wear Daily	Pg. 1	Mass market retailers find spark with designer fragrances
6/25/2001	Daily News Record	Pg. 4	New Varvatos ad evoke old New York
6/25/2001	Cosmetics International	No.567,Vol.25,pg.3	UCI plans to cause more splashes with designers
6/28/2001	San Antonio Express News	Pg. 5 F	Haute Shots
6/30/2001	Chattanooga Times Free Press	Pg. E 2	On Tap Today

NAUTICA APPAREL, INC.

Jul – Sept 2001

Third Party Articles

Date	Publication	Page	Headline
7/1/2001	Pittsburg Post Gazette	Pg. G 10	Stars and Stripes Roundup
7/1/2001	Esquire	No.1,Vol.136,pg.59	The Esquire Guide
7/5/2001	Ventura County Star	Pg. E 01	Briefs: Reaping an answer
7/5/2001	Star Tribune	Pg. 1 E	Dollars & Sense
7/8/2001	Daily News	Pg. 12	Buylines
7/9/2001	Home Textiles Today	Pg. 1	BBB culture remains 'central' to its success
7/15/2001	The New York Post	Pg. 092	Rams mystery man
7/16/2001	Wall Street Journal	Sect.B,Pg.8, Col. 3	Nautica Enterprises, Inc.
7/16/2001	PR Newswire	Financial News	Nautica supports the 2001 Subaru Gorge Games
7/21/2001	New Straits Times	Pg. 5	Shades are made for these
7/23/2001	Home Textiles Today	Pg. 2	LNT gets set for second half
7/24/2001	The Honolulu Advertiser	Pg. 1 F	Island Style
7/24/2001	Het Financieele Dagblad	Not specified	First factory outlet to open Friday
7/27/2001	The Cairns Post/The Cairns Sun (Australia)	Pg. 23	Extravaganza of Eyewear
7/29/2001	The Kansas City Star	Pg. G 3	Return of Tradition
7/29/2001	Des.Moines Register	Pg. 2 F	Fall: Time to mix it up
7/30/2001	Daily News Record	Pg. 13	Belk Spending $30 M on flagship renovation
8/1/2001	Children's Business	No.8,Vol.16,Pg.S28	Dinnerwear manufacturers
8/2/2001	Women's Wear Daily	Pg. 1	Bigger Ad budgets
8/4/2001	Western Daily Press	Pg. 18	Nautical but nice
8/6/2001	Daily News Record	Pg. 21	Shirt Circuit
8/9/2001	Los Angeles Times	Part 5, Pg. 2	Design Notes
8/15/2001	Florida Times-Union	Pg. E 1	Country's in fashion
8/16/2001	The Post Standard	Pg. D 1	School Stylin'
8/18/2001	St. Louis Dispatch	Pg. 6	Calendar
8/20/2001	Newsday	Pg. B 03	Pure and Simple
8/20/2001	HFN	Pg. 62	Hot Per Suits
8/20/2001	Daily News of Los Angeles	Pg. L 5	Pulse
8/21/2001	Hill Shire Times	140 Words	Classic Gear
8/21/2001	The Cincinnati Enquirer	Pg. 1 C	Real Style
8/25/2001	The New York Post	Pg. 024	Prepping for fall
8/27/2001	The Miami Herald	Pg. 11 G	Perry Ellis distributor targets Target crowd
8/28/2001	The Advertiser	Pg. 30	Fitting out funky fathers
9/1/2001	Men's Fitness	No.9,Vol.17,pg.80	Serious business

Date	Publication	Page	Headline
9/1/2001	Financial Times	Pg. 10	Get these blues
9/10/2001	Newsday	Pg. B 10	Fashion & Fitness
9/13/2001	The Houston Chronicle	Pg. 10	Tailored preppy looks carry spring shows
9/16/2001	South Bend Tribune	Pg. F 4	Menswear designers already planning spring break
9/17/2001	HFN	Pg. 8 S	Stepping Upstairs
9/20/2001	The Dallas Morning News	Pg. 7 F	Going Wide
9/20/2001	Birmingham Evening Mail	Pg. 32	Life: Lingerie is Moulin Mad
9/23/2001	Dayton Daily News	Pg. 5 E	Fall Fashion Preview
9/24/2001	Daily News Record	Pg. 23	Inside the Southpark flagship
9/25/2001	The Augusta Chronicle	Pg. O 01	Your Style
9/27/2001	Rocky Mountain News	Pg. 3 D	The shows go on
9/29/2001	The New York Times	Sect.C,Col.1,Pg. 3	A Nation Challenged

NAUTICA APPAREL, INC.

Oct –Dec 2001 Third Party Articles

Date	Publication	Page	Headline
10/1/2001	Home Furnishing Network	Pg. 17	Linens'n Things, BB&B already bedding down for winter
10/1/2001	Golf Digest	No.10,Vol.52,Pg.21	Cup couture
10/3/2001	The San Luis Obispo Tribune	Sports, Pg. C2	Two roadrunners win their age groups
10/5/2001	Courier News	Lifestyle; Pg. 6B	Adventures in shopping
10/10/2001	News & Record	Pg. B 6	Showroom will open to the public
10/16/2001	The Ottawa Sun	Pg. 34	Sizzling Style
10/22/2001	Home Textiles Today	Pg. 1	Bows initiatives for 4Q
10/22/2001	Daily News Record	Pg. 8	What's selling
10/31/2001	The Atlanta Journal Constitution	Pg. 2JJ	GwinEtc.
11/1/2001	China Post	572 words	TITAS 2001 Opens in Taipei today
11/1/2001	Children's Business	No.11,Vol.16, Pg.30	Opening doors
11/4/2001	Pittsburg Post-Gazette	563 words	Nautica and GQ magazine are presenting a dance
11/5/2001	Daily News Record	Pg. 8	Bon Marche unveils new prototype
11/11/2001	Pittsburg Post Gazette	Pg. G-12	Today's concept of business casual
11/15/2001	Canada Newswire	Financial News	Nautica latitude longitude wins for Website design
11/18/2001	The Atlanta Journal Constitution	Pg. 8M	Style: when fashion meets furnishings
11/19/2001	Tribune Business Weekly	Vol.12, no.32,pg.8	Finding a cozy niche in big and tall goods
11/22/2001	Sun Sentinel	Pg. 12 E	Between City and Country
11/25/2001	The New York Times	Sect.6,Col.1,Pg. 78	Fashion: the swimmer
11/26/2001	San Diego Business Journal	No.48,Vol.22, Pg. B1	The shops at Las America's grand opening
11/26/2001	Daily News Record	Pg. 15	The power 100
11/29/2001	The New York Post	Pg. O66	Parker is model guard for Fordham
1/29/2001	Contra Costa Times	Pg. C 05	Holiday Briefs
11/30/2001	Business Wire, Inc.	Business Editors	Linens N Things opens new stores
12/1/2001	Time, Inc.	Pg. 148	The Best Parkas
12/5/2001	Courier News	Pg. 4 B	Gifts on the Go.
12/6/2001	The Denver Post	Pg. F 01	Knit picks sweaters hot gift idea

NAUTICA APPAREL, INC.

Oct –Dec 2001

Third Party Articles

Date	Publication	Page	Headline
12/10/2001	Pittsburg Post-Gazette	Pg. D 3	Value in small stocks
12/10/2001	Maclean's	Pg. 8	True Progress
12/10/2001	Des Moines Business Record	Vol.17,no.49, pg. 12	Clothier returns to first love
12/15/2001	The New York Post	Pg. 029	Bay Ridge or Bust!
12/17/2001	Home Furnishing Network	Pg. 28	News Briefs
12/17/2001	Business and Industry	Vol.57,no.51,pg.2	Nautica Enterprises, Inc. Announces 3rd Qutr. results
12/21/2001	Tulsa World	Business Section	Shoppers take it to the wire
12/24/2001	Daily News Record	Pg. 5	Nautica launches underwear line
12/24/2001	Daily News Record	Pg. 19	Hugh had to be there
12/28/2001	San Jose Mercury News	Pg. 6E	Designer fashion via jean-splicing
12/28/2001	Los Angeles Times	Part 5, Pg. 1	PJs are climbing out of bed
12/31/2001	Daily News Record	Pg. 98	Clara Hancox interview

Source: News & Business > Combined Sources > News, All (English, Full Text)
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Nautica. Cosmetics International Cosmetic Products Report January 1, 2001

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Cosmetics International Cosmetic Products Report

January 1, 2001

SECTION: No. 192, Vol. 16; Pg. 7 ; ISSN: 1358-3387

IAC-ACC-NO: 69673065

LENGTH: 48 words

HEADLINE: Nautica.

BODY:
* **Nautica** gift packs based on the Latitude Longitude fragrance include Clean Adventure ($ 45) with the **Nautica** fragrance and a soap on a rope; Adventure Ready ($ 45) with both fragrance and deodorant and Destination Adventure ($ 58) containing fragrance, aftershave and deodorant.

IAC-CREATE-DATE: August 16, 2001

LOAD-DATE: September 10, 2001

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Atlantis;IT'S NOT THE LOST CONTINENT, IT'S THE BAHAMAS, AND ALL THAT'S EVER MISSING IS THE OCCASIONAL TOP...OR BOTTOM Sports Illustrated

Copyright 2001 Time Inc.
Sports Illustrated

Winter, 2001

SECTION: Pg. 176

LENGTH: 25 words

HEADLINE: Atlantis;
IT'S NOT THE LOST CONTINENT, IT'S THE BAHAMAS, AND ALL THAT'S EVER MISSING IS THE OCCASIONAL TOP...OR BOTTOM

BYLINE: Produced By Diane Smith, Assistant Editors M.J. Figel And Jennifer Stern

BODY:
HAIR BY GUY LAURENT AT INDEPENDENT NEW YORK

MAKE-UP BY SUSAN GIORDANO FOR JED ROOT, INC.

LOCATIONS: ATLANTIS AND OCEAN CLUB AT PARADISE ISLAND

GRAPHIC: COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, YAMILA DIAZ-RAHI, SWIMSUIT BY AMBIKA, COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, VERONICA VAREKOVA, SWIMSUIT BY LISA CURRAN SWIM ($ 120, SPECIAL ORDER), COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, KIM LEMANTON, SWIMSUIT BY KEN KAUFMAN AND ISAAC FRANCO FOR ANNE KLEIN ($ 300), COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, YAMILA DIAZ-RAHI, SWIMSUIT BY RANDOLPH DUKE SWIM COUTURE ($ 275), COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, VERONICA VAREKOVA, SWIMSUIT BY CALVIN KLEIN SWIMWEAR ($ 159), COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, KIM LEMANTON, SWIMSUIT BY **NAUTICA** ($ 188), COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, VERONICA VAREKOVA, SWIMSUIT BY LA BLANCA BY ROD BEATTIE ($ 78), COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, KIM LEMANTON, SWIMSUIT BY KEN KAUFMAN AND ISAAC FRANCO FOR ANNE KLEIN ($ 600), COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, YAMILA DIAZ-RAHI, SWIMSUIT BY PAMELA DENNIS ($ 1,800, SPECIAL ORDER), COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, VERONICA VAREKOVA, SWIMSUIT BY RITCHIE SWIMWEAR ($ 79), COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, YAMILA DIAZ-RAHI, SWIMSUIT BY DELFINA SWIMWEAR ($ 200), COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, VERONICA VAREKOVA, SWIMSUIT BY KEN KAUFMAN AND ISAAC FRANCO FOR ANNE KLEIN ($ 300)

LOAD-DATE: March 7, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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Date/Time: Tuesday, May 2, 2006 - 12:17 AM EDT

Nautica Enterprises, Inc. Announces Third Quarter Fiscal 2001 Results Business Wire January 10, 2001, Wednesday

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Business Wire

January 10, 2001, Wednesday

DISTRIBUTION: Business Editors

LENGTH: 1080 words

HEADLINE: **Nautica** Enterprises, Inc. Announces Third Quarter Fiscal 2001 Results

DATELINE: Jan. 10, 2001

BODY:
Nautica Enterprises, Inc. (NASDAQ: NAUT) today reported sales and earnings for its third quarter and nine months ended December 2, 2000.

For the third quarter, net sales increased 5% to $178.5 million from $169.9 million in the third quarter of last fiscal year. Net earnings were $16.5 million compared to $17.7 million in the prior year period. Diluted earnings per share increased to $0.50 from $0.48 and basic earnings per share increased to $0.52 from $0.51 in the third quarter of last year.

Additionally, the Company has decided to discontinue its NST brand sold through the athletic specialty chain channel and re-evaluate such brand's position in other channels of distribution. This move will enable the Company to focus its resources on its faster growing divisions. Excluding NST brand products for the third quarter of both the current and prior year periods, net sales would have increased 8%.

For the nine months ended December 2, 2000, net sales increased 11.3% to $469.1 million from $421.4 million in the same period last year. Net earnings were $33.0 million compared to $36.1 million in the prior year period. Diluted earnings per share increased to $1.00 from$0.98 and basic earnings per share remained constant at $1.03.

Harvey Sanders, Chairman and Chief Executive Officer of **Nautica** Enterprises, Inc. commented, "We are pleased with our overall results for the third quarter, which clearly reflect the broad-based strength across our businesses, as evidenced by the strong retail sell-throughs that we experienced during the Holiday season. The **Nautica** brand name continues to command widespread recognition among consumers resulting in double-digit growth in our jeanswear and sleepwear divisions, as well as heavy customer traffic in our retail stores. Additionally, sales trends among some of our newer growth vehicles, most notably John Varvatos and **Nautica** Europe, have outperformed our initial expectations."

Mr. Sanders added, "We continue to be encouraged by the performance of our brands at the retail level, despite what has been a challenging environment. As we look to the balance of fiscal 2001, we believe we will meet analysts' current consensus estimates for the fourth quarter."

Mr. Sanders concluded, "Overall, we have a sound growth strategy in place and remain committed to fostering the development of our new businesses. To support this growth, we are building a new 500,000 square foot distribution center in Martinsville, Virginia, a move that will enable us to double shipping capacity and eventually lower costs. While our results for fiscal 2002 will be impacted by costs associated

with this new distribution center, we expect to realize significant operating efficiencies that will support the long-term growth of the Company."

Nautica Enterprises, Inc. (NASDAQ: NAUT), through its subsidiaries, 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.

This press release contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These statements are based on the Company's current expectations and involve risks and uncertainties that may cause the Company's actual results, in future periods, to differ materially from those set forth in the forward-looking statements. These risks and uncertainties, as well as other factors, are disclosed from time to time in the Company's filings with the Securities and Exchange Commission, to which readers are directed. The Company undertakes no obligation to republish revised forward-looking statements to reflect events or circumstances after the date hereof.

NAUTICA ENTERPRISES, INC.
CONSOLIDATED CONDENSED EARNINGS SUMMARY
(all amounts in thousands, except per share data)

	Nine Months Ended		Three Months Ended	
	December 2, 2000	November 27, 1999	December 2, 2000	November 27, 1999
Net sales	$469,090	$421,407	$178,489	$169,917
Gross profit	194,382	179,251	74,326	73,033
Operating expenses	148,707	125,804	50,475	46,140
Net royalty income	6,256	4,534	2,559	1,693
Operating profit	51,931	57,981	26,410	28,586
Other expense	13	-	-	-
Investment income	2,038	1,386	575	538
Pre-tax earnings	53,956	59,367	26,985	29,124
Income taxes	20,935	23,272	10,470	11,417
Net earnings	$33,021	$36,095	$16,515	$17,707
Basic earnings per share	$1.03	$1.03	$0.52	$0.51
Diluted earnings per share	$1.00	$0.98	$0.50	$0.48
Basic weighted average shares	31,915	34,876	31,655	34,624
Diluted weighted average shares	33,179	36,836	32,948	36,579

NAUTICA ENTERPRISES, INC.
SELECTED FINANCIAL INFORMATION BALANCE SHEET DATA
(all amounts in thousands)

	(unaudited) December 2, 2000	(unaudited) November 27, 1999	March 4, 2000
Cash and short term investments	$52,628	$60,721	$61,134
Accounts receivable - net	91,749	107,280	88,784

Inventories	96,189	69,419	73,879
Working capital	166,805	172,682	168,231
Property, plant and equipment - net	85,246	76,229	81,674
Other assets	16,902	13,756	13,808
Total assets	362,022	341,319	333,113
Current liabilities	93,069	78,652	69,400
Long term debt	-	-	-
Stockholders' equity	268,953	262,667	263,713
Total liabilities and stockholders' equity	362,022	341,319	333,113

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STICKING TO THE BASICS; FIVE-POCKET LOOKS, VINTAGE FINISHES DOMINATE FALL COLLECTIONS.
Daily News Record January 12, 2001

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Daily News Record

January 12, 2001

SECTION: Pg. 6 ; ISSN: 1041-1119

IAC-ACC-NO: 69655998

LENGTH: 888 words

HEADLINE: STICKING TO THE BASICS; FIVE-POCKET LOOKS, VINTAGE FINISHES DOMINATE FALL COLLECTIONS.

BYLINE: Cunningham, Thomas

BODY:
As fall 2001 rolls around, don't expect any big surprises from jeans labels. As many -- but not all -- of the leading names work to recover from a difficult holiday, they are focusing on delivering understandable product at the right price.

That means that, by and large, basics are getting more play than fashion and what newness there is in the market is based around exploiting trends that have already been validated -- closer-to-the-body fits, five-pocket jeans, vintage looks and a shift to lighter-weight denims. Coated, slick and shiny denims are out. Now it's all about texture, meaning that sanded, sandblast, cross-hatch and streaky denims are in.

"We're making a very strong denim statement," said Paulette McCready, president of **Nautica** Jeans Co. "We don't have a lot of gimmicky stuff. Vintage, especially in our selvage jean, is very important to us. We are also doing more with lightweight denim. It seems to be everywhere right now."

"The carpenter is still the number-one category for Lee Dungarees, but the biggest category improvement is the five-pocket," said Gordon Harton, president of Lee, which is a division of VF Corp. "We're seeing a shift to lightweight denims, twills and cleaner looks. We're also trending towards a darker range in terms of denim washes."

"There is a move away from those techno, slick, coated denims to a more natural comfortable look," said Robert Arnot, chairman and chief executive of I.C. Isaacs, the U.S. licensee for Marithe + Francois Girbaud. "There is a trend towards cleaner styles that look slimmer but still have a relaxed fit."

Vintage is a key initiative virtually across the board. Makers such as **Nautica** and Edwin are capitalizing on the trend with their selvage-seam product, while most other labels are producing jeans in distressed, whiskered and abraded denims. To better exploit the trend, labels are also introducing lower-waisted and flared, or boot-cut, models.

"We're getting back to our roots as a great American denim brand," said Andy Hilfiger, vice-president of Tommy Jeans. "The '50s and the '60s -- that's where great denim came from. We've narrowed our

assortment and we're showing more basics."

Levi's is courting younger customers with a new look that incorporates "thin-twin," 1/4-inch-spaced, double-needle stitching and a new tan thread color. The look will be offered in three new fits, an oversized baggy, a boot cut and a "welder," which is an updated carpenter. In its more contemporary SilverTab label, Levi's is introducing laser-etched camouflage denim and an updated five-pocket with new pocket styling.

Diesel is leaping into an icy theme with green selvage seams, and is also continuing its immensely successful dirty denim, adding new washes and treatments. Guess is introducing two new silhouettes, "loose fit" with a low waist and full thigh, and "new classic," which has a low waist and a straight leg.

Polo Jeans is also introducing new fits: "low rider," a low-waisted five-pocket and a low-waisted boot-cut with a 19-inch leg opening. Fashion deliveries include jeans with leather details on pockets and waistbands, as well as Civil War-inspired jeans with ribbon stitched down the outside seam. Polo is also shipping its "extreme sandblast" jeans and corduroys, which have an almost bleached effect created by heavy sandblasting.

Calvin Klein is venturing into lighter fabrics with a new 11-ounce dark denim. The designer is also adding a new slim jean and a low-cut straight-leg model. For finish novelty, Calvin Klein is relying on overdyed denims, aged finishes and a broken twill denim.

For fall 2001, almost all of Lee Dungarees' fall line is in 12-ounce or lighter denims, with surface interest coming from cross-hatched or slubbed finishes to give the effect of ring-ring spun denim. Key products include a "carpo" (combination cargo and carpenter) and a "dungaree-khaki," which is a jeans silhouette in an 8 1/2-ounce twill cleaned up with welted back pockets and single-needle tailoring.

To expand its vintage-oriented offerings, **Nautica** is introducing a low-rise jean with a nine-inch front rise, and a boot cut with a 19-inch knee and leg opening. A new green-casted indigo dye called "six percent teal" and a denim that incorporates a copper-like metal thread also add newness.

Silver Jeans is continuing to push is "future-retro" look, which features single-needle tailoring in indigo and blue-gray denims in a clean finish, and is continuing with corduroy, which did well for holiday. Mavi is introducing a twisted-seam model, expanding its vintage line with a wider offering of cross-hatch denims and introducing a shantung cotton fabrication.

Edwin is looking to ride the retro fad with its vintage line and a new low-rise, boot-cut jean. For fall, Todd Oldham is sticking to lightweight 10- and 12-ounce denims in lighter shades and destructed washes, and adding a low-waist boot-cut silhouette.

Also jumping on the vintage bandwagon, Unionbay has produced a great-looking sanded and whiskered jean. The label is also focusing on lightweight and cross-hatched denims. Rapidly emerging young men's brand OTB is introducing a "formatic," twisted-seam model and a "triple-zip," nylon/cotton pant that can be zipped off to either flood pants or shorts.

IAC-CREATE-DATE: January 29, 2001

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Focus on Manhattan;One man's black and white look at a colorful city Newsday (New York) January 16, 2001 Tuesday

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Newsday

Newsday (New York)

January 16, 2001 Tuesday QUEENS EDITION

SECTION: NEWS, Pg. A25

LENGTH: 823 words

HEADLINE: Focus on Manhattan;
One man's black and white look at a colorful city

BYLINE: By Nancy A; Ruhling; STAFF WRITER

BODY:
In the black and white photograph, which was taken from the Queensboro Bridge, the skyline of New York is shrouded in wispy mist and fog on a snowy, cloudy day. When did the city last look like this? Was it the 1940s or the 1950s?

Another shot, a closeup of one of the bridge's steel girders defined by its simple geometry, symbolizes the strength of the city and those who made it great. You'd have to travel back in time - all the way to the Great Depression of the 1930s - just to recapture that scene.

Or you'd have to travel the city with Jefferson Hayman and his camera. Hayman lives in the here and now-in Long Island City-but his photographs live in and for the past. "Although New York City is the subject you see in the photos," says the 31-year-old photographer, "the real subject actually is nostalgia."

Hayman, an artist whose specialty was drawings and art history, rediscovered the old New York and began recapturing images of it on film about 2 1/2 years ago.

"I'd like to capture the mystery, the glory of early New York," he says. "One of my favorite things about New York is when it rains. I always walk in the mist and rain, and it always becomes the New York of the past because the fog covers the skyscrapers. I also like end-of-day shots because you can see layers of the city."

As Hayman flips through the images in his portfolio, New York of the past comes into sharp focus.

There is the Port Authority, reduced to what he calls a black evil square. There is a view of First Avenue at 34th Street, where the only objects in the camera's eye are trees rising out of the ethereal mist. There is an eastbound look at Macy's, flags whipping in the wind as a shadowy Empire State Building looms in the background.

And there is Hayman's photo of the Flatiron Building that evokes the famous 1905 photo image by Edward

Steichen. "I am haunted by Steichen," Hayman says, "and I avoided taking a photo of the Flatiron for a long time. I finally decided to shoot it while riding on the top of a double-decker bus on a cloudy day. The sun is in the background, but the clouds made it look like the moon."

To complete the nostalgic picture, Hayman, one of the gallery directors of Eli Wilner & Co. Inc., where his framed, limited-edition works, $3,500 to $ 8,500 each, are on exhibit, places each photo in a vintage frame. He says working for Wilner, who is responsible for making the world understand that antique frames are art, inspired his photography. "I hang the frames on the wall empty like sculpture just as Wilner does and I try to compose a photo to go inside each one of them," he says. "This is what the 19th Century academic painters did. I also fiddle with them in the darkroom. I discovered a trick that allows me to imitate the photos of an older time."

Hayman has had several shows recently, including one last month in SoHo, which sold out. His photographs are in many private collections, and four of Rockefeller Center were recently acquired by **Nautica,** which plans to put them in its flagship store that is being built there.

"Jefferson's photos are sublime," says collector Curt Johnson of Manhattan. "He is the Edward Steichen of our time. The photos evoke the true spirit of the city then and now. It's impossible to buy just one. When you see them, especially in their antique frames, you want the whole collection."

Sometimes it is what can't be seen that Hayman finds the most intriguing photographic subject. Blank billboards, for example, attract his and the camera's eye.

"It's kind of that vacancy, that kind of in-between New York," he says. "They are so rare because they disappear within a day. They could be movie screens waiting to be filled with old films."

Or he might add, with his own photographs.

In addition to his cityscapes, Hayman is working on some nostalgic still lifes and is starting a series on Zeppelins and one on bridges that connect Manhattan skyscrapers.

But his first love will always be New York, the city that inspired his art.

"I grew up in a farming community in Pennsylvania," he says. "I escaped from that and came here. It was always uninspiring to me, and the city and my art are my salvation."

His photographs, he says, are a way not only to show others the new New York, which is the old New York re-emerging, but also to say thank you to the city that he always dreamed of.

"I want to continue to document New York City because it is changing so quickly," he says. "I'm interested in the themes of construction and deconstruction. You don't know whether buildings are going up or down. I got great shots of the January snowstorm. I can't wait to get them developed because this is the first snowstorm that has happened since I became a photographer."

Jefferson Hayman's photographs are on exhibit at Eli Wilner & Co. Inc., 1525 York Ave., Manhattan, 212-744-6521.

LOAD-DATE: January 16, 2001

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Outfitting the biggest of the big stars Asbury Park Press January 18, 2001 Thursday

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January 18, 2001 Thursday

SECTION: T; Pg. 4T

LENGTH: 342 words

HEADLINE: Outfitting the biggest of the big stars

BYLINE: BRIAN DONAHUE/STAFF WRITER

BODY:
JOHNNY Cash, Darryl Dawkins, Clarence Clemons and an array of former New York Knicks have at one time or another walked through the doors of Frank's Big and Tall Men's Shop, Route 35 in the Ocean Plaza, but today it's 6-foot 3-inch Frank Haftl, of Little Silver, who's on the prowl for slacks.

"This is the best place in town," says Haftl, 66, explaining that he's been buying suits at Frank's for at least 15 years. "The tailoring is good, and they're family people. They get to know the customers."

Operations manager Ken Marowitz, 35, whose father, Hy, is the owner, looks on while a tailor assists Haftl. The store, he notes, is more than happy to outfit someone from head to toe, and they can do it in all the name brands - Polo, Tommy Hilfiger, **Nautica** and Levi Dockers. But there's just one hitch - the customer must in some way be, well, large.

"We're exclusively big and tall," Marowitz says. "You and I would be out of luck shopping here."

Pants sizes run from a 34 waist to an 80 waist, and most customers fall somewhere in the middle, he says. Suit jackets range from a 42 extra long to a 74 regular. And footwear sizes start at 91/2 and go all the way to 18.

Marowitz's late grandfather, Frank, a Russian immigrant, started the family business in the early 1900s when he opened a tailor shop in New Brunswick. His three sons, including Hy, now the sole owner, expanded the business after World War II, taking on the big and tall theme, and expanding the operation to include seven Frank's Big and Tall stores in New Jersey. The Ocean Township store opened in the 1960s, across the street from the present location.

"I believe we're the oldest big and tall men's store in the country," Ken Marowitz says. He adds with a laugh, "A bunch of short, little guys saw a need for it."

But only in recent years have big and tall shops been able to offer such varieties of clothing, according to Marowitz.

"Years ago, it was just polyester," he says. "And you could get anything you wanted, as long as it was black, navy or brown."

LOAD-DATE: February 6, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)

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A MODEL LIFE With upcoming appearances in a commercial and magazines, Hailey Steyn is poised for stardom Asbury Park Press January 23, 2001 Tuesday

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Asbury Park Press

January 23, 2001 Tuesday

SECTION: D; Pg. 1D

LENGTH: 985 words

HEADLINE: A MODEL LIFE With upcoming appearances in a commercial and magazines, Hailey Steyn is poised for stardom

BYLINE: PATTI MARTIN/WHATEVER WRITER

BODY:
IN many ways, Hailey Steyn appears to be a typical teen-ager.

She works at McDonald's, listens to Incubus and tries never, ever to miss "Roswell" on Monday nights. She's more Delia's than the Gap and works hard to maintain her honor-roll status.

On the other hand, how many teens end up placing in the Top 15 in the National Finals of the Ford Supermodel of the World Contest? Or get to do runway modeling for **Nautica?** Or find their faces in the pages of Italy's Amica magazine?

Within the next couple of weeks, Hailey seemingly will be everywhere. Her spot in the Philip Morris Anti-Smoking campaign commercial will debut during the Super Bowl. The photo shoot she did for Twist will be featured in next month's issue. She goes out for modeling interviews regularly and was one of two finalists for a foreign magazine cover (uber-model Kate Moss, who ultimately landed the cover, was the other finalist).

And did we happen to mention that Hailey, a freshman at Jackson Memorial High School, turns 15 tomorrow or that she only started in the modeling business 10 months ago?

So while she may appear to be just one of the gang, Hailey Steyn is poised for something bigger.

"The Look." Model Team Model Management President John Merriman knew that then-14-year-old Hailey had something special almost from the minute Hailey walked through the office doors last March. It was in the midst of the agency's open call, where Merriman and others would see nearly 2,500 people over a six-week period.

"She had a nice presence about her," Merriman recalled. "And she has a very timely look, an edgy look. I saw a spark in her and knew she wanted it."

For Hailey's part, the trip to the Ocean Grove-based agency was just one more thing to try. It was on the advice of her drama coach that Hailey gave Model Team a call.

"I loved watching the fashion runway shows on television," Hailey admitted. "They looked like so much fun.

So when my drama teacher said I should give it a try, I did."

Within a month, Hailey was part of the Model Team family.

"I really couldn't believe it," Hailey said. "I was excited but didn't make a big deal about it. I really didn't even tell many people, just a few close friends."

Model Team worked for several months, preparing her for the world of modeling and for the Showcase where she would be on view for industry giants, including the famed Ford Modeling Agency. Called "The Night Gallery," the showcase was an opportunity for the models to show what they were all about, said Merriman, who staged the event.

From there, the rest is history.

After visiting several agencies in New York, Hailey ultimately signed with the Ford Modeling Agency's Women's Division. Model Team acts as her booking and consulting agency.

Soon the jobs started pouring in - a YM fashion show, two runway shows for **Nautica,** Italy's Amica magazine, Seventeen, Twist and the anti-smoking television campaign.

"It's really fun, but it's really a lot of hard work," Hailey admitted. "It may look glamorous, but it's not."

Trips into New York and elsewhere for jobs create a juggling routine for Hailey - homework, modeling, school activities, after-school job and, of course, chores.

Hailey makes her bed every morning, helps around the house, banks her modeling money and uses her fast-food job money for daily expenses.

"I don't want other people to do for me, I want to do for myself," she said. "I don't want to be going to my parents to have them buy me this or that, and so that's why I have a part-time job."

The modeling money goes into a separate account for "important" things, such as a college education.

"I have every intention of going to college," said Hailey, whose favorite high school course is social studies. "And that's what that money is going to help me do - pay for my education."

Although she describes herself as shy, Hailey's mother, Petra, sees a different side to her youngest child.

"Hailey's a very level-headed person," Mrs. Steyn explained. "She has a sweet, genuine spirit. She cares about her family and she cares about her friends. The modeling really hasn't changed her at all."

Part of that has to do with her family, Hailey acknowledged, and part has to do with the group of friends she hangs out with.

"They don't let me get away with anything," Hailey laughed. "I have a best friend who will say things straight out to me. She's not afraid to speak her mind."

Little by little, students at her school are learning a little more about what she does in her spare time. She told close friends about the runway shows. More people heard about her foray into the contest world.

"It's not like you go up to people and say, 'Hey, I was in the top 15 of the (national finals of the) Ford Super Model of the Year Contest.' That's not who I am," Hailey said. "But some of my friends told other people and then some of my teachers heard about it."

While nerve-racking, the competition was a "once-in-a-lifetime" kind of experience.

"I just did it; I really didn't think about," Hailey said. "I took it seriously, but wasn't too serious about it. I wanted to have fun - and I did. I met some really great girls and I stay in touch with some of them."

Things might change slightly for Hailey once the TV commercial starts airing on Sunday, and Amica magazine hits the newsstand in the next week or so.

"I don't like a lot of attention," Hailey admitted, "and some people mistake my shyness for being stuck-up. That's just not the case, that's not who I am."

Who she is, she said, is just another teen who likes to listen to music, hang out with friends and indulge, every once and in a while in a piece of chocolate.

"I like who I am," she said. "I'm comfortable with how I look. And when I get turned down for a job, I don't take it personally. It's not me they're turning down, but rather that I'm not the right look for the job. So be it."

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Barneys to Open Outlet Store in Dallas DNR January 31, 2001

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DNR

January 31, 2001

SECTION: Vol. 31, No. 14; Pg. 13; ISSN: 1041-1119

RDS-ACC-NO: 02757954

LENGTH: 98 words

HEADLINE: Barneys to Open Outlet Store in Dallas

HIGHLIGHT:
Barneys New York is about to open 6,900 sq ft outlet in Dallas, TX, raising its outlet total to 11 units another outlet is planned for Leesburg, VA, shortly

BODY:
ALLEN, Texas -- Barneys New York will reenter the Dallas market with an outlet store at the Allen Premium Outlets here this weekened.

Barneys closed a full-price store at Dallas's NorthPark Center in 1997.

The 6,000-square-foot outlet will carry men's and women's apparel and accessories at 30-50 percent off regular price. Other high-end retailers at the center include Polo, Tommy Hilfiger, **Nautica** and Kenneth Cole.

This will be Barneys' 11th outlet and there are plans to open another outlet Leesburg, Va., on March 17. There are also seven full-price stores and one Co-op.

TYPE: Journal; Fulltext

JOURNAL-CODE: DNR

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OUTDOOR SPORTSWEAR CAN ACTIVATE RETURNS The New York Post February 5, 2001, Monday

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The New York Post

February 5, 2001, Monday

SECTION: All Editions; Pg. 038

LENGTH: 788 words

HEADLINE: OUTDOOR SPORTSWEAR CAN ACTIVATE RETURNS

BYLINE: EMILY LAMBERT

BODY:
IS your portfolio active enough?

When Americans dissed desk culture, outdoor sportswear companies stepped in. Now some of those companies are styling the masses, and their stocks are on a massive upwards run.

In the past year, Columbia Sportswear Co. has jumped a whopping 183.59 percent. Timberland has risen 205.41 percent. **Nautica** - a more fashion-oriented company with a sportswear bent - is up to $19.25 from $11, or a respectable 108.11 percent.

On the other hand, many fashion companies haven't done as well. Guess is down 69.38 percent. Gucci is down 13.27 percent. Until Donna Karan announced her buyout, her company's stock was down 25 percent.

So while the fashionistas crowd into the tents at the 7th on Sixth shows in the next two weeks, smart investors will be ignoring the shows and their hype in favor of down-to-earth outdoorswear stocks and their to-the-heavens gains.

"In general, if you look at it, the outdoor casual sportswear companies have been picking up simply because of a taste shift," said John Taylor, sporting goods analyst at Arcadia Investment Corp.

But it's more than a fad. A cultural change, several years in the making, is towards "more individual types of sports and attitudes," according to David Campbell of Merrill Lynch.

After all, Taylor pointed out, "even Morgan Stanley allows people to dress business casual every day now."

And for some, even business casual can be too confining; think sweats or jeans.

"I think people got Gapped out," said Michael Shea, at D.A. Davidson & Co. "Athletic footwear in general is doing better because of the move towards denim and away from khaki. That's got to be part of the equation."

Urbanites are in on the action. New Yorkers have been seen navigating the concrete jungle in hiking boots and fleece jackets.

Several companies leading the charge are out of shareholders' reach. Eastern Mountain Sports, Patagonia and L.L.Bean, which sell outdoor gear as well as apparel, are privately held. REI (Recreational Equipment

Inc.) is co-operatively owned by its members.

But investors can get a crack at Timberland, traditionally a footwear company that's branched out into apparel. Analysts praised its strong fundamentals, good management and new products. Campbell said Timberland's new products account for 40 to 50 percent of its incremental revenue growth, more than double what they accounted for a few years ago. Lee Backus of Buckingham Research said the company's apparel lines are taking off, and several offerings on its expanded boot line - including its "work casual" boot - have proven to be very popular.

Portland, Ore.-based Columbia Sportswear is another favorite. Its foundation is outerwear, but it has been expanding its footwear and sportswear divisions. Outerwear demand has been unexpectedly strong, and Taylor said the company has had "minimal closeouts and minimal moves to push end-of-season goods through."

And analysts said Columbia has made some good investments. Among them, it bought bootmaker Sorel last year for a steal, almost doubling its footwear business overnight. It paid $8 million for the bankrupt company, which Shea said had about $60 million in revenues last year.

Both Timberland and Columbia have been aided not only by changes in taste but also by (what has become) unusually cold weather - and by the disintegration of The North Face, a popular brand that proved the "outdoorsy" label is no guarantee of success. It was bought up by VF Corp., home to Wrangler and Lee.

Both Timberland and Columbia Sportswear reported strong earnings last week.

The Big Three sportswear companies - Nike, Adidas and Reebok - have also been helped by a dress-down, although its effects may have been diluted. Campbell said an increasing focus on outdoor sports and fashions has drawn interest away from team sports, which are the Big Three's bread and butter.

Backus stressed that there's more behind the successful companies than Americans' fashion sense. And, he said, other solid, more traditional fashion companies are also benefiting from casualization - but they haven't yet attracted the same level of investor attention that Timberland has.

Kenneth Cole, for example, was at $29.25 in January 2000 and is at $38.63 now. Ralph Lauren has jumped from $17.44 to $24.30. Backus said Columbia and Timberland are great companies pretty well valued, while the others could be more of a bargain.

"Ralph Lauren certainly makes suits and dress shirts, but the majority of their line is casual sportswear," he said, adding that not everyone brings the outdoors inside. Even now, "a person is more apt to wear Kenneth Cole or Ralph Lauren to the office."

LOAD-DATE: February 5, 2001

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WAKE UP AND SMELL THE CHOICES Lexington Herald Leader (Kentucky) February 8, 2001 Thursday FINAL EDITION

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February 8, 2001 Thursday FINAL EDITION

SECTION: FASHION; Pg. 7

LENGTH: 207 words

HEADLINE: WAKE UP AND SMELL THE CHOICES

BYLINE: Herald-Leader Wire Services

BODY:
The old traditional gift of perfume or cologne for your sweetheart doesn't have to be old or traditional because several new fragrances and creative packages are on the market.

Among the choices are:

* Escada Tropical Punch, a fragrance fueled by exotic fruit scents and hibiscus.

* Naomi Campbell Fragrance, with floral top notes, fruity middle and a sweet, amber base.

* Manhattan, a soft musk scent customized by actress Kristin Davis; Savoir Faire, an ocean-mist fragrance by Allison Janney; and Wild Flower, a mix of roses, raspberry and violets by Daisy Fuentes. Proceeds benefit the American Heart Association; available exclusively from Reflect.com.

* DKNY Energizing Fragrance Oil, to use on the body, in the hair, in the bath or to scent drawers.

* **Nautica** Latitude Longitude, which is packaged in a Splash Essentials gift set with a 1.7-ounce spray, a 6.7-ounce body wash, and travel-size containers of after-shave gel and cleansing scrub.

* L'Eau d'Issey and L'Eau d'Issey pour Homme in heart-shaped, steel cases with miniature bottle of fragrance inside. Also available for Le Feu d'Issey and Le Feu d'Issey Light.

* Elizabeth Arden Green Tea Intense Eau de Parfum, which promises uplifting and feel-good benefits.

LOAD-DATE: November 2, 2001

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NEW YORK 2001. Daily News Record February 9, 2001

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February 9, 2001

SECTION: Pg. 6 ; ISSN: 1041-1119

IAC-ACC-NO: 70497370

LENGTH: 706 words

HEADLINE: NEW YORK 2001.

BODY:
The first day of men's New York runway shows didn't exactly rock fashion's world. On the heels of the Parisian dramas, American designers played it simple, safe and salable for fall 2001.

Nothing was risky, even denim behaved itself. The American trend is no trend, just personalized style -- which can be a good thing.

But don't mistake the serene for a want of vision. Companies like **Nautica** and Tommy Hilfiger have to play their best hand for fall if they want to recapture the fleeting affections of retail and Wall Street. Both wisely capitalized on their strengths -- Tommy continued to wave his preppie flag, while David Chu championed outerwear as the piece to build a man's wardrobe around.

Nautica turned out one of its best shows in seasons, combining the rugged with the refined. Chu was involved in every step of the runway show and it showed.

The designer handpicked pieces from his luxe-based **Nautica** Europe line to combine with tailored clothing, jeans and functional outerwear. What made the show stand out was how it was styled to how real men dress without losing runway polish. A long shearling duffel coat was worn over a jeans-jacket and felted wool pants; a peacoat-inspired sport coat was paired with a chunky turtleneck and wool pants with topstitched pockets and adjustable cuffs.

For once, models looked at home in these clothes. And it was nice to see a show about strong, real clothes -- not a flight of fancy, a women's wear afterthought or a half-baked presentation thrown together to get press assembled.

Without **Nautica** Enterprises, men's runway wouldn't really exist this season. Indeed, **Nautica and Nautica**-backed John Varvatos are among the few men's names that pop out on the anemic Mercedes-Benz Fashion Week roster.

And all the accolades Varvatos has garnered in the last year has fueled -- competitively, or friendly we don't know -- Chu's design talent and attention to detail.

Tommy Hilfiger pulled together a tight representation of jeans and sportswear that reflected his renewed design philosophy -- create what you do best and stick with it. The overdone, too trendy pieces of seasons

past have been replaced with classic, modern sportswear.

However, classic does not mean hackneyed. Painted suede shirts, rugby shirts and Nantucket-like pinwale corduroys with the most discreet logo made straightforward sportswear look good-boy sexy. Very student council president.

Stripes, paisleys and leathers found their way into layered sportswear. A fine-striped turtleneck was worn under a bolder-striped suede shirt, while a zip-front sweater with a perforated leather inset was combined with a camel hair blazer and velvet pants printed to look like a donegal tweed.

Tommy Jeans had a youthful, all-American look, but it was not exclusive to the young-only. These were pieces for any regular guy.

Smartly, Tommy didn't leap on one denim trend and overplay it -- the look for fall is any wash and available in any fit that suits a man's style. Workwear, rock-and-roll and classic Western Americana all inspired this season's jeans in a subtle way. Tommy pulled everything together from disparate edges of pop culture and was able to create a concise theme that looked natural and easy.

"The jeans are eclectic," said Hilfiger, who sold his preppie point by wearing his father's repp tie to his fashion week presentation. "It's about a man interpreting them in his own way -- in his own colors and the way he likes to live."

Ron Chereskin, too, borrowed from the modern idea that classic tailored clothing and sportswear can live together happily and look good. He was right in some instances, and very wrong in others.

First the right. Chereskin deftly paired his sportswear looks, like luxe shetland sweaters with distressed suede pants or a fair-isle sweater with clean white denim pants. But sweaters have always been Chereskin's strong point.

The designer fell short when pairing sport coats with sportswear. The jackets were ill-fitting and looked uncomfortable on the runway.

And when making a first, strong, formalwear statement -- stick to it. Mixing formalwear pieces with liquid leather jeans and velvet is a bit premature.

IAC-CREATE-DATE: February 16, 2001

LOAD-DATE: February 17, 2001

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CITY SLICKER The New York Post February 10, 2001, Saturday

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The New York Post

February 10, 2001, Saturday

SECTION: Late City Final; Pg. 015

LENGTH: 56 words

HEADLINE: CITY SLICKER

BODY:
""

GRAPHIC: Fashion, not rain, was in the forecast yesterday at Bryant Park as models - this one wearing a yellow slicker by **Nautica** - kicked off the fall 2001 New York Fashion Week shows. The Post will have a full report of the men's shows tomorrow, and complete coverage of the women's shows starting Monday.N.Y. Post: David Rentas

LOAD-DATE: February 12, 2001

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Menswear of Every Stripe; From Varvatos, a Seamless Blend of Masculine and Chic The Washington Post February 12, 2001 Monday

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February 12, 2001 Monday
Final Edition

SECTION: STYLE; Pg. C01

LENGTH: 1948 words

HEADLINE: Menswear of Every Stripe;
From Varvatos, a Seamless Blend of Masculine and Chic

BYLINE: Robin Givhan, Washington Post Staff Writer

DATELINE: NEW YORK

BODY:

Nowhere has the conundrum of running a profitable fashion company been more evident than in the fall 2001 menswear shows. It's a stretch to even call it a seasonal preview, since it only lasted three days -- Thursday to Saturday. And some of the more influential companies -- such as Calvin Klein and Ralph Lauren -- did not participate. For menswear, Klein has given up New York for Milan and Lauren prefers not to present his men's collection on a runway. Other designers did not show because they are going about the exhausting task of trying to find financial backing to keep their businesses afloat.

Yet despite all of that, this season was rich with wearable, elegant and bodacious menswear. Afro-British designer Ozwald Boateng offers proof that men can wear colors such as lavender and chartreuse and still appear masculine, reliable and professional. Joseph Abboud and John Varvatos explore earthy textures and the muted tones of the forest, the desert and the sea. John Bartlett links clothes to the emotions. And Sean "Puffy" Combs proves that bad publicity and the allure of tight security can fill the house like nothing else.

It would be an exaggeration to call this a Golden Age of menswear, but it certainly represents a bright, shining and unforgettable moment.

Perhaps what makes this seem like such an optimistic time for men's fashion is the rise of Varvatos. He has been in the menswear industry for years, but he has only recently launched his own collection. His is the sort of clothing that attracts a variety of men with its easy cuts, its luxurious fabrics and the confident styling that is both of-the-moment and timeless. His simply cut camel car coat could just as easily be worn by an investment banker, an advertising executive, a senator or a survivor of the dot-com wars. The beauty of it comes not from elaborate cuts and distracting details but rather from the elegance of the fabric

and the way it drapes across a man's shoulders.

The clothes are manly in a way that has not been chic in recent years. The garments celebrate muscles and broad shoulders -- the lean sort achieved by those with a devotion to the gym. But they are also kind to the physique of a man who gives up his bench press time to put in a few extra hours at the office.

Varvatos's collection is filled with touchable items such as chocolate brown suede trousers and fitted ribbed sweaters. His coffee-brown striped suit is reserved but slightly eccentric. It has the look of a treasure one might discover hidden in the back of grandfather's closet. And his shearlings have the impact of luxury without the weight of ostentation.

Varvatos inhabits that elusive ground where restraint meets indulgence, gay meets straight and fashion savvy is indistinguishable from effortlessness.

John Bartlett celebrates manliness. He always has. He has analyzed its many facets, from the way in which the feminine informs the masculine to the hyper-masculinity of Tom of Finland's sketches of burly woodsmen. But he always seems to come back to the idea of man as protective, heroic, brave and vulnerable. That is, man as soldier.

Bartlett didn't stage a formal runway presentation. Instead, he created a living tableau -- a makeshift army hospital -- in his showroom. Models lay on cot after cot in a darkened room. A single, low-wattage bulb illuminated each immobile man. Overhead lights flashed on and off, in sync with the hypnotic, desperate wheezing of a respirator. The effect was of a walk through battlefield triage. And if a model should move suddenly or if his eyes should flicker open, there was a sense that one had intruded. That one was caught in a moment of voyeuristic embarrassment shamelessly admiring these wounded young men.

But one was forced to stare, to wait patiently for the next flash of light just to determine if the stripes on a red ribbed sweater were woolen or suede or perhaps leather. (They seemed to be suede.) Belts and waist wraps were modeled after elastic bandages that might stabilize broken ribs. Woolen trousers had large cargo-style pockets. Heavy navy coats had sturdy metal buckles. Sweaters were heavily ribbed or adorned with a buckle or a camouflage lining or some other reference to a uniform.

It was impossible to discern how these clothes might drape, since all the models were stretched out face up or face down and some were completely covered by one of Bartlett's army blankets. From a practical standpoint, that was certainly frustrating. But it was also clear that this was not a collection about silhouette as much as it was of details -- the pin-tucking in a shirt, the industrial zipper on a pair of leather trousers or the covered buttons at the hem of another pair of pants.

Bartlett says he has lost his fervor for fashion shows -- never mind how financially draining they can be for a cash-strapped company. (He is not designing a womenswear collection for fall 2001. Instead, he's taking the season off to reorganize and find a financial backer.) "I just wanted to do something different," he says. "I've been inspired by art lately and we've been talking about doing something like this for years."

Joseph Abboud has also given up on fashion shows -- at least for a while. And while he did not dabble in installations or happenings, he organized a cocktail party. And while loft space and sober musings might reflect the point of view of Bartlett, flowing champagne and the cool sex appeal of his co-host, actress Kim Cattrall, is more in keeping with Abboud's devotion to glamour. "Men are getting dressed again," he says. "This whole casual thing, I think it's done." It is a wish as much as an observation.

So there are his men in their shades of camel or forest green and their mixture of tweed and moleskin and wool and suede. The two-button suits and the turtlenecks are not particularly flashy or the sort of pieces that turn up on the covers of magazines with buzz. But they are luxurious and elegant and slightly formal, and now as dot-coms are going bust and President Bush is proclaiming the White House a more formal place, the clothes seem just right.

In the midst of so much formality and restraint -- testosterone wrapped in cashmere and tied off with a silk

four-in-hand -- one wonders what became of the urban movement, that hip-hop, logo-driven, attitude-laden style spawned by black men that has dominated these runways in past seasons.

It has grown up. Matured. Gotten smarter and more mannered. Marc Ecko of Ecko Unlimited has blended African chic with American street and preppy reserve to emerge with a style that included navy blazers with skull-and-crossbones crests and torn argyle polo shirts. Fabrics with patterns inspired by mudcloth have been transformed into shirts and trousers that have been piled onto the body in the manner of a global nomad.

Tommy Hilfiger has turned in his street credentials -- they were really just on loan, after all -- and gone back to a preppy aesthetic. David Chu at **Nautica** is focused on giving customers more of the reassuring sportswear that already hangs in their closets: toggle coats, worn-out sweaters, cargo pants.

The black man's urban athlete persona has been traded in for the black man as object of glamour. Designer Ozwald Boateng offered a British take on this high-wattage style by applying Savile Row tailoring techniques to his mod silhouettes and his acid color palette. Why is it that purple suits or chartreuse overcoats always seem to have a pimpish look? Most likely because they're poorly made. Rarely does a master tailor apply his techniques to suits the color of a fresh clementine.

Boateng does. His devotion to traditional British tailoring lends soothing gravitas to his chartreuse windowpane one-button suit. He lines his black evening suits with violet satin. He keeps the cut lean so there's never too much purple wool flopping about. And he keeps the styling conservative. Who needs double-wide lapels when those very lapels are the color of a ripe raspberry?

The finale to the menswear shows here was, for all intents and purposes, the runway presentation of Sean John, the line from Sean "Puffy" Combs. They say there is no such thing as bad publicity. And indeed, the media attention devoted to Combs's trial on charges of gun possession and attempted bribery only increased the interest in his show, which was also being broadcast live on cable.

There are no official records on this topic as far as we can tell, but one could probably safely assume that the Sean John show may represent the first time that a designer's criminal defense attorneys occupied front-row seats -- Johnnie Cochran and Benjamin Brafman attended Combs's presentation. As for the specter of the trial hanging over the Saturday night show, "It's an interesting time. Ben and I are very supportive of him. That's why we're here," Cochran said. "But we still worked today!" (One assumes the fashion show hours were not billable.)

Combs proved he is an unflappable showman. His video screen backdrop flashed New York street scenes, historical civil rights movement footage as well as bits of performances from folks such as the Notorious B.I.G. His musical medley pumped up the enthusiasm and offered a reminder of just how he managed to build a multimillion-dollar music empire.

And the clothes. There were dark baggy jeans with matching jackets; bleached-out denims with suede patches; sequined muscle T-shirts with the images of Notorious B.I.G., Jimi Hendrix and others. There were navy pinstriped suits bearing the Sean John label as well as dress shirts and ties.

But what distinguishes this line is the fur. The models -- wrapped in pelts of every variety, shape and color -- looked like trappers stalking in from a fresh kill. Lynx trailed from beneath denim jackets; brawny shoulders were wrapped in fox stoles; a pair of fur pants hung tauntingly low on a naked torso. Indeed, fur trousers seem to be a staple in the Sean John line.

Who will want to wear these ostentatious shearlings and sheared mink bathrobe coats? Most likely those folks who aspire to the champagne-swilling lifestyle in which no person, no indulgence is farther than a beeper or cell phone call away. The point of all of this excess is to brag about new wealth, the ability to buy anything, to go anywhere, to do anything. It is a glorification of the black man as glamorous, powerful, wealthy, celebrated.

Those simple elements were cheered in overt and ironic ways. A white model offered a black power salute and another white model's torso was covered in the graffiti message "black power." Essence magazine was elevated to the front row. A rapper on the show's soundtrack asked, "Why do I call myself nigger?" just before black men stormed the runway in Wall Street banker suits, thus confronting a stereotype and deflating an epithet.

One couldn't help but marvel at the showmanship, the skill and the intelligence of Combs. Was the fashion worth applauding? Well, no, not really. Because what was truly wearable -- the jeans, trousers and suits -- wasn't particularly notable. And well, what man really wants or needs a floor-length mink kimono?

By the end of the presentation, when Combs emerged to take his bows dressed like a recent Ivy League graduate in a navy sweater pulled over a white shirt, you could at least fathom why he received a standing ovation from his admirers. Everyone else, you assume, just found the show entertaining.

The last image on Combs's screen was a quote from Maya Angelou: "You may trod me in the very dust, but still like dust I'll rise." Combs waved to the audience, hugged his mother and retreated backstage.

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STYLE FILE; FASHION & FITNESS;FALL 2001 MENSWEAR;NY fashion week Newsday (New York) February 12, 2001 Monday

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February 12, 2001 Monday ALL EDITIONS

SECTION: PART II, Pg. B10

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HEADLINE: STYLE FILE;
FASHION & FITNESS;
FALL 2001 MENSWEAR;
NY fashion week

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

BODY:

WHILE most men haven't a clue what they're going to wear tomorrow, designers have already figured out how guys will dress come fall.

Males bent on looking up-to-the- nanosecond might slip into Wall Street-worthy pinstriped suits with pocket squares-but crank up the cool quotient by adding heavy black combat boots. Or perhaps the man of style might reach for a suit in screaming green, or with enough sparkly metallic thread to light up the night.

But wait. After three days of menswear shows in and around Manhattan's Bryant Park, it's clear that fall also will usher in plenty of reality- grounded, easy styles that don't walk the wild side or scream "trend." The season brings rustic textures, be they softly constructed tweed sport jackets or the ubiquitous corduroy suit; any color as long as it's an earth tone, and cozy clothes including chunky sweaters handknit with matching scarves.

But for entertainment value, the must-see show (which plenty of people did see, since it was televised live Saturday night) belonged to Sean Combs, better known as "Puffy." Although the rap mogul's news coverage lately has had more to do with the courtroom where he's standing trial on gun-possession and bribery charges than the runway, he is the chairman and CEO of a hip-hop fashion company called Sean John (his first and middle names). Playing to an audience that included Busta Rhymes, Faith Evans, Bobby Brown, Steven Baldwin, Tina Louise and Combs lawyer Johnnie Cochran, Combs sent out business suits with combat boots and bandannas tied at the ankles, underscoring his theme of "Revolution." Make that a rich revolution, where rebels wear military dog tags studded with rhinestones. After all, when you drop nearly $1 million on a show, including $60,000 on brushed-metal invitations, it's only natural to show $28,000 genuine alligator jackets and denim shirts with inside pockets for the necessary cell phone.

"For some of the stuff, we'll see if people have the heart to wear it," said Combs backstage after his extravaganza, which included bare-chested models dripping in long mink coats. "To put some of it on, you can't be scared. You've got to have ...chutzpah."

Designer John Varvatos seems to have one foot in the world of fine tailoring and the other in rugged country looks. His chocolate tweed suits, hooded sweaters with elbow patches and antiqued leather belts coordinated with his rustic wooden runway crafted from 200-year-old floorboards from Vermont.

Touchable textures likewise fuel fall. Handknit sweaters in oatmeal shades "bring us back to traditional roots in America," said Ron Chereskin. His $150 to $350 turtlenecks and crewnecks are made individually on big looms by New York-area knitters.

The military mood isn't retreating anytime soon, judging by distressed leather bomber jackets, pea coats and BCBG's calf-high military boots- with pants tucked in. And there are still plenty of big-pocketed pants in a number of collections, meaning you don't need to rotate your cargo pants to the back of the closet yet. Also with a military feel: Varvatos' sweeping coats with 6-inch-wide cuffs replicated from a 1930s moth-eaten military coat he unearthed at a London flea market.

Designer John Bartlett likewise thinks "the most chic and elegant men's clothes come from military uniforms because the details are so functional, while the designs have authority, masculinity and power." His military-like blankets with old army stamps are worn as serapes with matching belts. In a dramatically disquieting presentation, Bartlett showed his line of combat-influenced clothes on models laid out on military cots in a barracks-like room with bleak lights.

David Chu, designing for **Nautica,** is inspired by naval notions. His yellow hooded rain jacket, a "foul-weather ocean breaker," is seaworthy yet stylish, matching his taxi-yellow laces on hiking boots.

Besides military men, the shows revealed another American archetype, the prepster. Tommy Hilfiger reprises the rugby-shirt-and-penny-loafer squadron in a collection that brings to mind that Ivy League anthem "Love Story" (which he just happened to have passed around to his design team).

Showing in a room aptly named the Education Center at the clubby Morgan Library, Hilfiger returned to his roots (well, a short stint at Cornell, anyway) with argyle sweaters and varsity jackets emblazoned with a maroon "H"-that would be for "Hilfiger," not Harvard.

Hilfiger smartly stayed the course of his $1.9-billion wholesale empire with the sort of clothes that first made him famous. "When you think of college campuses from the '70s, full of tweed blazers and shetland sweaters, people cared about the way they dressed," said Hilfiger, looking pretty preppy himself in pink shirt, striped tie, navy blazer and green cords. "Now it's so nonchalant and relaxed, it's a different world."

Just when men think they've mastered casual dressing, designers like Joseph Abboud begin predicting that the pendulum's swinging back.

"With the demise of dot-coms, the days of men thinking they would stay home making fortunes in their slippers and bathrobes are over," said Abboud. "I had lunch at the Four Seasons the other week, and it looked so refreshing to see all these power brokers and image makers observing style in dark tailored suits, crisp dress shirts and simple ties."

Abboud's "dressed-up sportswear" includes camel hair suits that look office-worthy with a same-color cashmere turtleneck. "Men shouldn't think of their suits as a suit of armor," he said. "The suit is a terrific sportswear opportunity to dress up or dress down."

You don't even have to choose between a turtleneck or a shirt and tie. If you're a fan of designer Gene Meyer, you wear both together. Scoring points for offering the latest look you didn't know you needed, Meyer layers stretch turtlenecks under dress shirts with striped neckwear. Well, it does show a spin on the regulation business uniform.

Novel fabrics, likewise, lend an update to mainstays of menswear. It takes a bit of confidence to wear one of the season's velvet jackets, a bit more to carry off a suit in cranberry satin or all-over metallic from BCBG.

When it comes to colors, there's more to fall than black and gray. Savile Row designer Ozwald Boateng, who has outfitted Mick Jagger in lime green or purple suits costing upward of $3,000, rolls out impeccably tailored British suits in a blaze of pink, orange, mustard and acid lime.

"Color is just a tool I use to revitalize something that is old and traditional," said Boateng.

GRAPHIC: 1) Newsday Photo / Bruce Gilbert - Gene Meyer's variation on the shirt-and-tie theme. 2) Newsday Photo / Bruce Gilbert - David Chu for **Nautica's** foul-weather hooded jacket. Photos by James Patrick Cooper - 3) Above, slick leather jacket with textured turtleneck by Max Azria for BCBG. 4) At right, and knit textured crewneck and scarf by Ron Chereskin. 5) From Tommy Hilfiger's collegiate collection, a down jacket with striped knit trim worn with a striped log rugby shirt and khaki pants. 6) At Sean (Puffy) Combs' Sean John show Saturday, boots complement a three-piece suit. 7) Newsday Photo/Ari Mintz - Above, John Varvatos' military-style coat was modeled after one he found in a London flea market. 8) Photo by Rover Spencer - At left, dressed-up sportswear at Joseph Abboud includes a zip-front sweater worn wit shirt and tie.

LOAD-DATE: February 12, 2001

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New York opens achingly chic Fashion Week: Hilfiger leaves ethnic look behind in favour of tradition The Vancouver Sun (British Columbia) February 13, 2001 Tuesday

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The Vancouver Sun (British Columbia)

February 13, 2001 Tuesday FINAL C EDITION

SECTION: NEWS, Pg. A12

LENGTH: 816 words

HEADLINE: New York opens achingly chic Fashion Week: Hilfiger leaves ethnic look behind in favour of tradition

BYLINE: Virginia Leeming

SOURCE: Vancouver Sun

DATELINE: NEW YORK

BODY:
Let the oohing begin. From an exhibition of Marilyn Monroe's personal belongings to All-American Boy Tommy Hilfiger's ready-to-wear show, New York's achingly chic Fashion Week got under way to a flurry of praise.

"Tommy's soooo wearable," declared Phillip Bloch, stylist to stars such as Courtney Love, Jim Carrey and Halle Berry, at the arrival of Hilfiger's signature collection and his Tommy Jeans line at The Hudson Library at 36th Street. Bloch was head to toe in Hilfiger, natch -- jeans with frayed edges and a big puffy jacket with a copper zipper, from the last collection. "I love the frayed edges. Aren't they great? It would take me years to get them like that," he giggled.

Hilfiger himself explains that the jeans range is aimed at young men with active lifestyles who board, skate, listen to music and want to express themselves as individuals. But he hopes that the jeans wearer will eventually graduate to the classic look in his sportswear line, designed for more mature, slightly more sophisticated individuals who may be married, secure, and who love classics.

After a pummelling on the market and shrinking sales, Hilfiger is leaving the ethnic look to others, while he serves up what he knows best -- classics with a twist. Using colour to punch up a look, he adds maroon stripes to grey and navy, combines navy, burgundy, tan in a layered outfit for an eye-pleasing effect.

Jim Moore of GQ, who thought it was a fantastic range, noted that Hilfiger has gone back to his roots, the all-American look he began with before branching out into the baggy clothing adopted by hip-hop kids and black urban shoppers. Orange showed up on several outfits as an accent. Of course his signature red, white and blue combos, which reflect the star-spangled banner are still in evidence. "Sometimes I think it's hard for men to accept colour, but the way he does it, it is weathered," said Moore. "It's weathered barns and Nantucket," he added, nostalgically.

Hilfiger later expanded on this East Coast theme. Where are all the colour combinations coming from, I

asked. "I love colour, so it's easy to put colour into the collection," said Hilfiger. What about the orange Hs embroidered on to the classic pants, or the little crests on another style? "That's very Nantucket, very traditional, very New England," he said, adding that people dress like that during summer in holiday resorts on the East Coast.

Asked about the reflection of his roots in the new collection, he said, "I think they (customers) want change but they are afraid to change. We have to bring them in slowly but surely to get them into a colour, a trend, a new look." Highlights of the autumn line include varsity jackets, waxed leather jackets, cargo pants, hooded jackets, T-necks, and suede shirts. Multicoloured scarves give a dashing finish.

David Chu's **Nautica** collection and Everett Hall's signature line both looked great on the runway in the tents set up at Bryant Park. Chu presented nautical-inspired looks meant for the streets, rugged styles in smooth colours. Consider ice grey and ash grey teamed with off white. Silver grey and off white with a dash of orange, stone with off white. The pieces, including hooded jackets, shearlings, wool flannel trousers, cashmere sweaters and pea coats, were ideal for any sophisticated wardrobe, but never uptight. Lots of layering shown here, too. Unbuttoned style.

Although Hall also has some unbuttoned looks -- for instance, he likes coloured T-necks with many of his broad-shouldered jackets and suits -- he excells at tailoring. Luxury is his signature, cashmere, camel hair, silk and woollens that reflect their European origins. Chalk stripes in lilac, aqua or burgundy contrasted on grey wool used in tailored pieces. Shirts or T-necks in the same colours tied the look together.

Hall's customer list includes high achievers in many walks of life; Nelson Mandela, Stephen Baldwin, Sugar Ray Leonard, and Maury Povich among others.

A trip uptown to Sotheby's famed auction house was a prefect way to finish off a day in the Big Apple. The 10th floor was devoted to display cases containing mementos sent by Marilyn Monroe to her half sisters Bernice and Mona Miracle.

It was a touching and nostalgic look at the private side of this film icon. A case of junky costume jewellery, nude calendars and signed photos of the star were reminders that her life was not just on the silver screen. Her eyelet wedding dress shown in a black and white photo with first husband James Dougherty in 1942 was long to the ankle. But the dress itself on a mannequin was cut short, to be worn again, a practical move for the not-yet-successful young woman who broke into modelling by posing for department store ads. A spectacular sequined long dress in gold reminded us of her more glittering side.

The auction on Sothebys.com ends March 1.

GRAPHIC: Color Photo: Richard Drew, Associated Press ; Designer Tommy, Hilfiger poses with models from his men's Fall 2001 collection. ;, Color Photo: Suzanne Plunkett, Associated Press ; Ariel wears a, black parka over a black turtleneck at the **Nautica** Fall 2001 fashion, show. ; Color Photo: Suzanne Plunkett, Associated Press ; ...James, wears a grey shearling coat over an off-white cashmere cardigan with, a grey wool pant.; Color Photo: Suzanne Plunkett, Associated Press ;, Ryan wears a yellow jacket over a navy sweater with a navy pant and, ...

TYPE: News

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Designers highlight comfort, ease for men this fall San Jose Mercury News February 13, 2001, Tuesday

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San Jose Mercury News

February 13, 2001, Tuesday

SECTION: LIFESTYLE

KR-ACC-NO: K3620

LENGTH: 763 words

HEADLINE: Designers highlight comfort, ease for men this fall

BYLINE: By Mary Gottschalk

BODY:
NEW YORK _ As the fall 2001 men's fashion shows wind down and the women's collections begin, it's clear there are shows about clothing and one about image.

Sean "Puffy" Combs is garnering most of the publicity, but few men are going to feel comfortable walking around in a floor-length scarf made of coyote skins, and rare is the guy willing to wear knickers made of curly lamb.

Combs, who took time out from his trial on gun possession and bribery charges to stage a show of his Sean John label, did include some suits, shirts and ties. However, the wearable clothes were overshadowed by a soundtrack filled with obscenities and racial slurs, as well as a video whose scenes ranged from civil rights protests to Combs' girlfriend, Jennifer Lopez, frolicking on the beach and massaging herself on the sand.

Combs himself skipped his usual runway look of full-length white mink coat and mounds of gold and diamond neck chains in favor of slacks and a crew-neck sweater over an open-collar white shirt.

Other designers with broader appeal are offering up clothes that are both comfortable and warm for fall. Think turtlenecks, full and easy shapes, cozy sweaters and jackets in suede, leather and fur.

In casual clothing, pants are loose, bordering on the baggy in some cases, and often in corduroy or denim. Cords come in narrow pinwales as well as more familiar widths, and are in almost every collection. Tommy Hilfiger's are in caramel and ivory, Ron Chereskin offers them in burgundy, Gene Meyer likes pearl and white, R. Scott French offers them in black and Salvatore Cesarani has them in dark aubergine.

Alternatives include wool flannels from David Chu for **Nautica** and Joseph Abboud, cotton moleskin and suede from John Varvatos, cashmere from Meyer and Everett Hall, and traditional black leather pants in several collections. Cuts are either straight or full, and many casual pants have cargo pockets or carpenter pant details.

Sweaters, particularly textured hand knits, are popular. There's a smattering of sweater vests, including some Fair Isle and plaid patterns for casual wear. Jackets are dominated by parkas, pea coats and suede shearlings, with military and motorcycle looks thrown in for good measure. Overcoats remain traditional in cut and are mainly in wool. Zippers are used on many sweaters and jackets.

Turtlenecks are plentiful in both casual and dress. With jeans, they're worn under shirts, often turning shirts into jackets. Turtlenecks are also being shown with suits, giving a casual touch while remaining professional-looking. Hall showed more of his dress suits with turtlenecks than he did with shirts and ties.

Single-breasted suits range from boxy to semi-fitted with a high gorge and some peak lapels, mostly with two and three button closures. The newest look is placket jacket fronts, hiding the buttons. For the man looking to make a real fashion statement, Hall has some placket-front suits with peak lapels and asymmetrical closures. French also offers some asymmetrical jackets and coats, which offer an almost double-breasted silhouette.

Suit pants are also cut straight and loose. The question of cuffs is about even. Cesarani cuffed every pant in his show except his cords, while Abboud cuffed none.

Suiting fabrics include traditional dark solids and pinstripes with some interesting color and pattern combinations. Hall puts a deep burgundy pinstripe on a midnight blue three-piece suit, and his glen plaid sport coat combined with houndstooth pants work beautifully because of the pattern proportions and identical navy shadings.

British designer Ozwald Boateng, showing his Bespoke Couture label for the first time here, makes dramatic color statements with a lime-green suit with purple besom pocket trim and purple elbow patches on an orange jacket. For men too shy for such bold statements, Boateng also has impeccably tailored suits in dark tones. One of his fans is actor Dylan McDermott, who wears his suits on "The Practice" and attended the show.

Meyer, known for his creativity with color, also takes a flashy turn with lime-green cracked leather in a choice of blazer or pants, which he wisely did not combine on the runway. At BCBG, Azria infused cranberry wool blazers and jackets with sparkling lurex threads.

The overall message here, though, is one of reality. His observation was in keeping with what the designers themselves are saying.

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THE WORD ON MEN'S FALL FASHION: NECK AND NECK Buffalo News (New York) February 14, 2001, Wednesday, FINAL EDITION

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Buffalo News (New York)

February 14, 2001, Wednesday, FINAL EDITION

SECTION: LIFESTYLES, Pg. 1D

LENGTH: 917 words

HEADLINE: THE WORD ON MEN'S FALL FASHION: NECK AND NECK

BYLINE: SUSAN MARTIN; News Style Writer

DATELINE: NEW YORK

BODY:
Leather pants with tuxedo jackets. Shirts and ties layered under soft-collar shirts. Velvet suits with a suggestion of shine.

And turtlenecks, turtlenecks, turtlenecks.

Oh, what the fashionable fellow will be wearing next fall.

It's Fashion Week in the Big Apple, and the clothing world is looking ahead to September. It's all part of the semiannual unveiling here of designer collections, beginning last Thursday with men's wear and ending Friday with the last women's show.

This year's nine-day fashion extravaganza, named Mercedes-Benz Fashion Week after its title sponsor, features more than 90 shows staged primarily by American designers but also by talents from Russia, Finland and elsewhere.

While some designers prefer to unveil their collections in their showrooms or other spots around Manhattan, the majority of shows are scheduled almost hourly in one of four tents put up in a patch of green known as Bryant Park, a short walk from Times Square.

Many names are familiar - Ron Chereskin, **Nautica,** Ralph Lauren, Diane von Furstenburg, Betsey Johnson - while others are new to the scene.

And what a scene it is, with hundreds of retailers and media gathered here from around the world to track the trends as well as celebrities and VIPS with fashion on their minds.

The men's shows ran through the weekend, with the fashion world's equivalent to the Super Bowl occurring Saturday night.

That's when rapper Sean "Puffy" Combs unveiled the collection he calls Sean John. No standard fare here.

Picture mink-lined ostrich coats; "sand-blasted" five-pocket jeans; curly lamb cut-offs worn over black thermal long johns, and black combat boots anchoring everything from bleached denims to pinstriped suits.

Media hype was heightened by the fact that Combs is currently on trial here on gun possession and bribery charges from a 1999 shooting at a Manhattan nightclub. His lawyer, Johnnie L. Cochran Jr. of O.J. Simpson trial fame, sat in the front row of the show.

Not that Cochran might appear anytime soon wearing Combs' mink vest with corduroy cargo pants.

"I saw a couple suits I could wear," said Cochran, when asked after the show if he would wear any of his client's creations.

Before he could be questioned about whether or not he would wear them with combat boots, however, he was ushered backstage.

But while many of the outfits seen here are designed more for theater than real life, Fashion Week sets the tone - and the trends - for things to come.

The main message for men: Give those khakis a rest. It's time to dress up again.

But don't panic. As **Nautica** designer David Chu wrote in his program notes: "This does not mean uncomfortable and staid."

It does mean the continued fusion between tailored clothing and sportswear and a few new ideas about how men can pull themselves together for work or play.

The colors to watch for: Orange, in varying degrees from bright to russet. Olive, plum, cranberry and burgundy also made strong showings.

The must-have piece for fall: The turtleneck, from fine-gauge for under jackets to chunky to wear solo with trousers.

The comeback suit: Double-breasted.

And the comeback accessory: The necktie.

That's right, the tie. Although many men were unaware of its endangered species status, the fashion world has been talking about the tie's demise for years.

Now, designers are showing it again - but in more casual ways.

"The tie is back. We don't want to lose the tie from men's wardrobes. We don't have that many things to begin with," said designer Joseph Abboud, who mingled with reporters during his informal fashion presentation.

Abboud added a wool knit tie to an olive cotton shirt, zip-front cardigan and flannel trousers, for example.

He also showed a black and gray wool knit with a gray pinstriped shirt, charcoal wool trousers and a black leather jacket.

Veteran designer Salvatore J. Cesarani had another approach: He layered a shirt and tie under a soft-collar shirt and sportcoat, combining muted windowpanes, tartans, checks and stripes from the season's popular plum and olive palette.

"I want to see the tie come back. There's a need for it. I don't want men to forget formality. I showed a whole age group (of models) up here; there is a flexibility to these clothes - by the way the wearer does it," said Cesarani, after his fashion show.

As mentioned, turtlenecks are everywhere from sporty (Tommy Hilfiger's thin-striped turtleneck under rugby shirt) to dressy (**Nautica's** orange turtleneck under suit).

Leather showed up in new ways as well, from trims and accents to innovative looks in evening wear. Ron Chereskin paired black leather pants with a black crepe tuxedo jacket - complete with white tuxedo shirt - and also reversed the look by pairing a burgundy patent leather tuxedo jacket with black tuxedo pants.

Notable, too, was designers' use of fabrics with varying degrees of shine. Chereskin showed a shiny olive velvet suit. BCBG's men's collection included Lurex trousers and satin jackets. And a designer known as R. Scott French used the same sparkle suiting fabric for men's tuxedo jackets and trousers as he did for women's evening dresses.

Talk about his-and-her fashion!

TOP 10 TRENDS for men Turtlenecks, dressy and casual Corduroy pants Fabrics with shine Orange, all shades Plum and burgundy Olive and moss green Three-quarter-length jackets Casual ties Long hair (think Fabio), or shaved heads Double-breasted suits

GRAPHIC: Sean "Puffy" Combs' new collection features a mink-lined ostrich coat.; Sean "Puffy" Combs, above, took time to direct models wearing his Sean John line of clothing. Turtlenecks, like the one from **Nautica,** left, were worn with suits. **Nautica** also showed off a bick parka, below.

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MTV strikes Nautica Jeans deal Marketing Week February 15, 2001

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Marketing Week

February 15, 2001

SECTION: Pg. 9

LENGTH: 271 words

HEADLINE: MTV strikes **Nautica** Jeans deal

BODY:
MTV UK & Ireland has signed a 12-month deal with US menswear brand **Nautica** Jeans, to create MTV-branded merchandise, including jeans and jackets.

Nautica Jeans is also expected to open its first standalone store in London in early April, with a view to rolling out a chain of stores across the UK.

The deal, understood to be worth up to GBP 1m, forms part of **Nautica** Jeans' through-the-line sponsorship of MTV UK & Ireland's live music shows and events.

The partnership will result in the company sponsoring MTV Live - an hour-long programme that is broadcast every Monday evening at 11pm.

The sponsorship of MTV Live, which will begin later this month, will coincide with the **Nautica** Jeans' retail launch in the UK next month. The co-branded merchandise will be rolled out at the start of the second quarter.

This is also the first time that **Nautica** Jeans has included TV sponsorship in its marketing strategy.

The sponsorship will be advertised at five special MTV Live concerts across the UK over the next 12 months. **Nautica** Jeans will launch promotions in its UK stores, offering customers the chance to win VIP tickets to the MTV events.

Nautica Jeans general manager April Singer says: "By launching **Nautica** Jeans in the UK we are looking for brand awareness, but also credibility and acceptance from our most likely consumers. Music, fashion and brands all influence young adults, and this sponsorship will allow us to tap into the hearts of these genres."

An online campaign on the mtv.co.uk and nauticajeans.co.uk websites will also be launched, as part of the sponsorship deal.

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Source: News & Business > Combined Sources > News, All (English, Full Text)

Nautica Enterprises, Inc. to Speak At Bear Stearns Retail & Apparel Conference Business Wire February 22, 2001, Thursday

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February 22, 2001, Thursday

DISTRIBUTION: Business Editors

LENGTH: 219 words

HEADLINE: **Nautica** Enterprises, Inc. to Speak At Bear Stearns Retail & Apparel Conference

DATELINE: NEW YORK, Feb. 22, 2001

BODY:
Nautica Enterprises, Inc. (NASDAQ:NAUT) today announced that Harvey Sanders, President and Chief Executive Officer, and Wayne Marino, Chief Financial Officer, will deliver a presentation on behalf of the Company at the Bear Stearns Retail & Apparel Conference. The presentation is scheduled for Monday, February 26, 2001 at 9:00 a.m. Eastern Time at the Hotel Intercontinental in New York.

The audio portion of the presentation will be webcast live and archived for a period of 3 months and is available to the general public. To access the audio portion of the presentation, log onto http://www.bearstearns.com/conferences/retail. The powerpoint presentation can be accessed on the Company's web site at http://www.**Nautica**.com.

Nautica Enterprises, Inc. (NASDAQ:NAUT), through its subsidiaries, 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.

CONTACT: FOR: **Nautica** Enterprises, Inc.
Wayne Marino, Chief Financial Officer, 212/541-5757
or
Morgen-Walke Associates
Investor Relations:
Shannon Froehlich/Natasha Boyden/Priya Akhoury
Media Relations:
Michael McMullan/Eileen King
212/850-5600

URL: http://www.businesswire.com

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WHY NAUTICA IS ZIPPING RIGHT UP Business Week February 26, 2001

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Business Week

February 26, 2001

SECTION: BUSINESSWEEK INVESTOR; Inside Wall Street; Number 3721; Pg. 125

LENGTH: 222 words

HEADLINE: WHY **NAUTICA** IS ZIPPING RIGHT UP

BYLINE: By Gene G. Marcial

BODY:
For a company that makes mostly-for-men classic apparel, **Nautica** Enterprises (NAUT) is exuding uncommon flair -- on Wall Street, that is. Its shares have been on fire, climbing from 8 in June to 18 on Feb. 14. The Street is catching on that **Nautica's** look isn't fashion-sensitive or faddish, observes Gene Fox of Cardinal Capital Management. "**Nautica** makes clothes that appeal to a wide range of people," says Fox, whose firm has accumulated 400,000 shares. **Nautica** promotes an active, outdoor image for its brand, says Fox. Helping lift the stock is a switch in market sentiment: Investors have fresh eyes for lower-valued stocks -- and for consumer cyclicals that respond well to Fed rate cuts, says Janet Kloppenburg of Robertson Stephens, who rates **Nautica** a buy, with a 12-month target of 24.

Expected to boost 2001 sales is **Nautica's** John Varvatos unit, a more pricey menswear line that's doing well in test markets. "It should add a lot to **Nautica's** earnings," says Fox. Varvatos is something **Nautica** has developed along with other new products to widen its demographic appeal, says CEO Harvey Sanders. The Varvatos line is selling at upscale stores such as Bergdorf Goodman, he says. **Nautica,** which posted earnings of $ 1.26 a share in 2000, should earn $ 1.37 this year and $ 1.47 next, figures Kloppenburg.
URL: http://www.businessweek.com/index.html

GRAPHIC: Illustration: Chart: UNCOMMON FLAIR CHARTS BY ERIC HOFFMANN/BW

LOAD-DATE: February 22, 2001

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UNILEVER EXPANDS; Unilever Cosmetics International ; Brief Article Soap & Cosmetics March 1, 2001

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March 1, 2001

SECTION: No. 3, Vol. 77; Pg. 46 ; ISSN: 1523-9225

IAC-ACC-NO: 73836037

LENGTH: 144 words

HEADLINE: UNILEVER EXPANDS; Unilever Cosmetics International ; Brief Article

BODY:
Unilever Cosmetics International (UCI) announced a new board-level executive structure to support its rapid expansion. UCI now includes Calvin Klein Cosmetics, the Unilever Prestige brands, which includes **Nautica,** Vera Wang, BCBG and Max Azria and European Designer Fragrances which manage the fragrance collections of Lagerfeld, Chloe, Cerutti, and Valentino. Paulanne Mancuso, president and CEO of UCI noted, "this executive structure has been designed to respond to the business environment and support our newly expanded portfolio." The structure has three new units; business units, responsible for sales and profit across all brands in their respective markets; global marketing units, responsible for product development and marketing for their specific brands; and corporate units, which manage support functions across the entire organization.

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HOUSE OF STYLE Essence March, 2001

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Essence

March, 2001

SECTION: LIFESTYLE; Home; Pg. 76

LENGTH: 568 words

HEADLINE: HOUSE OF STYLE

BYLINE: BY JORGE ARANGO

HIGHLIGHT:
Top designers bring fashion from the runway into the home

BODY:
Donna Karan, an early fashion pioneer in the field of home design, began with basic candles (top left) and home fragrances and has quickly moved on to bedding, baskets, towels and other goods. Candles will remain a big feature, but this spring will also see the first major release of her new line of bath products, pillows and sheets. These will be showing up at major department stores such as Bloomingdale's, Macy's and Marshall Field's. Like her clothes, they display her predilection for vibrant colors. She's also been planning a chain of home stores, something that looks more likely now with the infusion of cash from the recent purchase of her company by Louis Vuitton.

Joseph Abboud, primarily a menswear designer, has also leaped into home furnishings with a look that mirrors his fashions. Monochromatic schemes with attention to interesting textures and weaves are as important in his plush bath towels (middle) as they are in an Abboud jacket or slacks. The designer may be a new player in home decor, but his plans are no less ambitious for that fact. He has launched lines of decorative fabrics, floor and wall coverings, tabletop, bedding and even a plush mattress.

Nautica, the fashion house that David Chu built, is quickly evolving into a complete lifestyle brand name with apparel and fashion accessories, fragrances, bedding, china, glassware, wall coverings and more. What interests Chu most has always been an exotic multiculturalism. Asian simplicity informs his designs for dinnerware manufacturer Pfaltzgraff, which include his Island Shore collection of stoneware, glazed in cool hues of mossgreen, pool-blue and sand (left).

Calvin Klein is known for impeccably tailored lines, simply classic patterns and a minimum of glitz. So why should his home designs be any different? His bedding, which includes Window Pane for The Khaki Collection (left), is crisp and fitted, combining grid and plaid patterns with no-nonsense, canvas-colored sheets for a luxurious contemporary look.

Versace is all about over-the-top Italianate splendor. Where Calvin or Abboud keep it cool and simple, Versace explodes with complex patterns and an abundance of neoclassical motifs. Typical examples are Donatella Versace's Marqueterie porcelain china for Rosenthal and Gianni's signature Medusa flatware (inset left), which comes in both silver- and gold-plated finishes. *Bellisima!*

Ralph Lauren is a ubiquitous presence in the forum of home couture and is arguably the most prodigious of the fashion designers to delve into this area of style. He has worked in practically every conceivable design

vernacular, including Southwest, Spanish, Art Deco, American Colonial and Chinese. For his new Irish Coast collection, Lauren draws inspiration from the Emerald Isle with this china hutch (left). The fluted pilasters give it a classical profile, yet the hand-waxed finish on the glass doors and the use of pine impart a comfortable informality.

Tommy Hilfiger may be best known for his distinctive flag logo and goods in a red-white-blue-and-khaki color scheme, but that's not where his head was when he designed his Dune Road bed (bottom, left). Instead, he took his cue from the bright atmosphere of summer in the Hamptons, New York's upper-crust beachside playground. Gingham and florals in blue and yellow are a frilly complement to his trademark preppie style.

GRAPHIC: Photos 1 through 7, no caption, ALL PHOTOS COURTESY OF MANUFACTURERS

LOAD-DATE: February 28, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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going wide The Dallas Morning News March 1, 2001, Thursday

Copyright 2001 The Dallas Morning News
The Dallas Morning News

March 1, 2001, Thursday THIRD EDITION

SECTION: TEXAS LIVING; Pg. 3C

LENGTH: 69 words

HEADLINE: going wide

BODY:
Roomy, relaxed, natural: Wide legs are a signal that menswear, from suits to sportswear, is loosening up and snug synthetics are starting to wane

Trousers are still tailored, but there's a definite billow to the leg; flared is too far

Denim does it, too - the season's wide-leg jeans look good topped with cabled or cardigan sweaters

Pattern gets some play - think loose-leg, windowpane-check pants

GRAPHIC: PHOTO(S): 1. SEAN JOHN. 2. GENE MEYER. 3. EVERETT HALL. 4. **NAUTICA.** 5. JOHN VARVATORS.

LOAD-DATE: March 2, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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Date/Time: Monday, May 1, 2006 - 11:35 PM EDT

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FALL 2001 COLLECTIONS: USA. Children's Business March 1, 2001

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Children's Business

March 1, 2001

SECTION: No. 3, Vol. 16; Pg. 66 ; ISSN: 0884-2280

IAC-ACC-NO: 72051855

LENGTH: 328 words

HEADLINE: FALL 2001 COLLECTIONS: USA.

BYLINE: Johnson, Lynda M.; Wright, Rashida

BODY:
LIZ CLAIBORNE

THE LOOK: Cool, modern dresswear. This season you'll find dressy polyester/rayon bottoms, printed textured woven tops, fine gauge acrylic knit sweater vests and suit separates in classic black, beige and camel.

SIZE RANGE: 4-20

PRICE POINTS: $ 7-$ 40

THE CONTACT: Dan George 212-868-7920

DKNY KIDS

THE LOOK: An urban fashion fantasy Everything from the jeans, mini skirts and motorcycle jackets in leather and faux suede to the novelty letter sweatshirts with scarf-trim ties have a hip sensibility

SIZE RANGE: Girls 0-16

PRICE POINTS: $ 10-$ 100

THE CONTACT: Karen Hilton 1-877-DKNY KID

BETSEY JOHNSON

THE LOOK: Classic Betsey Johnson. Florals, funky geometrics and animal prints show up on silks, taffeta and cotton jersey The biggest news in girls' this season is coordinated sportswear accented by faux fur coats.

SIZE RANGE: 7-14

PRICE POINTS: $ 24-$ 69

THE CONTACT: Lauren Angowitz 212-244-0843

TOMMY HILFIGER

THE LOOK: Ivy League Cool, This season look for lots of denim, fleece and corduroy mixed with traditional tartans in classic color combos and silhouettes.

SIZE RANGE: 0-20 (boys), 0-16 (girls)

PRICE POINTS: $ 7-$ 30

THE CONTACT: Todd Howard 212-840-8888

RALPH LAUREN

THE LOOK: Preppy Chic. This season sweaters are paired with tailored shirts and corduroy pants for both boys and girls, In a twist on tradition, classic plaids, stripes, colorblocking and Fair Isle motifs, are given impact when teamed with forward suede and leather pieces.

SIZE RANGE: 0-20 (boys), 0-16 (girls)

PRICE POINTS: $ 5-$ 150

THE CONTACT: Anthony Sala 212-564-5925

NAUTICA BY DAVID CHU

THE LOOK: Active. David Chu stays true to his active past, pairing tops and bottoms in high-tech performance fabrics with denim and woven cotton separates for a clean, sophisticated sporty look.

SIZE RANGE: 4-20

PRICE POINTS: $ 8-$ 55

THE CONTACT: Anthony Finamore 212-563-1010

IAC-CREATE-DATE: March 22, 2001

LOAD-DATE: March 23, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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Nautica in Spain tries on Etherington Mas Design Week March 2, 2001

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Design Week

March 2, 2001

SECTION: Pg. 7

LENGTH: 118 words

HEADLINE: **Nautica** in Spain tries on Etherington Mas

BODY:
Etherington Mas Associates is helping to launch US fashion brand **Nautica** in the Spanish market for a fee of "around GBP 90 000", according to EMA founding partner Tim Etherington.

The consultancy will apply the interior retail concept, brand identity, graphics, lighting and furnishings to two stores in Marbella and Palma de Mallorca, which are expected to open in March.

"The idea is to keep the integrity of the **Nautica** brand that exists in the US. It's very American and is better launched as a US brand (rather than) trying to give it a Spanish feel," says Etherington.

EMA will work on brand implementation for further stores in Spain later in the year, claims the consultancy.

LOAD-DATE: March 5, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)

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OLYMPIC MEDALISTS WANT BACARDI CUP, TOO The Miami Herald March 4, 2001 Sunday FINAL EDITION

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The Miami Herald
Found on Miami.com
The Miami Herald

March 4, 2001 Sunday FINAL EDITION

SECTION: SPORTS; Pg. 9C

LENGTH: 327 words

HEADLINE: OLYMPIC MEDALISTS WANT BACARDI CUP, TOO

BYLINE: SUSAN COCKING, scocking@herald.com

BODY:
Of the 85 international teams expected to start the 74th Bacardi Cup Star-Class Regatta at noon today, one has nothing left to prove.

Skipper Mark Reynolds, 45, of San Diego and crew Magnus Liljedahl, 46, of Coral Gables sail into Biscayne Bay on the crest of a wave few sailors experience in their careers, much less in one year.

The team won the gold medal in the Star class in the Olympic regatta at Sydney, Australia, last summer. They topped a fleet of 112 boats in the 2000 **Nautica** Star World Championship. And they shared the Rolex Yachtsman of the Year Award.

But both still want to win the Bacardi Cup - Liljedahl for the fourth time and Reynolds for the seventh.

"I always look forward to it, even though it's the year after the Olympics," Reynolds said. "It's good competition, great racing. Olympic year or not, it's a race everybody wants to do."

The two climbed into their 22-foot Star keelboat Saturday for their first sail together in a month. Reynolds spent part of last week coaching the crew of Pegasus, a Farr 40 competing in the Acura SORC off Miami Beach. Liljedahl, a yacht broker in Fort Lauderdale, was busy looking for a new home and photographing boats.

"This is an off-year, so you can get away with a little less effort," Liljedahl said. "We still have a lot more time in the boat than the others do. I don't think anyone coming to the starting line has done more than us. It would be almost unfair for us to practice in the boat for a couple of weeks."

Starting at noon each day, sailors will compete in one race daily through Friday over a 10.5-mile Biscayne Bay course.

The team with the best finishes in five of six races will win the 2001 Trofeo Bacardi, a heavy silver cup filled with rum.

Last year's winners were Canadians Ross Macdonald and Kai Bjorn - their second consecutive win and fourth overall.

"Bacardi puts on a show," Liljedahl said. "And we hope they'll keep it going forever and ever."

NOTES: OUTDOORS

LOAD-DATE: November 5, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
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Regatta set for Sunday The Miami Herald March 4, 2001, Sunday

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Knight Ridder/Tribune News Service
The Miami Herald

March 4, 2001, Sunday

SECTION: SPORTS

KR-ACC-NO: K4067

LENGTH: 346 words

HEADLINE: Regatta set for Sunday

BYLINE: By Susan Cocking

BODY:
MIAMI _ Of the 85 international teams expected to start the 74th Bacardi Cup Star-Class Regatta at noon Sunday, one has nothing left to prove.

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JOURNAL-CODE: MI

LOAD-DATE: March 4, 2001

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THE OPTICAL ZONE THE BEST IN EYE CARE AND WEAR The Gleaner March 7, 2001

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Global News Wire
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The Gleaner

March 7, 2001

LENGTH: 279 words

HEADLINE: THE OPTICAL ZONE THE BEST IN EYE CARE AND WEAR

BODY:
THE OPTICAL Zone, located at Shop 14, York Plaza offers a comprehensiverange of products and services for testing and meeting your needs for eye care. Their thorough eye examinations include tests for glaucoma, cataracts and other common complaints.

According to Ian Lawson, manager of The Optical Zone, We specialise in contact lenses. Therefore, patients can access all types of contact lenses whether hard, soft, disposable, coloured or clear. We also store solutions that complement the sale of these products.

Additionally, customers can get minor repairs oen frames and auxiliary parts for their eye wear at the store. Top designers such as Giorgio Armani, Tuscany, Sophia Loren and **Nautica** are featured in the convenient dispensary, which has hundreds of frames.

After being examined by the doctor, patients are then passed on to a customer representative who patiently helps to outfit him/her with the right frame to suit their features.

Mr. Lawson seems particularly proud of the service offered by his staff. We offer personalised service and erven special discounts to all teachers and students within the country, he remarked.

We also have a short time turn-around time (on average three to four days) between order and down payment and collection of prescription glasses, Mr. Lawson added. There is also a same day or next day express service for an additional fee.

The Optical Zone, is striving to offer the best in eye care and wear for the

diverse Jamaican market. They stick very closely to the appointment schedule, soa there is no long waiting period before the fashionable glasses or contact lenses you desire are finally yours.

JOURNAL-CODE: WGLE

LOAD-DATE: March 19, 2001

BRANDS' NEW PLAN: UNDERCOVER; athletic sportswear companies, marketing strategies WWD March 8, 2001

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WWD

March 8, 2001

SECTION: Pg. 12 ; ISSN: 0149-5380

IAC-ACC-NO: 71629803

LENGTH: 1126 words

HEADLINE: BRANDS' NEW PLAN: UNDERCOVER; athletic sportswear companies, marketing strategies

BYLINE: Feitelberg, Rosemary

BODY:
NEW YORK -- Athletic companies are trying to show teens they know what's up.

In an effort to be more in the know and less in your face, activewear makers are brushing up their images with a low-key approach. The aim, of course, is to attract ever-fickle teenagers who are less interested in labels than their elders are.

In other words, "Kids don't like to be walking billboards," said John Shanley, senior vice president of First Security Van Kasper.

Action sports brand Vans earns high marks from him for making a point of not using its brand name distinctively in advertising and marketing. Quiksilver, which hasn't lost its edge despite the tidal wave of surf-inspired brands, also picked up an honorable mention from Shanley.

On the other hand, Nike and Reebok have been too heavy-handed with their sport-specific marketing featuring high-profile athletes, executives said. That strategy does not compute with the kids in the skateboard park or riding BMX bikes, who favor individualism instead of team sports, they added. Playing up a lifestyle instead of a brand is more in sync with Gen Yers' mind-set, Shanley said.

"Retailers are really fostering the change, by asking manufacturers to be less obvious. Teenagers don't want overplayed logos on their apparel or shoes," Shanley said. "What they're really doing is taking a potshot at the Nikes of the world that believe the brand name is first and the product and lifestyle are secondary."

Through a new three-year deal, NBC Sports will air the Vans Triple Crown Series, an action sports competition, for the first time. This year, 10 hour-long programs are scheduled to run from May through the end of December. The event will feature skateboarding, wakeboarding, surfing, snowboarding, BMX, freestyle motocross and supercross.

Vans solidified its ties to the birth of skateboarding, when the documentary "Dogtown and Z-Boys" picked up two awards at this year's Sundance Film Festival. Stacy Peralta, the film's director who won the

Documentary Director Award, used to be a Vans-sponsored athlete. Vans helped finance the film.

Sean Penn -- who's character Jeff Spicoli in "Fast Times at Ridgemont High" was known for his black-and-white checkered Vans sneakers, as well as his classroom pizza deliveries -- narrated the film. Peralta's reaction to the documentary's success echoes Vans commitment to the formerly outcast action sports market.

"I am completely blown away by the audience's response to the culture we presented in the film," she said. "Here we were, a bunch of losers that stuck to what we believed in, and are getting rewarded for it down the road."

Gary Schoenfeld, president and chief executive officer of Vans, said the company's support of the film "further distinguishes its unique heritage."

When working on its debut apparel line, Salomon designers opted for embossed and tonal logos placement, said Lisa Vinciguerra, apparel category manager. The collection ships to stores this fall.

"The idea was not to scream Salomon," she said. "We wanted it to be a discovery. When someone says, 'Nice jacket,' they can say, 'Oh, it's Salomon.'"

Big mountain skier Jonas Soderqvist, a Salomon-sponsored athlete, said his friends seek items they can wear walking down the street or right off the hill. He also said several people have approached him and said, "Where did you get that? It's sweet."

Janet Freeman, co-owner of Betty Rides, a snowboard label, said the best way to be cool is to be true to your brand.

"There is no strategy to being cool here," she said. "We advertise in snowboard magazines. That's it. We're a small company. We do what we do. Small, independent ski stores are the backbone of our company."

Freeman speculated that Nike's decision to pour millions of dollars into athlete sponsorships and hefty advertising budgets has come back to "haunt" them in the form of consumer backlash.

The real trick is to appeal to women on different levels, since they have such varied interests.

Emily, a label produced by San Francisco-based Cosmic Debris, is popular with skate shops and goth shops, said Matt Reed, co-founder. The latter refers to stores that specialize in gothic-type apparel such as drapy black skirts and long velvet coats. Emily, an image of a brooding dark-haired girl who favors black and has a posse of cats, is imprinted on T-shirts with such sayings as "Disobey," "Problem Child," "I Want You to Leave Me Alone," and "Be All You Can't Be."

Skateboarders, snowboarders, surfers and other action sports athletes relate to that attitude, since they enjoy what used to be sports dominated by boys, Reed said.

"Emily represents this attitude lifestyle that can't be pigeonholed," he said. "That appeals to girls, not just skaters and goth girls."

Emily stands to gain more fans once Chronicle Books publishes an "Emily" book in August. Miramax Films initially approached Cosmic Debris about making an Emily action film, but Reed insisted on an animated one, so talks fell apart, he said.

For back-to-school, Hot Topic will run a major program with Emily, plugging the apparel, accessories and new book.

A few seasons back, New Balance followed the recommendation of a buyer from The Sports Authority and scaled back its logo placement and the reception has been "terrific," said Judson Van Corps, apparel

product manager for New Balance. The company expects women's apparel sales to increase by 150 percent this year, he said.

"Consumers didn't want to be screaming a brand name," he said.

When its used, the New Balance logo is about two inches instead of three. The use of heat-applied reflective logos or embroidered ones lend themselves to smaller sizes, Van Corps said.

In addition, women are wearing more revealing single-layer items like bra tops and tanks to work out, and they don't want logos that draw attention to their chests or hips, he added.

Even **Nautica** has taken a more low-key approach with logos on its **Nautica** Blue swimwear. For the first time this year, the company designed an image of a sailboat to use on the line. Tonal logos are also used more prominently instead of on the brand's name.

Lynn Koplin, president of swimwear firm Apparel Ventures, the maker of **Nautica** licensed swimwear, said, "It's a little more understated. We don't want to blast the name on anyone."

Deemphasizing logos makes sense, since most teens shop for fashion first, according to Kevin Umeh, president of Element, an online service that tracks teen trends.

"If you're not on trend, you're losing the battle and no amount of advertising or marketing will compensate for that," he said. "Teenagers have their own style and they want to own it."

IAC-CREATE-DATE: March 15, 2001

LOAD-DATE: March 16, 2001

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Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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ZIPPERS TORONTO The Toronto Star March 8, 2001, Thursday, Edition 1

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The Toronto Star

March 8, 2001, Thursday, Edition 1

SECTION: LIFE

LENGTH: 640 words

HEADLINE: ZIPPERS TORONTO

BODY:

Canadian police seized $800,000 worth of clothing this week with counterfeit Tommy Hilfiger, Calvin Klein and other designer labels at the stores of Cohoes, a Quebec retail chain.

The Royal Canadian Mounted Police said more than 9,000 articles of clothing from Cohoes stores in Montreal, Trois Rivieres and a warehouse were examined by experts from Tommy Hilfiger, Chaps Ralph Lauren, Calvin Klein, Nike , Timberland, Levi's, **Nautica,** Gap, Old Navy and Banana Republic. Cohoes president of operations, Ami Kaminsky, said he was troubled by the seizures and denied he knew that the chain, founded in 1980, was knowingly selling counterfeit goods.

Kaminsky is co-operating with the Mounties, who are investigating Cohoes' suppliers, police Sergeant Gilles Blanchet said.

The maximum penalty for forging trademarks in Canada is a fine of $1 million and/or five years in jail.

DESIGNER'S WEB SITE HONOURED A Canadian fashion designer's Web site finished among the top five finalists in the e-commerce division of the prestigious Flash Film Festival, held in San Francisco on Feb. 12.

Minimidimaxi - The Canadian Fashion Stage, created the site for Toronto fashion designer Ula Zukowska. Minimidimaxi (minimidimaxi.com) is an electronic marketplace for Canada's dynamic fashion and apparel industry.

The festival competition and gala held during "Flash Forward 2001" conference honoured the best creative work on the Web using the well-known Flash animation software. A jury of top Flash designers and developers chose Zukowska's site www.ula2.com from more than 1,500 nominations.

Zukowska's fall/winter 2001 collection fashion show and Ula2 furniture will be showcased at 2 p.m. on March 21 at the Bata Shoe Museum.

A multimedia presentation, prepared by Minimidimaxi, will feature highlights of the ula2.com Web site. To attend RSVP by March 20 to 416- 348- 3007.

DIGGING FOR A DIAMOND? According to Canadian jewellers, fancy shaped diamonds are increasing in popularity as women seek a twist on the classic solitaire. Here's a list of diamond shapes and what they apparently say about the woman who wears them.

Round: The stone of choice of an empathetic dependable woman whose first priority is always her husband, children and family.

Marquise: Women attracted to the marquise are sexy, outgoing, impulsive and zestful with a passion for life's challenges. This oblong stone's pointy ends indicate a sharp temper.

Square: A woman drawn to the clean lines of the princess or emerald cut, is an efficient leader who is disciplined and highly organized, if not a little stubborn.

Oval: The choice of the individualistic and creative woman who is at her best when employing her artistic talents. She is organized and disciplined and not afraid to let loose and show her wild side.

Pear: The woman who sports the tear-drop pear is an adventurous, gregarious type, who likes to be liked and has a wide circle of friends and acquaintances. Once community and social obligations have been met, she likes to unwind in the comfort of home.

London

LOPEZ CLOTHING LINE Jennifer Lopez is planning to follow in the footsteps of her ex-boyfriend Puff Daddy, aka Sean Combs, by moving into fashion design, Vogue UK reports.

The curvy Latina singer, whose plunging forays into the fashion world have more than once landed her on the front pages, (most notably when she wore that Versace dress to last year's Grammy Awards), has hooked up with Andy Hilfiger, to launch her latest project. Andy, younger brother to all-American style maker Tommy, has engaged Lopez to create a line of women's clothing for his new company, Music Entertainment Fashion Inc. He is hoping to clinch some of the hip young things who were once such fans of his brother.

LOAD-DATE: March 8, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)

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CURE BY THE SHORE BEGINS WITH AUCTION; Brief Article WWD March 12, 2001

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March 12, 2001

SECTION: Pg. 23 ; ISSN: 0149-5380

IAC-ACC-NO: 72509853

LENGTH: 289 words

HEADLINE: CURE BY THE SHORE BEGINS WITH AUCTION; Brief Article

BYLINE: Hessen, Wendy

BODY:
NEW YORK -- Lilly Tartikoff may have been stranded in Los Angeles, but about 200 accessories executives managed to get to one of the few events that wasn't canceled because of last week's snowstorm that wasn't.

They braved the inclement weather to kick off QVC's fourth annual "Cure by the Shore," scheduled to air live from Monte Carlo on the TV shopping channel on May 19. The sale benefits the National Women's Cancer Research Alliance, which was cofounded in 1997 by Tartikoff and the Entertainment Industry Foundation to support leading-edge research in early diagnosis and treatment of all women's cancers.

In its capacity as the event's major benefactor this year, Marchon Eyewear joined forces with the Accessories Council and the Monaco tourist board to host the kick-off party. At least part of the reason for the strong turnout could be attributed to all the designer merchandise available for purchase through a silent auction.

While a pair of acrobats performed overhead in Marchon's penthouse showroom, guests bid on 24 lots, including luggage from Fendi, Prada and Lambertson Truex; handbags and accessories from Chanel, Christian Dior, Louis Vuitton and Cartier; store gift certificates from Calvin Klein, Donna Karan, Nike, **Nautica** and Manolo Blahnik; lunch for two at Alain Ducasse; four nights for two in Monte Carlo; a pair of Knicks tickets, and a full day at the Avon spa.

The top-selling item, and one of the biggest bargains for the evening, was also one of the most unusual offerings: a full-page ad from Departures magazine, valued at $ 49,500, was sold for $ 14,000, according to an Accessories Council spokeswoman, who noted that the auction raised a total of $ 29,000 for the NWCRA.

IAC-CREATE-DATE: March 30, 2001

LOAD-DATE: March 31, 2001

RAINBOW raingear Rochester Democrat and Chronicle March 12, 2001 Monday

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Rochester Democrat and Chronicle

March 12, 2001 Monday

SECTION: ROCHESTER LIVING; Pg. 1C

LENGTH: 595 words

HEADLINE: RAINBOW raingear

BYLINE: Robin L. Flanigan, Staff

BODY:
New colors in coats, hats and umbrellas are sure to brighten a soggy day

BY STAFF WRITER

ROBIN L. FLANIGAN

April's inevitable showers may not be the best pick-me-up after months of bitter-cold temperatures and recent heavy snowfalls.

But at least this spring's rain gear comes in refreshingly vibrant colors and playful designs.

Bold, tropical palettes cover coats, hats and umbrellas modeled after the latest clothing styles. Even rugged, waterproof wear at Henrietta's Eastern Mountain Sports, which specializes in outdoor outfits, come in citrus, kiwi and Bali blue.

While single shades are shocking enough for many Rochesterians used to winter whites and grays, less-conservative shoppers are drawn to a cacophony of color in geometric patterns.

"We're seeing very retro, very graphic, '60s and '70s types of prints," says Ann Headley, director of product development at Totes Isotoner, which makes weather-related accessories. "It's a trend that's been creeping up on us."

The Ohio-based company dabbles in polka dots, plaids and flower motifs this season, but expects a psychedelic design influenced by the late Emilio Pucci to be one of its biggest umbrella sellers. The famed Italian designer - credited with making it acceptable, even fashionable, for women to wear pants - was known for his tight-fitting, bright-colored garments.

High-end fashion designers Donatella

Versace and Tom Ford for Gucci showed Pucci-inspired collections at their shows last fall. And plans for a string of Pucci boutiques at pricey resorts worldwide - Las Vegas and Los Angeles are possibilities - will likely mean more imitation in the future.

More raincoats are being made with microfiber, an increasingly popular material that repels water, drapes

nicely and resists wrinkles.

Microfiber fabrics, made from extra-fine fibers two times finer than silk and three times finer than cotton, have been around for about 10 years but are finally edging out cotton as a base material in most apparel lines, says Fredrick Hackett, director of merchandising and marketing at London Fog.

Belted trench coats for both genders are strong this spring, with deeper pockets reinforced and conveniently located for storing cell phones, PalmPilots and other compact technological gadgets.

According to London Fog, headquartered in Seattle, women are wearing trenches at the knee, while men's lengths are shorter and more versatile than usual.

"It allows you to wear it by day to the office, and it goes easily into the evening and weekend," Hackett says of the male version.

Bad news for those who thought animal prints were on their way out: Extinction's still a long way off.

"I keep expecting them to die any second," Headley muses.

But with four patterns this season - leopard, zebra, python and abstract spots - and interest from stores for more, Headley doesn't see this fad's life span ending soon.

Crocodile, giraffe, leopard and zebra prints will cover much of the company's accessories next fall.

Oh, dry up!

Choosing the right rain-gear fabric depends on where you're planning to wear it. Here's a quick guide from www.rei-outlet.com:

Water- resistant/breathable: Perfect for arid or warm conditions - places where heavy precipitation is unlikely.

Waterproof: Used most often when temperatures and activity levels are low, but the likelihood of heavy rain is high.

Waterproof/breathable: This material has millions, even billions, of micro-pores big enough to let vaporized moisture from your body escape but small enough to keep out liquid molecules.

GRAPHIC: Make a splash in this bright purple raincoat for girls. $39.50 GapKids; A shocking array of colorful circles, Target's trademark pattern, give spring rains a retro welcome. $29.99. Target; Trench coats in stark colors and vibrant umbrellas to match are big this season. Coat by Gallery, $160; Totes umbrella, $22. ANNETTE LEIN staff photographer; This boy's coat from Protection System is water-repellent and breathable. It retails for $26.99. CARLOS ORTIZ staff photographer; Though often less colorful, men's coats are still trendy, with belts and pockets for gadgets. This **Nautica** trench retails for $275.

LOAD-DATE: October 19, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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FISH GOTTA SWIM The Wichita Eagle March 16, 2001 Friday MAIN EDITION

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The Wichita Eagle
Found on WichitaEagle.com

The Wichita Eagle

March 16, 2001 Friday MAIN EDITION

SECTION: 2001 A FASHION ODYSSEY; Pg. 11D

LENGTH: 71 words

HEADLINE: FISH GOTTA SWIM

BYLINE: Bonnie Bing, The Wichita Eagle

BODY:
Novelty prints are just right for the casual wear that warm weather brings. Whether it's fish or fowl, the colors are bright and the look is whimsical. On the left, a shirt with tropical fish, $65, to wear buttoned or with a bright cobalt T-shirt, $25. Fish swim across the body of the white cotton shirt on the right, $59, with orange T-shirt, $25, worn underneath. All by **Nautica,** all from Dillard's.

NOTES: Full cutline

GRAPHIC: PHOTO

LOAD-DATE: November 29, 2001

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CEO OF NAUTICA TO SPEAK AT GENET LECTURE SERIES The Post-Standard (Syracuse, NY) March 16, 2001 Friday Final Edition

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The Post-Standard
The Post-Standard (Syracuse, NY)

March 16, 2001 Friday Final Edition

SECTION: CNY; Pg. C1

LENGTH: 78 words

HEADLINE: CEO OF **NAUTICA** TO SPEAK AT GENET LECTURE SERIES

BODY:
Harvey Sanders, chairman and chief executive officer of **Nautica,** the clothing company, speaks at 3:30 p.m. Thursday at Syracuse University as part of the Genet Lecture Series. His topic is "Developing New Business."

The talk is in Room 108 of Slocum Hall and is free and open to the public. Earlier that day, Sanders will cut the ribbon on the new **Nautica** Design Studio in Slocum Hall, the result of a gift from **Nautica** to SU's College of Human Development.

LOAD-DATE: January 22, 2003

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Tropical Punch; FIESTA WEAR The New York Times March 18, 2001 Sunday

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March 18, 2001 Sunday
Late Edition - Final

SECTION: Section 6; Part 2; Column 1; Men's Fashions of The Times Magazine; Pg. 100

LENGTH: 24 words

HEADLINE: Tropical Punch;
FIESTA WEAR

BODY:

It's time to take a break from monochromatic shirts and ties and head for Puerto Rico, where the salsa and merengue rip full tilt until dawn.

URL: http://www.nytimes.com

GRAPHIC: Photos: At the bars on the beach at Pinones, a few miles east of San Juan, the scene heats up at midnight. Perfectly matched to the merengue rhythms are dancers In, from left, a silk graphic print shirt, $426, Sandy Dalal. At Bagutta, 402 West Broadway. Bergdorf Goodman. Cotton floral-print shirt, $515, Dolce & Gabbana. At Hirshleifer's. Saks Fifth Avenue. Cotton batik shirt, $70, Claiborne. At Lord & Taylor. Macy's.; It's all about Helmut.Silk crepe top, $790, and beaded and embroidered silk skirt, $8,945. At Valentino Boutique, 747 Madison Avenue; Beverly Hills, Calif., and Palm Beach, Fla. Patent-leather coat-cape from Boudicca. Hair by Guy-Laurent for Bumble and Bumble. Makeup by Ayako for Nars.; At the bars on the beach at Pinones, a few miles east of San Juan, the scene heats up at midnight and doesn't cool off until dawn. Perfectly matched to the merengue rhythms are dancers In, from left: silk graphic print shirt, $426, Sandy Dalal. At Barneys New York. Bergdorf Goodman. Bagutta, 402West Broadway. Cotton floral print shirt, $733, Dolce and Gabbana. At Saks Fifth Avenue. Hirschleifer's. Cotton batik print shirt, $70, Claiborne. At Lord & Taylor. Macy's.; Milano Miranda, 20, a student at the University of Puerto Rico and a member of its tennis team, was hanging out with his classmate Alba and her dog, Ricky, in the parking lot of a club called Soleil. "I don't go out with any guy Ricky doesn't like," Alba says. If Ricky doesn't like Miranda's textured stretch-nylon shirt, $295, and cotton twill pants, $285, that Chihuahua has no taste. At Calvin Klein, 654 Madison Avenue. Hat, Kangol.; It's all about Helmut.Silk crepe top, $790, and beaded and embroidered silk skirt, $8,945. At Valentino Boutique, 747 Madison Avenue; Beverly Hills, Calif., and Palm Beach, Fla. Patent-leather coat-cape from Boudicca. Hair by Guy-Laurent for Bumble and Bumble. Makeup by Ayako for Nars. It's all about Helmut.Silk crepe top, $790, and beaded and embroidered silk skirt, $8,945. At Valentino Boutique, 747 Madison Avenue; Beverly Hills, Calif., and Palm Beach, Fla. Patent-leather coat-cape from Boudicca. Hair by Guy-Laurent for Bumble and Bumble. Makeup by Ayako for Nars.; It's all about Helmut.Silk crepe top, $790, and beaded and embroidered silk skirt, $8,945. At Valentino Boutique, 747 Madison Avenue; Beverly Hills, Calif., and Palm Beach, Fla. Patent-leather coat-cape from Boudicca. Hair by Guy-Laurent for Bumble and Bumble. Makeup by Ayako for Nars. It's all about Helmut.Silk crepe top, $790, and beaded and embroidered silk skirt, $8,945. At Valentino Boutique, 747 Madison Avenue; Beverly Hills, Calif., and Palm Beach, Fla. Patent-leather coat-cape from Boudicca. Hair by Guy-Laurent for Bumble and Bumble. Makeup by Ayako for Nars.; No need to sing the blues when you're

wearing a cotton floral-print shirt, $515, Dolce & Gabbana. At Hirshleifer's. Saks Fifth Avenue. Jeans, $68, the **Nautica** Jeans Company. At Lord & Taylor. Macy's. Cotton geometric-print shirt, $150, Moschino Jeans Uomo. At Marshall Field's. Cotton shorts, $50, Tommy Hilfiger. At Lord & Taylor. Macy's. Cotton floral-print shirt, $230. At Paul Smith, 108 Fifth Avenue. Jeans, $59, Tommy Jeans. At Lord & Taylor. Macy's. Cotton shirt, $32, OP. At Foot Locker, Junction City, Kan. Surf's Up, South Padre Island, Tex.; It's all about Helmut.Silk crepe top, $790, and beaded and embroidered silk skirt, $8,945. At Valentino Boutique, 747 Madison Avenue; Beverly Hills, Calif., and Palm Beach, Fla. Patent-leather coat-cape from Boudicca. Hair by Guy-Laurent for Bumble and Bumble. Makeup by Ayako for Nars. It's all about Helmut.Silk crepe top, $790, and beaded and embroidered silk skirt, $8,945. At Valentino Boutique, 747 Madison Avenue; Beverly Hills, Calif., and Palm Beach, Fla. Patent-leather coat-cape from Boudicca. Hair by Guy-Laurent for Bumble and Bumble. Makeup by Ayako for Nars.; It's all about Helmut.Silk crepe top, $790, and beaded and embroidered silk skirt, $8,945. At Valentino Boutique, 747 Madison Avenue; Beverly Hills, Calif., and Palm Beach, Fla. Patent-leather coat-cape from Boudicca. Hair by Guy-Laurent for Bumble and Bumble. Makeup by Ayako for Nars. It's all about Helmut.Silk crepe top, $790, and beaded and embroidered silk skirt, $8,945. At Valentino Boutique, 747 Madison Avenue; Beverly Hills, Calif., and Palm Beach, Fla. Patent-leather coat-cape from Boudicca. Hair by Guy-Laurent for Bumble and Bumble. Makeup by Ayako for Nars.; Luis Vega stops on his way to catch lizards in the jungle, sporting his Sandy Dalal shirt, $426. At Bagutta, 402 West Broadway. Bergdorf Goodman.; Opposite, clockwise from top left: There are no wallflowers when the jukebox jumps at the bar Los Migueles, just flowered shirts like this silk twill shirt, $950, Gucci. At Gucci, selected stores.; These two sisters were stylin', but no match for their three dates, wearing, from left: shirt, $260. At Paul Smith, 108 Fifth Avenue. Shirt, $69, Perry Ellis; www.perryellis.com. Shirt, $100. At New Man, Costa Mesa, Calif.; Jimmy Santiago stands proud in front of La Bandera Bonita in his shirt, $59, Tommy Hilfiger. At Lord & Taylor's. Macy's.; In her Kenneth Cole hot pants and leather jacket, Katiria P 1/8rez is serenaded by a merengue musician, Hector Rivera, in his Chereskin shirt, $75. At Uno Mundo, 23 East 20th Street.; Vinny Matteo, from New Jersey, visiting Pinones for the first time, looks rakish in his silk shirt, $98, from Tommy Bahama. At Nordstrom. Hat, Makins Hats.; "Sundays, everyone goes to the beach," says Santiago, opposite far left, with his friends at Condado beach. Chilling never looked better than in this tank top, $90, Tony Melillo. At Barneys New York. Shorts, $70, Tommy Hilfiger. At Lord & Taylor. Macy's. Shirt, $32, Ocean Pacific. At Lo-man Outdoor Store, Babylon, N.Y. Sleeveless geometric-print top, $85, Moschino Jeans Uomo. At Moschino, 803 Madison Avenue. On her: dress, Dolce & Gabbana.; It's all about Helmut.Silk crepe top, $790, and beaded and embroidered silk skirt, $8,945. At Valentino Boutique, 747 Madison Avenue; Beverly Hills, Calif., and Palm Beach, Fla. Patent-leather coat-cape from Boudicca. (Photographs by Ben Watts)

LOAD-DATE: March 18, 2001

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Regent thinks investments should be reviewed Telegraph Herald (Dubuque, IA) March 20, 2001, Tuesday

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Telegraph Herald (Dubuque, IA)

March 20, 2001, Tuesday

SECTION: Pg. a12

LENGTH: 224 words

HEADLINE: Regent thinks investments should be reviewed

BYLINE: ASSOCIATED PRESS

BODY:
IOWA CITY (AP) - Investments by the Board of Regents should be reviewed regularly to ensure that they don't include stocks or bonds in companies with questionable business practices, a board member said.

"We ought to take a look at this," said David Neil, a regent from La Porte City.

At issue are bonds held by the University of Iowa and Iowa State University with companies that do business in Burma, against which the United States imposed trade sanctions in 1997 because of its poor human-rights record.

Since then, such companies as Wal-Mart, Kmart, Jordache and **Nautica** helped boost Burma's garment industry exports to the United States by 372 percent, according to State Department data released last week by Sen. Tom Harkin, D-Iowa.

The United States imported $ 403 million worth of apparel from Burma last year, up from $ 168 million in 1999, Harkin's office reported.

The University of Iowa and Iowa State University own $ 2.2 million worth of corporate bonds in Wal-Mart. Company officials say they have not imported clothing from Burma to their U.S. stores in three years.

ISU and Iowa also have bonds worth $ 522,000 in Unocal, which holds one-third interest in a natural gas pipeline in Burma. The Free Burma Coalition has reported that Unocal knowingly uses slave labor on projects related to the pipeline.

LOAD-DATE: March 20, 2001

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NAUTICA BY THE NUMBERS CHIEF EXECUTIVE OFFICER OF THE RETAILING GIANT DETAILS COMPANY'S GROWTH The Post-Standard (Syracuse, NY) March 23, 2001 Friday Final Edition

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The Post-Standard
The Post-Standard (Syracuse, NY)

March 23, 2001 Friday Final Edition

SECTION: CNY; Pg. C6

LENGTH: 523 words

HEADLINE: NAUTICA BY THE NUMBERS CHIEF EXECUTIVE OFFICER OF THE RETAILING GIANT DETAILS COMPANY'S GROWTH

BYLINE: Jim Reilly Staff writer

BODY:
Harvey Sanders might make his living selling style to America's young and not-so-young people, but Thursday at Syracuse University, the chairman and chief executive officer of **Nautica** Enterprises Inc. was all business.

Sanders spoke on campus as part of the Sue Ann Genet Lecture Series, sponsored by the College for Human Development. He brought along his chief financial officer, Wayne Marino, and a carousel of slides heavily weighted toward figures, but not the model kind.

Sanders wanted to impress on people how a $1.85 billion retailing giant such as **Nautica** keeps itself healthy, profitable and growing. He did it by the numbers: sales figures, percentages, target customer ages, total number of "doors" (stores) carrying particular product lines.

Sanders says the key to his company's success has been controlled growth, a tight rein on product quality and image, and diversification.

From a company known primarily for its nautical-themed outerwear, **Nautica** has grown into a "lifestyle brand," selling everything from sleepwear to cologne. Not to mention watches, tableware and furniture.

"People don't know we're into those things," Sanders says of the latter two, flashing slides of bowls and plates and a woman in a bathrobe sitting on a wooden chair. "We are now."

Sanders started out as a sales trainee for a bathrobe company named State-O-Maine and was its CEO by the time he ran into David Chu, owner of a small outerwear company called **Nautica,** in the early 1980s.

Thursday, Sanders outlined how Chu's designs and his vision - "**Nautica** could be a jacket, a watch, a shoe" - helped build the company into a retailing powerhouse. State-O-Maine bought **Nautica** and, in 1993, changed its name to **Nautica** Enterprises Inc.

Today, Sanders says, **Nautica** is in thousands of stores around the world, including 106 **Nautica** outlets, and continues to grow by introducing new product lines and buying others. For instance, **Nautica** got into

golf in 1997, when it bought E. Magrath, a golfing sportswear company. Golf legend Byron Nelson is the line's spokesman.

In the fall of 1999, **Nautica** introduced a new line of tailored men's clothes by John Varvatos, a former Polo designer.

"You'll notice Leon Genet is wearing merchandise from our new John Varvatos collection," Sanders says, gesturing toward the SU grad (Class of'53) and benefactor of the lecture series, an auditorium and a gallery, all named for his late wife. Genet smiles and does a half turn, modeling.

Sanders says introducing new lines of men's and women's jeans, sleepwear and even underwear helps diversify products and customer base.

"We just launched boxer shorts for spring," he says. In response to a question, Sanders says "Casual Friday is here to stay" and notes that most of the sales growth in tailored men's clothing is at the upscale, high-priced end - $1,000 suits, $200 shirts, $500 sweaters - targeted by **Nautica's** John Varvatos line.

At lecture's end, he has hats for everybody. They bear **Nautica's** new icon: the familiar sailboat, but with simpler, sleeker lines, designed to make a more "contemporary" statement.

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NAUTICA CEO CUTS THE RIBBON TO OPEN DESIGN STUDIO HARVEY SANDERS, ON CAMPUS TO SPEAK, TOURED THE FACILITY HIS COMPANY DONATED The Post-Standard (Syracuse, NY) March 23, 2001 Friday Final Edition

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The Post-Standard
The Post-Standard (Syracuse, NY)

March 23, 2001 Friday Final Edition

SECTION: LOCAL; Pg. C2

LENGTH: 370 words

HEADLINE: NAUTICA CEO CUTS THE RIBBON TO OPEN DESIGN STUDIO HARVEY SANDERS, ON CAMPUS TO SPEAK, TOURED THE FACILITY HIS COMPANY DONATED

BYLINE: Jim Reilly Staff writer

BODY:
Two top executives from **Nautica** Enterprises Inc., the clothing design company, came to Syracuse Thursday to cut the ribbon on the **Nautica** Design Studio at Syracuse University.

Harvey Sanders, chairman and CEO of **Nautica,** said he has been impressed with the design program in SU's Retail Management and Design Technologies department, part of the College for Human Development.

"We have SU students come down to work at our New York studios in the summer as interns," Sanders said. He and **Nautica** Chief Financial Officer Wayne Marino toured the new design studio Thursday, wending their way past tables, lockers and a loom as students drew, cut and painted, busy with projects.

Nautica's gift of $150,000 helped turn a classroom in Slocum Hall into an airy studio. "It's a really wonderful space for us," said Karen Bakke, chairman of the design department. "In order to do good work, you have to have a decent place to do it."

Bakke, who's taught textile and fashion design and other courses at SU since the 1970s, said she's taught classes "with chairs I picked up on the loading dock, one sink and no storage place for supplies." The new studio has plenty of new chairs, four sinks, and 150 lockers. "And the light is good," Bakke added.

Sanders, wearing a navy blue **Nautica** sweater, stood before a large framed picture of a J-class sailboat as he flipped through a scrapbook of student design projects. He murmured approvingly. Marino said the sailboat will be on the cover of **Nautica's** annual report.

Nautica's connection to SU is the friendship between Sanders and Leon Genet, an SU grad (Class of'53) and benefactor of the Sue Ann Genet Lecture Series. Sanders was the guest speaker Thursday afternoon.

"Harvey is just a real good guy. There's nobody nicer than him," said Genet, who accompanied Sanders and SU design faculty on the tour. Genet said his five children - and one son-in-law - all graduated from SU. Sanders has been on campus three times since 1995.

He said **Nautica's** gift was an effort "to repay the hospitality" SU has shown him over the years. He noted that **Nautica** clothing is popular with students, and "it doesn't hurt that Carousel mall is one of our best-selling areas."

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HARTMARX SPORTS NEW CASUAL APPROACH Chicago Tribune March 25, 2001 Sunday

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March 25, 2001 Sunday
CHICAGO FINAL EDITION

SECTION: BUSINESS; ZONE: C; Pg. 1

LENGTH: 1539 words

HEADLINE: HARTMARX SPORTS NEW CASUAL APPROACH

BYLINE: By Susan Chandler, Tribune staff reporter

BODY:

Don't blame Hartmarx Corp. Chief Executive Bert Hand if he shudders when he sees a high-powered investment banker wearing a wrinkly pair of khakis and a sweater to the office.

The casual dressing revolution drove his Chicago-based company to the brink of extinction in the early 1990s and has plagued its turnaround efforts ever since. After all, the tailored men's suit has been the lifeblood of Hartmarx for 129 years, which makes any move from formal workplace dressing almost heresy to Hand, who favors gray pin-striped suits and two-tone shirts for his office attire.

Hartmarx's longtime CEO finds himself in the distinct minority these days.

It's hardly news that suit sales have declined steeply in the past decade. Many men now don them only for the occasional funeral, wedding or job interview. Somewhat reluctantly, Hand decided to transform Hartmarx into a maker of sportswear in the late 1990s, an evolution that has proved an uncomfortable fit for the Chicago-based apparel manufacturer.

To be sure, Hartmarx's foray into the casual world has been more talk than action. Some 70 percent of its sales still come from tailored clothing, years after Hartmarx launched casual lines such as Bobby Jones golfwear and created casual collections to extend its two best-known suit brands, Hickey-Freeman and Hart Schaffner & Marx.

Even those efforts have yielded spotty results. One sportswear collection would win raves from retail buyers, but it wouldn't be delivered on time. Next season, the goods would be shipped on schedule but the colors and designs weren't what customers were looking for.

"We tried to build a sportswear business with people who had spent their careers in the tailored business. It wasn't happening fast enough," Hand concedes.

But that transition period is over, he promises.

Last year Hartmarx took a big step forward by creating a completely separate sportswear division based in New York, far from Hand's office at 101 N. Wacker Dr. It also hired Jay Friedman, the head of Liz

Claiborne's menswear, to run it. Friedman, whose career has centered on sportswear, has brought in more than a dozen sportswear executives to handle everything from clothing design to sourcing to distribution.

If anyone doubts Hartmarx's commitment to the sportswear business, they need only glance at the glossy spring catalog for its very upscale Hickey-Freeman line. Instead of the typical $1,900 gray three-button Hickey suit, the cover sports a $995 tan suede jacket, a $50 pale blue cotton T-shirt and a $175 blue silk-cotton blend sweater. Sportswear also is front and center in the spring collection of Hart Schaffner & Marx, the company's slightly less expensive, but still upscale, men's line.

Count David Trahan as a believer. He owns Gaidry's, an upscale menswear retailer in Louisiana that has been buying from Hartmarx for 50 years.

When he placed his spring orders for the Hickey-Freeman and Hart lines, "It was very easy to write the order," Trahan said. "The line they are delivering right now and the one for fall are right on the money."

The "money" in this case means classic sports coats and dress pants in high-quality fabrics, accented with a few splashes of bright pink, the season's hot color. Hartmarx got it right by not overdoing pink, Trahan says, because his customers--doctors, lawyers and business owners--don't want to look like Easter eggs. Other sportswear lines such as Ike Behar overdid the color thing, and Trahan walked away placing no orders.

Still, no one can blame Hartmarx investors for being skeptical that their beleaguered company is on the right track.

Hartmarx stock trades around $3 a share, less than half of the company's $6.69 book value, and far from its high of $10 a share in 1997. As a result, the company's market capitalization now stands at a modest $91.1 million.

Wrinkles for high-end suits

More distressing, perhaps, is the continued shrinkage in Hartmarx's top line revenue. Sales last year declined 6 percent to $680.6 million.

Net income soared more than five-fold to $8.8 million, or 30 cents per diluted share, but that was mostly because prior-year results were dragged down by a $6.9 million one-time charge related to pulling the plug on a systems project. Without that 1999 charge, Hartmarx's 2000 net income would have been up 4 percent, hardly enough to wow Wall Street.

Still, Hartmarx made substantial progress last year, Hand says, because it paid down $45 million in debt, leaving the company with a very respectable debt-to-total capital ratio of 37 percent.

It wasn't all that long ago that towering levels of debt threatened to sink Hartmarx for good. Debt mounted along with losses from Hartmarx's giant retail division, which had gotten its start back in the Great Depression when the company's retail customers turned over the keys to their stores because they couldn't pay for the merchandise they had ordered.

In the decades that followed, especially the fast-growing 1950s and '60s, Hartmarx added to its retail presence, stitching together a patchwork of regional chains that included Baskin in Illinois, Wallachsin New York, Raleighs in Washington, D.C., and Zachary in Florida.

But the power suit of the 1980s did a fast fade after the 1987 stock market crash, and Hartmarx began to lose big money at retail. It wasn't just the economy that was causing the pain. At the high end of the suit business, Hartmarx's stiff styling was losing ground to the soft sculptured look popularized by Italian Giorgio Armani. At the low end, Men's Wearhouse arrived on the scene and began doing a better job of selling inexpensive suits and sport coats than Hartmarx's Kuppenheimer chain.

By 1990, Hartmarx began closing stores. In 1992, it gave away its ailing specialty store division to a company executive in exchange for a $34 million note "valued at zero on Day 1," Hand said. Its retreat from retail carried a high price tag. Hartmarx's debt soared to $325 million, or 82 percent of total capital.

Meanwhile, its equity shrank to $100 million, $30 million of which came from a Saudi Arabian investor. That emergency cash infusion allowed Hartmarx to avoid a bankruptcy filing, which could have dragged down its profitable manufacturing business. But Hartmarx was left with little financial room to maneuver.

"We were in a tight spot," Hand said.

They still are, retail experts say.

The market for Hartmarx's big-ticket suits continues to shrink, while the business at the moderate-priced level is so competitive, the company decided to phase out some brands altogether. Meanwhile, plenty of apparel companies are competing for a share of the men's casual business that Hartmarx wants a bigger piece of. The big three: Polo Ralph Lauren Corp., **Nautica** Enterprises and Tommy Hilfiger Corp.

But the news isn't all grim. None of the three are playing at the top of their game right now. Tommy Hilfiger lost its urban cachet as it overexpanded its number of lines and stores. **Nautica** has missed earnings expectations amid slower sales at department stores, its key channel of distribution. And Ralph Lauren has struggled with disappointing sales at its own chain of Polo stores while its preppy English look has grown slightly stale.

Importing British designs

That lack of newness in the sportswear market may be a boon for Hartmarx, which recently signed a deal to be the North and South American licensee for Ted Baker, the hip British clothing designer and retailer.

The agreement gives Hartmarx the right to sell the same high-tech, colorful products Ted Baker is marketing in Britain as well as additional items that Hartmarx will manufacture for American distribution.

The Ted Baker line has tremendous potential for Hartmarx, retail consultants say, because the brand is relatively unknown in the U.S. market. That also means it's not a sure thing.

"It's a pretty gutsy move," said Bob Siegel, a managing director of Kurt Salmon Associates, who has worked on strategy with Hartmarx for two years. "It's going to take a lot of work and care. But it shows their commitment to being a long-term player in sportswear."

Surprisingly, the Ted Baker line also provides Hartmarx the chance to do what it does best: sell suits. British Prime Minister Tony Blair recently wore a Ted Baker "endurance" suit to pay a visit on President Bush. The high-tech, wrinkle-proof wool suit is "the perfect 21st Century suit for the likes of Tony Blair," said Hartmarx spokeswoman Adriana Payne. "You can get right off the plane and go to a meeting looking very fresh and polished."

If Hartmarx is going to capitalize on Ted Baker and other licensing agreements, it will be up to Friedman, who heads the New York-based sportswear group. His first efforts won't be visible until July, when the fall line starts arriving, but Friedman promises more pulled-together collections that are easy for men to wear.

"Everything in the line has to have a reason to be there," Friedman said. "You want the customer to wear the pants with the shirt with the sweater."

Sounds simple. But it has taken Hartmarx a long time to get its casual business on track notes Chicago retail consultant Neil Stern. "I don't think they've screwed up. They've recognized the trend, but it's been hard to turn the ship around."

GRAPHIC: PHOTOPHOTO (color): Hartmarx Corp. CEO Bert Hand shows a shirt from the upscale Hickey-

Freeman clothing line that the suitmaker offers along with its Hart Schaffner & Marx brand of menswear. Photo for the Tribune by Yvette Marie Dostatni.

LOAD-DATE: March 31, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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BUSINESS IN GWINNETT: Psycho Sisters offers an alternative to the malls;Resale business growing fast
The Atlanta Journal-Constitution March 26, 2001 Monday,

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The Atlanta Journal-Constitution

March 26, 2001 Monday, Home Edition

SECTION: Gwinnett Extra; Pg. 3JJ

LENGTH: 608 words

HEADLINE: BUSINESS IN GWINNETT: Psycho Sisters offers an alternative to the malls;
Resale business growing fast

BYLINE: Kimberly H. Byrd

SOURCE: AJC

BODY:
Armed with an interest in nothing in particular, Jenny Reaser stepped inside Psycho Sisters Consignment Boutique in Lilburn and began her weekly ritual of browsing.

She flipped through a rack of blue jeans, passing on those that carried such designer labels as Ralph Lauren, Tommy Hilfiger and **Nautica.** She then snatched a multicolored, short-sleeved, polyester blouse for $6.99 off a mannequin, and picked up a sheer Victoria's Secret nightie. In the vintage section of furs, wool coats and back-in-the-day knee-length dresses, she zeroed in on a leather-looking jacket that turned out to be a tad too big.

"Most consignment shops have clothes that no one wants," Reaser said. "But here, the selection is nice, and it changes every week."

What really moves the 22-year-old Reaser is the fact she often finds nearly new pieces from some of her favorite stores like the Limited, Express and Banana Republic, at a fraction of the costs.

"I can't afford the mall," Reaser said matter-of-factly. "So I come in here and get the same things I would find there at a really discounted price. And, they're worn in, just like I like them. So why go to the mall?"

Amanda Self's sentiments exactly. She opened Psycho Sisters Consignment Boutique seven years ago and viewed it as an alternative to mall shopping. It was the second Psycho Sisters store to open in metro Atlanta. However, she's an independent owner and operator.

Her 1,050-square-foot store sits in a strip mall on Indian Trail in Lilburn. The merchandise there runs the gamut, from the sequined, floor-length dress and powerhouse business suit to the most basic T-shirt in a range of sizes that span decades of trends. There's jewelry, shoes, handbags, incense, oils, books, crystals and CDs. There is even a casual men's wear section.

"I've got the grooviest store," said Self, dressed in bellbottomed, patchwork, corduroy jeans, a fitted T-shirt and platform sandals. "I've got suits and clothes for the professional woman and funky, far-out stuff for the teenagers and young at heart. I've got something for everybody."

According to the National Association of Resale & Thrift Shops, resale is one of the fastest growing segments of the retail industry. The organization estimates there are more than 15,000 resale shops across the country, peddling everything from precious antiques and artwork to jeans.

"My God, the dollar is not worth very much anymore," Self said. "If you don't spend it wisely, I think you're nuts. If you don't buy second-hand, I think you're an idiot."

Self's shop differs from most consignment outlets, as she buys items outright from sellers. That said, she says she has to be selective and in-the-know relative to fashion trends. Most days, she offers her customers a percentage off the prices, and there's always a $2 rack.

"In my seven years, I've seen consignment shops come and go," Self said. "It's because they don't have a clue about what's in style, and their prices are too high."

The wall near the store's register is covered with awards and plaques that list Psycho Sisters, including in some instances other stores that carry the same name, as the best consignment shop and best vintage store in metro Atlanta or Gwinnett County.

"The clothes are usually more interesting than what you'd find at thrift shops," said Katie Tsocanos, as she tried on a flimsy, oversized hat. "You can best believe there's always something here that you won't find in any other place."

Self's point exactly.

Psycho Sisters Consignment Boutique is located at 900 Indian Trail, Lilburn. To reach the store, call 770-923-5228.

GRAPHIC: Photo:
In addition to a range of shoe styles, Psycho Sisters carries dresses and business suits for any occasion, plus T-shirts and jewelry. / T. LEVETTE BAGWELL / Staff Photo:
Amanda Self, owner of Psycho Sisters consignment boutique in Lilburn, shows off a pair of shades and a funky dress. She's been in business there for seven years. / T. LEVETTE BAGWELL / Staff

LOAD-DATE: March 26, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
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JACKETS GET FALL MAKEOVER; Brief Article WWD March 29, 2001

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WWD

March 29, 2001

SECTION: Pg. 10 ; ISSN: 0149-5380

IAC-ACC-NO: 73025808

LENGTH: 735 words

HEADLINE: JACKETS GET FALL MAKEOVER; Brief Article

BYLINE: Caplan, David Grant

BODY:
NEW YORK -- Seeking to continue the strong sales that denim jackets enjoyed last year, for fall, jeans vendors are trotting out a variety of new jacket silhouettes as alternatives to the classic, fitted, waist-length look.

The category needs an infusion of new ideas to keep its momentum, vendor executives acknowledged.

"I am seeing a slowdown in the traditional denim jacket because every customer pretty much has one now," said Kimberly Hill, vice president of sales at Polo Jeans Co. "So in order to take it to the next level, it's being done in different bodies."

Polo Jeans, a division of Sun Apparel Corp., for the fall is offering a denim duster. The company will also increase its use of embellishments, such as studs and leather trimming, on its basic jacket styles.

"We all have the classic jeans jacket in our closet, so the whole idea is how do we make it new, exciting and different without losing the fact that it is a jeans jacket," said Polo Jeans creative director Chris Leba.

North of the border, Bullet Blue Jeans co-owner Roger Vignales said the Montreal-based company "needed to do something else in jackets for fallto stimulate jacket sales by offering innovation."

Bullet Blue Jeans' offerings for fall include a three-quarter-length belted coat with a sherpa-style fleece collar and a jacket with fake-fur trimmed cuffs and collar.

DKNY Jeans president Susan Davidson said, "There will always be a market for the traditional, classic, jeans jacket, but to broaden the appeal now, the definition of the jeans jacket must broaden."

She said "the sales have pretty much stayed the same for traditional denim jackets and that is probably due to the different washes and fits that we offer every season."

DKNY Jeans, for fall, is showing a fitted duster, a 3/4-length jacket, a fitted denim blazer and a motorcycle-style jacket made from denim and leather. The line's junior collection will include a pea coat with a detachable fake-fur collar and cuffs.

Sandra Campos, senior vice president of the women's division at **Nautica** Jeans Co., said the company will offer, in the fall, an expanded selection of denim jackets, including a blazer and trench coat.

"The customer is still wearing denim and buying denim, but she's looking for newness in denim," she said. "You see it in bottoms and you see the same thing in jackets."

Campos said the proliferation of denim offerings from designer labels, such as Chanel, Marc by Marc Jacobs and D&G, has made it easier for status brands to offer dressier denim items.

"Everyone's doing denim in some shape or form," she said. "It definitely brings it to a more aspirational level, as opposed to just being something that's worn everyday."

Even relative newcomers to the denim game are turning to updated jacket styles as the key to catching consumers' eyes.

At contemporary resource ABS by Allen B. Schwartz, which also produces Allen B., president of sales Lloyd Singer said, "we have tweaked all of our jackets that are classic in one way or another to make them more of-the-moment."

The company's fall offerings include a stretch peplum denim jacket from Allen B. and a stretch denim trench coat with leather trim from the ABS by Allen Schwartz line.

Jill Stuart Jeans, which is produced by New York-based Alpha Garment, will also tweak its jacket offerings for fall.

"Denim is a category still on fire and people certainly still need to wear jackets, but they can't possibly continue to keep buying one silhouette over and over again," said president Charles Jebara. "What we're trying to do is sort of reinvent the category through fabrications and washes and bodies."

For its inaugural spring season, Jill Stuart Jeans' denim offerings included a two-button blazer and a classic jacket in various washes. For fall, it will offer a belted barn jacket, baseball jacket, motocross jacket, ranch jacket and a short leather-trimmed blazer.

Jordache Enterprises Ltd.'s Jordache Originals line, is also seeking to re-energize the category with fashion-forward jackets.

"The jeans jacket category definitely needs an infusion of creativity since most consumers already own a basic, rigid, jeans jacket," said Jordache Originals design director Stephen Whitney Baum.

Baum said the line, which launched last November, will include, for fall, a belted duster and a coatdress.

IAC-CREATE-DATE: April 10, 2001

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Nautica Enterprises, Inc. Announces Fourth Quarter and Year-end Results Conference Call Business Wire March 30, 2001, Friday

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March 30, 2001, Friday

DISTRIBUTION: Business Editors

LENGTH: 184 words

HEADLINE: **Nautica** Enterprises, Inc. Announces Fourth Quarter and Year-end Results Conference Call

DATELINE: NEW YORK, March 30, 2001

BODY:
Nautica Enterprises, Inc. (NASDAQ: NAUT), invites investors to listen to a broadcast of the Company's conference call to discuss fourth quarter and year-end results. The call will be broadcast live over the Internet on Tuesday, April 24, 2001 at 9:00 a.m. (EST) at http://www.**nautica**.com and http://www.streetfusion.com.

An online archive of the broadcast will be available within one hour of the completion of the call and will be accessible on the http://www.**nautica**.com and http://www.streetfusion.com websites until Tuesday, May 8, 2001.

Nautica Enterprises, Inc. (NASDAQ: NAUT), through its subsidiaries, designs, sources, markets and distributes apparel under the following brands: **Nautica; Nautica** Competition; **Nautica** Jeans Company; John Varvatos; E. Magrath; and Byron Nelson.

CONTACT: **Nautica** Enterprises, Inc., New York
Wayne Marino, 212/541-5757
Chief Financial Officer
- or -
Investor Relations:
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URL: http://www.businesswire.com

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YOU'VE GOTTA HAVE IT: accent on color;SPRING EDITION: fashion atlanta The Atlanta Journal-Constitution April 1, 2001 Sunday,

Copyright 2001 The Atlanta Constitution
The Atlanta Journal-Constitution

April 1, 2001 Sunday, Home Edition

SECTION: Features; Pg. 5T

LENGTH: 30 words

HEADLINE: YOU'VE GOTTA HAVE IT: accent on color;
SPRING EDITION: fashion atlanta

BYLINE: Marylin Johnson

SOURCE: AJC

BODY:
Color adds pizazz to just about everything --- black and white clothing in particular. For spring, bold accessories make bright statements while pastels paint a fresh picture.

GRAPHIC: Photo:
Happy-hued bags from front: Nine West's faux croc lavender bag ($98), at Lord & Taylor; Esprit's bright green "coconut" bucket bag ($52), at Rich's; Coach's canvas tote with blue accents ($228), at Coach stores. / PHIL SKINNER / Staff Photo:
Carol Dauplaise rhinestone bracelets ($15 each), at Rich's. / PHIL SKINNER / Staff Photo:
Savannah's large raffia tote with pompoms ($72), at Beth Ann Image & Accessory Boutique. / PHIL SKINNER / Staff Photo:
Pretty pastel glasses, clockwise from bottom left: Rose-colored Ralph by Ralph Lauren specs ($78), at Rich's; black rubberized Reaction glasses ($38) with orange lenses, at Lord & Taylor; Perry Ellis blue lens glasses ($24.99) and Kenneth Cole's lavender lens glasses ($50), both from Rich's; Reaction's rubberized glasses with yellow lenses ($38), at Lord & Taylor. / PHIL SKINNER / Staff Photo:
Cookie's pearl and crystal necklace ($150), Swarovski's leaf pin ($125) and Miriam Haskell's butterfly pin ($150). All at Lord & Taylor. / PHIL SKINNER / Staff Photo:
Slides (clockwise from bottom left): Nine West's lavender faux croc ($85); Bebe's thongs in pink or green ($110) and DKNY's red/gold slide ($168). All at Lord & Taylor. / PHIL SKINNER / Staff Photo:
Gerda Lyngard's topaz necklace with black closure ($275), at Beth Ann Image & Accessory Boutique. / PHIL SKINNER / Staff Photo:
Nautica's poplin lavender shirt ($39.50) and coordinate Lauren by Ralph Lauren tie ($39.50). Both at Lord & Taylor. / PHIL SKINNER / Staff Photo:
Timepieces: Fossil watches with bold colored faces ($65). All at Rich's. / PHIL SKINNER / Staff Photo:
Lauren by Ralph Lauren faux croc loafers in turquoise, pink and green ($90 a pair). At Lord & Tayor.
Fringed linen scarf ($50), at Rich's. / PHIL SKINNER / Staff Photo:
Finishing touches: Echo's bold-print scarf ($45), from Lord & Taylor and faux croc Liz Claiborne belt ($22), at Rich's. / PHIL SKINNER / Staff

LOAD-DATE: April 02, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)

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Cutting a dash despite America's slowdown The Evening Standard (London) April 3, 2001

Copyright 2001 Associated Newspapers Ltd.
The Evening Standard (London)

April 3, 2001

SECTION: Pg. 38

LENGTH: 747 words

HEADLINE: Cutting a dash despite America's slowdown

BYLINE: Lauren Chambliss

BODY:

CHICAGO retail consultant George Rosenbaum says the entire apparel market should get a lift this spring when travel picks up during the holiday season.

"When people travel, especially when they go on vacation, they generally buy new clothes," he says. "If travel plans hold up as they have been, it is good for apparel makers."

Last spring, the fashion marketers misjudged demand and were forced into heavy discounting to move merchandise. That wrecked profit margins. This year, inventories are in good shape, says CSFB analyst Dennis Rosenberg. At price-earnings multiples of between 12 and 14, except Ralph Lauren, which is trading much higher, the big names remain well shy of the multiples of 20 or more that proved unsustainable in the early Nineties.

Analysts say the sector's shares are very attractive but Liz, Ralph and Tommy's ability to live up to the hype depends on two very fickle forces - the US economy and consumer tastes.

The worse the US economy gets, the more investors love Tommy, Liz, Ralph and Jones.

Fashion designers who cater to the masses, such as Tommy Hilfiger, Liz Claiborne, Polo Ralph Lauren and Jones New York, may not be setting the fashion world on fire, but they are still standing on Wall Street's catwalk as the stock market stumbles.

So-called fashion-vendors,

the firms that typically sell fashion apparel through their own outlets, big US department stores and global retail chains, are expected to outperform the general market this year and possibly next.

Shares in popular clothes makers such as Jones New York and **Nautica** are only slightly off recent highs, while others, such as Hil-figer, Claiborn and Lauren, have fallen 5% or more in recent weeks, but are still well above 52-week lows.

"I upgraded the sector at the end of November and even though the stocks have done well, they are still cheap," says CSFB analyst Dennis Rosenberg.

"It's a mature industry with good cash flows, generating earnings growth in double digits and selling at reasonable multiples."

When the Federal Reserve cuts interest rates, it is generally good news for consumer cyclicals, especially apparel makers. A study by Standard & Poor's, reviewing Fed rate cuts for the past 30 years, found apparel manufacturers' shares rose an average of 14.7% in the six months after a Fed move, against an average 12.3% gain for the S&P 500. With the Fed having cut rates three times so far this year, analysts are looking for a rebound in a sector not doing too badly anyway.

"People have been holding back on spending but that isn't going to last," says George Rosenbaum of Chicago's Leo Shapiro & Associates.

"Despite economic worries, incomes have generally been holding up. There is a feeling that this spring there is going to be a big improvement in apparel buying."

Some consumers never stopped shopping, especially for Polo Ralph Lauren, which beat Street earnings estimates with a 58% increase in fiscal third-quarter profits. It is doing so well in US and European upscale markets with an "American lifestyle luxury brand" that it is reducing distribution to US discount retail chains.

Shares in **Nautica,** which makes mostly male apparel with a sailing motif, have more than doubled to $ 18 in the past six months. Looking for a port in the storm, analysts see a safe harbour in its look, which is less fashion sensitive than most.

Falling foul of trends was part of the problem at Tommy Hilfiger last year, but the company is now being overhauled.

In the quarter to last December, earnings fell 28% to $ 42 million (£30 million). Though still beating analysts' expectations, profit margins shrank as Hilfiger engaged in steep discounting to move merchandise during the sluggish holiday season.

Hilfiger is ditching its cool, hip-hop image to return to its preppier roots by focusing on red, white and blue clothes themed as a "family brand", 49-year-old Tommy Hilfiger said in a recent interview.

Hilfiger, which last month used Lauren Bush - niece of President George W Bush - to model its collection in London, is rolling out 25 boutiques by next March, in the middle of an economic slowdown, but most analysts rate Hilfiger a "buy" or "strong buy".

Its sportswear business is said to be receiving spring orders that will bulk up sales and, at about $ 12, Hilfiger's share price is almost double its 52-week low of $ 6.31, though it has fallen from $ 17.25 in recent weeks.

GRAPHIC: HILFIGER MODEL LAUREN BUSH, NIECE OF THE US PRESIDENT MAN OF THE CLOTH: RALPH LAUREN'S CLOTHES HAVE BEEN SELLING SO WELL THE FIRM HAS REDUCED DISTRIBUTION TO DISCOUNT CHAINS

LOAD-DATE: April 4, 2001

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Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)

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Large guys getting choice of hip styles from top designers The Denver Post April 5, 2001 Thursday

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The Denver Post

April 5, 2001 Thursday 2D EDITION

SECTION: SCN; Pg. F-01

LENGTH: 606 words

HEADLINE: Large guys getting choice of hip styles from top designers

BYLINE: Suzanne Brown,

BODY:
Big guys no longer have a slim selection of clothing. Today, they can choose suits from Canali and Zegna, sportswear from DKNY and Polo Ralph Lauren, and footwear from Ferragamo or Kenneth Cole.

It wasn't always this way, retailers say.

'I got tired of having the Rodney Dangerfield reputation in the clothing industry-offering expensive clothes of lesser quality,' said Sam Kaufman of Kaufman's Tall and Big Shop in Englewood. He co-owns the store with his father Fred, who opened it in 1958.

They also have a store in Bellevue, outside Seattle, which opened in 1995.

'For years I've traveled extensively to get quality merchandise and overcome that stigma,' he says.

Big and tall men-whether they're musicians or politicians or bricklayers-just want to dress the same way as every other guy, he says. Among Kaufman's customers are Denver Mayor Wellington Webb; Keli McGregor, vice president of the Colorado Rockies; Raef LaFrentz of the Denver Nuggets and Matt Lepsis of the Denver Broncos.

'It has been difficult to convince some upper-end manufacturers to make our sizes, but more are waking up to it,' Kaufman says, naming Tommy Hilfiger, **Nautica,** Levi's, Pelle Pelle and Sean John as labels represented in his store.

(Among the holdouts are Kenneth Cole and Tommy Bahama, who still aren't making large sizes, he says)

Bob Sockolov, president and CEO of Rochester Big & Tall, which has 21 stores in the United States, agrees that merchandise selection for their stores has improved dramatically.

'We used to be the last thing on the cutting table, and we were a season or two behind. We're proud of the fact that we're now up at the fashion forefront,' he says.

'Manufacturers are seeing the light. Two years ago Ralph Lauren decided to get into the business. Before that, they didn't think we were their customer,' Sockolov says. 'Now, many of the items we're getting are exclusives or special cuttings, from (Ermenegildo) Zegna or Versace. They'll make it according to our specifications.'

Both Kaufman and Sockolov say that while the casual movement has been strong in recent seasons, they are getting more requests for suits and tailored sportswear.

'Nationwide, we have seen the effects of casual Friday, but I truly think that as the dot-com industry has suffered, there will be a spike in tailored clothing,' Kaufman says.

Sockoflov agrees. 'There was a real slowdown in suits for part of last year. It hasn't changed appreciably in 2001, but sport coat and slack business (is) picking up. People are starting to dress up for meetings again, and more people are looking for jobs.'

Big, bigger, biggest

For more information, contact:

Kaufman's Tall & Big Shop, 3395 S. Broadway, Englewood, 303-761-6000, or visit kaufmans.com. The store carries better and designer merchandise for tall, big and athletically built men who are at least 6 feet tall and/or weigh 200 pounds. Suits are in regular sizes 48 to 56, longs from 46 to 68, and extra longs in 42-60.

Rochester Big & Tall, 2770 E. Second Ave., Denver, 303-355-8130. For a catalog, call 800-282-8200, or you can send e-mail to rbtcatalog@aol.com. Rochester sells better and designer merchandise to customers who are typically at least 6 feet tall and/or weigh 200 or more pounds. Tall sizes are from 38 extra long, and suits vary from 46 to 60 regular, long and portly.

Casual Male, multiple locations, call 800-844-6524.

Repp Ltd. Big & Tall, multiple locations, www.reppbigandtall.com.

GRAPHIC: PHOTOS: Fashions

LOAD-DATE: April 05, 2001

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Nautica Enterprises DNR April 6, 2001

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DNR

April 6, 2001

SECTION: Vol. 31, No. 42; Pg. 3; ISSN: 1041-1119

RDS-ACC-NO: 02849828

LENGTH: 198 words

HEADLINE: Nautica Enterprises

HIGHLIGHT:
In 2001, **Nautica** Enterprises expects to reach $625 mil in revenues and a $7.2 mil operating profit

BODY:
Nautica Enterprises said it expects its full-year earnings per share to match or come in slightly below Wall Street expectations.

In a presentation to investors, CFO Wayne Marino said the company expects to Post 2001 earnings per share of $1.38. The consensus estimate among analysts polled by First Call is $1.39. The company also said it expects to report earnings per share of $1.48 in 2002.

Marino also said **Nautica** expects 2001 operating profit of $7.2 million on revenues of $625 million. For 2002 the New York-based company is targeting revenue growth between 8 and 10 percent, and EPS growth of 6 to 8 percent.

Harvey Sanders, president and CEO, said the company has been able to sustain two years of growth through diversification and leveraging the **Nautica** brand. He noted that while in the past its men's sportswear business has been a driving force behind its success, he expects sales here to fall to 49.3 percent from 69.8 percent of the total, offset by growth in other areas including sleepwear and women's jeans.

Nautica is expected to open the doors of its new flagship store in New York's Rockefeller Center April 21.

--JENNIFER WEITZMAN

TYPE: Journal; Fulltext

JOURNAL-CODE: DNR

LOAD-DATE: April 24, 2001

Nautica to enter big boxes Home Textiles Today April 09, 2001

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Home Textiles Today

April 09, 2001

SECTION: News; Banc of America Conference; Pg. 4

LENGTH: 198 words

HEADLINE: **Nautica** to enter big boxes

BYLINE: By Andrea Lillo

BODY:
NEW YORK -- Though **Nautica** focused on its apparel business at Banc of America's Consumer Conference last week, it did announce that its home textiles line will debut in the big-box, specialty retailers at the end of this month.

"We're very excited," said Harvey Sanders, chairman, president and ceo, speaking to analysts, adding that the new distribution channel will strengthen and extend the brand.

Previously the **Nautica** home collection, consisting mostly of bedding, had been in department stores. And though it still has a "mature business" with several department store retailers, he said, "we have not gotten the support of the department stores in the past." The lack of appropriate space to display the collection was a problem, he said. "When you come out with nice things, you want it to be seen. We want to stay in business."

Sanders continued, "We will have a nice presentation in the big boxes." However, the collection won't expand too quickly. "We're concentrating on controlled growth."

Though apparel will be the focus of the first retail store in Rockefeller Center in New York, opening this month, he didn't rule out adding the home line in the future.

LOAD-DATE: April 12, 2001

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NAUTICA FLUFFS RIVERKEEPER'S SAILS. Daily News Record April 9, 2001

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Daily News Record

April 9, 2001

SECTION: Pg. 2 ; ISSN: 1041-1119

IAC-ACC-NO: 73555317

LENGTH: 255 words

HEADLINE: NAUTICA FLUFFS RIVERKEEPER'S SAILS.

BYLINE: Dodd, Annmarie

BODY:
Keeping the Hudson River clean and Riverkeeper in business attracts the most interesting and impressive group of supporters. Aside, of course, from the Kennedy family and its obvious connection to the environmental protection group through Robert F. Kennedy Jr., Riverkeeper's chief prosecuting attorney.

Among the boldface names in the crowd for the group's annual fundraiser last week at Chelsea Piers were: Queen Noor of Jordan, Bob Pittman, co-COO of AOL Time Warner, Glenn Close, Christopher and Dana Reeve, Chevy Chase, Dan Aykroyd, Patty Hearst, designers David Chu and wife Gina and Kenneth Cole and his wife, Maria Cuomo Cole, John Mellencamp and a handful of cast members from HBO's Sex and the City and way-hot The Sopranos.

The event's annual Riverkeeper Award was given to Louis Bacon, chairman and CEO of Moore Capital Management and chairman of The Moore Charitable Foundation. More than $ 2.3 million was raised for the Hudson River effort between the fundraising dinner and auction; items up for bids included opening-night tickets to the upcoming Harry Potter movie, a Hudson River tour with RFK Jr. and a package of tickets to four summertime concerts, including N'Sync and U2.

The Riverkeeper's annual "Fisherman's Ball" was sponsored and hosted, in part, by **Nautica,** thanks to Chu's blossoming friendship with Kennedy. When you're listed as a top sponsor, you're certain to get one of the best tables in the house. Among those sitting with Chu for the night, Kennedy, Close and the Reeves.

IAC-CREATE-DATE: April 23, 2001

LOAD-DATE: April 24, 2001

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GIVE NEW GRADS A HAND, OR MAYBE A DISCO BALL Detroit Free Press APRIL 19, 2001 Thursday METRO FINAL EDITION

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APRIL 19, 2001 Thursday METRO FINAL EDITION

SECTION: FEATURES; Pg. 1C

LENGTH: 623 words

HEADLINE: GIVE NEW GRADS A HAND, OR MAYBE A DISCO BALL

BYLINE: HOLLY HANSON FREE PRESS SHOPPING WRITER

BODY:
It's graduation time, and you know what that means. Gifts!

Sure, you could go the responsible route and get a time-honored present like a briefcase or a fountain pen. Those might be practical, but they're not much fun.

Fortunately, you can find graduation gifts that are not only useful, but fun and trendy, too.

MyFreakyFamily.com offers a very cool selection of French-press coffeemakers, flower-strewn monitor covers, lava lamps, disco balls and plastic chairs shaped like giant hands. Certainly every dorm room needs at least one of these.

Prices range from $4.99 for a handy cooking guide that can be stuck to the refrigerator to $169.95 for the hand-shaped chair. And if you can't make up your mind, you can always send an e-gift certificate, allowing your favorite graduate to choose his or her own gift.

Surf to

www.myfreakyfamily.com.

Over the river

Windsor Crossing Premium Outlets in Windsor has added three new stores to its roster.

The Body Shop Depot, which opened April 7, offers 30 percent to 75 percent discounts on natural skin and hair care products from the Body Shop. Call 519-966-8850.

George Richards Big and Tall Menswear, which also opened April 7, is the outlet for a well-known Canadian menswear chain. The store carries sizes 1X to 6X in both regular and tall versions, while pants come in waist sizes ranging from 36 to 66. Featured brands include Tommy Hilfiger, Chaps by Ralph Lauren and

Nautica. Call 519-969-0923.

Hugo Boss, which opened in February with a selection of discounted menswear, has just added women's wear to the mix. In addition, the store carries merchandise for all four seasons, all year round. Call 519-967-1919.

Windsor Crossing is at the intersection of Sandwich West Parkway and Highway 3. Hours are 10-9 weekdays, 9-6 Saturday, 10-6 Sunday. Call 519-972-7111 anytime or surf to for more information.

Picture, please

Bare walls got you down?

Colorworks Design Studio, with its home-decor boutique, Colorworks Uncommon, will host its an annual fine-arts event April 26-28.

The show will include unframed fine art prints, serigraphs, lithographs and etchings on paper and canvas. Hours are 5-8 p.m. April 26, noon-7 April 27 and noon-5 April 28.

Colorworks Design Studio and Colorworks Uncommon are at 32506 Northwestern Hwy. in Farmington Hills. Call 248-851-7540, or surf to

www.colorworksstudio.com

Beauty picks

Looking for the best in beauty? Here's what's on the list for 2001 from specialty stores and mass marketers, as chosen by Cosmetics Executive Women, a national group of 1,300 beauty experts.

Best new facial skin-care products: Estee Lauder Idealist Skin Refinisher and Olay Daily Facials cleansing cloths.

Best new makeup products: Lancome Photogenic Skin-Illuminating Makeup SPF 15 and L'Oreal Feather Lash Softly Sweeping Mascara.

Best new sun products: Estee Lauder Go Bronze Tinted Self-Tanner and Avon Skin-So-Soft Blue Blast Moisturizing Suncare Disappearing Color, SPF 30.

Name a winner

Each month, the Free Press awards a Service Star to deserving salespeople who provide great service. We need your help.

Tell us about a particular example of fine service that you experienced yourself. Identify the salesperson by name, the store in question and what he or she did to make your shopping experience so pleasant.

Don't nominate your boss, coworker or relative, no matter how fabulous they may be. We want those who've received great service to tell us all about it.

Include your name and a daytime phone number or e-mail address so that we can contact you for more details.

By e-mail: shopping@freepress.com

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By mail: Attention, Shoppers

Detroit Free Press

600 W. Fort St., Detroit, MI 48226

NOTES: ATTENTION SHOPPERS

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Retailers taking notice of teens' buying power The Denver Post April 22, 2001 Sunday

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The Denver Post

April 22, 2001 Sunday 2D EDITION

SECTION: BUSINESS; Pg. K-03

LENGTH: 848 words

HEADLINE: Retailers taking notice of teens' buying power

BYLINE: By Kelly Pate, Denver Post Business Writer,

BODY:
Today's teenagers are making headlines because of their generation's record size, handle on technology and - the big carrot for retailers - buying power.

One analyst, Jeff Klinefelter, is forming stock recommendations based partly on what styles and brands teens like, the stores where they shop and how much money they spend on clothes.

Klinefelter, a senior research analyst with U.S Bancorp Jaffray in Minneapolis, last month rounded up high school kids from nine U.S. cities, including Denver, and took them to their local malls. Klinefelter tracks chain stores that sell apparel.

Nearly 300 teens, ages 17 and 18, took part in the study, including about three dozen Denver high school students who toured stores in Cherry Creek.

'We believe a closer look at the 'Echo Boom' or 'Generation Y' demographic is more relevant than ever considering the prospects for a slower overall economic growth rate,' writes Klinefelter in his report, which was released last week. Generation Y covers people born in 1982 or later.

Lisa Herzlich, Cherry Creek mall's marketing manager, said smart retailers are embracing high school-aged consumers because they've become 'a true economic force.'

'This group makes their own choices, they have disposable income and they make their own value judgment on how fashion, price and brand meld together,' she said.

Research indicates that half the money teens spend in malls is their own, while the other half comes from their parents, a change from the past when about 70 percent of teen's spending money came from parents.

Teens involved in the U.S. Bancorp study learned theories about what affects consumer buying decisions and how fashion cycles fit into stock valuations. They were asked about their spending patterns and whether they perceived certain stores to be expensive or inexpensive. And once in the stores, the students recorded the lowest and highest prices on clothing. Again they were asked about their impressions of price in those stores.

From the study, Klinefelter gleaned some valuable information.

U.S. teenagers told him they go first to the The Gap, Abercrombie & Fitch and Express. Gap was cited for relatively affordable prices on a broad assortment of basics. Despite a recent decline in sales growth, Abercrombie remains popular, which Klinefelter attributes to the store's strong brand. And teen girls said Express has the latest styles at prices they can usually afford.

Among Denver teens, top destinations were Hot Topic, Mervyn's and Express.

Klinefelter said more teens than he expected say they shop department stores. 'It happened more consistently in smaller communities and urban communities where you have easier access to department stores or a narrower selection of specialty stores,' he said.

'It also tells me brand awareness is transferring down a generation,' he said referring to the buying habits of Gen Y's parents. 'The wide assortment of independent and national brands is their biggest strength going forward and opportunity to keep teen market share.'

Herzlich said Polo, Tommy Hilfiger and **Nautica** are hot brands among teens, and those clothing lines are sold in large volumes from department stores such as Foley's, Lord & Taylor, Dillard's and others.

So what does all this mean for investors?

Klinefelter looks for stores that manage their stream of inventory efficiently and where customers can find the brands they want when they want.

He said retailers must find a way to get cost-conscious customers to buy their store brands or other brands they carry - even if they're a bit more expensive. In other words, if the brand is strong enough, shoppers who set out to spend no more than $ 60 on a new pair of jeans will pay more when they find a brand they like.

'Once you have consumers' interest, you can identify opportunities for margin expansion over time,' Klinefelter said.

Abercrombie & Fitch, one of the stocks he tracks, did just that.

'They gradually gained more awareness and increased their retail pricing and expanded their margins. They were tremendously popular,' he said.

But Abercrombie took that strategy a little too far and scared some shoppers away with higher prices. To compensate, Abercrombie last summer started adding some lower-priced products, including T-shirts, to its selection.

A few other findings:

Denver teens reported the highest spending among nine cities, with an average of $ 149 a month, compared with $ 110 nationally going toward clothing. At the low end, Des Moines teens reported spending only about $ 60 a month.

Half of U.S. teens surveyed said they prefer specialty stores, while department stores won 39 percent of the vote and discount stores 11 percent, with Denver close to that average. Denver teens reported the most mall visits per month, averaging 4.1. The national average was 2.5 trips.

LOAD-DATE: April 23, 2001

DOWN TO THE KNITTY-GRITTY Spring sweaters in every color and style at a steep discount Daily News (New York) April 22, 2001, Sunday

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Daily News (New York)

April 22, 2001, Sunday SPORTS FINAL EDITION

SECTION: LIFELINE; Pg. 18 ON SALE!

LENGTH: 549 words

HEADLINE: DOWN TO THE KNITTY-GRITTY Spring sweaters in every color and style at a steep discount

BYLINE: BY MILA ANDRE

BODY:
COLORFUL YARN Supplement your wardrobe with a few new spring sweaters from erik stewart, which will hold its 2001 sample sale April 30-May 9. You'll find V-necks, tank tops, loop fringe styles, chunky basics, classic cables, needle ribs, dip dyes, silk, Lycra blends and 100% cotton and cotton blends in a rainbow of colors all at reduced prices. Sexy sleeveless Shaker-knit turtlenecks or cardigans in cotton, silk and Lycra, regularly $50-$200, are $20-$90. These come in flame, lime, strawberry, turquoise, bubblegum pink, pink sachet and deep sky. Chunky cables and boucle tweeds, usually $100, are $50; twin sets, usually $180, are $90. All sweaters come in small, medium and large and in addition to the colors mentioned black and burlap.

erik stewart, 1441 Broadway (between 40th & 41st Sts., 34th floor); (212) 944-9096. Hours: Mon.-Fri., 9 a.m.-5:30 p.m.

DRESS FOR LESS Nothing beats getting a gorgeous gown at a great price. Pay-Le$$ Dressy Dresses is the place where you can find just what you want and each costs $69.99. The choice is tremendous: More than 7,000 cocktail, evening and special-occasion dresses by the likes of J.R. Nites, Morgan and Co., Cache, Ever Beauty, Jump and Zum Zum selling elsewhere for $250-$678 are going on sale tomorrow through May 5 at three locations. There are sleek silver Empire gowns; velvet, silk, taffeta, georgette and chiffon in all lengths and the hottest colors of the season gray, burgundy, gunmetal, gold and royal blue. For larger sizes (up to 26), there are Kelly Bishop dresses and Karen Miller suits with pearl-studded lapels.

Pay-Le$$ Dressy Dresses, Main Warehouse, 55-55 59th St. (ground floor), Maspeth, Queens; (718) 326-1016. Hours: Mon.-Sat., 10 a.m.-6:30 p.m.; Sun., 10 a.m.-4:30 p.m.

* In Staten Island

1462 Hyland Blvd.; (718) 351-8134. Hours: Mon.-Thurs. & Sat., 10 a.m.-7 p.m.; Fri., 10 a.m.-8 p.m.; Sun., 11 a.m.-6 p.m.

* In Brooklyn

2259 59th St. (between Bay Parkway & 23rd Ave.); (718) 331-2724. Hours: Mon.-Thurs. & Sat., 10 a.m.-7 p.m.; Fri., 10 a.m.-8 p.m.; Sun., 10 a.m.-6 p.m.

DESIGNER WARE The names read like a Who's Who of couturiers Prada, Fendi, Armani, Karl Lagerfeld,

Freelance, Helmut Lang, Robert Clergerie. These are just some of the designer brands of apparel, shoes, handbags, accessories, and linens you can buy below wholesale May 1-3 at Ashley Reed Trading. Thousands of shoes, boots and sandals from Prada, Freelance, Karl Lagerfeld, Charles Jordan, Robert Clergerie (sizes 5-12), usually $299 and up, are $15-$75. Current collections of designer apparel from Prada, Miu Miu, Jil Sander and Helmut Lang are $75-$200 (usually $300-$2,800). Handbags and accessories from Prada, Fendi and DKNY are $100 and up, and a full line of home accessories sheets, comforters, duvets, covers, linens, etc. from Frette, Polo Home, **Nautica** and Charisma is reduced 75%. New merchandise will arrive daily, including some for men, too.

Ashley Reed Trading, 401 Seventh Ave. (Hotel Pennsylvania, between 32nd & 33rd Sts.; ground floor); 1-888-937-9006. Hours: 8 a.m.-8 p.m.

To be listed, please fax DETAILED information to Mila Andre at (212) 210-1604 or (212) 210-2203 at least THREE WEEKS in advance. *

GRAPHIC: THOMAS MONASTER DAILY NEWS TOP CHOICE Spring sweaters at erik stewart.

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LNT shifts its strategy for textiles Home Textiles Today April 23, 2001

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Home Textiles Today

April 23, 2001

SECTION: News; Pg. 1

LENGTH: 470 words

HEADLINE: LNT shifts its strategy for textiles

BYLINE: By Andrea Lillo

BODY:
CLIFTON, NJ -- Linens 'N Things hopes to resuscitate its textiles area -- the category that it had counted on to provide more than 60 percent of sales during the recently concluded first quarter -- with three new initiatives, announced last week.

"Our core textiles category was disappointing, reflecting an overall weakness in the industry," said Steven Silverstein, president. "The performance of textiles had a significant impact on overall sales."

Though he didn't delve into details, Silverstein said that it is taking several steps to improve the textile category. First, **Nautica** Home was just launched in the stores, he said. Traditionally **Nautica** has been a department store brand, and this is the first time it's entering big boxes such as Linens 'N Things.

In addition, Silverstein announced a "new and improved" solid-color bath towel program. In the bedding area, it plans to strengthen promotional items.

All of these initiatives are part of Linens' overall goal to increase store productivity and the average store transaction. The company has set a target of achieving sales of $150 to $175 per square foot, he said. As previously announced, the percentage of proprietary product is still expected to reach 15 percent by the end of fiscal year 2001, he added.

However, Linens will not concentrate heavily on driving additional traffic into the store, Silverstein said. Instead, it looks to improve sales by increasing the average transaction and its productivity within the stores. Consequently, the advertising budget will remain flat compared to last year, company ceo Norman Alexrod said.

Analysts liked the addition of a name brand to the stores but hesitated on the other initiatives. It was "impressive that they got the **Nautica** brand," said Shelly Hale, analyst, Banc of America, San Francisco. "Though it's not exclusive, it is a well-known brand," and a good step forward. The textiles category is a mature business, she said, and one that hasn't had strong growth in a number of years, making it a difficult category for retailers.

"Clearly, they're looking for a catalyst for reviving that area of business. **Nautica** might not solve all of the problems, but it is a good start," Hale added.

Joan Bogucki, analyst, WedBush Morgan Securities, Los Angeles, felt that the **Nautica** addition was

positive, but wasn't sure whether it would solve the real problem, she said. "It's always important to change the merchandise, but you should always do that ... Fundamentally, I think it's a merchandising issue."

Increasing the proprietary percentage of the merchandise will also be "challenging," she said, as Linens tries to develop new international sources. "They still need to gain experience in that area. Crate & Barrel and Pottery Barn do an excellent job of this."

LOAD-DATE: April 25, 2001

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NAUTICA ENTERPRISES INC WALL STREET JOURNAL April 25, 2001, Wednesday

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WALL STREET JOURNAL

April 25, 2001, Wednesday

SECTION: Section C; Page 13, Column 5

LENGTH: 25 words

HEADLINE: **NAUTICA** ENTERPRISES INC

JOURNAL-CODE: WSJ

ABSTRACT:

Nautica Enterprises Inc reports net income of $13.1 million for fiscal fourth quarter ended March 3, up 30% from $10.1 million a year earlier (S)

LOAD-DATE: April 25, 2001

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Nautica Drops Anchor at Rockefeller Center DNR April 25, 2001

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DNR

April 25, 2001

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HEADLINE: Nautica Drops Anchor at Rockefeller Center

HIGHLIGHT:
Nautica is opening a 14,000 sq ft store at Rockefeller Center it expects to achieve between $10 mil and $12 mil in earnings during the store's first year

BODY:
Company's 14,000-sq.-ft. flagship expected to earn $10M-$12M in first year

BY ANNMARIE DODD

Rockefeller Center is a New York City destination solidly built on contrasts. It is a landmark for both culture and megabranding. It was built on lofty architectural ideals, but with hade-edged commerce to exercise. It's classic, yet modern.

And because of this endearing split personality, it is the perfect backdrop for **Nautica** to open its most ambitious and adventurous retail venture to date.

Moving from a quiet Upper West Side corner shop to a Rockefeller Center anchor store doesn't go without meticulous planning -- or without a real reason for being there. **Nautica,** one of the biggest brands in men's collection, quietly opened its first flagship Sunday at 50 Rockefeller Center (at East 50th Street) as the final piece to the company's even subtler rebranding strategy.

The 14,000-square-foot, two-level store -- made up of men's, women's and boy's wear -- is so important to **Nautica's** new look and business plan that David Chu, CEO, president and designer of **Nautica** International Inc., has been involved with every step of the store's design, planning and merchandising process. Chu designed the store with the Vandam Street firm Tsao & McKown.

Nautica's shop at West 69th Street and Columbus Avenue closed last February due to the brand's Rock Center plans.

photos omitted

"We've never done anything this big. I've never done anything this big," said Chu. "This store is the final piece to how we position and evolve the **Nautica** brand. We've been through major phases with creating a new logo, new advertising, a fresher attitude in the design of the collection, and this is the final piece to the

puzzle."

Nautica creatively combined its store from two distinct pieces of Rockefeller Center -- the Bank of Boston branch, located next door to The Associated Press's offices, and the old Walter Reade Theatre. The store's first-year volume is estimated between $10 million and $12 million.

Harvey Sanders, CEO of **Nautica** Enterprises, would not give an exact figure on the cost of the building.

"It was a pretty penny. A very pretty penny." Sanders said. "And it is worth it, because this is the first time for us to showcase all we can do and almost all of our licensed products."

"Business in the first two days has been booming, considering it was a very soft opening and we didn't tell anyone we were opening the doors. Women's swimwear, especially, has been flying out the door."

The store's sign isn't even up yet. A theater marquee refurbished to look like the one that hung outside the Reade Theatre in the 1930s will be put up before the store's grand-opening party next month.

Men's wear occupies the store's first floor, with sportswear and tailored clothing taking up the front of the stores in the old bank space, and boy's wear, **Nautica** Competition and **Nautica** Jeans occupying the Reade Theatre. A walk-through alley between the two spaces is reserved for men's accessories and fragrance.

Tsao & McKown and Chu paid homage to the landmark buildings, incorporating the art-deco front door and the floor slanted for theater seating into the retail space. Sailcloth has been draped at the theater stage's edge to create two billowy dressing rooms for **Nautica** Jeans.

The store will serve as a model for future **Nautica** freestanding stores -- with the next one scheduled to open in May in Portofino, Italy.

The 4,000-square-foot mezzanine floor is made up of women's **Nautica** Jeans, swimwear sleepwear and a small collection of luxury sportswear designed by Chu.

photos omitted

The upscale men's **Nautica** Europe collection will be added to the store's mix next month. The designer said he will be creating special men's and women's sportswear groupings for the store each season.

Constant change and the brand's evolution are felt in every corner of the store. Blonde ash and brushed-steel fixturing are modular and movable to create and redraw the retail floor. Most of the store has been styled for its opening to show off **Nautica's** signature navy-and-white.

In an innovative merchandising move, a 10x10-foot room has been broken away from the main part of the women's wear area to showcase a theme, or to reinforce a singular design statement.

Right now, the room features everything colored white within **Nautica's** women's collections -- from swim to bucket hats, leather pieces and a long linen blazer. Swimwear is whimsically displayed on ring that flip, similar to the way poster shops show off lithograph prints.

Chu said the store's selection will be constantly remerchandised to keep up with trends -- and the crowds in Rockefeller Center. The store, Chu and Sanders agree, provides **Nautica** with an unfettered relationship with its customers. From this, Chu believes, his collection can only grow stronger.

"We are getting strong feedback already. We can already see and hear what items the customer is responding to. What they like and dislike," said Chu. "Together with having all these products in the same location and seeing how well they tie together only makes us better."

"This is how we see the collection," he said. "Sometimes department store presentations leave out a collection's reference point for the customer. This is a new position with the brand and we are a little more modern in feel, and we want to show that. We want the image to be true **Nautica** and not what people can see uptown at Bloomingdale's and downtown at Macy's. We are giving them reasons to come to this store, too."

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Wheels sport new labels;Popular retail brands invade cars, trucks The Detroit News April 25, 2001 Wednesday No dot Edition

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The Detroit News

April 25, 2001 Wednesday No dot Edition

SECTION: AUTOS; - 2002 North Face Avalanche2001 Subaru Outback H6-3.0 L.L. Bean Edition -; Pg. 1F

LENGTH: 1170 words

HEADLINE: Wheels sport new labels;
Popular retail brands invade cars, trucks

BYLINE: Anita Lienert

BODY:
Not too long ago, Chevrolet engineers went snowshoeing in Aspen, Colo., with a group of designers and athletes from The North Face, the San Leandro, Calif. maker of rugged outdoor gear and apparel.

On the challenging trek, they bonded and brainstormed about co-creating the ultimate outdoor vehicle.

"It would be pretty cool," said Tony Posawatz, assistant vehicle line executive on the 2002 Chevrolet Avalanche, who attended the unusual business gathering. The group's fantasy vehicle "would have things like a built-in bug zapper. It would have a satellite dish for global positioning out in the woods. There would be an aerodynamic tent that stays attached to the back, even at speeds of 80 miles an hour."

Those flights of fancy have yet to make it beyond the middle-of-the-woods talking phase. In the meantime, Chevrolet and the outdoor supplier came up with The North Face edition of the Avalanche, a new crossover that converts from a six-passenger sport-utility vehicle to a full-size pickup.

Chevrolet has had links with non-automotive firms in the past, from Ducks Unlimited to GT Bicycles, but this is one of the first efforts in recent memory to result in the development of an actual product, according to Posawatz. The North Face had turned down offers from other automakers to partner in the past. But they jumped at the chance to work on the Avalanche, because they were included two years ago during the design process, when they could have a greater influence on the end product. Both say they hope the Avalanche is the beginning of a long relationship.

"We expect there to be more collaborations with The North Face in the future," Posawatz predicted.

Adds Victoria Hernandez, director of brand management for The North Face: "It's a natural fit and helps us to reach a broader audience than we would reach with our own marketing."

The North Face Avalanche is the latest in a string of so-called affinity marketing vehicles that seem to be infiltrating the automotive marketplace. Often, outdoor outfitters are the most natural partners for the makers of SUVs and trucks. Ford was one of the first to capitalize on this trend in the 1990s, with offerings like the popular Eddie Bauer edition of the Ford Explorer. Chrysler followed suit with an Orvis model of the Jeep Grand Cherokee.

Apparel makers are another favorite partner. Witness the **Nautica** version of the Mercury Villager minivan. More recently, Japanese automaker Subaru debuted a 2001 L.L. Bean edition Outback wagon, linking up with the Maine outdoor retailer.

But there are unexpected pairings, too.

Bugs Bunny is featured prominently in the Warner Brothers edition of the Chevrolet Venture minivan, which offers families a built-in video entertainment system. Lexus linked up with leather-goods manufacturer Coach to create the latest in a series of special-edition ES 300 sedans. In the 1980s, Chrysler had a similar arrangement with Mark Cross.

More recently, Lincoln unveiled the $58,800 Neiman Marcus Edition of its all-new 2002 Blackwood luxury truck. Customers will be able to order the special-edition Blackwood starting on May 4.

The special-edition Blackwood features headrests adorned with the Neiman Marcus logo and entertainment elements like a built-in DVD player with Panasonic wide-screen monitor.

"That one in particular takes excessiveness to the limit -- in a fun way," said Jeff Schuster, director of North American forecasting for J.D. Power and Associates in Troy. "You take an upscale truck and you put an upscale retail image with it. It creates a buzz for both brands. But the brands must complement each other. You wouldn't want a Target edition Blackwood. It's not the right image."

Matchmaking between automakers and retail brands is a trend that is only just beginning. To make it work, the two audiences must be similar, say experts inside and outside the auto industry. If the alliance works, it expands the consumer base for both brands. Because of their money-making potential, the pairings are likely to continue.

"Consumers will see more of their favorite brands linked up with vehicles in the future," said Schuster. "There's a move to market more toward individuals, as opposed to just selling mass-production vehicles. Co-branding is one way to achieve this, although it does command a premium price tag."

The 2002 Ford Explorer XLT 4WD is priced at $29,745, while the Eddie Bauer version of the same vehicle retails for $34,055.

A base 2001 Lexus ES 300 has a $31,395 sticker price. The Coach edition costs another $3,000 on top of that and adds upscale items like a Coach duffel bag, Coach logos inside the cabin, plus perforated-leather seats and bird's-eye maple trim.

A base Subaru Outback wagon starts at $22,895. We tested the L.L. Bean edition with a $29,990 price tag and a new 3.0-liter six-cylinder engine. L.L. Bean logos are splashed all over the wagon, from the seats to the fenders and floor mats. It also has luxury amenities like an eight-way power driver's seat, two-tone leather-trimmed upholstery and a security system.

There's plenty of attention to branding inside the Outback, but we were disappointed that at least one critical feature was overlooked. If the front passenger flips down her visor, it hits and jars the rear-view mirror -- a distressing situation for the driver. We loved the looks of the L.L. Bean edition, but wondered how a wart like the errant visor got by Subaru and the L.L. Bean people.

As Schuster warned, we were hard pressed to find any bargains among the co-branded vehicles we checked.

A base four-wheel-drive Avalanche starts at $33,965. The North Face Avalanche is priced at $37,465. Granted, it does have some unusual touches. The special-edition Avalanche comes with an exclusive sage green exterior and a cabin that is decked out with The North Face logo everywhere, from the white instrument cluster to the floor mats and green-and-black seats. Also included are two day packs that hook onto the backs of the front seats, plus two waterproof duffel bags that the retailer made exclusively for

Chevy.

An engine-block heater and standard four-wheel drive are part of The North Face package, along with a premium off-road suspension and a high-capacity air filter. Chevrolet says this special edition will be available by August.

Like the snowshoeing partners, we did some brainstorming of our own.

Anyone up for a Godiva Edition Saturn?

Automotive newlyweds

Name: The North Face

Founded: 1968 in San Francisco's North Beach

Description: Retailer and maker of performance clothing, for outdoor enthusiasts.

Product highlights: 1969 Sierra parka, 1975 Oval Intention Tent based on R.Buckminster Fuller design, 1976 Back Magic backpack.

Name: Chevrolet

Founded: 1911 in Detroit

Description: Long-time General Motors division with a reputation for making dependable vehicles with an emphasis on value.

Product Highlights: 1915 Chevrolet 490, 1950 Bel Air, 1967 Camaro.

LOAD-DATE: November 15, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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BARGAIN HUNTER Newsday (New York) April 26, 2001 Thursday

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Newsday

Newsday (New York)

April 26, 2001 Thursday NASSAU EDITION

SECTION: HOME & GARDENS, Pg. B26

LENGTH: 665 words

HEADLINE: BARGAIN HUNTER

BYLINE: By Dan Feinstein; Dan Feinstein is a freelance writer

BODY:

Technicolor Knits

Next week's showroom sale at this Fashion District sweater house is focused on the bright side of spring, offering fresh-looking women's designs in a rainbow of seasonal shades. Color selections range from sky blue to turquoise, coral, scarlet, lime, flame and bubblegum pink, along with cooler neutral tones like classic black and burlap, and the styles are equally plentiful: There are rib knits, cable knits, cardigans, V-necks, halters, silk-lycra blends, twin sets and more; normally $50-$200, most now are reduced to $20-$90.

ERIK STEWART, 1441 Broadway (between 40th and 41st streets), 34th floor, Manhattan, 212-944-9096. April 30-May 9, Monday-Friday, 9 a.m. to 5:30 p.m.

Rush-Hour Rewards

Plan on taking a later train home next Tuesday through Thursday, because this upscale warehouse sale is a commuting consumer's dream. In a new space across the street from Penn Station, a sample sale specialist is bringing together an incredible array of high-end designer apparel, footwear, accessories and home furnishings-and offering them all at savings of 60 to 80 percent below retail. The wearables here are mostly for women (though there should be some men's merchandise), including clothing from Helmut Lang, Prada and Mui Mui, along with shoes, boots and sandals from the likes of Robert Clergerie, Charles Jourdan and Freelance. Handbag selections are by Prada, Fendi and DKNY, while sheets, duvets, towels and other home designs bear such prestigious labels as Frette, Polo Home and **Nautica.** Apparel will be priced mostly from $20 to $200, shoes from $39 to $69, and accessories from $30 to $450.

ASHLEY REED TRADING SALE, Event Center at Hotel Pennsylvania, 401 Seventh Ave. (between 32nd and 33rd streets), ground floor, 888-937- 9006. May 1-3, Tuesday-Thursday, 8 a.m. to 8 p.m.

Art and Soul

Since charity auctions are held to raise money for good causes, they might sound like bad places to find

bargains. But the opposite is true: Except for a few highly contested items, it's possible to pick up most lots for well below typical gallery price. This year's auction at the Garden City Jewish Center includes lithographs, serigraphs and original works from such well-known artists as Jane Wooster Scott, Norman Rockwell, and Leroy Neiman, and also features a selection of film animation cels and sports memorabilia. All works are custom-framed, matted and ready to hang, and opening bids start at up to two-thirds less than the gallery price. The $5 admission fee benefits local churches and synagogues, and includes refreshments, hors d'oeuvres and desserts.

SEVENTH ANNUAL ART AUCTION at the Garden City Jewish Center, 168 Nassau Blvd., Garden City, 516-294-4634. Saturday, April 28, preview, 7-8 p.m.; bidding at 8 p.m.

Crafts and Collectibles

While April's weather hasn't been entirely spring-like, this weekend brings some signs that the season is under way: The 20th annual Spring Antiques Show heralds the start of the Hamptons' antique fair season, with a one-day show featuring furniture and collectibles. Meanwhile, back in the Big Apple, the Spring Crafts on Columbus festival sets up this Saturday for the first installment of its three-weekend run, and showcases everything from fashion and jewelry to ceramics, toys, photography and fine artwork.

20th ANNUAL SPRING ANTIQUES SHOW, Bridgehampton Community House, Montauk Highway (Main Street), Bridgehampton, 516-868-2751. Saturday, April 28, 10 a.m. to 5 p.m.; admission, $5.

SPRING CRAFTS ON COLUMBUS, Columbus Avenue from 77th Street to 81st Street and on 81st Street toward Central Park West, Manhattan, 212-866-2239. April 28-29, May 5-6 and 12-13, Saturday-Sunday, 10 a.m. to 6 p.m., rain or shine. Free admission.

Send suggestions at least five weeks in advance to: Bargain Hunter, Newsday, 235 Pinelawn Rd., Melville, N.Y. 11747, or e-mail him at libargains@yahoo.com.

LOAD-DATE: April 26, 2001

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CALIFORNIA; SOUTHLAND FOCUS; NAUTICA TO BUY EARL JEAN Los Angeles Times April 27, 2001 Friday

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Los Angeles Times

April 27, 2001 Friday
Home Edition

SECTION: BUSINESS; Part C; Financial Desk; Pg. 2

LENGTH: 192 words

HEADLINE: CALIFORNIA;
SOUTHLAND FOCUS;
NAUTICA TO BUY EARL JEAN

BYLINE: Maria Dickerson

BODY:

Nautica Enterprises Inc. has agreed to buy trendy Los Angeles jeans maker Earl Jean Inc. in a cash-and-stock deal potentially worth about $ 65 million. Publicly traded **Nautica** will pay $ 45 million in cash and 1.12 million new shares of stock, according to a news release by the New York-based apparel company.

Based on Thursday's closing price of $ 17.61, the stock portion of the deal would be worth $ 19.7 million. The deal is expected to close by early May.

Founded in 1996, Earl Jean's $ 100 low-rise flared denims became the must-have jeans for affluent teens and young women, who snapped them up from high-end boutiques such as Fred Segal. Sales were $ 28.9 million in 2000, more than double 1999 sales of $ 13.8 million. The brand also is hot in Europe, Canada and Japan, which account for about half the company's sales.

Earl Jean will operate as a wholly owned subsidiary of **Nautica,** and co-founders Benjamin Freiwald and Suzanne Costas Freiwald will continue to oversee day-to-day operations. **Nautica** sells and designs a variety of sportswear. The company reported fourth-quarter net income of $ 13.1 million, up 30% from the previous year.

LOAD-DATE: April 27, 2001

LINENS 'N THINGS REPORTS THE GOOD OVER THE BAD. HFN The Weekly Newspaper for the Home Furnishing Network April 30, 2001

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HFN The Weekly Newspaper for the Home Furnishing Network

April 30, 2001

SECTION: Pg. 6

IAC-ACC-NO: 74572472

LENGTH: 521 words

HEADLINE: LINENS 'N THINGS REPORTS THE GOOD OVER THE BAD.

BYLINE: Nicksin, Carole

BODY:
CLIFTON, N.J.-Despite a 1.8 percent decline in comparable-store sales, Linens 'n Things had some good news in its first-quarter results.

The company expanded its gross margin by 50 basis points, and is making several changes in its merchandising strategy that may have a positive impact on its numbers for the remainder of the year.

Linens 'n Things' improvement in its gross margin is attributable in part to the company's long-term efforts to improve its logistics, having added a second distribution center in 1999. A reduced January clearance event was also a contributing factor, as were the better buying terms that the retailer can negotiate as its market share increases, according to a report by analyst Dan Wewer of Deutsche Banc Alex. Brown.

Other positives included an increase in average tickets. "As we look inside our four walls, we're encouraged by an increase in average transaction of 1 percent," said Steve Silverstein, president of Linens 'n Things.

And while the liquidation sales at 38 HomePlace units, half of which were in overlapping markets with Linens 'n Things, had a negative impact on the quarter, in the long term the retailer stands to gain from the decreased competition. "We're already seeing positive comp-store sales in those areas," Silverstein said.

The company opened 11 new stores in the first quarter, including one Canadian unit. The second quarter will see the opening of 16 new units that will be ready for the lucrative back-to-school season.

New stores are performing better than the plan of $ 150 to $ 175 per square foot, according to Bill Giles, vice president and chief financial officer. Giles said the strong showing is due to three initiatives: opening the stores with experienced staff, enhancing the grand opening marketing campaign and a better in-stock position.

The company has been remerchandising its stores, introducing some new categories while working to improve others. In a conference call for investors, Silverstein said that casual furniture and specialty foods, both new rollouts, were performing well. Decorative accessories are undergoing an overhaul, which is expected to be complete within the next eight to 10 weeks. "We saw a major opportunity to key into wall

decor and some other businesses," said Silverstein. "You'll see major changes in those areas."

The company continues to expand its private-label program, and looks to reach its previously stated goal of 15 percent penetration by the end of 2001. "It will increase sales and improve margins," Silverstein said. "The focus of the proprietary business is to fill in gaps in the assortment, and to fill in areas not served by domestic suppliers. The expansion of the proprietary business is on plan and has been well received by guests."

Although the company does not break out numbers by category, it did state that textiles sales have been weak. It is implementing three strategies in an effort to bolster sales, including the introduction of **Nautica** Home, a new private-label solid-color towel program and strengthening the promotional offering in bedding.

IAC-CREATE-DATE: May 16, 2001

LOAD-DATE: May 17, 2001

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The 10 Hottest Men In SportsLEXIS-NEXIS Related Topics Full Article Related Topics Overview This document contains no targeted Topics. SPORTS ILLUSTRATED FOR WOMEN May, 2001 / June, 2001

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SPORTS ILLUSTRATED FOR WOMEN

May, 2001 / June, 2001

SECTION: SPECIAL BONUS SECTION; Pg. 115

LENGTH: 10 words

HEADLINE: The 10 Hottest Men In Sports**LEXIS-NEXIS Related Topics** ♦ Full Article ♦ Related Topics Overview

This document contains no targeted Topics.

BODY:
[This article consists of photographs--see below]

GRAPHIC: COLOR PHOTO: COVER PHOTO OF A.J. WOOD OF THE MLS KANSAS CITY, WIZARDS BY REGGIE CASAGRANDE, COVER INSET, SIZZLING SWIMSUIT SPECIAL!, SOCCER STAR A.J. WOOD, COLOR PHOTO: PHOTOGRAPHS BY REGGIE CASAGRANDE, BONUS: Sizzling Swimsuit Special! We lured the 10 hottest guys in sports to beaches in the British Virgin Islands and Miami, and photographed them in all their buffed glory. It's a special, girls-only bonus swimsuit section. Yeah, baby! [T of C]; COLOR PHOTO: PHOTOGRAPHS BY REGGIE CASAGRANDE, Jason Sehorn DEFENSIVE BACK, NEW YORK GIANTS, Swimsuit by Quiksilver ($ 48; www.quiksilver.com) Photographed at Spring Bay, Virgin Gorda, British Virgin Islands.; COLOR PHOTO: PHOTOGRAPHS BY REGGIE CASAGRANDE, Jan-Michael Gambill TOP 20 PRO TENNIS PLAYER, Swimsuit by Quiksilver ($ 48; www.quiksilver.com) Photographed at Boca Raton Resort and Club, Boca Raton, Fla.; COLOR PHOTO: PHOTOGRAPHS BY REGGIE CASAGRANDE, Blaine Wilson FIVE-TIME MEN'S NATIONAL GYMNASTICS CHAMPION, Swimsuit by **Nautica** ($ 82; 877-**NAUTICA)** Photographed at Biras Creek Resort, Virgin Gorda, BVI.; COLOR PHOTO: PHOTOGRAPHS BY REGGIE CASAGRANDE, Jason Taylor DEFENSIVE END, MIAMI DOLPHINS, Swimsuit by Rusty ($ 46; www.rusty.com) Photographed at Biras Creek Resort, Virgin Gorda, BVI.; COLOR PHOTO: PHOTOGRAPHS BY REGGIE CASAGRANDE, A.J. Wood PRO SOCCER FORWARD, KANSAS CITY WIZARDS, Swimsuit by Robin Picone ($ 80; 877-669-6702) Photographed at Biras Creek Resort, Virgin Gorda, BVI.; COLOR PHOTO: PHOTOGRAPHS BY REGGIE CASAGRANDE, Keith Malloy PRO SURFER, Swimsuit by Hurley ($ 47; www.hurley.com) Photographed with his brothers, (from left) Dan and Chris, at Biras Creek, Virgin Gorda, BVI.; COLOR PHOTO: PHOTOGRAPHS BY REGGIE CASAGRANDE, Brady Anderson OUTFIELDER, BALTIMORE ORIOLES, Swimsuit by Rietveld USA ($ 48; www.rietveldusa.com) Anderson wears his own sunglasses by Armani. Photographed at Crandon State Park, Key Biscayne, Fla.; COLOR PHOTO: PHOTOGRAPHS BY REGGIE CASAGRANDE, Sabir Muhammad SWIMMER, U.S. RECORD HOLDER, 50-METER BUTTERFLY, Wet suit ($ 95) and BC Vest ($ 485), both by SeaQuest (800-854-7066) Photographed at Spring Bay, Virgin Gorda, BVI.; COLOR PHOTO: PHOTOGRAPHS BY REGGIE CASAGRANDE, Michael Budnik IN-LINE STREET AND VERT SKATER, Swimsuit by Volcom ($ 46; www.volcom.com); sunglasses by **Nautica(**$ 160; 877-**NAUTICA)** Photographed at Leverick Bay, Virgin Gorda, BVI.; COLOR PHOTO: PHOTOGRAPHS BY REGGIE CASAGRANDE, Maurice Greene WORLD'S FASTEST MAN, 100-METER GOLD MEDALIST IN SYDNEY, Swimsuit by Tavarua ($ 43; 949-369-8870) Photographed at Anegada, BVI. Catamaran courtesy of The Moorings. Biras Creek Resort info: 800-223-1108; www.biras.com The Moorings charter info: 800-521-1198

WHAT'S HAPPENING, WHERE IT'S HAPPENING AND WHO'S MAKING IT HAPPEN : SAVING FACE; Brief Article Playboy May 1, 2001

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Playboy

May 1, 2001

SECTION: No. 5, Vol. 48; Pg. 179 ; ISSN: 0032-1478

IAC-ACC-NO: 85409840

LENGTH: 207 words

HEADLINE: WHAT'S HAPPENING, WHERE IT'S HAPPENING AND WHO'S MAKING IT HAPPEN : SAVING FACE; Brief Article

BYLINE: Richardson, Donald Charles

BODY:
If you shave every morning, do it right. A sterling silver safety razor that costs as much as a color TV starts your day with panache. (The one pictured here takes a Gillette Mach 3 blade.) Or for more heft, try the Vision, a German-made double-edged stainless-steel razor by Merkur. It's built like a Mercedes-Benz. Lathering up with a badger-bristle brush and lavender, mandarin orange or avocado oil soap in a bowl is a pleasant alternative to a palm full of aerosol foam. To put your best face forward, buy a two-sided mirror with magnification. You'll be surprised at how many whiskers you're missing. Braun's rechargeable model 7570 Syncro shaver is cordless and self-cleaning. It also features a digital display that alerts you to the number of minutes left on the charge (50 is max). There are face lotions and potions galore. We've selected some of the best, including Dr. Harris and Co.'s Arlington preshave ("a classic English fragrance for gentlemen"), Geo F. Trumper's West Indian Extract of Limes skin food and **Nautica's** aftershave gel (it comes in a tube that you can hang in the shower). If you sport whiskers, trim them with a pair of Corrado's supersharp mustache and beard scissors, which comes in a fitted case.

IAC-CREATE-DATE: November 14, 2002

LOAD-DATE: November 19, 2002

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THE ESQUIRE GUIDE: Warm-Weather Travel Gear; Brief Article Esquire May 1, 2001

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Esquire

May 1, 2001

SECTION: No. 5, Vol. 135; Pg. 84 ; ISSN: 0194-9535

IAC-ACC-NO: 74011834

LENGTH: 823 words

HEADLINE: THE ESQUIRE GUIDE: Warm-Weather Travel Gear; Brief Article

BODY:
PROKARYOTIC BACTERIA reside in pools of water at Yellowstone Park whose temperatures can reach higher than 194 degrees. Humans, on the other hand, need a slightly more moderate environment. And since skin can go only so far, clothing has to step in to provide the necessary amount of comfort and protection. When you're in a location where thermostats are scarce, what kind of attire you bring can be the difference between actually enjoying the ancient ruins, or the boat ride down the river, or the hike through the forest, and being laid up in your hotel room with heat rash. These clothes help keep you comfortable by incorporating a number of useful features, like mesh linings, quick-dry fabrics, and ventilated backs. Until we evolve some more, wearing apparel like this is our best defense against some relatively inhospitable environments.

1 This pack melds the world of camping and that of the modern networked traveler. To wit, an internal pocket that is padded for your laptop. Not to mention another padded place for your PDA, a padded back, padded straps, and a belt to keep the things you carry in place. Nylon backpack ($ 75) by Timberland.

2 The world's a rough place, particularly where the feet meet the street--or the hiking trail. The multiple-density foam in the innersole of this shoe makes sure that your foot gets what it needs, where it needs it, when it hits the ground. Leather sneakers ($ 80) by Skechers.

3 This combo's good for a hike through Yellowstone or a hike to the video store. Multiple pockets on the pants and vest give you plenty of places to stow whatever you need to bring along with you, while serious cross-country shoes keep you on firm yet comfortable footing. Polyester fleece vest ($ 69), cotton T-shirt ($ 25), and cotton-and-nylon pants ($ 79) by **Nautica;** leather sneakers ($ 65) by Skechers.

4 Mesh pockets, like those featured on these trunks, may not seem like an important detail, but after you've been tossed around in the sandy surf, you'll appreciate how quickly they drain. And if you feel like letting your friends know how impressed you are with such utility, use this souped-up walkie-talkie, which has a range of up to two miles. Cotton-and-nylon swim trunks ($ 52) by Timberland; two-way radio ($ 75) by Motorola.

5 Instead of constantly replacing one season's au courant sunglasses with another, why not just buy a pair that look good all the time? And by the way, unless you're in the America's Cup, no Croakies. Tortoiseshell sunglasses ($ 130) by Timberland.

6 These long-sleeved polo shirts don't just look good, their breathable cotton pique knit will help keep your climate controlled. Cotton V-neck shirts ($ 30 each) by Eddie Bauer.

7 Even when it's sunny outside, your clothes should be more functional than the usual shorts, T-shirts, and flip-flops are. This jacket, while made out of your basic cotton, has been waxed to keep you dry. The boat shirt shown used to be all the rage in the '20s and '30s; it now has more-modern styling touches, like a fluorescent seam at the bottom. The way these shorts mix cotton and linen makes for a perfect blend of comfort and utility, not to mention the large patch pockets with extrawide openings that make getting your handheld GPS, multitool, or zinc oxide in and out of them much easier. And these sandals are meant for more than just a dash to the parking lot. With three different adjustable straps, finding the perfect fit is a cinch, and the ventilated toe, midsection, and heel offer enough drainage so that you can wear them both in and out of the water. Zip-front waxed-cotton jacket ($ 165), cotton crewneck ($ 50), and cotton-and-linen shorts ($ 60) by Tommy Hilfiger; running sandals ($ 100) by Teva.

8 Waterproof closures at the waist and cuffs have long been appreciated by paddlers. The neoprenelike material, along with Velcro, ensures that everything inside this pullover remains dry, no matter what the situation is outside. Grommeted pockets on these shorts mean that water escapes from them with ease. The fact that these grommets are brass, and not just stitched, means they'll never unravel and become a hole in your seat. Nylon-and-polyester windbreaker ($ 98) and cotton-and-nylon drawstring shorts ($ 55) by Polo Sport; cotton polo shirt ($ 53), Polo by Ralph Lauren.

NIGHT TIME

Most watches have to be "charged" by daylight for their hands to glow. Others employ a button that can illuminate them temporarily. This little number uses micro gaslights made out of borosilicate glass capsules that illuminate the face continuously for twenty-five years. It was apparently nifty enough to capture the attention of the U. S. Navy SEALs, who have made it their standard-issue timepiece. Water-resistant watch ($ 270) by Luminox for L. L. Bean.

FOR STORE INFORMATION SEE PAGE 151. THE GUIDE ONLINE, WITH INFORMATION ON DESIGNERS AND STORES: ESQUIRE.COM/GUIDE.

IAC-CREATE-DATE: June 15, 2001

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COOL BLUES. Children's Business May 1, 2001

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Children's Business

May 1, 2001

SECTION: No. 5, Vol. 16; Pg. 52 ; ISSN: 0884-2280

IAC-ACC-NO: 74694541

LENGTH: 184 words

HEADLINE: COOL BLUES.

BYLINE: Johnson, Lynda M.

BODY:
PHOTOGRAPHS BY WAI NG

SINCE DENIM IS A FASHION staple in most boys' wardrobes, keeping things fresh is a challenge every season. For Fall 2001, designers deliver an offering of cool denim jeans, jackets and shirts on the cutting edge. What's new? Articulated knee details, worn and tinted finishes and cleaned up styling, such as designs with fewer pockets or more streamlined pockets.

--Lynda M. Johnson Grooming by Ralph Castelli For Oerrella Management

JNCO's cotton interlock T-shirt featuring a front screenprint, paired with dark stonewashed jeans featuring articulated knees and novelty-shaped front and back pockets

PACO's cotton interlock long sleeve logo T-shirt, paired with dark stonewashed jeans featuring an embroidered tattoo design on the knee and a curved yoke back with a long tab that snaps onto the patch back pocket

NAUTICA's dark indigo denim loose fit jean featuring a side pocket with intricate lacing detail. Sneakers by VANS

UNIONBAY's cotton 1 by 1 rib knit top with side striping, paired with dark stonewashed jeans featuring a carpenter's pocket

IAC-CREATE-DATE: May 18, 2001

LOAD-DATE: May 19, 2001

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Date/Time: Monday, May 1, 2006 - 5:45 PM EDT

HITCH LEAVES SALE WITHOUT A STITCH GARMENT SHOPPERS COMPLAIN OF BEING MISLED WHEN CLOTHING VENDOR SKIPS ONCENTER EVENT. The Post-Standard (Syracuse, NY) May 6, 2001 Sunday Final Edition

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The Post-Standard

The Post-Standard (Syracuse, NY)

May 6, 2001 Sunday Final Edition

SECTION: LOCAL; Pg. B1

LENGTH: 367 words

HEADLINE: HITCH LEAVES SALE WITHOUT A STITCH GARMENT SHOPPERS COMPLAIN OF BEING MISLED WHEN CLOTHING VENDOR SKIPS ONCENTER EVENT.

BYLINE: Luis Perez Staff writer

BODY:

Jessica Sullivan of Liverpool heard the advertisements all week.

Name-brand clothing from $10 and up, a fast-talking radio voice blurted out. Then came the list of well-known designers and brands - Tommy Hilfiger, **Nautica** and others. Shoes, electronics, video games, computers, the excited voice continued.

That's what Sullivan, Brittany McKenney and Cecelia Grenga, both of Cicero, expected entering the World Discount Club sale Saturday at the Convention Center at Oncenter. They walked out without buying a thing, disappointed and feeling misled by the ads.

"I came for the clothes," Sullivan said. "I didn't expect to pay $5 to get in, or $4 to park."

Scores of customers leaving the sale expressed the same sentiment, some even after buying merchandise.

"It seemed to me like it was a Family Dollar Store in there," said Rynell Calloway, after walking out with a bag full of sheets and a painting.

The clothing vendor didn't show up, said Dipak Saga, show manager for the Michigan-based World Discount Club.

"Everybody here is an independent vendor," Saga said. "They tell us they're going to be here, and we advertise. If they don't show up, we're up a creek."

Saga refunded about $150 to people who complained, mostly because they came to buy clothing and it wasn't available, he said. About 2,300 people paid to enter the sale on Friday, which continues today. With five hours left before closing Saturday, another 1,900 customers had crossed the door.

On Friday, a sign outside the exhibit hall warned customers that there was no clothing, Saga said. He had an emergency shipment sent overnight to sell Saturday, he said.

But it wasn't what was advertised.

The Oncenter leased the space to the discount club and requires only that it follow the complex's rules, said Jerry Keohane, vice president and director of sales and marketing for the Oncenter. It had nothing to do with the marketing of the event. Keohane said he was aware of only one complaint, and that person received a refund.

Sullivan and her friends, who were looking for summer clothes, said the sale was a waste of time.

"We're going to the mall," she said, heading to the parking lot.

LOAD-DATE: January 22, 2003

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On tap today Chattanooga Times Free Press (Tennessee) May 7, 2001, Monday

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Chattanooga Times Free Press (Tennessee)

May 7, 2001, Monday

SECTION: LIFESTYLE; Pg. E6

LENGTH: 718 words

HEADLINE: On tap today

BYLINE: Pierce, Susan

BODY:
LEISURE

* BOOK SIGNING --Chattanooga State Technical Community College, Humanities Building, 12:30 p.m., free, John Stigall signing his book, "Subjects for Other Conversations."

* "CLUE" --Oak Street Playhouse, First-Centenary United Methodist Church, 7 p.m., $7. 756-2021.

* FIRST-CENTENARY SINGLES _ First-Centenary United Methodist Church, 6 p.m. dinner, $5, 7 p.m. programs. Chattanooga Christian Singles' program on six-minute dating. Positive Christian Singles will attend a performance of "Clue." 756-2021.

* LOOKOUTS BASEBALL -- BellSouth Park, 7 p.m., Lookouts vs. Jacksonville, general admission $4 adults, $2 children.

* SENIOR NEIGHBORS --10th and Newby Street Center, 10:30 a.m. AARP meeting, 10 a.m. Senior Games brunch, 3 p.m. new computer lab opens. 755-6122.

MARK YOUR CALENDAR

* CHADD -- Tuesday, Hickory Valley Christian School, 6605 Shallowford Road, 6:45 p.m., free.

* CRAFT SHOW --Saturday, Rock Spring Athletic Association, Rock Spring ballfields at corner of Highway 27 and Highway 95, 9 a.m. opening.

* DULCIMER FESTIVAL --Saturday, Red Bank Elementary School, 1100 Mountain Creek Road, 9 a.m. to 5 p.m., free, sponsored by Dulcimer & Accompaniment Association. 820-0275.

* FAMOUS CHICKEN -- Friday, BellSouth Park, Lookouts vs. Jacksonville, $4 adults, $2 children.

* FOOD DRIVE -- Saturday, Citywide, National Letter Carriers Food Drive, residents asked to leave bag of food by mailbox for pickup.

* GPS ALUM ART SHOW -- Friday-Saturday, Girls Preparatory School, noon to 3 p.m. Friday, 10 a.m. to 1:30 p.m. Saturday, show and sale of art by GPS alumnae.

* HISTORICAL HIKE -- Saturday, South Cumberland State Park, Highway 41 between monteagle and Tracy City, 9 a.m., free, meet Tim at beach parking lot at Grundy Lakes for easy, two-mile hike. (931) 924-2980.

* HOLOCAUST SPEAKER -- May 14, Regional History Museum, 7 p.m., "An Evening with Leonard Chill, Holocaust Survivor."

* LEADERSHIP CATOOSA --Thursday, Ringgold United Methodist Church, 11:50 a.m., $9, graduation luncheon for members of Leadership Catoosa class. Reservations may be made by calling 965-5201.

* LIBRARY ASSOCIATION -- Thursday, Southern Adventist University, 6:30 p.m., Karin Glendenning speaker.

* PRATER'S MILL --Saturday-Sunday, Georgia Highway 2, Dalton, Ga., gates open 9 a.m. both days, $5 ages 12 and up. (706) 694-MILL.

* REUBIN CARTER --May 14, Tivoli Theatre, 7 p.m., $50, $25 and $15. Chattanooga Endeavor's fund-raiser featuring former boxer whose wrongful imprisonment was chronicled in the movie, "The Hurricane." 642-TIXS.

* RHYTHM & NOON --Friday, Miller Plaza, noon, The Melody Makers Chorus from King Springs Elementary School.

* UTC SCHOLARS --Tuesday, UTC University Center, Signal Mountain Room, 1 p.m., Dr. Bill Stacy is speaker. 886-5375.

* WELLNESS TALK -- Tuesday, Erlanger Family Practice Center Conference Room, 1100 E. Third St., 6-7 p.m., Dr. Mitchell Mutter speaks on automated external defibrillators. 778-LINK.

SHOPPING

* EASTGATE TOWN CENTER -- 5600 Brainerd Road. Small, indoor shopping mall featuring Goody's, fast-food restaurants and ice skating during winter months. Eastgate is adjacent to a YMCA, library branch and post office. 894-9199.

* HAMILTON PLACE -- Interstate 75 at Exit 5. Tennessee's largest shopping mall features Parisian, JCPenney, Sears, Proffitt's and hundreds of specialty shops on two floors. Food court and restaurants inside the mall. Surrounding area includes several strip malls, grocery stores and restaurants. Hours: Monday through Saturday 10 a.m.-9 p.m., Sunday noon-6 p.m. Web site: www.hamiltonplace.com. 894-7177.

* NORTHGATE MALL -- Highway 153 and Hixson Pike. A single-level mall anchored by JCPenney, Proffitt's and Sears. Specialty shops include The Gap, Victoria's Secret, Rack Room Shoes, Barnie's Coffee and Tea, Bath & Body Shop and Colony 13. The mall has a food court and is surrounded by other restaurants and strip malls. Hours: 10 a.m.-9 p.m. Monday through Saturday; noon-6 p.m. Sunday. 870-9521.

* WAREHOUSE ROW -- 1110 Market St. Prime Outlets shopping in a renovated downtown railway warehouse, featuring Geoffrey Beene, **Nautica,** Bass, Coach and more. Expect to pay for parking. Hours: 10 a.m.-8 p.m. Monday through Saturday; noon-6 p.m. Sunday. 267-1111.

LOAD-DATE: May 9, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, May 1, 2006 - 5:42 PM EDT

STOCK ANALYST HANGS OUT WITH FREE-SPENDING TEENAGERS The Miami Herald May 14, 2001 Monday FINAL EDITION

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The Miami Herald
Found on Miami.com
The Miami Herald

May 14, 2001 Monday FINAL EDITION

SECTION: BUSINESS MONDAY; Pg. 13G

LENGTH: 654 words

HEADLINE: STOCK ANALYST HANGS OUT WITH FREE-SPENDING TEENAGERS

BYLINE: ELAINE WALKER, ewalker@herald.com

BODY:
With a population of more than 55 million and a buying power projected to reach up to $250 billion in the coming years, U.S. teens represent a major market for retailers.

That's why analyst Jeff Klinefelter is trying to get a handle on the buying preferences of the so-called Generation Y, which includes everyone born since 1978.

In an unusual move for a stock analyst, Klinefelter of U.S. Bancorp Piper Jaffray went on trips to the mall with about 300 high school students from 11 cities around the country, including Miami.

Klinefelter hopes that by learning what retail stores and brands teens prefer, he can stay a step ahead of the stock market.

"It seems to me that in today's competitive market, the best way to get an edge is to go right to the source: in this case, the teen consumers," said Klinefelter, who spent six years with Target Stores before becoming an analyst.

On his visit to Miami, Klinefelter took a group of students from Miami Senior High School to Aventura Mall. Both before and during the trip to the mall, the students were asked about their impressions on teen retailers like Gap, Limited, Pacific Sunwear, Guess, J. Crew, American Eagle, Bebe and Abercrombie & Fitch.

But the Miami teens seemed to buck many of the trends. The majority - 55 percent - said department stores are their favorite place to shop, compared with 31 percent for specialty stores and 14 percent for discount retailers. They rated their top three retailers as Burdines, Sears and Macy's.

Nationally, Klinefelter's survey found that 50 percent of teens prefer shopping in specialty stores, compared with 39 percent for department stores and 11 percent for discount retailers. They rated their top shopping destinations as Gap, Abercrombie & Fitch and Express.

Klinefelter was surprised by the popularity of department stores, which he discovered in both urban

markets like Miami and smaller markets like Des Moines, Iowa. He attributed the popularity to convenient locations, heavy use of promotions and availability of premium brands like **Nautica,** Tommy Hilfiger and Polo.

"The message is that teens are not turning their backs on department stores," Klinefelter said. "If you have proprietary brands and they're well-positioned, you can attract these shoppers."

While teens considered Abercrombie & Fitch and Banana Republic as the most expensive apparel retailers, they were willing to pay the higher prices. The reason: They say the stores offer the latest in fashion trends.

That's particularly good news for retailers.

"These teens are well-educated consumers," Klinefelter said. "But as long as you're considered fashion-forward, you can warrant a higher price point."

The most popular fashion trends among teens: lots of denim in all washes and styles, halter tops and capri pants, 1970s and '80s retro, suede pants and the "preppy" look.

Other findings from Klinefelter's survey:

* Teens nationwide spend $110 per month on shopping. Miami teens spend $129, the second-highest in the survey behind Denver.

* Parents contribute about 50 percent toward teen apparel purchases. In Miami, the percentage of parental contribution was the highest of any market at 67 percent.

* Teens visit the mall only 2.5 times per month. Miami was slightly higher at 2.9 trips per month.

What does all this mean for Klinefelter and the stock market?

Based on his research, he is sticking with a strong buy rating on Abercrombie & Fitch and banking on a turnaround by the Gap during the second half of 2002.

He's also planning to conduct these surveys once every six months. US Bancorp Piper Jaffray may also launch a survey to check out the buying habits of "soccer moms." These women aged 35-55 represent one of the most sought-after demographic groups.

Elaine Walker's column on the retail and restaurant industries appears every other week.
e-mail: ewalker@herald.com

NOTES: RETAIL

LOAD-DATE: November 5, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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Nautica charts new retail waters Home Textiles Today May 14, 2001

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Home Textiles Today

May 14, 2001

SECTION: News; Pg. 1

LENGTH: 902 words

HEADLINE: **Nautica** charts new retail waters

BYLINE: By Andrea Lillo

BODY:
PARAMUS, NJ -- Previously a department store brand exclusively, **Nautica** is now charting new waters in the big box channel as its revamped home collection rolls out in Linens 'N Things and Bed Bath & Beyond simultaneously.

The timing of the program, hitting Bed Bath and LNT in early May, offered a rareopportunity for a side-by-side examination of their merchandising philosophies and execution. HTT visited LNT locations in Paramus and Totowa, NJ, a Bed Bath unit in Paramus and Bed Bath's 60th Street unit in Manhattan

While both retailers carry nearly identical pricing on the line and offer many of the same skus, the merchandising treatment suggests that **Nautica's** place in their assortments serves different strategic ends for the rival chains.

As seen at both retail locations, **Nautica** is treated variously as a high-profile collection (LNT) or salted throughout the bedding department to broaden the scope of brand offerings (Bed Bath).

Linens 'N Things, which is installing **Nautica** as one of three key initiatives to drive top-line sales and boost margin in the textiles department, carries seven patterns at its Paramus location. The **Nautica** section is given high visibility, with placement off to the right of the main aisle of the store, and called out with suspended signage.

The heart of the **Nautica** section is a 20-foot long, floor-to-ceiling bay with three freestanding, double-sided 5' by 3' displays, and a display bed featuring the St. Tropez pattern. St. Tropez is also the lead pattern shelved on the bay, being placed nearest to the aisle, and followed by South of France, a bright blue floral; Crew, a red plaid; and Blackwatch, a blue and green plaid. Each has 4 feet of space stocked with coordinating sheets, comforters, decorative pillows, shams, cases and window treatments -- tab-top drapery for Blackwatch and valances for St. Tropez. Bedding from Croscill and Richloom lines the opposite run.

Three double-sided freestanding gondolas hold additional patterns. Montana, a red plaid pattern, faces the aisle and is merchandised with black denim items. A pinstripe pattern called Boardroom has duvets and shams and a coordinating blue window plaid 210-count sheet ($49.99 for a queen sheet). A 190-count coordinate to the 310-count St. Tropez sheet is also found here. The sides of the freestanding units display coordinating sheets and shams.

Nautica also makes an appearance in the general bedding area of the store, where a display bed dressed with the Cambridge plaid pattern is accompanied by a sign introducing the collection.

The **Nautica** set in Totowa is virtually identical, although its two dressed beds are featured back to back. Neither store had received the bath portion of the program at the time of HTT's visit.

In the nearby Bed Bath, the store calls attention to the arrival of the collection right at the front entrance, with a stand-alone sign introducing **Nautica,** above another sign introducing Wamsutta's Supima Cotton 320-count sheets.

Although Bed Bath puts **Nautica** on more beds than LNT -- four displays as opposed to two -- those beds are spread throughout the bedding department. Individual components such as sheets and comforters are merchandised by pattern in the vicinity of each display bed; but here, too, they are interspersed among bedding collections from other manufacturers, including Bay Linens, Laura Ashley and Sheridan.

The format suggests that Bed Bath is using **Nautica** to help pull traffic through the department rather than throwing a spotlight on the label as a featured brand.

However, the Paramus presentation stands in stark contrast to Bed Bath's merchandising of the program in Manhattan. There **Nautica** is given the department store treatment, merchandised in a stand-alone section approximately 16-feet wide and 12-feet deep, and anchored by a single bed dressed in the Blackwatch pattern. The Manhattan store carries more bedding patterns than the Paramus unit -- eight vs. five. And the store's four-sku program of shower curtains is cross-merchandised on one side of a four-way pole display in the bedding area. In addition, the Manhattan store's bath department features the **Nautica** program prominently, merchandising the shower curtains alongside two collections of **Nautica**-branded coordinate bath accessories.

In a further contrast, the Paramus store also offers several **Nautica** quilt patterns in the quilt area, something not seen in the Manhattan unit.

The bath collection in Paramus is not called out in any way in the bath area. The Cambridge and Indigo Blues fabric shower curtains fill almost three shelves, and the Ottoman, offered in white or navy twill, is stocked on a separate shelf. The store carries no bath accessories or window treatments.

Nautica pricing at both big boxes is similar, with pricing on twin sheets ranging from $9.99 to $14.99 and retail on queens from $31.99 to $44.99. The sole exception is the pricing on king-size shams, which LNT prices $5 less than Bed Bath's $49.99.

The program is still rolling out at both retailers, as well as at department store accounts, so the extent to which each treatment will ultimately differ from the other remains to be seen. As both companies weave the program into the mix, tweaking is likely to continue. But the early results suggest that **Nautica** is settling comfortably into its new channel.

LOAD-DATE: May 16, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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Full fashions for big teens Courier-Post (Cherry Hill, NJ) May 16, 2001 Wednesday

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Courier-Post (Cherry Hill, NJ)

May 16, 2001 Wednesday

SECTION: Pg. 18

LENGTH: 726 words

HEADLINE: Full fashions for big teens

BODY:
By LORRAINE AGNEW

Courier-Post Staff

For teen-agers, looking and dressing cool is important.

And for those who are full-figured, teen fashions are becoming more readily available.

Take, for example, Plus Elegance in Mount Laurel. Owner Lois Moskowitz, 56, says her designer fashions for young girls are new to South Jersey.

'I came across a line of teen fashions I thought would be suitable for my granddaughter who is full-figured,' says Moskowitz, whose store opened in 1999, dedicated to women's fashions.

'This is a new concept in this area and I am the first one to do it,' she claims. 'And I want to remain exclusive for as long as possible.'

These fashions, she says, are in demand and they don't stay in her store long because they are so popular.

At Verenique boutique in Collingswood, owner Carol Girardi of Pennsauken, says many of her styles, although not specifically designed for teens, would be suitable for teen-age girls.

'I carry one of the young designers, Donna Ricco. Her designs incorporate a lot of ruffles, a lot of color.'

Girardi, a former plus-size model, adds that today's young women who are more athletic, for instance, don't fit into many of the tiny prom dresses found in shopping malls.

'We carry the most extensive amount of prom dresses. There are about a hundred to choose from.'

As far as teen-oriented casual styles go, Moskowitz boasts of having a wide assortment.

'We have jeans, bib-front overall shorts, jogging suits, tie-died shirts and skirts decorated with nice touches, like beads,' she says.

Although her line is mostly casual, last year she too carried a line of prom dresses that was so popular that she decided to try it again this year.

With shops like Plus Elegance and Verenique, there is no longer a need for today's teens to bury their bodies beneath oversized T-shirts and baggy jeans, both Moskowitz and Girardi say.

Although other stores like J.C. Penney and Sears carry Girls Plus and Boys Husky sizes, and Lane Bryant has Teen Plus, Moskowitz believes teens are still somewhat uncomfortable shopping these chains.

'At that age, they are intimidated' by having to shop among people who are two aisles away, searching through racks of size 6 jeans, she says.

'It's difficult to find upscale fashions for the full-figured,' Moskowitz says, adding that women bring their daughters and granddaughters from as far away as Philadelphia and Chestnut Hill to shop at her store specifically for that reason.

Because of the success of her teen-plus fashions, Moskowitz says she hopes to relocate soon to a larger space in the shopping center. There, she will have a section totally dedicated to teen-age girls, which she'll call Marlee's Closet.

Girardi, meanwhile, wants to help the young girls feel good about themselves. 'And,' she adds, 'we get a kick out of the young faces when they find a dress they really look good in.'

But what about the guys?

Although Sears and J.C. Penney, for example, carry a husky line for boys, the largest is size 20. Where do they go from there?

'As boys, they can shop chains that carry husky sizes. However, as teens they begin to dress differently,' says Jack Herschlag of the National Association of Mens Sportswear Buyers in New York City. 'For anything they need in tailored garments, they would go where their fathers shop - most likely men's big and tall stores. But if their choice of dress is basic, baggy pants, cargo pants, sweatshirts, things like that, they can go to most menswear stores and find what they are looking for.'

As far as designer fashions are concerned, Mark Rosenfeld of Torre Menswear in Philadelphia says, 'Today's young men want to dress nice. We carry designers like Tommy Hilfiger, **Nautica** and Sean John, the hottest line in the country today.'

At Torre, 'where size matters' as their logo claims, Rosenfeld says the store has the widest size range in the country, from a size 36 to 78.

'Young men seem to like vibrant sweaters like those designed by Coogi,' says Rosenfeld. He adds that at Torre, teens can purchase jeans made by the Polo Jean Company, as well as other designer fashions from the popular Mecca and Fubu Platinum lines. And for leather fashions, men of all sizes can purchase Pelle Pelle designs, he adds.

So, no matter what your size is, the opportunity to dress well is out there.

LOAD-DATE: September 30, 2003

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
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Sela sells sunglasses by the seashore The Dallas Morning News May 17, 2001, Thursday

Copyright 2001 The Dallas Morning News
The Dallas Morning News

May 17, 2001, Thursday THIRD EDITION

SECTION: TEXAS LIVING; Pg. 2C; THE BUZZ

LENGTH: 80 words

HEADLINE: Sela sells sunglasses by the seashore

BYLINE: Tracy Achor Hayes

BODY:
Sunglasses and accessories from designer labels including Donna Karan, Calvin Klein, Kenneth Cole and Fendi will be sold for half price this weekend during the Q VC shopping network's fourth annual Cure by the Shore. The event, airing live from Monaco Saturday from noon to 3 p.m., benefits the National Women's Cancer Research Alliance, and has raised more than $ 2.8 million for the organization in its first three years. Sela Ward returns as host.

Tracy Achor Hayes

GRAPHIC: PHOTO(S): Look cool, fight cancer: (from top) **Nautica,** cK Calvin Klein, DKNY, **Nautica** and Fendi sunglasses sell for half of normal retail price and benefit the National Women's Cancer Research Alliance during Q VC's Cure by the Shore on Saturday. ; LOCATION NOTE: This photo was not archived.

LOAD-DATE: August 4, 2001

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It's all about presentation Home Textiles Today May 21, 2001

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Home Textiles Today

May 21, 2001

SECTION: Opinion Today; Pg. 16

LENGTH: 370 words

HEADLINE: It's all about presentation

BYLINE: Carole Sloan, founding editor-in-chief

BODY:
Random notes from wanderings across the retail landscape...

It's a fascinating time to shop the world of home textiles retail stores and departments.

What better time than when the long-awaited national launch of Donna Karan Home is rolling out. And what a difference in presentation and emphasis. Many involved in the launch report that the merchandise is selling extremely well. And these results come from a less-than-awesome rollout of the physical presentation -- due in part to lateness in construction.

The walls of stores are not made of elastic, and the shops for Donna's stuff had to be shoehorned into existing departments with some other items losing space and still others disappearing completely.

But still the overall impact of the presentation, with few exceptions, has not produced the WOW factor that one would expect from a collection of this caliber. Among the exceptions in presentation are Burdines at Dadeland and Macy's West.

Once again, signage and references to products available in other areas were the elements most often lacking. How is one to guess that a gorgeous bed might also have accessories or bath products as companions? We're looking forward to seeing the others in a completed state.

Similarly, the dual rollout of **Nautica** Home at both Linens 'N Things and Bed Bath & Beyond has produced some wide variables in presentation.

Unfortunately, neither of these powerhouse retailers put all their potential muscle behind the first real design program they have marketed.

Neither of these retailers used the **Nautica** brand to communicate the broad coordination and/or product availability within the stores.

Overall, a tour including stores in Chicagoland, Atlanta, Miami and Dallas, as well as the New York metro area, showed that Bed Bath was a tad ahead in terms of creating impact for bed and bath. LNT hung the shower curtains with other shower curtains, and in a number of stores, the bath products hadn't arrived. And, surprise, LNT also had a selection of tabletop, found only in that department.

Hopefully, as these retail giants become more adroit in making the most of multi-product programs, they will give the department stores a run for their money.

LOAD-DATE: May 24, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
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JAZZ, INCENSE, DEEP DISCOUNTS DRAW SHOPPERS TO OUTLET Hartford Courant (Connecticut) May 21, 2001 Monday, 1S NEW HAVEN COUNTY/SHORELINE

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Hartford Courant (Connecticut)

May 21, 2001 Monday, 1S NEW HAVEN COUNTY/SHORELINE

SECTION: TOWN NEWS; Pg. B1

LENGTH: 556 words

HEADLINE: JAZZ, INCENSE, DEEP DISCOUNTS DRAW SHOPPERS TO OUTLET

BYLINE: Kendra Ranelli

BODY:
If you saw a 75 percent-off sign in front of a nice clothing store, you might be tempted to stop and shop. Although there's no such sign outside North Country Outlet on Boston Post Road in Westbrook, the deep discounts are easily found inside.

The clothes at North Country are many of the same featured in upscale catalogs such as J Jill, L.L. Bean and Eddie Bauer. A $200 L.L. Bean cashmere coat is marked down to $79, for example, and a $159 canvas barn jacket for $69. A J Jill cotton summer dress that retails for $139 goes for $39 at North Country. Leather belts from Field & Stream are $13. The labels are well known; Talbots, Abercrombie & Fitch, Express, **Nautica** and Calvin Klein.

"It's your average working class person's store because they get a lot of bang for their buck," said owner Elizabeth Rosenbloom. "It's product they're used to buying."

The savings become obvious when shoppers see a catalog clipping of the very same merchandise displayed next to the item on the Westbrook store rack. And nearly 99 percent of the outlet's merchandise is first quality, Rosenbloom said. She purchases clothes, bed linens and home decorative accessories from vendors, some of whom have exclusive contracts with popular retail chains.

The vendors have the first rights to buy merchandise that the retailer has bought too much of or is not selling as well as expected. Sometimes the labels are taken out of the merchandise before it gets to North Country Outlet but nevertheless it's usually easy to identify where it's from if you're a somewhat savvy shopper.

Stock turns over quickly. So what you find there this month will most likely be gone the next.

"I have people who like shopping in my store but wouldn't go to any outlet because it doesn't feel like an outlet store," Rosenbloom said.

Unlike T.J. Maxx, Marshalls and other discount clothing stores, there is a sensory appeal to shopping at North Country. On a recent visit to the store, shoppers could smell the aroma of peach incense, move to cool jazz tunes on the CD and run a hand across the smooth, 18th-century furniture from Mexico used for display.

"I think it's important to have one's surroundings be peaceful -- light, texture and scent are a part of

someone's surroundings," Rosenbloom said.

It's a place she and her business partner, Rick Woodruff, are proud to have created because it's the type of store in which they like to shop.

"I could never work at a job where there wasn't passion involved," Rosenbloom said. "I'm passionate about my surroundings and I love to create."

When Rosenbloom opened the store last year, she threw herself into the venture without any worry of failure. She opened a North Country Outlet in Great Barrington, Mass., in August 1999, then the Westbrook store last year, at 1551 Boston Post Road in front of Water's Edge. She forged ahead in the retail business after her recent divorce and the need, she said, to support her children. Her smart business sense was honed after a stint as owner of the Penny Back Clothing Outlet in Torrington. But her tenacity and trail-blazing enthusiasm were most likely inherited.

"My great-aunt says I'm a throwback to my great-grandfather, Fred Barhoff," she said. "He developed the way to light up Niagara Falls and engineered ways to put lighting in trains and cars."

GRAPHIC: PHOTO; 1 Color; BOB MACDONNELL / THE HARTFORD COURANT; ELIZABETH ROSENBLOOM and Rick Woodruff are co-owners of North Country Outlet in Westbrook. The store, which opened last November, sells discounted clothing from well-known makers such as L.L. Bean and Abercrombie & Fitch. Rosenbloom also owns another outlet store in Great Barrington, Mass.

COLUMN: Shopping Around

LOAD-DATE: May 21, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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ALL FOR NAUTICA; IT WAS SAILS, BUT NO SALES, AT NAUTICA'S OFFICIAL GRAND OPENING OF ITS ROCKEFELLER CENTER STORE. Daily News Record May 21, 2001

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Daily News Record

May 21, 2001

SECTION: Pg. 55 ; ISSN: 1041-1119

IAC-ACC-NO: 75905935

LENGTH: 294 words

HEADLINE: ALL FOR **NAUTICA;** IT WAS SAILS, BUT NO SALES, AT **NAUTICA'S** OFFICIAL GRAND OPENING OF ITS ROCKEFELLER CENTER STORE.

BYLINE: LIPTON, BRIAN SCOTT

BODY:
Harvey Sanders was only half joking. "I think I made one mistake tonight," said Sanders, the CEO of **Nautica** Enterprises, as he surveyed the crowd at the official opening party of the new **Nautica** store in Rockefeller Center on Thursday night. "I should have opened up the cash registers. I think we could have made a lot of sales."

Indeed. If all the fingering and fondling of **Nautica's** spring/summer merchandise was any indication, the gold cards would have been flying. Although the store opened its doors a month ago, the party marked the first visit for much of the star-studded crowd. The truly eclectic mix included Robert Kennedy Jr., football greats Boomer Esiason and Michael Strahan, style expert Elsa Klensch, news anchor Chuck Scarborough, Law & Order: SVU star Dann Florek, CFDA executive director Fern Mallis and Puffy's "Momma," Janice Combs.

Not to mention a virtual who's who of the men's fashion magazine world: Esquire's David Granger and Stefano Tonchi; GQ's Jim Moore; Maxim's Lance Ford, Stan Williams and Deborah Gould Rubin; and Men's Health's Brian Boye.

And the talk was as much about the space as it was about the merch. "I love the architecture; it's techy, but not too much," said Men's Journal fashion director John Mather of the 14,000-square-foot, bi-level emporium, adding that he was quite excited at the prospect of meeting the store's architect, Calvin Tsao.

"It was quite an undertaking. We took over two spaces," said David Chu, CEO, president and designer of **Nautica** International, who greeted guests in the men's area in back, which was once the Walter Reade Theater. (The rest of the space was fashioned from the old Bank of Boston building.) "But I'm very pleased and everything's coming along nicely."

IAC-CREATE-DATE: June 26, 2001

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Nautica sails into the next year with flying colours; Nautica Enterprises Inc. reports fiscal year 2001 net sales; Brief Article; Statistical Data Included Cosmetics International May 25, 2001

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Cosmetics International

May 25, 2001

SECTION: No. 565, Vol. 25; Pg. 3 ; ISSN: 0963-6137

IAC-ACC-NO: 75497322

LENGTH: 188 words

HEADLINE: **Nautica** sails into the next year with flying colours; **Nautica** Enterprises Inc. reports fiscal year 2001 net sales; Brief Article; Statistical Data Included

BODY:
Nautica Enterprises Inc has reported increases for fiscal year 2001, ended 3 March. Net sales increased 11.1% to $ 627.7mn for the year, and 10.6% for the fourth quarter. The company implemented a series of strategic initiatives 'designed to position the business for long term growth', resulting in additional expenses and flat earnings of $ 46.1mn. Earnings per share on a diluted basis grew 10.3% to $ 1.39, from $ 1.26 the prior year.

Harvey Sanders, chairman and ceo of **Nautica** Enterprises, commented,"During fiscal 2001 we remained focused on further building the **Nautica** brand and diversifying our business using a disciplined approach. In line with this strategy, throughout the year we made substantial investments in our future growth by launching various collections which are already contributing to our sales mix."

Sanders says he expects fiscal 2002 to reap substantial benefits for the company. "Looking to fiscal 2002, as the year progresses we expect to realise substantial benefits from our strategic initiatives and stand to gain operating leverage from the roll out of our new businesses."

IAC-CREATE-DATE: June 15, 2001

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NAUTICA APPAREL TAPS HEYN FOR NEW POST; Christopher Heyn joins Nautical Apparel Inc.; Brief Article
WWD May 29, 2001

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WWD

May 29, 2001

SECTION: Pg. 14 ; ISSN: 0149-5380

IAC-ACC-NO: 75636554

LENGTH: 257 words

HEADLINE: NAUTICA APPAREL TAPS HEYN FOR NEW POST; Christopher Heyn joins Nautical Apparel Inc.; Brief Article

BYLINE: Larson, Kristin

BODY:
NEW YORK -- Christopher Heyn has joined **Nautica** Enterprises in the new post of president of **Nautica** Apparel, the licensing division of the company.

In a sense, this marks a homecoming for Heyn, who previously worked with the **Nautica** brand while at Kellwood Corp.

In his new role at **Nautica** Apparel, Heyn will be charged with identifying new licensing opportunities and enhancing the division's overall contribution to the company and will report to David Chu, president and chief executive of **Nautica** International.

Heyn brings more than 20 years experience in the apparel industry to his new job. Most recently, he served as the senior vice president of global merchandising for the National Basketball Association where his responsibilities included global product development, merchandising, licensing, sales development, marketing and direct-to-consumer initiatives.

Prior to the NBA, Heyn worked at Kellwood Corp. as president of men's wear marketing. At Kellwood, he was responsible for men's private label products and its **Nautica** licensed business.

In addition, Heyn's resume includes management positions as president and chief executive officer of the Salant Menswear Group and, at Warnaco, president of the C.F. Hathaway unit and executive vice president of Christian Dior Sportswear.

In a statement, Chu said, "With his vast experience in the world of apparel and licensing, he will play an integral role in further developing **Nautica's** licensing programs. He is sure to prove an asset to the company."

IAC-CREATE-DATE: June 21, 2001

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What's your line? Hot kiss; Hot copy: an industry update. Children's Business June 1, 2001

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Children's Business

June 1, 2001

SECTION: No. 6, Vol. 16; Pg. 9; ISSN: 0884-2280

IAC-ACC-NO: 80503692

LENGTH: 272 words

HEADLINE: What's your line? Hot kiss; Hot copy: an industry update.

BYLINE: Clack, Erin E.

BODY:
Popular Los Angeles-based junior apparel label Hot Kiss is set to take on the 'tween marketplace for the first time. The company plans to launch a small test collection of sportswear, denim separates and dresses this fall, to be followed up by a gradual expansion into a full-fledged offering in coming seasons. Targeted expressly to fashion-minded girls, sizes 7 to 16, the new Hot Kiss line highlights shrunken versions of key looks direct from the junior collection. Retail partners already on board include Bloomingdale's and Velvet Pixies, among others. Wholesale price points range between $ 10 and $ 25. Industry vet Stacia Diamond, whose resume boasts previous positions with such hot fashion brands as Wanted and Dollhouse, will helm the sales effort for the new children's wear division. In addition, Hot Kiss plans to produce a small 4 to 6X line, available exclusively through Bloomingdale's. (213-488-8400) ... **Nautica** Enterprises, Inc. recently announced the expansion of its licensing agreement with California-based manufacturer Apparel Ventures to now encompass the category of girls' swimwear. Apparel Ventures currently holds the **Nautica** women's swimwear license. According to **Nautica** founder David Chu, the move comes in an effort to consolidate and streamline the company's licensing activities. The new girls' swimwear offering, just like its women's counterpart **Nautica** Blue Collection, highlights classic, feminine looks in the true **Nautica** spirit. Available through both better department and specialty stores nationwide, the line will premiere during the Cruise 2002 season. (212-541-5757) ...

IAC-CREATE-DATE: December 4, 2001

LOAD-DATE: December 05, 2001

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WHERE & HOW TO BUY. Playboy June 1, 2001

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Playboy

June 1, 2001

SECTION: No. 6, Vol. 48; Pg. 168 ; ISSN: 0032-1478

IAC-ACC-NO: 85473601

LENGTH: 643 words

HEADLINE: WHERE & HOW TO BUY.

BODY:
WIRED

Page 37: Radio service: XM Satellite xmradio.com. Sirius Satellite, siriusradio.com. Radios: Sony, 800-222-7669. Panasonic, 800-211-7262. Pioneer, 800-746-6337. Alpine, 800-257-4631. Wireless: Home RF, homerf.org. Wi-Fi, wi-fi.org. Receivers: Intel, 800-628-8686. 3com, 3com.com. Software: redfac tion.com. Speakers: www. si-5.com.

MANTRACK

Page 54: Hotel, 877-600-9011. Flute bar, 212-529-7870. Protection device, 800-962-2611.

FASHION

Pages 102-103: Shirt, tie, jacket, trousers, by Brioni, 212-376-5778. Belts: By Kenneth Cole, 800-KEN-COLE. By DKNY, 800-231-0884. Watches: By Pulsar, pulsarwatches. com. By Timex, timex.com. By Seiko, seiko usa.com. Glasses: By Oliver Peoples, 212-925-5400. By Giorgio Armani, giorgio armani.com. T-shirt by DKNY Jeans, 800-231-0884. Pants by Ted Baker, 212-343-8989. T-shirt, pants, sports coat by Paul Stuart, paulstuart.com. Briefcase, bag by Valextra, 212-246-6724. Shirt, jacket, trousers by Corneliani, 800-222-9477. Bags: By CK, 800-294-7978. By Burberry, 800-284-8480. Page 104: Shirt by Gianni Versace, 888-3-VERSACE. Pants by Prada, 888-977-1900. Watch by Kenneth Cole, 800-KEN-COLE. Cardigan, halter by Easel, 888-327-6020. Shorts by Joop, 305-674-7874. Shoes by Les Tropeziennes, from Otto Tootsi Plohound, 212-925-8931. Sunglasses by Polo Jeans, polo.com. Bags by Louis Vuitton, 800-847-2956. Page 105: Shirt, shorts by Louis Garneau, 215-794-9600. Glasses by Oliver Peoples, 212-925-5400. Shoes by Carnac, 215-794-9600. Helmet by Bell, bell bikehelmets.com. Shirt, jacket, shorts by Hugo Boss Sport, 800-HUGO-BOSS. Sneakers: By **Nautica, nautica.**com. By Tommy Hilfiger, 800-TOMMY-CARES. T-shirt, shirt, shorts by OP, www.opmag.com. Anorak by Columbia Sportswear, columbia.com. Backpack by Eddie Bauer, eddiebauer.com. Sunglasses by Black Fly, flys.com. Bike by Pinarello, pinarello.com. Page 106: Shirt by Ted Baker, 212-343-8989. Shorts by Emporio Armani, 212-317-0800. Sandals: By Helmut Lang, helmutlang.com. By **Nautica, nautica.**com. Watches: By Seiko, seikousa.com. By Timex, timex.com. Shorts, shirt, sandals by John Varvatos, johnvarvatos.com. Sweater, cardigan by Easel, 888-327-6020. Shorts by William B, williamb.com. Shoes by Les Tropeziennes, from Otto Tootsi Plohound, 212-925-8931. Bag by Samsonite, samsonite.com. Shirt, shorts, sandals by Polo Jeans, polo.com. Shirt by Emporio Armani, 212-317-0800. Pants by Prada, 888-977-1900. Page 107: Jeans: By Diesel, diesel.com.

By Gucci, 212-826-2600. By Levi's, 800-USA-LEVIS. By D&G, 212-965-8000. Sneakers: By Fila, fila.com. By Tommy Hilfiger, 800-TOMMY-CARES. Backpack by Eddie Bauer, eddie bauer.com. Shirts: By Force, from Gerry's Menswear, 212-243-9141. By Puma, puma.com. Shirt, sneakers by **Nautica, nautica**.com. Watch by Timex, timex.com. Shoes by Dexter, dextershoe.com. Belts by CK Bradley, 888-422-6005.

HAULIN' ASS

Pages 126-128: Cadillac, cadillac.com. Toyota, toyota.com. Dodge, 4adodge.com. Nissan, nissandriven.com. Ford, fordvehi cles.com. Chevrolet, chevrolet.com.

DADS AND GRADS

Pages 130-131: Stereo, 847-299-9380. Watch, 800-283-7236. Picture frame, 800-343-5000. Knife, 800-442-2706. Bag, 800-943-9463. Dart set, playboystore.com. Cell phone, 800-229-1235. Organizer, 877-234-2426. Internet, 800-222-7669. Pages 132-133: TV, 800-211-7262. Watch, 800-962-2746. Knife, 800-521-5152. Camera, 800-343-5000. Messenger, 800-668-6765. Carry-on, 888-909-9376. Phone, 888-735-7888. Tennis, 800-946-6060. Computer, 800-538-9696. Robot, 888-917-7669.

ON THE SCENE

Page 191: Wine safe, 800-943-9463. Book, at bookstores. DVD, 800-746-6337. Headphones, 860-434-9190. Case, cdprojects. com. Grill, 800-364-5442. Footwear, grav isfootwear.com. Books, fodors.com. Camera, www.sealife-cameras.com. Telephone, 800-344-4444. GPS system, garmin.com. PS one, 800-345-7669. Monitor, 407-333-1392.

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GRAND CENTRAL GETAWAY : Racing out of town? Nothing tests a man's style sense like the summer weekend. start light and smart; fashion; Brief Article Playboy June 1, 2001

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June 1, 2001

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LENGTH: 715 words

HEADLINE: GRAND CENTRAL GETAWAY : Racing out of town? Nothing tests a man's style sense like the summer weekend. start light and smart; fashion; Brief Article

BYLINE: DE ACETIS, JOSEPH

BODY:
Summer is all about weekends. During those brief, blistering months we probably spend more time planning our two- and three-day breaks than we do working. Which means weekend activities like swimming and surfing, hiking and biking, and drinking and screwing put maximum stress on a guy's summer wardrobe and overnight bag. The best way to pack a sports coat (critical if you're in pursuit of the species feminus fabulous--Latin for the high-tailed Tawny) is to not pack it at all. Wear it to the office, then head to the train station, airport or SUV at maximum speed. Get ready to light up the clubs with these iridescent jackets. From left, Craig wears a dress shirt, rep tie, linen jacket and light trousers, all by Brioni. His belt is by Kenneth Cole, his watch is by Pulsar, his glasses are by Oliver Peoples and his bag is by CK. Next guy: That's a DKNY Jeans T-shirt and a pair of Ted Baker pants on Anthony. He wears a Timex watch. His glasses are Giorgio Armani. Fernando de la cell phone gets great reception on his outfit by Paul Stuart (cotton T, pants and sports coat). He's in possession of a DKNY belt, a gold Seiko watch and a briefcase by Valextra. For the finale, we have Dylan in a Corneliani combo of linen shirt, jacket and trousers. He has a bag by Valextra in his hand; the other is by Burberry.

Some rules about traveling with women: (1) Bring plenty of cash. (2) Never, ever allow her to get a sunburn (no nooky till it heals). (3) Don't bring pajamas. (4) She's going to pack about 70 pounds of bikinis and makeup, and won't carry an ounce of it. (5) Make out in the water. (6) She's not cooking squat. (7) You make the plans, she breaks them. (8) You're putting up with all this for a reason. (9) Dress well. Like Anthony here. He wears a shirt by Gianni Versace, pants by Prada and a Kenneth Cole watch. Dune is hotter than July in a cardigan and halter by Easel, shorts by Joop, shoes by Les Tropeziennes and sunglasses by Polo Jeans. The bags are by Louis Vuitton.

Weekend workouts often begin with a light round of train trotting. Hoofing on the left is Craig the cyclist. His shirt and shorts are by Louis Garneau for Evolution. He's wearing Oliver Peoples glasses and bike shoes by Carnac. The helmet is a Bell. Fernando follows in a techno shirt, zip-front jacket and red shorts, all by Hugo Boss Sport. Those are **Nautica** sneakers. The dude on the right wears an OP T-shirt, plaid shirt and shorts. Columbia Sportswear made his hooded anorak and the backpack is from Eddie Bauer. His sneakers are by Tommy Hilfiger. His sunglasses are by Black Fly. That's a Pinarello bike and a Rawson surfboard.

Understand this: If you want her to show skin, you have to lighten up, too. Start with footwear--this season designers bet that real men will wear sandals. Craig (left) is in a Ted Baker shirt, Emporio Armani shorts and Helmut Lang sandals. That's a Seiko watch on his wrist. Above him, Dylan wears shorts, shirt and sandals by John Varvatos. Dune slinks down the stairs in a sweater and cardigan by Easel, shorts by William B and shoes by Les Tropeziennes. She carries a Samsonite bag. Greeting her top right is Fernando in shirt and shorts from Polo Jeans. His sandals are **Nautica,** his watch is a Timex. That's an Emporio Armani shirt, a pair of Prada pants and Polo Jeans sandals on Anthony.

Drain before you train, particularly if you've filled up at the Oyster Bar (to which we owe special thanks). Chances are you haven't been comparison shopping for jeans lately. Don't worry--you're in luck. Keeping things minty fresh, from left to right: Craig wears a pair of long-legged Diesels. The slim cut of the ankle on the pants shows off his Fila sneakers. His shirt is by Force and his backpack is by Eddie Bauer. The wide-leg bottoms on Fernando's jeans are the perfect trendy compromise for guys who were raised on baggy, hip-hugging hip-hoppers. Plus, all the ladies will know you're wearing Gucci. His sneakers are by Tommy Hilfiger, and his shirt is by Puma. He's wearing a Timex. Anthony is straight-edging it in Levi's, a shirt by **Nautica** Jeans and shoes by Dexter. All set for a memorable weekend, Dylan has jeans by D&G and a shirt by Force, and he's wearing **Nautica** sneakers. All the belts, by the way, are by CK Bradley.

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The Timepieces of Basel 2001: Colorful, Sparkling Women's Wear;Women's watches--brightly dressed, designed for varied lifestyles, and decked with diamonds--are the stars of this year's freshman timepieces.
JCK-Jewelers Circular Keystone June 01, 2001

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JCK-Jewelers Circular Keystone

June 01, 2001

SECTION: Special Report; Pg. 198

LENGTH: 2704 words

HEADLINE: The Timepieces of Basel 2001: Colorful, Sparkling Women's Wear;
Women's watches--brightly dressed, designed for varied lifestyles, and decked with diamonds--are the stars of this year's freshman timepieces.

BYLINE: By William George Shuster, Senior Editor

BODY:
Three strong trends stood out in the new watch crop at Basel 2001, trends often converging in the same collection:

*Many, many more watches designed specifically for women.

*Strong use of color (including straps and colored gems).

*Extensive use of diamonds, or a "diamond look" on watches.

This year's fair also was notable for its innovative and unusual watch designs and horological marvels, the spotlight on tourbillon watches, and the number of watchmakers adding their own jewelry collections. In addition, several brands celebrated important anniversaries, marking the events with the introduction of new or collectible watches.

These highlights, plus the luxury watch shows held in Geneva, Switzerland, will be reported on in the July issue of JCK. This month, we look at the colorful and glittering trends in women's watches at Basel 2001, the largest timepiece fair in the world.

"Ladies everywhere!" "There are ladies all over the place!" exclaimed one American watch vendor, and even a cursory glance confirmed that was true. He meant, of course, not just the many female visitors, but the unusually large number of watches for women unveiled at Basel 2001. As Hugues-Olivier Bores, the new president of the Committee of Swiss Exhibitors at Basel, noted, there was "a clear trend toward

'feminine-style' products."

"Ladies' watches were definitely the stars of the 2001 edition [of the show]," added a Swiss watch industry report later. Many brands enriched their collections with not only colorful fashion and diamond-set dress models for women but even new mechanical complications. Ironically, at a time when more women wear men's watches, and "men's" and "women's" watch sizes are less frequently used (many vendors prefer "small," "mid-size" or "unisex," and "large"), more watches than ever are being produced specifically for women. The focus on women's watches is so intense that some watchmakers even unveiled smaller versions of their successful women's watches to fit smaller wrists. Examples include Patek Philippe (Twenty-4), Corum (mid-sized Bubble), Hermes (mini-Belt), and Bertolucci (Serena), and Swiss Army's "extra-small" versions of its watches for women who "prefer a more traditionally feminine-sized timepiece."

Ladies' choice. Many new women's watches appeared, of course, in collections that included models for both women and men, such as Bonneville's new Bonspeed line of watches and Swiss Army's broader, redesigned collections of sport, classic, and professional watches.

Other 2001 horological debutantes are downsized versions of--or complementary to--existing men's models. For example, Jaeger-Le Coultre's new Ladies Duo, a dual timer, is a feminine edition of its men's Duo. Bonneville has added a women's version of its "2.4.8" chronograph, on a shining red strap. Zodiac's Ladies Astrographic is the distaff rendering of its popular Astrographic (revived last year), while Ventura's sleek, stainless-steel Sparc Lady joins the two-year-old curved case Sparc collection, the world's first watch driven by a micro-generator.

The influence of fashion also was evident in Basel, with many women's timepieces doing double duty as jewelry. Elegant eye-catchers included Cyma's supple Mystique diamond buckle watch in white or yellow 18k; Ebel's steel Beluga Manchetta, now with straps in glamorous black satin (a popular material for many women's lines this year); Tissot's T4, with muted-color dial set with six diamonds and a graphic bracelet incorporating its signature "T"; and Omega's new Constellation bangle series, in white or yellow 18k, with or without diamonds.

For the more fashion forward, there was Hamilton's Gramercy, with its curved inward case and open links; cK's slender Chain Link (with lacquered dial in polished rectangular case); Tommy Hilfiger's Bar Harbor collection with petite double-H case and open link bracelet, all of stainless steel; and Dior's Diorific Trailer cuffwatch bracelet, with perforated white leather strap and red reflecting dial.

For women only. But many of 2001's women's watches are neither downsized versions of men's nor petite jewelry watches. These timepieces were designed with women's lifestyles and fashion preferences in mind. Examples include the new mid-priced Gabriele Sabatini Timepieces collection (made for the Argentinean tennis star/businesswoman by Swiss watchmaker Delma), which offers both classic and fashion-styled watches. Designer Henry Dunay's steel Medea Ladies Sport watches come with colorful grosgrain straps and matching color dials. Fendi's colorful Selleria line--a nod to Fendi's top-stitched leather bags--features sleek steel cases and a bottom hinge on a top-stitched leather strap, and Coach's equestrian-inspired Signature collection uses buckle-shaped cases hinged to a brushed steel contoured bangle or a leather strap.

Examples further up the price ladder include Rolex's new round Lady Datejust, with self-winding mechanisms and oscillators (innovative in women's wristwatches); a slightly rounded crystal; dials of black, white, pink, or yellow mother-of-pearl; and Oyster bracelets in 18k white, yellow, or pink gold. Swiss luxury watchmaker Fr d rique Constant debuted his "extra-flat" quartz stainless-steel Highlife Ladies Round. Luxury jeweler Harry Winston paid homage to women with the gorgeous quartz Lady Premiere--an elegant white 18k case set with 108 diamonds, anti-glare crystal, and a dial with 76 near-colorless diamonds set as half-circles on either side, on a black saddle-sewn crocodile strap.

A feminine focus. Many new watches for women come from companies better known for their men's, pilot's, or sport lines. They recognize women's interest in multifunctional watches and mechanical complications but design these new women's watches, as one watchmaker put it, with "trendy feminine aesthetics."

Luxury brand Blancpain, for example, known for its exquisite horological complications, is "putting more focus on women," says a company spokeswoman. The new self-winding 18k Pastel Flyback chrono, bezel-set with 32 brilliant diamonds (2.6 cts. t.w.) on a light-gray satin strap, "is sized and styled especially for women who enjoy wearing chronographs," she says.

Fortis, known for its pilot and cosmonaut timepieces, this fall will introduce a line of square-cased women's watches with diamond bezels on light-blue crocodile straps. And Omega, whose Speedmaster has long been used by auto racers and NASA astronauts, debuted the Speedmaster Automatic with diamonds--a new series of mid-sized (35.5 mm) chronos with "a feminine interpretation of traditional mechanical watchmaking," said a spokesman. Chase-Durer, known for its chronos and pilot's watches, offered two new chrono collections for women--Windstar and Ladyhawke. Both offer vibrant Popsicle-colored polymer straps, diamond bezels, and prices ranging from low mid-market to luxury.

The increased focus on style and fashion also is evident in Japanese brands, traditional leaders in high-tech watches. Seiko issued new jewelry bangle watches with eye-catching "cross-weave" metal bracelets, while Citizen introduced Firenza, a collection with 12 diamonds on stainless-steel bezels at Citizen's highest-ever price point ($595).

Innovation. Many of the women's watches are innovative as well. St. Honore's Lunatik (in steel or gold plate) is "one watch, two options," according to its designers: One side is a bracelet with square links and smooth case for daytime; the other is a dressy bracelet of small links and a case set with 40 diamonds. A crocodile cover is available to protect the side not in use.

One of the most innovative women's watches seen at Basel 2001 was Delance's "My Mother's Watch," by designer Gisele Rufer. Birthstones of a woman's children can be set on the 18k or steel diamond-shaped case at the hours of their births. A second ring can be set for grandchildren, and a third for great-grandchildren. A portion of each sale is donated to the Women's World Summit Foundation, which helps women in developing countries create their own companies.

The interest in women's watches--and small thin watches--extended to new calibers, too. The Swatch Group's ETA debuted its Flatline "autoquartz" lady 83/4. Ronda AG, an independent Swiss movement maker, presented its new 1.9 mm-wide slim calendar movement, the world's first with date and second hand in so small a caliber. The overall height of the watch is less than 2 mm. (Ronda also is providing the movements for the new Tommy Hilfiger watch line of the Movado Group.)

Tints and Hues

William George Shuster

With women's watches so prevalent at Basel 2001, it's not surprising that the other big style stories at the watch fair were color and diamonds.

Virtually every brand and new collection--regardless of price or national origin--offered timepieces with vibrant colors or pastel tints, evidence of the impact of Paris fashion runways on the global watch industry.

The palette of colorful straps--often silicone or satin on leather--included orange, yellow, lilac, green, pink, blue, fire red, and other hues. These colors were found on both dials (often mother-of-pearl) and straps in many watches and--more often than not--even crown cabochons.

Some examples: Versace's trendy unisex Character 2001 puts a highly polished steel case on pink or blue python skin (snakeskin straps being another watch fashion trend) with matching pearly dials. Krieger and La Coste, though at very different price levels, were among many watch brands using colorful silicone straps, while French watchmaker Regnier offered red, green, yellow, or white interchangeable leather straps in its fashionable Cadrage series.

Concord's La Scala Chronograph 2001 series, with diamonds on dial and bezel, put pastel dials of silver, pink, or blue ("to enhance appeal to women," said a spokesperson) on straps of green, blue, pink, or black. In contrast, the Ophelia cuff watch series of Paris's St. Honore was simply designed, with dials (in rhodium or gold-plated cases) and matching bracelets of royal blue, turquoise, yellow, or bright red.

Basel's riot of color made the occasional use of white even more effective, as in Dior's Diorific Trailer cuff watch with red reflecting dial on a perforated ivory leather strap. Ditto for subtle uses of color, such as the red edge on the wide leather strap of the new Bally Fast Time watch.

Dials and Gems. Color in 2001's timepieces wasn't limited to straps. A number of brands spotlighted their dials with solid colors to contrast with steel cases and bracelets, such as Tissot's Bellflower Steel, Hublot's Super Professional (fuchsia pink), Victorinox's V-7 Basic T-watch (bright red or blue), Juvenia's Contresens (red or blue), or Movado's SE Blue (electric blue).

Colored gems and crystals also were used effectively on bezels and even straps in many new collections. Saint Honore's elegant Sapporo frames its pearly dial with a bezel studded with 36 pink or blue sapphires. French Faconnable's limited-edition Acquadiamonds Dream chrono--on opaque, colored silicone straps and set with 91 diamonds (1.3 cts. t.w.)--were enhanced with gemstones at 3, 6, 9 and 12 o'clock on the bezel, matching the strap and dial colors. TechnoMarine's Techno Lady Heart (with white diamonds in bead setting on the bezel and interchangeable leather or satin straps) featured rubies on heart-shaped hour indexes on a mother-of-pearl face. Corum's fashion-forward petite Sugarcube had a thumbnail-sized steel case with a colored crystal, matching strap, and cabochon, while Bertolucci's Serena Joaillerie series added pink and pastel blue sapphires to its curved cases and colored straps.

But one of the most striking examples was Cyma's L'Electrik collection, the result of a year's work. The stainless-steel watches featured a colored faceted crystal on the dial and squared colored gems set in the center of each square link in the bracelet.

Use of color in men's watches was more muted but still effective, as seen in IWC's automatic GST Chrono-Rattrapante (in steel or titanium) with dials in rhodium, black, or salmon. Michele's Urban stainless-steel chronograph sported a copper-brown dial and sub-dials under a bubble crystal, while the men's steel tank-style watches in the new Tommy Hilfiger Nantucket Collection (by Movado) skillfully used a dark-blue-on-blue design on dial and strap.

A Glitter of Diamonds

William George Shuster

To paraphrase the song, diamonds are a watchmaker's best friend--at least, they were at Basel 2001. Diamonds (or the "diamond look") glittered everywhere, showing up not only on their traditional companion--gold--but also serving as an effective counterpoint to the sheen of ubiquitous stainless-steel cases and bracelets.

The diamond look was available at all major price levels. At the high end were Boucheron's magnificent Diamant collection and Patek Philippe's new Twenty-4 Haute Joaillerie collection, in white or rose 18k, set with 671 flawless diamonds on a fully pav d case, dial, and bracelet.

Omega's new Constellation bangle series in white or yellow 18k featured bezel-set diamonds framing its square dial. Longines's Dolce Vita Diamonds Collection was done in 18k with some 30 rectangular and square models in five sizes for women and men and five settings of near-colorless diamonds. Michele's Ultimate Diamond CSX-Chrono collection offered 100 single cut white diamonds on a stainless-steel case, with mother-of-pearl dials in five different pastel shades and interchangeable metal bracelets or colored straps. Festina's new under-$200 Crystal Collection featured a palette of bright and pastel colored dials framed by cases set with sparkling Austrian crystals for a rich diamond look.

Parallel diamond tracks framing a dial (sometimes extending into accents on the lugs) was a common

design motif, as exemplified by Ebel's Beluga Manchetta, Faconnable's Mezza Luna Diamonds, and Clerc's C125's steel bracelet watch. One captivating variation was Jacquar's Lady Sophia Collection, with its dual "S" curve enhancements (with 60 diamonds) framing white, black, or blue dials.

The traditional boundaries between diamonds and colored gems--on watches at least--are being blurred by more frequent use of colored diamonds. Several watchmakers at Basel 2001, including Cyma, TechnoMarine, and Concord, introduced timepieces with bezels set with black diamonds, alternating with white ones or as case accents. Concord even unveiled a La Scala Chrono with brown diamonds on the bezel and a brown leather strap.

Not for Women Only

William George Shuster

Women didn't have it all in Basel. There were plenty of sporty, masculine watches. The pathfinding Nomade Compass, Hermes's first watch with an autoquartz movement, had a high-precision compass under the hinged dial. The Swiss Army SE collection had a flip-up bezel with a solar compass. Oris's new 42.5-mm TTI Chronograph sported an aerodynamic case of stainless steel, framed by a vulcanized rubber top ring, a caseback window in which the "high-mech" movement can be viewed, and a metal or rubber strap.

French watchmaker Faconnable offered the Mezza Luna XL, an allsteel men's automatic chrono in an "extra large" version, increased from 30 mm to 35 mm wide. Its curved case and slightly domed sapphire crystal add a geometric look.

Other eyecatchers included **Nautica's** mid-priced Halyard collection of chronographs and analog date watches, Seiko's new stainless-steel Arcadia perpetual calendar with pale blue dial; the Volla Chrono with steel on colored leather straps, from Hong Kong firm Intertime (Far East) Inc.; and French watchmaker Yema's spare Nordic-style Arvika steel collection with several dial colors.

In a reversal of watchmaking tradition, Maurice Lacroix introduced a man's version of its popular women's Intuition model. Intuition Men features an elongated case and Art Deco look with two large numerals at 12 and 6 o'clock and an open-end rigid black rubber bracelet. Similarly, Hermes offered a new quartz version of its Cape Cod Double Tour (with wraparound bracelet) for men.

LOAD-DATE: July 02, 2001

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The Esquire Guide: Denim. Esquire June 1, 2001

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June 1, 2001

SECTION: No. 6, Vol. 135; Pg. 77 ; ISSN: 0194-9535

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LENGTH: 1485 words

HEADLINE: The Esquire Guide: Denim.

BODY:

THERE HAS NEVER BEEN, nor may there ever be, a piece of clothing more identified with America than blue jeans or their many relatives. They're right up there with the '57 Chevy Bel Air, the Golden Arches, and the red stitching and white leather of a Rawlings baseball. We didn't borrow them from the British or steal them from the Italians. Ever since Levi Strauss made his now-famous trek out West to follow the Gold Rush, denim has been at the undeniable center of American style. What we'd like to do on the following pages is make that center a little larger. Are there times when denim isn't appropriate? Sure, but increasingly there are times when it is. The trick is breaking denim out of its traditional boundaries. Mixing it up with other types of clothes to strike a casual yet stylish balance. Fortunately, today's designers have made that much easier to do. They have worked with denim to change its shape and feel. The result is clothing far more tailored and sophisticated than those dungarees you used to wear while cleaning out the basement.

They may be singular classics, but that doesn't mean they all have a singular look. Varieties of shade and texture can distinguish one item from the next. That said, never wear any of these together unless you work at a dude ranch. Denim shirt ($ 38) by Levi's; denim shirt ($ 78) by A/X Armani Exchange; denim shirt ($ 58) by DKNY Jeans; denim jeans ($ 82) by Lucky Brand Dungarees; denim jeans ($ 45) by Gap; denim jeans ($ 78) by Lucky Brand Dungarees; denim jeans ($ 82) by Lucky Brand Dungarees; denim jacket ($ 98) by Polo Jeans Co.

SO YOU KNOW the whole denim story, right? It comes from the French fabric serge de Nimes, named after the town where locals wove a very durable yet very comfortable cotton fabric. Now, as far as "jeans" are concerned, well, some say they go back to a type of fabric worn in the eighteenth century by sailors out of the Italian port of Genoa. Also a rugged fabric, jean was different from denim, but the public began to conflate the two. It was only in 1960 that Levi Strauss & Company began to refer to its "waist overalls" as "jeans," making the misnomer official.

1. It has a certain L. A. studio-exec vibe to it, doesn't it? Like you'd throw this on to swing by the Brentwood Country Mart. No matter what your locale, a light combination like this one never confuses what is casual with what is sloppy. Two-button single-breasted cotton-and-rayon sport coat ($ 595) by Calvin Klein; cashmere cardigan ($ 795) by Marc Jacobs; cotton shirt ($ 250) by Ermenegildo Zegna; denim jeans ($ 48) by CK Calvin Klein Jeans; leather belt ($ 68) by Torino.

2. Yeah, we liked Rebel Without a Cause, too. And, sure, when Plato got shot down by the cops, we got a little lump in our throat, but the whole red-jacket-and-jeans look is taking it a bit too far. These items are a

far sleeker alternative. Zip-front leather jacket ($ 1,795), cotton sweater ($ 155), and cotton shirt ($ 165) by Armani Collezioni; cotton-and-nylon denim trousers ($ 88) by A/X Armani Exchange; suede loafers ($ 450) by J. M. Weston.

3. If you have to have just one suit, it should probably be navy blue. Why? Because it's generally agreed that everyone looks good in navy blue. That being the case, why not import that wisdom to a more relaxed wardrobe, as these dark jeans and sport coat exemplify? Three-button single-breasted wool-and-mohair sport coat ($ 895), cashmere sweater ($ 780), and cotton shirt ($ 235) by Salvatore Ferragamo; silk tie ($ 75), Polo by Ralph Lauren; button-fly denim jeans ($ 45) by Levi's.

4. Blue denim has always had a natural affinity for khaki. Wearing this light-weight dusterlike raincoat with a pair of jeans references denim's western roots without making you look as if you just got back from driving cattle over the prairie. Cotton raincoat ($ 125) by Polo Jeans Co.; cotton sweater ($ 198), Polo by Ralph Lauren; cotton shirt ($ 98), Polo by Ralph Lauren; denim jeans ($ 78) by Polo Jeans Co.

1. Denim should be paired with complementary textures. This vintage-style cowboy shirt is too tough to go with lightweight pants. Better to wear these sturdy khakis that were designed to U. S. Army specs back during World War II. Denim shirt ($ 92) by Lucky Brand Dungarees; cotton crew-neck ($ 350) by Etro; cotton trousers ($ 65) by Dockers; cashmere sweater ($ 397), Polo by Ralph Lauren; nylon belt ($ 19) by Club Monaco.

2. An insouciant mix of men's-wear classics. Pairing pinstripe pants from a suit with a classic denim jacket may seem like a radical combination, but the natural attributes of each work far better than the bad-polo-shirt-and-khaki uniform that passes for business casual. Denim jacket ($ 90) by Tommy jeans; cotton shirt ($ 295) by Borrelli; wool pinstripe trousers ($ 125) by Tommy Hilfiger; leather loafers ($ 275) by Cole Haan; leather belt ($ 68), Polo by Ralph Lauren.

Denim Lineage

WHEN COLUMBUS set sail to find a passage to Asia, he outfitted his boats with the most durable materials available. Legend has it that the fabled explorer made his voyage with sails of denim.

THE STITCHING on the back pocket of Levi's had to be painted instead of sewn on during World War II. Our strategic reserves of thread had to be carefully rationed so that we could fight the Jerries.

BY THE MID-FIFTIES, there was growing concern that blue-jean-clad kids would tear this country apart. Levi's countered with an ad campaign that touted how "neat for school" its seemingly rebellious garb really was.

Well, the bluejean bop is the bop for me, It's the bop that's clone in a dungaree, You flip your hip, free your knee, Squeal on your heel baby, one-two-three. --GENE VINCENT, "BLUEJEAN BOP," 1956

IN 1951, Bing Crosby was turned away from a Canadian hotel because he was wearing jeans. When Levi Strauss caught wind of this, it made a tuxedo jacket out of denim and gave it to him.

PRIOR TO SEX KITTENS like Brigitte Bardot, blue jeans were considered rugged, functional pants. After she was seen in tight numbers like this pair, denim's sex appeal was unleashed upon an unsuspecting nation. Sales of "designer" jeans skyrocketed.

THE COVER of the Rolling Stones' 1971 release Sticky Fingers featured a photo of a pair of jeans, as well as a working zipper down the front. The cover was designed by Andy Warhol, himself no stranger to denim.

INMATES serving time in Oregon's big house produce their own line of blue jeans called Prison Blues. Their slogan: "Made on the inside, to be worn on the outside."

INSTANT HISTORY. That's what you can get these days. Once upon a time, jeans were as stiff as Orrin

Hatch and as blue as a Buddy Hackett routine. Nowadays, you have the choice of what kind of preworn look you'd like your jeans to have, including the choice to have none at all. Chemical processes and bizarre methods of torture are inflicted upon these pants to give them a softer hand that makes each new pair seem like a hand-me-down from your cousin who rode the combine out in Nebraska.

1. Untreated raw denim has an inky blueness as well as a stiffness that, admittedly, will take a couple of wearings to break in--but that's the point. No prefab heritage here, just jeans designed as they were first crafted out in the Wild West. Classic denim jeans ($ 140) by Helmut Lang.

2. We almost didn't believe it, but it's true: The lightblue jean has returned. This example from Calvin Klein has been bleached to almost white, a shade we haven't seen since we were wearing them to Journey concerts way back when. The moral? Don't stop believin'. Denim jeans ($ 54) by CK Calvin Klein Jeans.

3. There's always been an obsessive attention to detail over at Polo. These jeans prove to be no exception: Already-stonewashed denim is hand-sanded to help wear in the fabric, as well as to fray the seams of the pockets and the waistband. Denim jeans ($ 58) by Polo Jeans Co.

4. An American classic, redefined and restyled to capture its past. The venerable 501, the granddaddy of all jeans, has spawned a relative called the Homage jean. Available in a number of shades, this version is known as Worn '66 and features a striated finish that is shinier and stiffer than the original cloth. Denim jeans ($ 78) by Levi's.

5. Jeans from **Nautica** have been available for only a few years, but you wouldn't know it based on this current offering. The denim has been treated so that it has an unrivaled softness, as well as stripes where the bleach settled in a wrinkle or fold. Denim jeans ($ 69) by **Nautica** Jeans Co.

6. It's amazing what denim is put through for a particular look. Some jeans are baked in the sun. Others are dipped in chemicals to impart a different hue. This Italian-made pair has been hand-filed and beaten with metal whisks to give it a super-stonewashed appearance. Denim jeans ($ 125) by Diesel.

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Nautica Enterprises Inc. (Hot copy: an industry update) Childrens Business June 2001

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Business and Industry
Childrens Business

June 2001

SECTION: Vol. 16, No. 6; Pg. 10(2); ISSN: 0884-2280

RDS-ACC-NO: 3153579

LENGTH: 146 words

HEADLINE: **Nautica** Enterprises Inc. (Hot copy: an industry update)

HIGHLIGHT:
Apparel Ventures will produce **Nautica** girls' swimwear under a licensing agreement with **Nautica** Enterprises

BODY:
Nautica Enterprises, Inc. recently announced the expansion of its licensing agreement with California-based manufacturer Apparel Ventures to now encompass the category of girls' swimwear. Apparel Ventures currently holds the **Nautica** women's swimwear license. According to **Nautica** founder David Chu, the move comes in an effort to consolidate and streamline the company's licensing activities. The new girls' swimwear offering, just like its women's counterpart **Nautica** Blue Collection, highlights classic, feminine looks in the true **Nautica** spirit. Available through both better department and specialty stores nationwide, the line will premiere during the Cruise 2002 season. (212-541-5757)Copyright 2001 Fairchild Publications, Inc., a subsidiary of Advance Publications, Inc.Copyright 2001 Fairchild Publications, Inc., a subsidiary of Advance Publications, Inc.94

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JOURNAL-CODE: CHILBUSI

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Magazines target professional students; MBA Jungle and JD Jungle aim to deal with relevant market issues
The Herald-Sun (Durham, NC) June 3, 2001 Sunday

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The Herald-Sun (Durham, NC)

June 3, 2001 Sunday
Final Edition

SECTION: UNIVERSITY; Pg. G3

LENGTH: 943 words

HEADLINE: Magazines target professional students;
MBA Jungle and JD Jungle aim to deal with relevant market issues

BYLINE: By JENNIFER CHORPENING jlc@herald-sun.com; 419-6601

BODY:

power lunch doesn't begin when you arrive at that ritzy restaurant. It actually starts in the months before, when a smart businessperson curries a relationship with waiters, managers and the chef. Go early in the week when the staff isn't so busy; tip at least 20 percent; and after a few visits, offer to buy the kitchen staff a round when it finishes work.

That's the first suggestion in an article in the May issue of MBA Jungle, a magazine aimed at the future high rollers of the global business economy. The goal? To show the person you're trying to woo that you wield the power at the power lunch - and that the chef knows your name.

"If you ask the chef to prepare his favorite dishes on occasion, he might stop by the table to see how everything was," the article on the "Art of the Meal" says. "In the eyes of your tablemates, nothing can make you look more important."

MBA Jungle, started last September, and its sister publication JD Jungle, started in April, were created by a bunch of MBAs, including Jon Housman, chief executive officer.

"Basically ... we felt like there was a real need in the market for a magazine and a Web site that dealt with these issues in a way that was relevant to us," he said. Their target audience: 30-year-old MBA students or recent grads making six figures, interested in getting ahead in the workplace, but also playing hard during vacations to Bali while wearing expensive suits and using expensive electronics equipment.

"Typical GQ or Esquire readers have salaries in the 40s or 50s [thousand]. Here, our audience makes two, three times that. Who is going to buy a $1,000 suit? It's our readers," he said.

The May issue of MBA Jungle featured sassy articles on the 25 dumbest business decisions of all time - New Coke was No. 6, the South's seccession No. 1 - how to take advantage of the dot.com bust and how to spend a million bucks.

The May issue of JD Jungle has articles on first job success, the execution of Timothy McVeigh, hot young

lawyers and a column by Harvard Law Professor Alan Dershowitz on the Supreme Court.

MBA students and law students get the magazine for free at school, including at Duke and UNC, but the magazines are also sold at about 1,200 Barnes and Nobles stores nationwide. The magazines have two main types of advertisers: companies looking to sell something to MBA and law types, such as Ralph Lauren and **Nautica,** and companies looking to hire them, such as Korn/Ferry International.

The May issue of MBA Jungle even features an ad from UBS Warburg, an investment bank, announcing its MBA hires for this year, including five from Duke's Fuqua School of Business.

One of MBA Jungle's loyal readers is recent Duke graduate Dan Burnett, who earned both his MBA and M.D. at the university. Burnett, a young entrepreneur, got more out of the magazine than just information. He and a few other Duke MBAs won the first MBA Jungle business plan contest, netting $25,000 for Burnett's plan to revolutionize corrective eye surgery.

Burnett has invented and patented a way to improve a person's vision without invasive LASIK surgery, which works by slicing off a little flap of the front of the cornea, then folding that back and using a laser to shape the underlying stroma of the cornea.

Most complications in the procedure come from the healing and cutting of the flap, including halos, night blindness and eye irritation, Burnett said. His procedure, which will move to animal testing this fall, works by releasing a special liquid into the eye that can move to the stroma layer, where it is activated to break down the collagen causing poor vision. Then, the substance is extracted, without any cutting of the eye.

The earliest this technique could be used on human patients would be 2003, he said.

Burnett patented the technique and started looking for business-plan competitions. He found MBA Jungle's by flipping through the magazine that company reps put in his school locker. His company, called NovOcull, won first place in that competition in May, as well as second place in a competition at Duke, and third place at a competition in Oregon. Those three wins have brought in $56,000 in initial funding.

Venture capital judges in the MBA Jungle contest were so impressed with the plan, they offered Burnett $250,000 in angel funding. But Burnett said he's going to wait until more research is completed, which should increase the company's valuation and improve the deal they'll get on angel funding.

"MBA Jungle is doing a bang-up job. The people who are in charge of the magazine who arranged the competition brought in pretty fantastic judges," Burnett said. And the magazine itself is really interesting too, he added.

"It's much more readable for me than the New York Times or even Business 2.0. It has real quality articles in it. A really interesting theme a few weeks ago was about why this is the best time for an entrepreneur, because services and equipment are going very cheaply, and there's lots of executive talent as well," he said.

"And the magazine is my favorite price: free."

Subscribers, nonlaw or business students, can get eight issues of the magazine for $15.

Burnett's team members were Joseph Hewitt, Loy Hong Chia and Joseph Walker from Duke's Fuqua School of Business, and Andy Rubinson from MIT's Sloan School of Business.

So what are the other rules of a power lunch? Have your guest sit with his back to the door; mirror your guest's requests, such as ordering a cocktail if he orders a cocktail, but don't copy; ignore the bread; listen more than you talk and bring up the business topic early.

For more information on the magazines, see mbajungle.com or jdjungle.com.

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Nautica; Nautica Apparel Stores Inc. names Christopher Heyn president of licensing division; Brief Article
DSN Retailing Today June 4, 2001

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DSN Retailing Today

June 4, 2001

SECTION: No. 11, Vol. 40; Pg. 13

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LENGTH: 33 words

HEADLINE: Nautica; Nautica Apparel Stores Inc. names Christopher Heyn president of licensing division; Brief Article

BODY:
Nautica has shipped in a new president for its licensing division. Christopher Heyn will preside over **Nautica** Apparel Inc., with responsibility for identifying new opportunities for the brand.

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ANDERS NAMED PRESIDENT OF NAUTICA RETAIL. Daily News Record June 4, 2001

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June 4, 2001

SECTION: Pg. 7 ; ISSN: 1041-1119

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LENGTH: 62 words

HEADLINE: ANDERS NAMED PRESIDENT OF **NAUTICA** RETAIL.

BODY:
NEW YORK -- Richard Anders, president of retail for J. Crew Group, is leaving the specialty chain to become president of **Nautica** Retail, a division of **Nautica** Enterprises.

Anders will oversee the expansion and management of the company's outlet and retail stores in the United States and will report to Harvey Sanders, chairman and CEO of **Nautica** Enterprises Inc.

IAC-CREATE-DATE: July 3, 2001

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Suit yourself; Buying swimwear can be less traumatic if you pay attention to your body type; FOCUS ON SWIMSUITS The Baltimore Sun June 10, 2001 Sunday

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The Baltimore Sun

June 10, 2001 Sunday FINAL EDITION

SECTION: HOME & FAMILY, Pg. 5N

LENGTH: 1052 words

HEADLINE: Suit yourself;
Buying swimwear can be less traumatic if you pay attention to your body type;
FOCUS ON SWIMSUITS

BYLINE: Tricia Bishop

SOURCE: Sun Staff

BODY:
Please, no," they whisper as they head out to the mall. "Not again."

Each spring, it seems, women's swimsuit designers unveil creations meant for rail-thin pre-adolescents. And each spring, real women with real shapes get stuck either putting on the same, threadbare suits they've been wearing for years, or else stuffing themselves sausage-like into whatever is the season's hot thing.

But this summer promises a glimmer of hope.

"Women tend to view swimsuit shopping as painful and traumatizing," says Suze Yalof Schwartz, executive fashion director at Glamour magazine. "But it doesn't have to be."

She points to this year's offerings. Every style of suit since the advent of the bikini is on the market, from low-slung '60s hip riders to '50s halter tops and sturdy '80s sports suits. Black and white, bright colors, metallic fabrics, fruit patterns, animal prints, florals, sequins -- they're all trends, Schwartz says, lending a rare something-for-everyone feel to this season's selections.

The trick, however, is in finding the right one for you.

At Glamour, they tried out 800 suits on 75 women to figure out what looks best on which bodies. Then they road-tested the results in Miami with random beach makeovers for their annual May swimsuit issue. They found a lot of don'ts.

"Most people are wearing the wrong bathing suit for their body type," says Schwartz, who uses the ubiquitous boy-short trend as an example. "They're best suited for people with long and thin legs and a very perfect behind. Most people can't wear them. Don't pay attention to trends as much as you pay attention to your figure."

Kim Ross, a senior merchandiser and designer for Lands' End swimwear, which codes its suits according to

whom they best flatter, breaks the female population into five body-shape categories. She says knowing your category, what works with it and what doesn't, can make swimsuit-shopping much less distressing -- maybe even easy.

THE TRIANGLE

Bottom half is wider than top half

Bottom-heavy triangles (aka pear shapes) should build up their tops and minimize their bottoms to look more proportionate, Ross says. The idea is to try to create the illusion of the hourglass figure and draw attention away from not-so-hot spots.

Dos: Bright patterns and color-blocks across the chest to keep the focus upward; slimming black on the bottom; full blouson suits and halter necklines (they push up and in, Schwartz says). Suits with hidden underwires and padding also boost the bust; look for separates so you can properly fit your halves.

Don'ts: Skirted suits and boy shorts (the more fabric, the larger something looks); shapeless tops that flatten the chest.

THE INVERTED TRIANGLE

Top half is wider than bottom half

Inverted triangles, whether they're top-heavy because of their bust or their brawn, should try to do the opposite of triangles: Build up the bottom and slenderize the top. Ross makes these suggestions:

Dos: Flirty skirted bottoms and boy shorts to add to the rear, and underwire tops or those with keyhole backs for extra top support. Halter tops and those with wide, square necklines make broad shoulders look more narrow.

Don'ts: Mini bottoms; ruffled detailing on the top, plunging V-necks.

THE RECTANGLE

Balanced hips and shoulders with little to no waist definition

Straight, boyish, rectangle shapes want to minimize their midriffs. Ross says the "little details" do it best.

Dos: Princess seams, piping and ribbing make fake curves, and one-pieces with sheers or gathers across the midriff trick the eye into seeing a waist. A-line suits work as well, and so do tankinis, which have the comfort of a two-piece with a little extra in the modesty department.

Don'ts: Schwartz says the best way to define the waist is to stay away from anything striped unless it's a diagonal stripe. Avoid bold patterns right across the gut.

THE CIRCLE

Midriff is wider than hips and shoulders

Like the rectangles, circles want to define their waists. Try the tips for rectangle shapes and look for suits with tummy controls built in, Ross says.

Dos: Draw attention to your face with sweetheart necklines, ruffles at the collar and V-necks. Use vertical lines to slim and lengthen the torso. Swim dresses are flattering, too, as are all-over (small) patterns. Also try Miracle Suits; they have stomach control panels sewn in.

Don'ts: Big patterns (the bigger the pattern, the bigger you look); horizontal lines; solid colors.

THE HOURGLASS

Defined waist between balanced hips and shoulders

OK, so you're the shape we're all trying to achieve. Big deal. After all, how much fun can it really be finding suits that look right on the first try? There's no thrill in the chase, no victorious "I finally found one that fits!"

Schwartz says for those with the perfect hourglass shape -- that perky-everything bod -- there's one ultimate suit for you this season. She calls it the "Jennifer Lopez dress in bathing-suit form." It's basically two strips of material strategically placed across the top that drop low to your navel, become one, wrap under your rear (like a diaper, Schwartz says) and tie in the front.

Don't plan on swimming in that one.

FOR FIT AND FLATTERY

Shopping for a swimsuit can be overwhelming, Ross says. "Make it fun. The most important thing is to find a swimsuit that you're going to be comfortable and confident in."

Here are a few simple tips:

* Use the blink test, says Ross. Put on a suit, then shut your eyes and open them. Wherever you look first is likely the body part that the suit draws attention to. Make sure it's one you want to accentuate.

* A higher-cut brief makes legs look thinner and longer.

* Women with long torsos should avoid string bikinis, unless they're paired with a bandeau top (they break up the torso). Try a tankini, or the new shape, a camikini (camisole-like top). Short torsos will look longer in hip-hugger suits instead of high-cut ones.

* You're usually two sizes higher in bathing suits than in clothes Schwartz says, "so don't get depressed."

* Try everything on to find out what works and doesn't work for you. Not quite ready to do it in person? Check out Landsend.com. The site has a built-in virtual model you can customize to your size and dress in different suit styles.

-- T.B

GRAPHIC: Photo(s), 1. Tankinis: They have the comfort of a bikini with the, modesty of a one-piece (left). The V-neck in this DKNY suit draws the, eye up to the face; hip-slung briefs lengthen a short torso.; , 2. Beach blessing: Draping at the midriff on this Miracle Suit slims, the waist (right); light colors draw the eye up, while dark ones, minimize hips.; , 3. For the gamine: Mossimo's boy-cut brief (right) is best for a, woman with slim legs and a small derriere.; , 4. Even things out: For pear shapes, the Lands' End blouson suit, (second from left) adds fullness to the torso, minimizing the rear, end.; , 5. Wild thing: Animal prints are back, and Mossimo's suit (second, from right) also features a halter top, which maximizes the bust and, narrows shoulders.; , 6. Break it up: The **Nautica** Swim Cruise 2001 collection's high-cut, bottoms make legs look longer and leaner.; , 3. & 5. Target

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John Varvatos Awarded Menswear Designer of the Year At The Council of Fashion Designers of America's Fashion Awards PR Newswire June 15, 2001, Friday

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June 15, 2001, Friday

SECTION: FINANCIAL NEWS

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LENGTH: 200 words

HEADLINE: John Varvatos Awarded Menswear Designer of the Year At The Council of Fashion Designers of America's Fashion Awards

DATELINE: NEW YORK, June 15

BODY:
The John Varvatos company is pleased to announce that John Varvatos is the recipient of the Council of Fashion Designers of America's (CFDA) Menswear Designer of the Year award.

Announced last evening at the annual CFDA American Fashion Awards, the recipients were determined by vote from a selection committee comprised of top magazine editors, journalists and retailers. This is Mr. Varvatos' second win, an accomplishment unprecedented in the menswear category. Last year he was awarded by the CFDA the Perry Ellis Award for Menswear, an honor presented to promising new talent.

John Varvatos first launched his collection for Fall 2000. Offering tailored clothing, outerwear, footwear and leather furnishings, it is a lifestyle collection which bridges "old world craftsmanship with contemporary lines and attitude."

John Varvatos is a division of **Nautica** Enterprises, Inc.

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SOURCE John Varvatos

CONTACT: Guillermo Zalamea, Vice President of Communications of **Nautica** Enterprises, Inc., 212-812-8008

URL: http://www.prnewswire.com

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Nautica Jeans Company Supports Love Heals, The Alison Gertz Foudation for AIDS Education;Saturday, June 23rd Luna Farm, Sagaponack, NY PR Newswire June 18, 2001, Monday

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June 18, 2001, Monday

SECTION: ENTERTAINMENT, TELEVISION, AND CULTURE

DISTRIBUTION: TO FASHION AND ENTERTAINMENT EDITORS

LENGTH: 508 words

HEADLINE: **Nautica** Jeans Company Supports Love Heals, The Alison Gertz Foudation for AIDS Education; Saturday, June 23rd Luna Farm, Sagaponack, NY

DATELINE: NEW YORK, June 18

BODY:
Nautica Jeans Company has partnered with Love Heals, The Alison Gertz Foundation for AIDS Education, for the 2nd Annual Mercedes-Benz Rocks Love Heals at Luna Farm to be held on Saturday, June 23rd. The event includes music, fashion and fun as The Go-Go's get the beat going with a live musical performance and celebrity DJ Samantha Ronson spins into the night. The benefit also includes a silent auction featuring amazing products from several select fashion, beauty and lifestyle sponsors. Special auction items include **Nautica** Jeans items "designed" by celebrities, such as Heidi Klum and MTV's Molly Simms. We hear that Heidi is into rhinestones, but that's all we can say!

In addition to creating 600 customized goody bags for all guests and dressing the wait staff for the day of the event, **Nautica** Jeans Company has designed an exclusive women's **Nautica** Jeans/Love Heals shirt to be sold the week prior to the event at the following retail locations: Scoop Beach, Bloomingdale's, Macy's, Lord & Taylor and **Nautica** Rockefeller Plaza store. Proceeds from the **Nautica** Jeans Company/Love Heals shirt go directly to Love Heals.

"We are delighted that **Nautica** Jeans Company is joining Love Heals in its efforts raise awareness of the very real threat that HIV/AIDS poses to America's young people," says Jasmine Nielsen, Executive Director of Love Heals. "Love Heals has raised the bar regarding HIV/AIDS consciousness in the United States. We could not be more thrilled than to participate in the 2nd Annual Love Heals at Luna Farm and hope to continue the relationship in the future," notes Paulette McCready, President of the **Nautica** Jeans Company, "we hope that the **Nautica** Jeans/Love Heals tee shirt proves to be a great success."

Love Heals, the Alison Gertz Foundation for AIDS Education, was founded in 1992 to carry on the work of the late AIDS activist Ali Gertz, who was infected, with HIV at the age of 16. Love Heals' mission is to educate young people about HIV and AIDS, enabling them to make informed choices that can save their lives. To this end, Love Heals operates a speaker's bureau that has directly reached more than 100,000 young people throughout the New York City metropolitan area.

Nautica Jeans is a subsidiary of **Nautica** Enterprises, Inc. 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.

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SOURCE **Nautica** Jeans Company

CONTACT: Amy Glickman of **Nautica** Jeans Company, 212-841-7165; or Matt Helen of Harrison-Shriftman Public Relations, 917-351-8613, for Love Heals-Event

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VARVATOS TO WOO WOMEN; MENSWEAR DESIGNER HAS A NEW LINE The New York Post June 18, 2001, Monday

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The New York Post

June 18, 2001, Monday

SECTION: All Editions; Pg. 038

LENGTH: 429 words

HEADLINE: VARVATOS TO WOO WOMEN; MENSWEAR DESIGNER HAS A NEW LINE

BYLINE: LISA MARSH

BODY:
John Varvatos, the hottest thing going in menswear, is launching a women's line, The Post has learned.

"It is on our docket for fall 2003," the designer said.When he's going to start, he added, is "the biggest question I hear every day."

Varvatos won the Menswear Designer of the Year award at the American Fashion Awards at Lincoln Center Thursday night. It came just a year after he won the Perry Ellis Award for Menswear, a recognition for new design talent.

The unprecedented one-two punch had Varvatos' friends asking if he would go after the award for accessories next year. Though he has a thriving line of shoes and accessories, it is the potential of a women's collection that has him excited.

"Women's is what drives the fashion business," he said, adding that the move is a natural progression. "There are so many women interested in what we're doing."

His menswear is known for being functional yet luxurious. His debut collection included staples - peacoats, shearlings and crew-neck sweaters. However, these items were in plush, tactile fabrics with details that set them apart.

He has said he designed his menswear collection to fill the void between the classics and the very fashionable. Expect his women's wear to do the same.

"Sometimes, women's designers try way too hard."

Varvatos actually has a sort of mini-laboratory operating already.

"I wish I had a dollar for every time a woman has been here [in his showroom] and said she wanted something from the line." In fact, he has outfitted some women by taking items from his men's collection and tailoring them.

Though this designer's own label is new on the scene, Varvatos is not. He has paid his dues and learned from the best American fashion has to offer, spending years working for Calvin Klein and Ralph Lauren.

And he is backed by **Nautica** Enterprises, no strangers to the apparel industry.

It is this experience that has earned Varvatos the right to be called "a 17-year overnight success," by GQ magazine.

Also in the future for Varvatos: more stores.The designer currently has a wildly successful store on SoHo's tony Mercer Street with more planned.

"By early next year, we will have one more store - possibly two," Varvatos said. "We're looking at real estate," though not necessarily only in the U.S.

GRAPHIC: EXPANSION: Having won critical acclaim and commercial success with men's design such as the one shown above, John Varvatos (left) is going to the heart of fashion: women's clothing.Model - N.Y. Post: Don Halasy; Varvatos - Fashion Wire Daily

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NY apparel outfits suit Wall Street; Profits, growth strategies propel shares to new highs; return of preppy
Crain's New York Business June 18, 2001, Monday

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Crain's New York Business

June 18, 2001, Monday

SECTION: Pg. 3

LENGTH: 819 words

HEADLINE: NY apparel outfits suit Wall Street; Profits, growth strategies propel shares to new highs; return of preppy

BYLINE: catherine curan

BODY:
Late last month, the official opening of **Nautica's** spacious new Rockefeller Center flagship drew quite a crowd. Celebrity athlete Boomer Esiason and Puffy's mother, Janice Combs, mingled with fashionistas sipping nautical-blue cocktails and browsing among the denim jackets and striped sweaters.

These days, midtown is not the only place where **Nautica** is drawing a crowd. Down on Wall Street, investors have flocked to the company's stock, making it one of a handful of well-known New York fashion names, including Liz Claiborne, Phillips-Van Heusen and Polo Ralph Lauren, which have unexpectedly slipped back into vogue among investors. Since late May, all have seen their stocks hit new 52-week highs.

Analysts say that the renaissance reflects rock-bottom valuations, savvy growth strategies and renewed investor interest in old-economy companies with real profits. Even shifting fashion trends are playing a role. With a Republican in the White House and formerly dressed-down dot-commers donning business suits for job interviews, the sort of preppy traditionalism all four firms specialize in is staging a comeback.

Bargain basement

"Last year, these stocks got ridiculously cheap," says analyst Lee Backus of Buckingham Research Group, adding that Polo Ralph Lauren Corp. and Liz Claiborne Inc. are "well-managed companies whose earnings have come through pretty nicely."

Despite investors' rediscovery of fashion, many concerns remain, particularly after last month's dismal retail apparel sales figures. It's unclear whether they will improve, as many expect, in the second half of the year.

In addition, not all fashion stocks are catching fire. Kenneth Cole Productions Inc. isn't a highflier last year, it hit a 52-week low on March 22 after slashing estimates for this year's earnings per share. And just last week, Warnaco Group Inc. filed for bankruptcy, the victim of a heavy debt load and a difficult retail climate.

Durability factor

Even if the economy continues to cool, analysts forecast that fashion's group of four should outperform others within the sector, thanks to strong brand names and solid cash flows. They also note that each

company has already taken moves to shore up its position in a competitive retail marketplace.

Liz Claiborne, for example, has diversified from traditional women's careerwear into a wide swath of businesses through acquisitions. Its most recent deal, the purchase of Dutch apparel maker Mexx Group, should add about 5 cents to earnings per share. Its stock hit a 52-week high of $53.50 on June 1.

The picture at **Nautica** is much the same. It, too, has been branching into new product lines through acquisitions and internal diversification. The company recently bought trendy denim brand Earl Jean and has scored success with the relaunch of **Nautica** men's denim and a new brand, John Varvatos. These moves make **Nautica** less reliant on the men's sportswear business. "We don't have all our eggs in one basket," says Chief Financial Officer Wayne Marino.

Investors have taken note of the changes. Ben Andrews of Liberty Acorn Funds in Chicago has been acquiring shares of **Nautica** for the past year. He first looked at the stock when minimalist, urban contemporary designs like Kenneth Cole's were in vogue and sales of the traditional big three menswear names-Tommy Hilfiger, Ralph Lauren and **Nautica**-slowed.

Buying opportunity

When **Nautica** stock hit about $8 last June, a major bargain considering the company's financial strength, he began buying. Since then, it has climbed to a 52-week high of $21.65 on June 6. "It was just a matter of time before the classic look came back," he says.

At Phillips-Van Heusen Corp., Chief Executive Bruce Klatsky has been turning around the company for the past several years, making acquisitions to gain market share in dress shirts, shutting down unprofitable outlet stores and revitalizing the ailing Bass shoe division. His efforts are paying off with stronger revenues and operating margins that put P-VH back in the black in the latest quarter, ended May 6, following a large loss the prior year.

Mr. Marotta expects revenues to grow about 5% this year, and earnings per share to jump by 17%. The shares reached a 52-week high of $18.74 on May 22.

Analyst Thomas J. Lewis of CL King & Associates says P-VH is well-positioned now that dressing up is fashionable again. "We're in an economic situation where the boss can say, 'Go home and come back wearing something with a collar.' We didn't have that a year ago."

If any company stands to benefit from the return of preppy chic, it's Polo. The company also has benefited from a major makeover under the leadership of apparel industry veteran Roger Farah, who joined as president last year. Mr. Farah has refocused the firm on its higher-margin products. Shares of Polo hit a 52-week high of $31.34 on May 29.

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DENIM RESURFACING AS FASHION'S FAVORITE FABRIC MARKETPLACE June 19, 2001, Tuesday

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MARKETPLACE

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June 19, 2001, Tuesday

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HEADLINE: DENIM RESURFACING AS FASHION'S FAVORITE FABRIC

ANCHORS: DAVID BRANCACCIO

REPORTERS: CINDY BEMEL

BODY:
DAVID BRANCACCIO, anchor:

They were found in a pile of mud with a few holes and a rip and probably sold originally for $ 1.25, but just a few weeks ago, the oldest pair of Levi jeans, leading back to a 1880s mining town, fetched more than $ 46,000 when they were auctioned off by eBay and The History Channel. New designer denims aren't quite that steep, but as Cindy Bemel reports, denim has resurfaced as fashion's new favorite fabric.

CINDY BEMEL reporting:

Levi Strauss' jeans started off 148 years ago as practical and durable pants for the gold rush miners. Worn by soldiers in the Civil War, farmers in the '20s and adopted by the Beat generation of the '50s, jeans have moved from work-a-day wear to haute couture. What is it about denim?

Ms. SUZANNE SEEWOLD (Earl Jeans): Three-quarters of the mornings that I get dressed, I just throw my jeans on. And I--you know, that's what I wear. They're casual, but sexy. You don't look like you're trying too hard.

Are we going to be able to have these done soon, so we can get them out?

Unidentified Man: Yes. We want them...

Ms. SEEWOLD: I want to get them out for today.

Unidentified Man: Yeah, we...

Ms. SEEWOLD: OK. Thanks.

BEMEL: Suzanne Seewold, a lifetime lover of denim, is the designer and founder of Earl Jean, which last year did $ 42 million in sales. And just recently, Earl Jean finalized a merger with New York apparel-maker **Nautica** Enterprises for $ 86 million, a long way for 35-year-old Seewold, who was restyling vintage jeans a mere five years ago to fit her own slim figure.

Ms. SEEWOLD: On hindsight, it--it kind of turns out it's the first low-rise, dark-denim, boot cut jean, kind of

a--a slim cut that's now, like, the new, you know, paradigm in denim. Stores just kind of jumped right on it. Barney's ordered it immediately and Fred Segal, all the kind of hip stores. I think the denim companies just got a little sleepy and really weren't minding their fit.

BEMEL: Denim designers, like Earl, Diesel, Chloe and Marc Jacobs, might think, 'Great, but you have to have fairly deep pockets to afford a pair.' A hundred dollars is the standing price tag, and it can go as high as $ 350, and that's not including the cute little denim skirt or basic jean jacket.

Custom designer and celebrity stylist Michelle Reedy says think of it as an investment.

Ms. MICHELLE REEDY (Designer): They're going to be in your closet forever. It's not like some, like, pair of hose where you're going to buy it every week, you know. It's--it's a pair of j--jeans. You find a great pair of jeans that fits you, you will wear that for years and years to come. It's not going to be out next year. What jewelry can you buy for $ 100 that's going to be around that long?

Ms. LISA SIMPSON (InStyle Magazine): We haven't even seen this trend even be in its height yet.

BEMEL: Senior correspondent for InStyle magazine Lisa Simpson says that denim has been superhot on the high fashion runways the past two seasons and attributes the ...(unintelligible) in denim demand caused, in part, by the easing of formality in fashion.

Ms. SIMPSON: High-end designers or just designers are listening to consumers and customers, and we want to be comfortable. I mean, let's face it, it's more fun to be comfortable and look hot than be, like, dressed up to the nines but so uncomfortable.

BEMEL: For retail apparel brands, like Gap and Levi, the denim craze has saved them from financial trouble. They continue making classics like 501 and Easy Fits, and they're also keeping an eye towards the trends.

Jimmy Hennerhan, director of product publicity for Levi Strauss, explains you don't stay in business this long by being stagnant.

Mr. JIMMY HENNERHAN (Levi Strauss): We have continued to move the product forward and continued to make it current and relevant and new and hip-huggers and flairs and superlow-rise. And all of those things that we've made with product, we've constantly kept it current with the trends.

BEMEL: Embellished with rhinestones, fringe and graffiti, designers are pushing denim to its limits. There's new variations on washes and fabric blends, and customers are craving more. Again, custom stylist Michelle Reedy.

Ms. REEDY: If you get a good-fitting jean and it's just--you've worn it a couple days and it's stretched to your butt and everything, it's the best thing. It's that classic line that Geena Davis says when her--in "Thelma & Louise" when Brad Pitt is walking away. I mean, he's wearing that denim jacket and--and jeans, and she goes, 'I love to watch that man walk away.' It's like it's--that's what it's about, the new denim. It looks just as good walking away at--as it does coming at you.

BEMEL: Reporting from Los Angeles, I'm Cindy Bemel for MARKETPLACE.

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MASS MARKET RETAILERS FIND SPARK WITH DESIGNER FRAGRANCES. WWD June 22, 2001

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HEADLINE: MASS MARKET RETAILERS FIND SPARK WITH DESIGNER FRAGRANCES.

BYLINE: Klepacki, Laura

BODY:
NEW YORK -- Selling prestige fragrances at mass may no longer be taboo. At least, not for Wal-Mart, the world's largest retailer.

Equipped with a new successful selling model, mass merchants have been showcasing designer scents with a fervor not seen in years and getting positive results. Even press-shy Wal-Mart remarked that sales of an eight-month-old designer miniatures program have been "excellent." The chain is now adding a program of full-sized bottles.

And if the giant retailer decides to merchandise prestige scents more aggressively, it is likely an industry sea change could be at hand.

The new blueprint looks like this: Take a designer fragrance, enclose it in hard plastic along with a theft-prevention tag and present it to consumers in an open-sell environment.

That, at least, is the model that has recently been working for Target and Wal-Mart. And in April, Kmart got into the act with a test program for Mother's Day and Father's Day. The three chains have been dabbling in two types of designer programs -- full-sized bottles and miniatures.

Last October, Wal-Mart began the rollout of a program of designer miniature fragrances into most of its 3,100 U.S. stores, and company spokeswoman Susanne Decker said last week that sales have been "excellent." The one-foot-wide displays hold three mini fragrances from side to side and nine from top to bottom, for a total 27 facings. Items are line-priced at $ 6.96 each for bottles that average 2.5 to four milliliters. The company has offered miniature designer scents for at least three years, but like its full-sized counterparts, they had been merchandised in locked glass cases.

But the miniatures are just the beginning.

In new and remodeled stores, Wal-Mart is now offering full-sized designer fragrances in the hard plastic packaging and displaying them upright on open shelves. In its Saint Clair, Pa., store, which opened in April, designer scents are merchandised on seven shelves across a four-foot-wide space. The prestige scents are immediately adjacent to a section of traditional mass brands, including Coty and New Dana items, which

are allotted eight feet of space. According to Wal-Mart, Coty brands still represent the largest percentage of the chain's fragrance sales.

Wal-Mart's designer program offers a broad selection of brands, including Yves Saint Laurent's Opium, Shalimar from Guerlain and Acqua di Gio by Giorgio Armani. The outer packaging has been created to fit the individual fragrance package. For instance, **Nautica** Competition is enclosed in a triangular case. A silver and blue sticker denotes whether the scent is for men, women or unisex.

As reported, Target moved its designer fragrance assortment from a locked case in its jewelry department to a hanging peg-rack wall display in its beauty department earlier this year. Target declined to comment, but an executive at Elizabeth Arden (formerly French Fragrances Inc.), the company responsible for the Target program, described the business as "huge, huge." Arden executives declined to comment further.

Kmart's first attempt to remove designer fragrances from under lock and key came this spring in a Mother's Day and Father's Day promotion. The fragrances were hung on a one-foot-high spinning rack placed on an endcap. A Kmart spokeswoman said the company was still evaluating results and did not know if the program would be resumed. Harold Ickovics, director of sales at Quality King, a fragrance distributor that worked with Wal-Mart on its miniatures program, said sales are "through the roof." It is now working to develop a larger miniatures presentation for Wal-Mart that could include a separate display for men. Quality King's miniatures collection, initially exclusive to Wal-Mart, will now be opened up to other retailers. Meanwhile, eyeing Target's early success with its full-sized designer sets, Ickovics said his company is putting the finishing touches on its own program that will roll out in September. Like Target, its program is built on a peg-rack wall display and will feature slightly different looks for men's and women's scents.

Retailers will be offered a selection of 70 to 80 stockkeeping units for their store planograms. Quality King representatives will present the concept to drugstore retailers at the National Association of Chain Drug Stores (NACDS) Marketplace, which begins June 29.

Ickovics said these clamshell programs have helped retailers renew prestige fragrance programs, which have languished in recent years because they address two key concerns: shrink and service.

According to Information Resources Inc., sales of perfumes and cologne in supermarkets, drugstores and mass merchants fell 4.5 percent, to $ 638 million, for the year ended May 20. But a breakout of the top 10 vendors showed that while sales fell for Coty, Parfums de Coeur, New Dana Perfumes and Revlon, volume rose double-digits for secondarily sourced Calvin Klein and Liz Claiborne scents.

Merchandising prestige fragrances in mass-market outlets has been a thorny issue. Fearing their brands would lose cachet, manufacturers have resisted selling directly to discount and drugstore chains. Instead, mass retailers have accessed the brands through secondary sources and even overseas suppliers. And there have been legal challenges to restrict distribution. A 1995 case waged by Parfums Givenchy against Drug Emporium nearly went to the Supreme Court when the drugstore chain appealed a victorious Givenchy verdict.

But increasingly, the lines of distribution are blurring, concedes Annette Green, president of the Fragrance Foundation. "I know there is a big question mark hovering over the subject," she said. Opportunities to buy fragrance in untraditional outlets have exploded, such as the Internet, she noted. "Sometimes, there are forces that move us even when we don't want to move."

She said that the Fragrance Foundation, which sponsors the FiFi Awards, is constantly reevaluating how to define class of trade categories. She said the industry has to be aware of what is pertinent to the consumer.

Many prestige manufacturers contacted Thursday did not immediately respond to requests for comment.

Candace Corlett, a partner at WSL Strategic Retail, a retail consulting firm, said in developing these programs, mass merchants have taken a page from warehouse clubs, which began the practice of

merchandising pricy beauty products in plastic packaging.

Because the fragrances are not sourced directly, inventory can vary. But Corlett said that can actually entice some mass-retail shoppers. "It adds to the mystery of shopping and the thrill of the hunt. They may have CK One on Tuesday, but they may not have it for another three months."

Corlett assesses that gray-market fragrances are going the way of gray-market salon products. Pointing to Sebastion and Paul Mitchell as examples, those brands, she said, "went from black to gray" and now are readily available. Having prestige items in mass chains "definitely detracts from the brand," she said. "But there is that lure of all those doors carrying all of your products."

IAC-CREATE-DATE: July 3, 2001

LOAD-DATE: July 04, 2001

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Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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NEW VARVATOS ADS EVOKE OLD NEW YORK. Daily News Record June 25, 2001

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Daily News Record

June 25, 2001

SECTION: Pg. 4 ; ISSN: 1041-1119

IAC-ACC-NO: 76585561

LENGTH: 296 words

HEADLINE: NEW VARVATOS ADS EVOKE OLD NEW YORK.

BYLINE: CUNNINGHAM, THOMAS

BODY:
NEW YORK -- Designer John Varvatos has developed a fall advertising campaign to reinforce his label's image of Old World elegance combined with a modern edge.

The campaign was produced in conjunction with Michael Toth of Toth Brand Imaging, who also works with Varvatos's parent company, **Nautica.** The advertising will run in GQ, Details, Esquire and Maxim's fall fashion book, starting in September.

The black-and-white photographs were shot by Richard Phibbs and feature Ford model Travis Cambern, who has appeared in all three of Varvatos's campaigns.

"We've only had two seasons of ads in front of consumers," Varvatos said. "It was important for us to continue the personality and handwriting of the brand. The look this season is much more architectural. We're not as easy and loose as we used to be. In this campaign you're going to see more than just Travis in a suit with wide-cuffed trousers. We're zeroing in on the detail of the product, like shoes, to show the handiwork and the artisan details."

The locations -- on New York's Upper East Side and a house on Long Island -- are intended to evoke turn-of-the-century New York, said Robert Fouhy, group account director at Toth.

"During the launch the brand was equated to an Old World sensibility. This year we wanted to not be too old-fashioned or antiquated, so we used pre-war New York as an inspiration. It's not ultra-modern -- it's still a time when things were well made -- but it doesn't feel quite as European."

Although Toth has provided creative input to earlier campaigns, this was the first advertising handled start to finish by the Boston-based creative firm, said Kendall Griffin, publicity manager at John Varvatos. This fall will be Varvatos's third season at retail.

IAC-CREATE-DATE: July 17, 2001

LOAD-DATE: July 18, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)

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UCI plans to cause more splashes with designers; Unilever Cosmetics International to distribute Nautica fragrance; Brief Article Cosmetics International June 25, 2001

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Cosmetics International

June 25, 2001

SECTION: No. 567, Vol. 25; Pg. 3 ; ISSN: 0963-6137

IAC-ACC-NO: 76551968

LENGTH: 155 words

HEADLINE: UCI plans to cause more splashes with designers; Unilever Cosmetics International to distribute **Nautica** fragrance; Brief Article

BODY:
Unilever Cosmetics International (UCI) has announced that it has secured the rights to distribute **Nautica** Clothing's new fragrance Latitude Longitude for the UK market.

The new fragrance will bow in August, and will be sold by the Calvin Klein Cosmetics teams. It will, according to the company, have the same distribution of the Calvin Klein brands.

Teresa Townsend, the new md said, "We've already had an amazing success with the launch in the US, where Latitude Longitude was the No1 men's launch at the end of last year. With this strength and the history behind the American brand we currently represent, we see this as a driving force in men's grooming and have tremendous confidence in equalling the US success."

This is a recent addition to UCI's portfolio, which includes Calvin Klein Cosmetics, Parfum International fragrances, **Nautica** and also further designers to be announced in the near future.

IAC-CREATE-DATE: July 17, 2001

LOAD-DATE: July 18, 2001

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Haute Shots San Antonio Express-News (Texas) June 28, 2001, Thursday

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San Antonio Express-News (Texas)

June 28, 2001, Thursday , METRO

SECTION: S.A. LIFE; Pg. 5F

LENGTH: 486 words

HEADLINE: Haute Shots

BODY: Patriotic colors

Declare your independence from complicated packing and base your summer vacation wardrobe around easy pieces in red, white and blue. The patriotic colors easily mix and match. Here's what to pack:

White pants that can go with dressy sandals or tennis shoes.

A versatile white skirt.

Blue jeans chic enough to go dancing.

A white cotton-knit tank (add glam with a gold chain belt).

A white T-shirt that's easy to dress up with a scarf.

A sheer white big shirt (perfect as a dressy jacket or a swimsuit cover-up).

A red tank-style swimsuit (wear it with blue jeans and add stilettos for evening). Fashion flash

Set off fireworks this summer with flashing belly lights. Hot news on the club scene, belly lights work with tiny batteries and provide a stick-on alternative to navel piercing. Claire's has Dancing Genie Lights in heart and star shapes for $5.25 and round Belly Lights for $8.25. At www.gammagarb.com, you'll find Flashing Navel Charms for $6.95. If you want more illumination, how about Gamma Garb's Body Blinx? The tiny points of light clip to your clothes ($1.95). Stars and stripes

Fashion is pledging allegiance to the flag this summer. Watch for Tommy Hilfiger's denim jackets emblazoned with flag motifs, Ralph Lauren's flag-appliqud cotton sweaters and, for the younger set, tie-dyed flag T-shirts in sizes 4-14, an exclusive America Rocks design at The Children's Place. Cool it!

When temperatures sizzle, makeup can fizzle.

Ladies Home Journal passes along these tips to keep your cool:

Pat on loose powder after your foundation to help set the color and keep it from melting away in the summer heat.

Apply lip liner after you put on your lipstick. The liner will keep lipstick from bleeding on hot days.

Use pressed powder to absorb perspiration and excess oil, makeup's enemies. Haltered states

What's hot and cool at the same time? The halter top - a hot style and a cool way to handle the heat.

Look for halters in easy-fitting knits or wrinkle-free cottons.

Halters in patterns such as gingham checks ($49 at Foley's) are fresher looking this season than solids. Take the plunge

Shopping for swimsuits can be a pain, but manufacturers are trying to make it easier to take the plunge. More companies than ever before are offering swim separates in varying sizes that can be mixed and matched. Among the manufacturers offering swim separates are Athena, **Nautica,** XOXO, Tommy Hilfiger and Lands' End. Spruce up

Wooden bangles, wood soles on shoes, wood handles on purses, belts with wooden clasps - did designers visit a lumberyard this season? Everywhere you look, accessories are taking cues from trees. Even scarves feature leaf prints. So, when you're sprucing up, think of the forest.

- Rose Mary Budge

LOAD-DATE: June 28, 2001

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On tap today Chattanooga Times Free Press (Tennessee) June 30, 2001, Saturday

Copyright 2001 Chattanooga Publishing Company
Chattanooga Times Free Press (Tennessee)

June 30, 2001, Saturday

SECTION: LIFESTYLE; Pg. E2

LENGTH: 690 words

HEADLINE: On tap today

BYLINE: Pierce, Susan

BODY:
LEISURE

* BALLROOM DANCING -- North River Dance Center, 4200 *. Access Road, 7 p.m. beginners, 8 p.m. advanced dancing, $10. 877-4339.

* BALLROOM DANCE PARTY --Allemande Hall, 7400 Standifer Gap Road, 8:30-11 p.m., $10.

* BATTLE OF THE BANDS -- Engel Stadium, 7-11 p.m., $5, 10 bands compete in Battle of Garage Bands at Reel Tight Saturday Night teen event.

* BEAR IN THE BIG BLUE HOUSE -- Memorial Auditorium, 10:30 a.m. and 2 p.m., $22, $17 and $13. 642-TIXS.

* BENEFIT SINGING -- Riceville, County Road 720 and follow signs, 6 p.m., free, bring lawn chair or blanket, Carla Jo Carr, Dry Valley Boys, Leamon Brothers, Young Praise, Legacy and the Evans Family. If raining, event moves to Riceville Elementary School.

* BIG BOY TOY SHOW -- Camp Jordan, fireworks, food, kids activities. www.campjordan.com

* CAMP GEOFFREY -- Toys R Us, Hamilton Place and Highway 153, noon to 2 p.m. ages 4-10 accompanied by a parent, Discovery Pokemon Day. 894-4692.

* CAR SEAT SAFETY CHECK -- Toys R Us, Hamilton Place, 4-7 p.m., free car seat inspection by Tennessee Child Passenger Safety. 892-6555.

* CHARLES & MYRTLE'S COFFEEHOUSE -- Christ Unity Church, 105 McBrien Road, 8 p.m., $5, Greg Jacobs performs. 892-3109.

* HISTORY HIKE --Chickamauga and Chattanooga National Military Park, Fort Oglethorpe, 9 a.m., free, four-mile hike begins at Visitors Center and stops at significant sites in battlefield. Bring water, hat and insect repellent. 866-9241, Ext. 123.

* IN CAHOOTS --Lake Winnepesaukah, Rossville, noon, 1:15, 2:15, 6 and 7 p.m., free with paid gate admission of $3. 866-5681.

* MARTY RAYBON --Westview Baptist Church, 9516 East Brainerd Road, 7 p.m., $5, former Shenandoah lead singer performs in open air concert. 899-0127.

* NATIVE AMERICAN CELEBRATION -- Tennessee Aquarium plaza, daily through July, Indian music, dance, storytelling and folk art.

* SEWANEE SUMMER MUSIC FESTIVAL -- University of the South, 8 p.m., faculty chamber concert, $10 adults, $5 students. (931) 598-1225.

* SWIM LESSONS SIGNUP -- Booker T. Washington State Park, 11 a.m., sign up for free swim lessons being taught in July by Tennessee Department of Environment and Conservation, for children ages 5-12. 894-4955.

* TEEN PARTY -- Urban Art Institute, Market Street, 8-11 p.m., $5, "1970s Party and Karaoke Night," prizes for best '70s outfit. 757-7252.

* VARIETY DANCE -- Shirley's Country, 8133 East Brainerd Road, 8:30 p.m. to 1 a.m., $5, ballroom, swing, line and Western dancing. 855-1368.

THEATRE

* "A BAD YEAR FOR TOMATOES" --Backstage Dinner Theatre, 3264 Brainerd Road, 6-7:30 p.m. dinner served, 8:15 curtain. For tickets and prices call 629-1565.

* "THE HOME OF THE BRAVE" --Bayside Baptist Church, 6100 Highway 58, 7 p.m., musical celebrating American heritage. Call 344-8327 for free tickets.

SHOPPING

* EASTGATE TOWN CENTER -- 5600 Brainerd Road. Small, indoor shopping mall featuring Goody's, fast-food restaurants and year-round ice skating. Eastgate is adjacent to a YMCA, library branch and post office. 894-9199.

* HAMILTON PLACE -- Interstate 75 at Exit 5. Tennessee's largest shopping mall features Parisian, JCPenney, Sears, Proffitt's and hundreds of specialty shops on two floors. Food court and restaurants inside the mall. Surrounding area includes several strip malls, grocery stores and restaurants. Hours: Monday through Saturday 10 a.m.-9 p.m., Sunday noon-6 p.m. Web site: www.hamiltonplace.com. 894-7177.

* NORTHGATE MALL -- Highway 153 and Hixson Pike. A single-level mall anchored by JCPenney, Proffitt's and Sears. Specialty shops include The Gap, Victoria's Secret, Rack Room Shoes, Barnie's Coffee and Tea, Bath & Body Shop and Colony 13. The mall has a food court and is surrounded by other restaurants and strip malls. Hours: 10 a.m.-9 p.m. Monday through Saturday; noon-6 p.m. Sunday. 870-9521.

* WAREHOUSE ROW -- 1110 Market St. Prime Outlets shopping in a renovated downtown railway warehouse, featuring Geoffrey Beene, **Nautica,** Bass, Coach and more. Expect to pay for parking. Hours: 10 a.m.-8 p.m. Monday through Saturday; noon-6 p.m. Sunday. 267-1111.

LOAD-DATE: July 1, 2001

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STARS AND STRIPES ROUNDUP Pittsburgh Post-Gazette (Pennsylvania) July 1, 2001 Sunday

Copyright 2001 P.G. Publishing Co.
Pittsburgh Post-Gazette (Pennsylvania)

July 1, 2001 Sunday FIVE STAR EDITION

SECTION: LIFESTYLE, Pg.G-10

LENGTH: 460 words

HEADLINE: STARS AND STRIPES ROUNDUP

BYLINE: LAMONT JONES, POST-GAZETTE FASHION EDITOR

BODY:
I'm as festive as the next guy, but holiday dressing tends to bore me. All that orange and black at Halloween, red everywhere at Christmas, green as far as the eye can see on St. Patrick's Day -- it can be monotonous.

But for many people, part of the holiday celebration is wearing the celebratory colors. And for Independence Day this Wednesday, the endless combos and patterns in red, white and blue offer more choices than most event days.

One place with Fourth of July fever is South Hills Village.

For kids, The Children's Place has T-shirts, jeans, tank tops, baseball caps, bucket hats and blankets in red, white and blue combinations. Most are priced under $10. Gap Kids also has T-shirts and star-spangled bikinis with little white stars on a navy background.

For tweens and teen girls, Delia's has dozens of holiday items. There are tank tops, cap-sleeve T-shirts and notched muscle shirts with brightly colored star, stripe and flag patterns. There's also a funky glittery silver belt with cutout stars, plus an assortment of dark blue jeans with embroidered star detailing or glittery red-white-and-blue flags on back pockets.

For men, there are lots of color options at Lazarus and Kaufmann's, especially in their Tommy Hilfiger, **Nautica** and Polo Ralph Lauren lines.

Both department stores also offer a special line of celebratory cotton and cotton-blend T-shirts in adult and children's sizes for $5 -- a welcome option if you don't want to shell out big bucks for the holiday look.

Aside from striped shirts, it's tough for men to find red, white and blue in one garment. So putting together solids is an easier alternative.

At Structure, for example, you can pair a white golf shirt with khaki shorts and pull it together with a red-and-blue striped belt.

For lounging, Gap Body has cotton boxers, one white with U.S. flags and another navy with white stars. They're also useful to pull on over the Speedos after a swim.

Aeropostale also has all sorts of red, white and blue ensembles for men and women.

If you've been invited to a get-together, it's appropriate to show up with a "hostess gift." That's an old term for a present for the household that is hosting the event. G Thanks has ceramic votive lamps and teapots painted with flag patterns.

If you're attending an outdoor evening event, a set of glittery, floating votive candles in red, white or blue at Wicks 'N' Sticks would make a nice gift. The store also has rustic wooden banners and birdhouses painted with -- what else? -- flag patterns, including a smaller tabletop version with little storage drawers.

Whether or not you wear the colors of the flag this Fourth of July, be sure that whatever you put on is cool and comfortable.

GRAPHIC:
Photo: Bob Donaldson/Post-Gazette photos: Men can make their own red, white and blue combo with a Polo Golf striped cotton shirt by Ralph Lauren ($65) over white pleated cotton shorts by Polo Ralph Lauren ($47.50, both at Kaufmann's).
Photo: A star-spangled silk scarf by Echo ($20 at Lazarus).
Photo: You can wear your patriotic message with cotton T-shirts that say "bee independent" ($5 at Lazarus) and "celebrate America" ($5 at Kaufmann's).
Photo: This deconstructed tank top by eyeshadow is paint-decorated on dyed stretch cotton ($24 at Lazarus).

LOAD-DATE: July 11, 2001

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