BULKY DOCUMENTS

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Title: Exhibit's A part 12-22; Opposer's Brief in Response to Applicant's Motion for Summary Judgment

Part 8 of 11

Processed by Duane Foster

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)

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Look good get the girl: success begets success. case in point: look sharp tonight and she'll dress you right tomorrow. Men's Fitness March 1, 2004

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Men's Fitness

March 1, 2004

SECTION: No. 3, Vol. 20; Pg. 82; ISSN: 0893-4460

IAC-ACC-NO: 113601117

LENGTH: 239 words

HEADLINE: Look good get the girl: success begets success. case in point: look sharp tonight and she'll dress you right tomorrow.

BODY:
[ILLUSTRATION OMITTED]

Caption: 10:30 P.M. Left: Leather blazer ($ 130) by H & M; miniskirt ($ 25) by H & M; heels ($ 160) by Kenneth Cole. Middle Left: Knit zip-up ($ 385) by D&G; sateen pants ($ 60) by Claiborne; Hustler shoes ($ 80) by Skechers. Middle Right: Top ($ 20) by H & M; skirt ($ 50) by H & M; suede heels ($ 160) by Kenneth Cole; mirror-ball earrings ($ 38) by *paste* by Tracy Kahn Jewelry. Right: Leather jacket ($ 250) by Reaction by Kenneth Cole; nauru shirt ($ 55) by Vaude. 9 P.M. Left: Button down ($ 60) by Tommy Hilfiger; suede blazer ($ 448) by **Nautica;** pants ($ 70) by Perry Ellis; belt ($ 38) by Kenneth Cole. Middle: Knit zip-up ($ 385) by D&G; sateen pants ($ 60) by Claiborne. Right: Leather jacket ($ 250) by Reaction by Kenneth Cole; nauru shirt ($ 55) by Vaude: low-rise jeans ($ 50) by Gap.

12 A.M. On her: Donna earrings ($ 73) by *paste* by Tracy Kahn Jewelry; ruffle shirt ($ 68) by Kenneth Cole; leather blazer ($ 130) by H & M; heels ($ 160) by Kenneth Cole; miniskirt ($ 25) by H & M. On him: Watch ($ 65) by Fossil; knit zip-up ($ 385) by D&G; sateen pants ($ 60) by Claiborne; shoes ($ 80) by Skechers. 2 A.M. On him: Boxer briefs ($ 19) by Calvin Klein. On her: Red teddy ($ 50) by Victoria's Secret.

9 A.M. Dress shirt ($ 98) by Polo by Ralph Lauren; boxer briefs ($ 20) by Calvin Klein. 9:30 A.M. Suit ($ 915) by Calvin Klein; dress shirt ($ 98) by Polo by Ralph Lauren.

IAC-CREATE-DATE: March 24, 2004

LOAD-DATE: March 26, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)

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Ship Shape In Style March, 2004

Copyright 2004 Time Inc.
In Style

March, 2004

SECTION: FASHION/STYLE FILE: NEW ON FASHION'S RADAR--PICKS, TRICKS &; THE BUZZ; Pg. 187

LENGTH: 102 words

HEADLINE: Ship Shape

BYLINE: Cheryl Lu-Lien Tan

BODY:
Even if knots aren't your thing and port makes you think wine, not left, you can still strut like a seafarer with this season's many nautical-inspired styles. Classic sailor stripes in white and red, or blue, are everywhere--from flirty skirts to comfy ribbed sweaters to dapper duffel bags. But don't be too literal--your ensemble shouldn't make you look lost at sea. Add to your wardrobe just one yacht-worthy piece, such as a smart naval peacoat, crisp white-and-blue mules, or a playful yellow skirt that looks akin to a windbreaker, and you'll be all set for smooth sailing. --Cheryl Lu-Lien Tan

GRAPHIC: COLOR PHOTO, Right: Giorgio Armani's sharp sailor stripes. Top: Cotton ribbed sweater, Polo Jeans Co. Ralph Lauren, $ 59; at Bloomingdale's. Left:Leather mules, Tod's, $ 425; 800-457-8637.; TWO COLOR PHOTOS: DAVID COOK, [see caption above]; COLOR PHOTO: DAVID COOK, Rayon top, **Nautica** Jeans Co., $ 59; 877-628-8422. Nylon mini, DKNY Jeans Juniors, $ 59; 800-777-4524.; COLOR PHOTO: DAVID COOK, Canvas wedge thong sandals, Tommy Hilfiger, $ 60; 888-866-6948; COLOR PHOTO: DAVID COOK, 14kt-gold necklace, Chyna White, $ 425; at Jennifer Kaufman, 310-854-1058, COLOR PHOTO: DAVID COOK, Cotton top, Banana Republic, $ 34; 888-277-8953. Cotton pants, French Connection, $ 118; 212-219-1197.; COLOR PHOTO: DAVID COOK, Cotton double-face peacoat, Banana Republic, $ 128; 888-277-8953; COLOR PHOTO: DAVID COOK, Canvas drawstring sling bag, **Nautica** Handbags, $ 115; 877-628-8422

LOAD-DATE: February 18, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Wednesday, July 5, 2006 - 12:52 PM EDT

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Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)

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DRESSING ROOM Spring Fashion Press Kit spotlight Arkansas Democrat-Gazette (Little Rock) March 2, 2004 Tuesday

Copyright 2004 Little Rock Newspapers, Inc.
Arkansas Democrat-Gazette (Little Rock)

March 2, 2004 Tuesday

SECTION: STYLE

LENGTH: 743 words

HEADLINE: DRESSING ROOM Spring Fashion Press Kit spotlight

BYLINE: Helaine R. freeman

BODY:

As a follow-up to the recent spring '04 forecast from Harve Benard, Dressing Room presents its recurring pictorial - The Best of the Spring Fashion Press Kits.

A few tidbits, broken down by category: Women: Dana Buchman's collection draws from "the giants of Modern Art" and offers "clean lines, architectural shapes, and colorful prints that equate to bold sophistication." Focus 2000 combines "soft-tailored silhouettes and a sportswear-inspired ease,"

using "intriguingly textured" fabrics.

Juniors and young adults: Bongo grabs attention with wispy tops and form-fitting bottoms in pinks, blues and yellows, and with such fabrics and details as ruffles, lace and satin. The Gap brings in slim, cropped pants, trenches, twin sets and more in "ice cream parlor-inspired colors like strawberry milkshake pink, sherbet yellow and pistachio green."

Plus sizes: Lane Bryant comes calling with "mod" colors, geometric prints and novelty pinstripes while Catherine's applies pastel treatments of classic work wear.

Maternity (a category that has truly burst out of the Dark Ages): A Pea in the Pod, favored by expectant celebrity moms, offers "graphic prints and muted hues with soft feminine lines," while Mimi Maternity mixes "the psychedelic '60s, the rock-and-roll '70s" and other eras.

Men: **Nautica** Jeans Co.'s men's collection is influenced by what its news release calls "vintage" sports - like soccer, tennis, cycling. Back at The Gap, even the menswear comes in a variety of cheery pastels ... but with no masculinity compromises.

Enjoy the season.

SOS From March 14 to 20, Dress Barn stores will be accepting donations of new or nearly new women's business suits for Dress for Success's S.O.S. - Send One Suit - Week.

The goal is to collect 45,000 suits that can be given to women in need who are preparing to enter the work

force. Each woman who donates a suit at a Dress Barn store will receive a 15 percent discount certificate from Dress Barn and a free, one-week trial membership at Curves women's fitness centers.

A good foundation For women who are full-figured and/or bottom-heavy, finding well-fitting and comfortable foundation garments can be a challenge.

Regular girdles and "thunder thighs" often do not agree. Panty girdles merely make the hips look even heavier. Those onepiece bra-and-girdle combinations present the aforementioned problems andmake going to the bathroom a much-dreaded event.

Relief from at least some of these woes appeared via the body-shaper slip, that lovely and very modern combination of slip, bra and girdle. But for the "hippy" woman, these, too, have a disadvantage: the slip must be bought in a larger cup size in order for it to fit the hips and not roll or ride up. At any rate, the slips are very hard to find beyond missy sizes ... and, once found, can be expensive. The body-shaper half slip, a perfect solution for those whose sizes differ above and below the waist, is elusive even in missy sizes.

A very modern foundation garment presenting a challenge to the more voluptuous of figure: the backless, strapless bra. Even the largest of the "traditional" ones, which attach under the arms with adhesive, can be inadequate.

What to do? Improvise.

Say, for instance, you've got a form-fitting after-five gown with a back that's sheer or otherwise not bra-friendly. You'd love to find a long, body-shaper half slip as well as that backless/strapless bra. But gee, you're not 36-24-36, and you can't readily find these items.

For the slip, try taking a missy-size, body-shaping tube slip with a generous stretch, and converting it to a long half slip. (Remember the key phrase: "generous stretch.") For the bra, try the Fashion Forms Adhesive Body Bra. This item comes in a three-pair pack, sizes A-DD, and in shades that include sheer and "nude." Bigger gals are instructed to use a double set if need be. Just be sure to follow the instructions carefully.

These items should be as close as your favorite department store or lingerie shop. (Dillard's has microfiber tube slips by Cabernet, $22, and Adhesive Body Bras for $8.) Got some tips and store sources of your own? Let us know. Dressing Room is published biweekly. Fashion news, along with "Shop Spotlight" candidates from throughout the state, are welcome. Send releases at least 30 days in advance to Helaine R. Freeman, Arkansas Democrat-Gazette, P.O. Box 2221, Little Rock, Ark. 72203, or e-mail: helaine_ freeman@adg.ardemgaz.com This article was published 3/2/2004

LOAD-DATE: March 2, 2004

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Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)

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Nautica signs with four new partners Home Textiles Today March 8, 2004

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Home Textiles Today

March 8, 2004

SECTION: News; Pg. 1

LENGTH: 470 words

HEADLINE: **Nautica** signs with four new partners

BYLINE: By Michele SanFilippo

BODY:
NEW YORK -- **Nautica** Apparel, the licensing division of **Nautica** Enterprises, has entered into partnerships in the home arena with Zorlu USA, Welspun USA, Berkshire Blanket and Kaltex Home. The first two licensees will be replacing programs previously held by Springs Industries and American Pacific.

Each licensee has launched new product categories for spring 2004 that will cater to department stores and specialty retailers at consistent pricing structures. According to company spokesman Jonathan Shows, "**Nautica's** new product offerings are designed to enhance our existing product assortments and answer increasing consumer demand for new and inventive **Nautica** home products."

He added that the collection continues to experience growth across all categories and to explore new areas for growth.

David Chu, CEO, founder and designer of the **Nautica** brand added, "As part of our strategy to expand **Nautica** Home's product assortment, our new partnerships ... will enhance our already successful **Nautica** Home business and enable us to further develop in the growing home textile business."

Nautica has partnered with Zorlu USA, a Turkish mill and sourcing provider with manufacturing in Istanbul and distribution out of Atlanta, to expand its presence in solid color sheets, knit sheets and flannel.

Nautica will introduce sheet programs ranging from 270-thread-count to 500-thread-count in solids, jacquards and dobby designs. In addition, a full range of all-new jersey knit and flannel solid colors, yarn dyes and prints were introduced during February market, marking Zorlu's first licensing agreement.

Springs will continue to manufacture and distribute **Nautica's** solid-color sheet program through June, while Zorlu takes over starting in July.

According to Atlye Timuralp, sales and marketing manager for Zorlu USA, "We are thrilled, and think we will create a long partnership with **Nautica** that will benefit retailers since we are Turkey's largest vertically integrated mill with 10 years' experience working in the U.S. market."

Welspun USA launched an updated line of towels and bath rugs for spring 2004, including a "Crew Classics" program in 26 solid colors with coordinating bath rugs, a "Stateroom" luxury towel available in 12 colors and signature jacquards. The company is taking over the solid-color bath towel and rug programs from American Pacific, **Nautica's** licensee for fashion bedding and coordinating bath items.

Berkshire Blanket will produce a line of high-quality blankets and throws that includes fleece, cotton and wool fabrications in classic **Nautica** apparel designs, trim details and finishing.

Kaltex Home, a Mexico-based company, will help **Nautica** Home move into that market for the first time. Kaltex will manufacture, distribute and market **Nautica** Home in Mexico.

LOAD-DATE: March 10, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)
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Green Hills consigner moves to Berry Hill, but there's still lots to like The Tennessean March 11, 2004 Thursday 1st Edition

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The Tennessean

March 11, 2004 Thursday 1st Edition

SECTION: THURS LIVING; MS. CHEAP; Pg. 1D

LENGTH: 710 words

HEADLINE: Green Hills consigner moves to Berry Hill, but there's still lots to like

BYLINE: MARY HANCE

BODY:
BY MARY HANCE

Just when Green Hills was turning into a shopping Mecca for consignment shoppers, one of the bulwarks, Designer Renaissance ladies consignment shop, has decided after 16 years in Green Hills to move to Berry Hill.

"We are really excited," said owner Jodi Miller, who owns the store along with her husband, Brad. "It was a tough decision to leave Green Hills, but Berry Hill is so attractive."

She noted that the new location, a house at 2822 Bransford Ave., is just 2.7 miles from Green Hills and should be easy for her shoppers and consignors to find.

"The opportunity to buy was too good to pass up, and to be right on the main drag will be great. We have never been located where people could see us," Miller said. Plus, Berry Hill is a "charming" community with lots of other owner-operator businesses and a place where "the police come and check all the doors."

Designer Renaissance will continue to operate in its space behind StarBucks through March 27. It opens at its new location March 29. The phone number (297-8822) remains the same.

Even without Designer Renaissance, Green Hills still offers a strong concentration of consignment shops, with old standbys such as the 35-year-old Bargain Boutique, owned by Martha Brewer. This seasoned shop in Green Hills Court at 4004 Hillsboro Road has more than 1,000 consignors. It sells ladies clothes and accessories. (297-7900.)

There also are some recent consignment openings in the Green Hills area:

o Designer Finds opened last month at 3818 Cleghorn Ave. Owner Deborah Pursley not only has casual, working and after-five ladies clothing, but she also sells rugs, prints and household accessories and has a few special-occasion baby dresses, shoes, hand bags and jewelry. The split is 50/50. (279-1994.)

o Tiny Traditions, a nice little children's shop, opened in the fall. Owner Cindy Rowan carries clothing for infants through children's size 16. (298-2600.) It is next to Consignment Classics ladies consignment shop, which Terri DiSilvestro has operated for five years. (279-0802.) Both are in the Morehead Center at 4012

Hillsboro Road behind Catherine's Women's Shop.

o At Fashion Boutique and Alterations, owner Houri Barahimi combines consigned ladies designer clothing and some bridal wear with her alterations business. The shop is at 2120 Crestmoor Drive. (383-9558.)

And there's even more consignment news to share.

Janet Schneider and JoAnn Tumey have sold their Another Time, Another Place home accessories consignment business to Rick and Sarah English. The new owners plan to relocate and dramatically expand the shop, which sells bedding, draperies, window treatments, rugs and home accessories. The store also will move next month from Highway 100 to 4340 Sidco Drive. I'll let you know more about the new digs as plans develop.

I've had a lot of interest in BNA Direct, the closeout store at 311 Peabody St. which buys and sells truckloads of department store merchandise. I have discovered two other similar truckload stores:

o Anything Flea Market in the Old Hickory Village Shopping Center, 1045 Donelson Ave. in Old Hickory, sells everything from food to clothes, computers, televisions and furniture. Owner Alice Harmon rents out about half of the booths to vendors and stocks the rest with merchandise from the truckloads and pallets she buys. We saw name brands such as Geoffrey Beene, Dockers and Burlington; some Laura Ashley terry robes for $15 and $20; and faux mink vests for $20. "We take whatever they send, so we never know," Alice says. (847-9885.)

o Bargain Zone, owned by Said Asmar and located in the Wal-Mart Center at the corner of Nolensville Road and Old Hickory Boulevard, is similar in the merchandise mix, with clothes, shoes, ceramics, electronics and household items. I spotted some name brands such as Dockers, **Nautica,** Levis, two North Face jackets and some ladies Speedo swimsuits at great prices. (833-1309.)

Hope you have time to check these out. Stay cheap!

Ms. Cheap is published Thursdays and Fridays in The Tennessean's Living section and Sundays in Life. She also appears on WTVF-Channel 5's Talk of the Town at 12:30 p.m. Thursdays. Reach her at 259-8282 or at mscheap@tennessean.com.

LOAD-DATE: March 12, 2004

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Ghost Town The New York Times March 14, 2004 Sunday

Copyright 2004 The New York Times Company
The New York Times

March 14, 2004 Sunday
Late Edition - Final

SECTION: Section 6; PT2; Column 1; Men's Fashions of The Times Magazine; Pg. 72

LENGTH: 20 words

HEADLINE: Ghost Town

BODY:

You don't need to travel back to the Gold Rush to see how the West was worn, now that cowboy cool is a key look this spring.

URL: http://www.nytimes.com

GRAPHIC: Photos: Go western, young man: the Tropico Gold Mine in Rosamond, Calif., is the backdrop for a Blue Khaki by William Garrett leather jacket, $650. At Family Britches, New Canaan, Conn. Pendleton cotton western shirt, $38. Call (800) 760-4844. **Nautica** Jeans Company western jeans, $70. At Lord & Taylor. Macy's. **Nautica,** 50 Rockefeller Plaza. Stetson hat. Hollywood Trading Company belt. Model: Josh Crosby.
Opposite: Ralph Lauren Vintage rodeo belt buckle, $800. At Double RL stores.
Straight shooters: Gene Autry, the singing celluloid cowboy, influenced westernwear trends with comic-book covers, top. Buck Taylor, shown above in 1883, was a star attraction in Buffalo Bill's Wild West Show. Below: "Every Day Above Ground Is a Good One," a drawing by the artist David Rathman.
Good ol' boys: from left, Studio Chereskin embroidered western shirt, $78. At Macy's. Wrangler stonewashed denim vest, $39. Go to www.wrangler.com. Hugo Hugo Boss corduroy pants, $165. Call (800) 484-6267. Resistol hat. Durango boots. Tommy Jeans cotton denim jacket, $145, and striped cotton shirt, $50. Call (888) 866-6948. Express Men's casual khaki pants, $45. At Express stores. Buffalo Chips belt. Stetson hat. Gucci boots. Models: Tom Noland and Colby Kane.
Best western: Tom Ford for Gucci leather western shirt, $2,950. At selected Gucci stores. Opposite, top right: Polo by Ralph Lauren fringed leather jacket, $1,500. At Bloomingdale's. Neiman Marcus. (OPPOSITE: GENE AUTRY COMICS: COURTESY OF THE MUSEUM OF THE AMERICAN WEST. BUCK TAYLOR: BETTMANN/CORBIS. DAVID RATHMAN DRAWING: COURTESY OF CLEMENTINE GALLERY, NEW YORK/COLLECTION WALKER ART CENTER, MINNEAPOLIS.)
Get the point: Helmut Lang watersnake beak-toe boot, $780. At Helmut Lang, 80 Greene Street.
Night watchmen: an abandoned truck in Darwin, Calif., a living ghost town near Death Valley, sets the mood for, from left, a Nicole Farhi antique denim studded jacket, $295, and antique denim jeans, $195. At Nicole Farhi, 10 East 60th Street. Hugo Hugo Boss shirt, $95. Call (800) 484-6267. Buffalo Chips belt. Model's own hat, scarf and boots. Perry Ellis leather coat, $495. Go to www.perryellis.com. Levi's Vintage Collection shirt, $127. Go to www.levi.com. Tommy Jeans cotton jeans, $80. Call (888) 866-6948. Whiskey Dust bolo tie and belt. Louis Vuitton leather jacket, $4,050. Call (866) 884-8866. Pendleton striped cotton

shirt, $50. Call (800) 760-4844. Hugo Hugo Boss jeans, $145. Gucci cowboy hat. Hollywood Trading Company belt. Fashion assistant: Nate Dushku. Grooming by Karlo for Pierre Michel Salon at Michele Filomeno. Models: Tom Noland, Dennis Reilly and Colby Kane. (Location Photographs by Berthold Steinhilber
Styled by Robert E. Bryan
Still-Life Photographs by Charles Masters)

LOAD-DATE: March 14, 2004

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Bye-bye boredom Knoxville News-Sentinel (Tennessee) March 14, 2004 Sunday Five-star Edition

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Knoxville News-Sentinel (Tennessee)

March 14, 2004 Sunday Five-star Edition

SECTION: STYLE; Pg. SF2

LENGTH: 510 words

HEADLINE: Bye-bye boredom

BYLINE: BY KEVIN COWAN, cowan@knews.com

BODY:
A fashionable man can't live by neutrals alone. He needs a shot of color to sustain to his wardrobe.

For spring designers have just the cure for the winter blahs. They've turned out vibrant pieces sure to cure guys who are feeling a bit gray.

"They are really liking the brighter colors," said John Richesin at Coachman Clothiers. "Things have been a little conservative lately. Men have gotten bored with the traditional colors. They want something new to give them a boost. It's time for some flashes of color."

For example, Etro drew red and yellow pinstripes on a black suit. Hermes peeled away tradition and crafted a pair of eye-popping orange trousers. In a spread in Details magazine, stylists punched up a Versace gray suit with a lime green embroidered vest. Want more color? Tommy Hilfiger created a fuchsia suit for his new upscale H. Hilfiger line.

Perhaps the best way for men to inject some color into their closets is with the dress shirt, particularly one with stripes.

According to MR (Menswear Retailing magazine), "While vertical stripes have peaked in Europe, the American market continues to embrace the look. Wear in or out, layer under suits and sport coats without a tie." Details recommends they be worn "starched and snug."

Another shirt in the spotlight is the popover, which has a split neckline, sometimes with buttons, but more often just open. The casual style can be long- or short-sleeved and works well with a variety of bottoms, such as lightweight jeans and linen drawstring pants.

Also, there is talk in the industry about shirts with formal details. Some have the pleating of a tux shirt, while others feature elegant embroidery.

Other shirts to watch include classic polos, camp shirts (solids and florals) and novelty tees.

Top one of these shirts with an easy jacket or sport coat. The tailored cotton blazer is being touted, as is the waist-length zippered jacket. Dressier blazers, either two- or three-button, are staples and are crafted out of tropical wools, linens and silk blends.

Suits for spring are cut somewhat trimmer than in past seasons. On the casual side, keep an eye out for

seersucker; MR calls it "a hot ticket for warm weather." The fabric isn't restricted to puckered cotton. Cotton/Lycra blends and stretch modernize it.

Fabrics for dressier suits are similar to those for sport coats.

In dress trousers, pleats continue to dominate, with flat-fronts gaining ground. Among the best colors are slate blue, tobacco and wheat.

Pair one of the striped shirts with a bright tie. Step out of the box and team it with a striped tie.

"The bolder the stripe, the hotter they are," Richesin said. Or go for one in a pastel, such lavender, pink or yellow.

Don't forget about the shoes. Invest in a nice pair of brown kicks. Brown is the new black when it comes to men's shoes. Wovens with tassels and slip-on sandals are right for casual wear.

Match them with a brown belt that has some texture for a complete spring look.

Style writer Kevin Cowan may be reached at 865-342-6426.

GRAPHIC: (Color) From Proffitt's comes this Polo (by Ralph Lauren) look, which includes a khaki zippered jacket, ethnic-print shirt and tobacco trousers.; DIGITAL PHOTO - SPRINGMEN2.JH#751.JPG (Color) Make a beeline for a striped shirt this season. Justin shows a Cezani shirt with a pink **Nautica** tie, which has subtle monochromatic stripes. Claiborne khaki trousers complete the look. The grouping is from Parisian.; DIGITAL PHOTO - SPRINGMEN3.JH#751.JPG (Color) The St. Croix ensemble is offered by Coachman Clothiers. It includes a rich blue knit polo and gray trousers.; DIGITAL PHOTO - SPRINGMEN4.JH#751.JPG (Color) A formal backdrop contrasts the relaxed feeling of this Claiborne outfit from Parisian. It combines a misty green popover with linen drawstring pants.; DIGITAL PHOTO - SPRINGMEN1.JH#751.JPG Model: 18 Karat Talent & Modeling Agency Location: The Orangery Photo styling: Kevin Cowan Photos: Joe Howell/News Sentinel

LOAD-DATE: March 25, 2004

Source: News & Business > Combined Sources > **News, All (English, Full Text)** i
Terms: **nautica and date(geq (1/1/2004) and leq (12/31/2004))** (Edit Search | Suggest Terms for My Search)
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Spring Fashion 2004 The Clarion-Ledger (Jackson, MS) March 21, 2004 Sunday

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The Clarion-Ledger (Jackson, MS)

March 21, 2004 Sunday

SECTION: FASHION TAB; Pg. 5I

LENGTH: 423 words

HEADLINE: Spring Fashion 2004

SERIES: Spring Fashion 2004

BYLINE: Jean Gordon, jmgordon@clarionledger.com

BODY:
Denim: Baggy, tight; faded, bright

By Jean Gordon

Though hemlines and waistlines rise and fall with the years, a reliable pair of jeans continues to endure as a wardrobe staple.

And along with changing lengths, pant legs have swelled from tapered to flared, cuts have shrunk from baggy to tight and shades have gone from dark to light, light to dark and made stops at virtually every blue hue along the way.

As sure as winter turns to spring, this season's denim fashions add yet another innovation: colored fabric.

Pink, blue, red and yellow join indigo washes, adding a fresh twist to an old standby.

"You have a lot of people who already have the denim wash and are looking for something different," said Vera Carson, the ladies clothing sales manager at Dillard's in Ridgeland's Northpark mall. "They kind of experiment with other colors."

Carson said for spring, designers such as Calvin Klein and **Nautica** have introduced denims from the primary color palette. But she said Levi's - the standard bearer of all things denim - continues to offer an array of shades of blue.

Retailers like the Gap offer features for women such as stretch fabric, boot cut legs, black washes and sandblasted fades.

"One of the jeans that is popular for spring at the Gap is the pencil leg jean," said spokeswoman Katie Hall. "It has a very slim, polished, ladylike feel."

For men, the Gap offers a varied array of comfortable cuts: baggy fit, loose fit and relaxed fit. And for the more proletariat-minded man, the store also features the worker fit, the carpenter fit and the standard fit.

At McRae's in Northpark mall, assistant manager for merchandising Suzanne Hightower said this year's denim selections include more traditional cuts with higher waists and straighter legs.

Still, Hightower said most designers offer low-rise options for people who want a belly-button-bearing fit.

And Hightower said the colored denim selections include pastel pinks, greens and blues.

But denim fashions are not limited to the two-legged variety, said Carson of Dillard's.

Many clothing lines offer jean jackets and skirts ranging in length from mini to maxi.

"I think they are really cute," Carson said. "A lot of older women that love denim skirts like them longer."

She said most of the denim skirts are made with the traditional blue washes. Hemlines vary from thigh high to ankle length.

But despite the array of crayon colors offered this season, Carson said one denim variety trumps them all.

"White sells great in the spring."

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Trendy feel welcomes shoppers outfitting their homes Edmonton Journal (Alberta) March 25, 2004 Thursday Final Edition

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Edmonton Journal (Alberta)

March 25, 2004 Thursday Final Edition

SECTION: Business; Pg. G1

LENGTH: 290 words

HEADLINE: Trendy feel welcomes shoppers outfitting their homes

SOURCE: The Edmonton Journal

BYLINE: Ron Chalmers

DATELINE: EDMONTON

BODY:
EDMONTON - Finesse Home Living, Canada's largest furniture and accessories store, flanked by two of the city's largest electronic signs, has opened between Calgary Trail and Gateway Blvd., south of Whitemud Drive.

"It's one of the largest home furnishing stores west of the Mississippi," says general manager George Saroukian.

The 8,000-square-metre showroom features a high ceiling setting off a tiled central space with classical columns and modern, curved accents.

An in-store bistro serves spicy lentil soup, grilled sandwiches, French pastry and espresso.

The central area is circled by distinct galleries that feature formal, simple, modern and estate styles -- and other galleries given to the Arnold Palmer, Martha Stewart, **Nautica** and Ralph Lauren brands -- with an Eddie Bauer gallery still being built.

Throughout the store, furniture is shown with complementary tableware and linen. "Everything is organized around lifestyle, brand or designer," Saroukian says.

Prices range from popular to posh. You can pay $1,998 for one leather armchair, or $349 for another -- "a very hot seller," says sales manager Leah Aron.

More than 60 per cent of the models on display are carried in stock.

At the northwest and southeast corners of the property, the two brightly-lit signs with constantly shifting images have drawn "a phenomenal reaction. People can't believe their clarity," says Saroukian, who believes they are the biggest electronic signs in Western Canada.

The $25-million store opened March 19, with a grand opening planned for May. Finesse, a local, family-owned enterprise that started in west Edmonton in 1985, will open a second store this summer in Montreal.

rchalmers@thejournal.canwest.com

GRAPHIC: Colour Photo: Bruce Edwards, The Journal; Finesse signs are turning heads.

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Shoppers like "walkability' of new retail complex Courier-Post (Cherry Hill, NJ) March 28, 2004 Sunday X Edition

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Courier-Post (Cherry Hill, NJ)

March 28, 2004 Sunday X Edition

SECTION: Pg. 17G

LENGTH: 646 words

HEADLINE: Shoppers like "walkability' of new retail complex

BYLINE: Staff

BODY:
By CHUCK DARROW

Courier-Post Staff

They're walking The Walk in Atlantic City these days -- and loving it.

"It's absolutely worth the trip,' said Hammonton's Sharon Brown. "I like the walkability of it. And the quality (of the merchandise) is as good as the value.'

Brown, a substitute teacher, waxed rhapsodic about The Walk, Atlantic City's partially open midtown retail, dining and entertainment complex whose first tenants set up shop last November.

Developed by Baltimore-based Cordish Co., the 320,000-square-foot facility is roughly bounded by Atlantic Avenue on the south, Christopher Columbus Avenue to the west, Baltic Avenue to the north and Ohio Avenue to the east.

Its purpose is to create an attraction-filled, pedestrian-friendly corridor between the Atlantic City Convention Center and the Pacific Avenue casino strip.

City officials believe it will give visitors not only something to do besides gamble, but provide what Walk general Manager Kim Butler described as "a vibrant urban retail center where there was none.'

The original blueprints called for Phase I, which should be completed by late June, to have between 60 and 70 stores. But, said Butler, once retailers got a look at the plans, that total was scaled back because tenants demanded more space for their outlets.

Currently, 21 businesses, including Tommy Hilfiger, **Nautica,** Liz Clairborne and Jockey are open. Still to come are such popular, upscale names as Brooks Brothers, Kenneth Cole and Polo/Ralph Lauren.

Also among the current tenants are two restaurants, Applebee's and Babalu Grill. The latter is particularly noteworthy.

According to Butler, it's the first free-standing eatery to be built from scratch in Atlantic City since at least

the early 1960s.

The restaurant is part of the soon-to-open "A.C. Live!' a planned cluster of bars and dining spots along the south side of Atlantic Avenue between Michigan and Arkansas avenues.

The response so far to Babalu Grill portends big things in the months ahead.

"Every week we've gotten busier,' said Tim Butler, general manager of the Cuban-themed restaurant.

"When we opened (in late November), we were doing 200 covers on Saturday night. Now it's 400. That's great for this time of year.'

While those looking for a bite to eat have long had casino restaurants to patronize, those wishing to shop within the city limits have had extremely limited options. Which is why the public is singing The Walk's praises.

"I love it!' gushed Margaret Boreen, a 55-year-old insurance company executive from Tuckerton who recently browsed the merchandise at the Guess store.

"It's convenient, it's great shopping, it's beautiful. They did a better job than I thought they would.'

Another Guess shopper, Linda Supaswud, 24, of Queens, N.Y., suggested The Walk is exactly what Atlantic City has been lacking.

"It's a great thing to have a more diversified choice of attractions besides gambling,' she said.

And Sharon Brown's daughter, Ventnor's Imani Franklin, lauded The Walk's shops for offering better deals than those of their competitors at the region's shopping centers and malls.

"I like it because you pay a fair (price) rather than being overcharged,' said the Stockton Sate College senior communications major.

Such responses to The Walk has made tenants happy they gambled on Atlantic City.

Because The Walk is located in the heart of a rather compact city, it's understandable to assume parking is at a premium. And while The Walk itself administers just a few hundred spots -- free with validation -- complex administrator Kim Butler noted finding a space should seldom present a problem.

"There are 10,000 (public) parking spots within two blocks, including casinos and the Convention Center,' she said. "Parking is a non-issue.'

Reach Chuck Darrow at (856) 486-2442 or cdarrow@courierpostonline.com

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BAYER INC. TO LEASE OUT VISIONLAND AREA MALL Birmingham News (Alabama) March 28, 2004 Sunday

Copyright 2004 The Birmingham News, All Rights Reserved
Birmingham News (Alabama)

March 28, 2004 Sunday

SECTION: BUSINESS

LENGTH: 286 words

HEADLINE: BAYER INC. TO LEASE OUT VISIONLAND AREA MALL

BYLINE: MICHAEL TOMBERLIN News staff writer

BODY:
Bayer Properties Inc. is taking over leasing responsiblities at the WaterMark Place Outlet Mall next to Visionland.

The developer of The Summit and other retail centers in Birmingham and around the nation on Friday signed an exclusive leasing agreement with the outlet mall's owner, CMC Group.

The 185,000-square-foot outlet mall has 24,000 square feet of unleased space. There is room to expand the mall and land next to the mall could include future retail, hotel and restaurant development.

"Bayer is thrilled to be selected by CMC Group as the exclusive leasing agent for WaterMark Place, and we look forward to working with them as they grow," said Curtis Furgason, senior vice president of property management at Bayer.

Bayer will work to lease the remaining space and is pre-leasing space in an expansion phase, which could be as large as 115,000 square feet.

Colin Coyne, developer of WaterMark, said adding Bayer to handle leasing, along with the soon-to-open Interstate 20/59 interchange nearby, will boost the outlet mall's prospects.

"Bayer is a fantastic addition to the arsenal of good things that are happening at WaterMark," Coyne said.

Six additional acres between the outlet mall and the Visionland amusement park could one day include a hotel and restaurants, he said.

Nautica opened its store at the mall Friday. Casual Corner will open a store later this week. Those two retailers give WaterMark a total of 33 shops.

Coyne said the deal doesn't now call for Bayer to take over management of WaterMark or to develop the expansion and other property at the mall.

"What I've learned, however, is it costs nothing to listen to those proposals in the future," Coyne said.

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People

March 29, 2004

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89 Song How does Clint Black Spend My Time? Doting on his wife, Lisa Hartman Black, and their daughter

93 Crusaders Ambitious and controversial, San Francisco mayor Gavin Newsom says "I do" to gay marriages and launches a national movement

96 Update Down Under diva Kylie Minogue is a big hit with hunky Frenchman Olivier Martinez

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ON THE COVER Photographs by Michael O'Neill. Styling: Jane Harrison. Hair and makeup: Assumpta Clohessy/Price Inc. Clothing: (AMY) Dress: BCBG; Ring and Bracelet: Kenneth J. Lane; Earrings: Jordan Schlazer; (KATRINA) Jacket and pants: Escada; Shirt: Kenneth Cole; (NICK) Shirt: **Nautica;** Pants: Kenneth Cole; (OMAROSA) Jacket and skirt: Nicole Miller; Choker: Kenneth J. Lane; Earrings: Tamara Comolli. Right insets (from top): Kevin Mazur/WireImage; Munawar Hosain/Getty; Jennifer Graylock/JPI

GRAPHIC: COLOR PHOTO: GEOFF WILKINSON, 131, PAGES, "I knew I had to escape," writes Mende Nazer of being sold into bondage at 14 in Sudan. Now free at 24, she recounts her ordeal in the memoir Slave.; COLOR PHOTO: KEVIN WINTER/GETTY, 77SCREEN, "I've come to a crossroads," says Ben Affleck (on The Tonight Show March 15). "For a long time I wanted to prove some success to somebody."; COLOR PHOTO: MICHAEL O'NEILL, 100, COVER STORY, "There's a beauty and succinctness ... to the words 'You're fired,'" says Trump (with Apprentices Katrina Campins and Amy Henry).; COLOR PHOTO: PETER DEJONG/AP, 64UP FRONT, "The scene was like something from Dante's Inferno," says a witness of the March 11 terrorist attacks in Madrid, which left more than 200 dead.

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Your jean map; Sensible Style; What to Wear With Jeans; Brief Article Men's Health April 1, 2004

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Men's Health

April 1, 2004

SECTION: No. 3, Vol. 19; Pg. 89 ; ISSN: 1054-4836

IAC-ACC-NO: 117860634

LENGTH: 560 words

HEADLINE: Your jean map; Sensible Style; What to Wear With Jeans; Brief Article

BODY:
Byline: Fischbein, Jessica

What to Wear with Jeans

YOUR JEAN MAP

1 pair of blue jeans + some new clothes = 8 new outfits

The perfect blue jeans are the DNA of a man's casual wardrobe. They take the million random possibilities of style and organize them into a coherent system. So pick a classic pair, like dark denim. They're versatile in a way well-worn jeans are not. Indigo jeans are cool with a plain T-shirt and sneakers, but clean-cut enough to hold their own with a dress shirt and tie or a casual blazer when occasion calls. Choose a pair that fits low on your hips (below the navel), and make sure they're straight-leg or boot cut. (The tapered look repels ladies.) Turn the page for the building blocks--shoes, shirts, belts, and watch--that will make you stand out from the rest of the denim-clad masses. Then we'll show you eight new ways to wear it all.

((note: photos not available in electronic format))

$ 110

Levi's Austin jeans,

(800) 872-5384, levi.com

BUILD YOUR OWN WARDROBE

(1) $ 18, 2(x)ist V-neck T-shirt (edgier than a crewneck), available at Bloomingdale's and Macy's

(2) $ 80, **Nautica** sweater (lightweight and breathable), (877) 628-8422

(3) $ 145, Ralph Lauren Purple Label knit polo shirt (pick a bright color), (888) 475-7674 (style #99093.81)

(4) $ 90, Rockport Track-Lace shoes (dressier than trainers but just as comfortable), (800) 762-5767

(5) $ 100, H Hilfiger floral cotton shirt (a pattern adds variety), (888) 866-6948 (style #783216032)

(6) $ 50, DKNY Jeans camp shirt (a spring staple), (800) 777-4524 (style #KBRU6289)

(7) $ 40, Perry Ellis Portfolio dress shirt (alone or with a tie), perryellis.com

(8) $ 295, Cole Haan Rauley oxford dress shoes (the narrowed toe updates a classic style), (800) 201-8001

(9) $ 60, Gap jacket (for spring and summer), at select Gap stores nationwide, (800) 427-7895 (style #228671)

(10) $ 435, Post Card vest (wear over a lightweight sweater for layers), (212) 813-2410

(11) $ 295, H Hilfiger cotton blazer (dresses up denim), (888) 866-6948 (style #780516121)

(12) $ 375, Seiko Arctura Kinetic watch (a rubber strap is sporty), (800) 782-2510 (style #SKA207)

(13)$ 10, Lands' End belt (adds a dash of bold color), (800) 356-4444

(14) $ 110, Best of Class by Robert Talbott tie (polka dots are the new stripes), (800) 747-8778

(15) $ 210, Loons Elyot sunglasses (Ben Affleck wears them, but don't let that stop you), (777) 566-6700

(16) $ 370, Rafe canvas messenger bag (for everyday or weekend use), (800) 486-9544 (style #764-SAH)

STEAL THESE LOOKS

11, 1, 13, 8 Mixing dressy and casual is right for weekends and dates, not the office.

10, 2, 4, 16, 12 Vests are ideal outer-wear for the fluctuating weather of spring.

6, 1, 13, 4, 15, 12 Layering doesn't end with winter. A crisp white undershirt adds depth.

10, 7, 14, 8 Loosen the knot and undo the top button when dressing up jeans with a shirt and tie.

11, 5, 4, 15 Casual shoes with jeans and a sport coat makes the look even more relaxed.

10, 5, 8 Shirts can be worn untucked if the tail falls above mid-fly. Otherwise, tuck.

11, 2, 8 A relaxed sport coat should remain so. Don't tailor as much in the waist as with a suit coat.

9, 3, 13, 4, 16 A striped belt adds a stylish touch to a simple polo-and-jeans look.

IAC-CREATE-DATE: July 19, 2004

LOAD-DATE: July 20, 2004

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Hensley's offers updated fashions Des Moines Register April 6, 2004 Tuesday

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Des Moines Register

April 6, 2004 Tuesday

SECTION: WEST ZONE; Pg. 6W

LENGTH: 609 words

HEADLINE: Hensley's offers updated fashions

BYLINE: Senty Kristin, Freelance OK

BODY:
for larger men

By KRISTIN SENTY

REGISTER CORRESPONDENT

Mike Hensley is bringing style and fashion to men of larger size, who typically have had to settle for a smaller clothing selection.

"Our business is here to make sure the big and tall guy can actually get something they can wear," said Hensley, owner of Hensley's Big and Tall Outfitters in Windsor Heights.

Hensley grew up in Atlantic working at Elder and Hensley's, the men's apparel shop that was established by his grandfather in the 1930s.

A self-described "big guy," Hensley said that even though he was knowledgeable about clothing and apparel, he'd developed a "take what you can get" attitude when it came to finding options that worked for him.

"Not being able to buy nice stuff motivated me," said Hensley, who has rejuvenated local big and tall offerings at the site that once housed former big and tall shops Repp's and Mona's. He established the business in 2001 with his brother, David, after working at Mona's for 14 years.

Hensley's updated configuration caters to men 6 feet 3 inches or taller, and 220 pounds or heavier. Selection includes suits, sport coats, dress shirts, sportswear, jeans, swim trunks, socks, belts, and extra long ties in 400 varieties.

"You're lucky to find 12 in most stores," he said.

He said that in recent years, the fashion industry has acknowledged that big and tall men would also like the latest styles. "We're starting to see a lot of color, and a lot more choice," said Hensley, who's been able to stock popular brands like **Nautica,** Tommy Hilfiger, Levi, Polo, Austin Reed and Christian Brooks.

Hensley said big and tall clothing continues to be a niche business, as chains and department stores

typically don't carry large sizes due to the volume of inventory required.

"Most stores will carry four sizes for each garment, but for one shirt alone, we'll carry between nine and 12 sizes," he said. "I want the big and tall guy to see 200 different kinds of shirts in his size. It drives me to see how far we can go with it."

West Des Moines resident David Aldridge said, "Mike is carrying national brand stuff that is just higher quality." Aldridge has known Hensley since his days at Mona's, and purchases the majority of his clothing at the shop.

"There's just a small-town feeling that you get when you go in, and once you shop there, he'll know you next time," Aldridge said.

He said that familiarity even extends to his wife, who can stop in and independently purchase items with the knowledge that the staff will steer her toward the correct size. "It's a lot like 'Cheers,' where everybody knows your name."

Recent media reports that indicate Americans are becoming larger certainly don't thrill Hensley, and he says that there's a noticeable difference in his customer base.

"Most of our business in the past was age 45 and up," he said, "but now we're getting a lot more young people.

"It bothers me when I see us getting more obese, but the big or tall guy is no different than anyone else," he added. "The world is what it is and we've got to make it work for us. Now the big guy can look as good as anyone."

Hensley says the fashion industry lately has been offering more stylish choices in larger sizes, such as the shirts above.

Hensley's Big and Tall Outfitters

FIND IT AT: 7380 Hickman Road, at Sherwood Forest shopping center in Windsor Heights; call 278-6909.

HOURS: 10 a.m. to 6 p.m. weekdays, except Thursday when it's open until 8 p.m.; 10 a.m. to 5 p.m. Saturday; noon to 4 p.m. Sunday.

EXPECT TO PAY: Suits range from $360 to $380

OF NOTE: Alterations and special orders available

GRAPHIC: _By: ROBERT NANDELL, REGISTER PHOTOS; Mike Hensley, owner of Hensley's Big and Tall Outfitters in Windsor Heights, holds a pair of size 66 waist slacks. At right is the brass cash register that has been in the store for years.

LOAD-DATE: April 8, 2004

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A charming mix of international culture and mountain heritage draws visitors to Pigeon Forge Chattanooga Times Free Press (Tennessee) April 11, 2004 Sunday

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Chattanooga Times Free Press (Tennessee)

April 11, 2004 Sunday

SECTION: LOCAL TRAVEL; Pg. D1

LENGTH: 1107 words

HEADLINE: A charming mix of international culture and mountain heritage draws visitors to Pigeon Forge

BYLINE: By Susan Pierce; Staff Writer

BODY:
The Great Smoky Mountains draw more than 10 million visitors each year, many lured by panoramic fall vistas of foliage splashed with shades of reds, golds and orange.

But springtime in the Smokies is just as picturesque with cloud-like clusters of pastel blooms contrasting the crisp green palette of emerging leaves and buds in the mountains. It's a season of thriving activity in the resort town of Pigeon Forge, Tenn., gateway to the Smokies.

Only 5,100 people reside in Pigeon Forge, but more than 11.2 million visit annually, according to Leon Downey, executive director of the Department of Tourism. Savvy marketing of a variety of entertainment offerings has made Pigeon Forge a tourist and convention destination.

There are 8,811 hotel/motel rooms in Pigeon Forge to accommodate visitors, according to Mr. Downey. Yet more are needed, say tourism officials. Shells of rising hotels and other new construction ride the crest of rolling hills along both sides of Dolly Parton Parkway, the 5-mile main drag through town. Three major developments, a combined investment of $90 million, are under construction to expand the town's dining and entertainment offerings.

Yet even as the town booms with new construction, visitors still ask for places to see old-time crafts and mountain music. According to Donnette Engebrecht, the Smoky Mountain Traditions event was established last year to meet the requests of visitors wanting to know more about the heritage of this resort town.

During Smoky Mountain Traditions, musicians and craftsman gather at a Pigeon Forge hotel to perform and teach. Seminars open to the public feature mountain folks speaking on everything from the history of Pigeon Forge's mill to the use of dialect and humor in Southern comedy.

Working craftsmen demonstrate such skills as blacksmithing, white oak basketry, pottery and beadwork.

Smoky Mountain Traditions , Quiltfest and StringTime in the Smokies music workshop comprise Springfest, a three-month celebration showcasing the mountain heritage in music and handwork.

Veronica Hofman Ortega, a TVA employee, won the Judge's Choice Best of Show award in Mountain Quiltfest during March. Ms. Ortega submitted a wall hanging that she called Chef's Dilemma. Ms. Ortega said she competed against 243 entries. Her original design of her husband preparing to cook won her a $4,000 prize.

Pigeon Forge offers six outlet centers for shopping in more than 400 outlet and specialty stores.

Only two and a half-hours from Chattanooga, the town offers a quick one-day getaway for power shopping. Liz Claiborne, Starbucks, **Nautica,** Tommy Hilfiger, Dockers, Bombay Co., Bath and Body, Etienne Aigner, Disney Store, Old Navy, Gap, Skechers and Bath and Body are just a few of the well-known companies with outlets in Pigeon Forge.

Beginning Friday, Belz factory Outlets will hold its three-day Spring Break Sidewalk Sale. April 30 to May 2, a spring arts and craft show and Mother's Day sale is schedule for the Belz outlets, followed by Tanger AAA Shopping Day on May 15 at the Tanger Outlet Centers.

Theaters in Pigeon Forge offer everything from Louise Mandrell's musical revue to the Country Bear Jamboree. Those interested in history might choose to tour the 1830 mill, a Pigeon Forge landmark, or visit the new Veterans Memorial Museum. Kids will love Dinosaur Walk Museum, where guests walk through a warehouse-sized room filled with 20 life-size replicas of dinosaurs; or a visit to Laser Port, a laser tag and go-cart arcade.

Dollywood is Pigeon Forge's 118-acre theme park, established by country singer Dolly Parton. The park offers thrill rides, children's rides, a steam engine ride, street characters, food, shopping and a variety of musical shows to entertain every family member.

New this year at the park is the Thunderhead wooden roller coaster and a show by Dolly's brother, Randy Parton, called Country Heart and Soul.

Dollywood opened its season April 3 with the Festival of Nations. This event at the theme park draws performers from around the world. Among the 14 nations featured this season are acrobats from China, the Russian National Theatre, Tropical Angel Harps steel band from Trinidad, Saor Patrol pipe and drum band from Scotland, and Citrakathee folk dancers from India.

The International Food Faire is held as part of the culture exchange. Park visitors may sample food specialties from Asia, Mexico, Greece and Germany, as well as home-cooking in the park's Celebration Hall. On the menu are vegetable spring rolls, sweet and sour pork, quesadillas, and all-American dishes such as barbecued ribs.

An international open-air market features handmade jewelry, textiles, pottery and other crafts. In the park's Valley Exhibition Hall, the work of 30 countries is displayed as part of Ten Thousand Villages, a nonprofit sale to support artists in Third World Countries. Home decor pieces, jewelry, collectibles, musical instruments, textiles, games and toys are for sale.

Ten Thousand Villages is a self-supporting alternative trading organization that provides an income for artisans who would otherwise be unemployed or underemployed, according to a Dollywood news release.

No visit to Pigeon Forge is complete without a stop to eat at The Apple Barn Cider Mill and General Store and its adjacent Applewood Farmhouse Restaurant. The complex is located on Apple Valley Road.

The 80-year-old farmhouse-turned-restaurant offers an outstanding meal for one reasonable price. About 20 entrees are offered, with prices ranging from $9.95 to $14.95. Diners choose one entree and the price listed beside it covers that entree, two vegetables, Applewood julep, apple fritters with homemade apple butter, homemade soup, salad, and dessert.

While you are waiting to be seated, you'll have time to browse the general store, where all the merchandise is apple-themed. After dinner, check out the Candy Apple candy store, The Creamery, Apple Barn winery or the new Farmhouse Grill. Or you might just enjoy skipping rocks across the Little Pigeon River, which is right across the street.

The Apple Barn is nestled at the foot of several hills that are lined in 5,000 apple trees. According to Apple Barn management, the trees should be in bloom in about two weeks.

E-mail Susan Pierce at spierce@timesfreepress.com

Sunday travel story with art and two jump boxes and one jump pic

Staff Photo by Susan Pierce

A mountain artist splits white oak strips for weaving into baskets.

Photo courtesy of Dollywood

The Dragon Legend Acrobats from China perform April 3 to May 9 in Dollywood's Festival of Nations.

LOAD-DATE: April 11, 2004

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Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)
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MILITARY FASHIONS : At Ease Las Vegas Review-Journal (Nevada) April 12, 2004 Monday

Copyright 2004 DR Partners d/b Las Vegas Review-Journal
Las Vegas Review-Journal (Nevada)

April 12, 2004 Monday FINAL EDITION

SECTION: E; Pg. 1E

LENGTH: 505 words

HEADLINE: MILITARY FASHIONS : At Ease

BYLINE: Sonya Padgett

BODY:

Ten years ago, nothing said 'edgy rebel' like a pair of combat boots and camouflage cargo pants.

Today, nothing is more mainstream.

Camouflage and fatigues long worn by the armed forces have in recent years invaded civilian closets and bureaus, evolving from fringe political statement to trendy fashion expression, to the more mundane everyday wear.

Guys of all ages don baggy camouflage cargo shorts, pants and swim suits while epaulets, chevrons and grommets adorn women's and girl's fashions.

Military-inspired clothing has been around for awhile but 'now it's less trendy and more of a staple,' says James Campbell, stylist for the Galleria at Sunset. And this year has seen more of it than in years past, he adds.

Georgio Armani, DKNY, **Nautica,** Guess, Polo, Rampage and Amanda Smith are but a few of the labels that have military-inspired lines.

Whether the look is influenced by an increase in patriotism or the war in Iraq, it's here to stay.

'I think a little of both affect the popularity,' Campbell says. 'It's been around and it's not going anywhere.'

But comfort and utility are the two main reasons the fashions have become central pieces of a man's wardrobe, Campbell says.

'I think a lot of it has to do with it's a cool look and it's comfortable especially guys, they aren't as trend driven and they carry their stuff over' from season to season, he says.

While the guy's stuff is pretty basic -- T-shirts, shorts, pants -- the women's and junior's is more trendy.

'That's where they get more stylish with the military influence,' Campbell says. Instead of designing a military jacket, 'they do a take on a military jacket' by using patches, epaulets and buttons, he adds.

Cargo pants have become a 'very commercial idea,' says Hope Brick, vice president and fashion director for Robinson's May.

This year, designers have put their own spin on the cargo pockets. The pants for women often feature porkchop pockets, those that fit closer to the body, Brick says, while the junior customer loves to wear the pants and pockets baggy.

'In the men's sector, they want those utility pockets because they want to put stuff in them,' Brick explains. 'Men want those pockets for function.'

Brick has also noted that the styles are more predominant than previous seasons, but mainly because prints are back, in a big way.

Camouflage 'has sort of become an iconic print,' she says. 'People are expressing themselves a lot more in their clothing and prints are a great way to do that.'

Some designers have taken the camouflage print and changed it to give it more feminine look by using two-color patterns of flowers and other feminine designs, Brick adds.

Women's purses have also been affected by the style. Canvas bags have been stressed for a worn look. Backpack style purses are predominant as well, in a variety of colors. Labels hint at the military life: Target's Mossimo has 'Moss Issue,' a spin on the military phrase 'basic issue.'

'It's a playful, fun season,' Brick says.

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INVESTORS GIVE VOTE OF CONFIDENCE The Saigon Times Daily April 15, 2004

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The Saigon Times Daily

April 15, 2004

ACC-NO: A2004041967-7D40-GNW

LENGTH: 736 words

HEADLINE: INVESTORS GIVE VOTE OF CONFIDENCE

BYLINE: Van Bao

BODY:

Foreign investors in VSIP appreciate its support for their business operations. Following are opinions of some of the foreign investors.

(QQ)Korea United Pharm. Int'l

KUPI has invested US $ 6.2 million in building a pharmaceutical factory in VSIP. Work on the project started in December 2001 and was completed in May last year. The company began to launch two tonic medicines on the market this year, the Homtamin and Homtamin Ginseng. It expects to earn US $ 3 million this year.

"Our products were introduced into Vietnam 10 years ago, but we believe that production in Vietnam will bring about more profit," says Won-Ho Song, deputy general director of KUPI. The company will commission an injection line and an ointment line in the future.

Song says VSIP has a favorable location, and a clean environment that is suitable for pharmaceutical production. "We appreciate the park's services, especially its free-of-charge support for the completion of investment procedures."

Kingmaker Footwear Holdings Limited

The Hong Kong-owned King-maker Footwear produces leather shoes for export under famous brands such as **Nautica,** Caterpillar, Elefanten, Timberland and Sperry. The company has invested US $ 35 million in building a shoe factory in VSIP. The factory started operation in 2001, providing jobs for 7,500 workers.

"The operation at VSIP gives us many advantages. The labor cost is relatively cheap, but workers are skilled. The park has helped us complete administrative procedures very quickly," says Mickey Chen, Kingmaker president and chief executive.

New Toyo Paper Mill (Vietnam) Co., Ltd

The subsidiary of New Toyo International Holdings Limited of Singapore invested US $ 43 million in building

a paper factory in VSIP in 1998. Two years later, the company began to introduce to the local market its AnAn and Pulpy-branded pocket tissues, handkerchiefs and toilet rolls.

New Toyo produces 21,000-22,000 tons of paper a year, with 80% for local sale and the rest for export to Australia, Malaysia, Hong Kong and Singapore.

Quang Dang Huynh, deputy general director of New Toyo, says the company has good relations with local authorities. "VSIP is a favorable location for our business development. We do not get into trouble with local authorities," he says.

Daily Full International Printing (VN) Co., Ltd.

This Taiwanese company specializes in paper production and printing. The company has invested US $ 3.5 million to produce computer forms, envelopes, forms, work register cards, catalogs and decals for local sale and export. It also provides printing products at customers' request.

"I think VSIP is one of the best industrial parks in Vietnam. I have traveled to many parts in the world to seek a suitable location for investment, but this is the best," says Liao Wen Chung, general director of Daily Full International Printing (VN). He says he will recommend VSIP to his business friends in Taiwan.

SV Probe Vietnam Co., Ltd.

SV Probe, incorporated in 1994, is a worldwide probe card and test interface manufacturer, using cutting edge technology to achieve rigid semiconductor test requirements.

To ensure maximum support for its customers in the semiconductor industry and further its business growth, SV Probe decided last year to invest in Asia. It set up a fully-fledged manufacturing plant in VSIP, doubling its current capacity and space. The move is part of SV Probe Group's strategy to expand business in Asia.

It says the selection of VSIP helps SV Probe Vietnam's businesses remain competitive and sustainable for the longer term in the global marketplace. Within only nine months, the company has doubled its investment commitments in the park,

Henry Wong, general director of SV Probe Vietnam, says, "These commitments, together with doubling production capacity and continuous technology upgrade, has enabled our company to support customers better and to achieve our vision of becoming an industry leader as a one-stop test solution provider in the global semiconductor market."

(TB)Industrial structure of investors

Supporting industries 25%

Consumer goods 25%

Precision mechanical

engineering 9%

Pharmaceuticals 9%

Food 8%

Electric and electronics 8%

Other industries 16%

Investors in VSIP

Japan 27 projects

Singapore 25

Taiwan 25

The U.S. and Europe 21

Vietnam 9

Other Asian countries 28

Investment projects in VSIP

1999 19

2000 29

2001 40

2002 59

2003 86

March 2004 135(TE)

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Variety of styles, prints mark men's trunks Knoxville News-Sentinel (Tennessee) April 15, 2004 Thursday

Copyright 2004 Knoxville News-Sentinel Co.
Knoxville News-Sentinel (Tennessee)

April 15, 2004 Thursday
Five-star Edition

SECTION: STYLE; Pg. E3

LENGTH: 393 words

HEADLINE: Variety of styles, prints mark men's trunks

BYLINE: BY KEVIN COWAN, cowan@knews.com

BODY:

When it comes to men's swimwear, function overrides form.

"It's not just about something to swim in," said Jack Herschlag, executive director of the National Association of Men's Sportswear Buyers. "It's surf wear. It's loungewear."

Whether they are taking waves or taking it easy, guys have a variety of trunk styles from which to choose.

Like in women's swimwear, color has soaked the trunks. Electric shades of green, yellow, blue and orange are making powerful impressions. However, it's not only about the brights. Black looks sophisticated, and shades of brown offer richness.

The colors provide backdrops for fun prints. Say "aloha" to Hawaiian-flavored bold florals. Tropical scenes are in the picture, as are novelty designs, such as surfboards. Also, stripes and plaids are important.

As for silhouettes, "your typical swim trunk is medium-length with pockets," said Herschlag, adding that this design is popular with the older wearers while longer board shorts are hot with the younger crowd.

In high fashion, designers offer these styles and more. For instance, Anna Sui did the ubiquitous board short but also included a version of a pedal pusher in her spring men's collection.

Others advocated less coverage. Michael Kors presented a graphic-print brief at his show, as did the folks at Bally. The fitted square-cut trunk, a la Burt Lancaster in "From Here to Eternity," has shaped up as a favorite with designers the past few seasons.

On Mainstream Street in Middle America, the skimpier styles don't hold much water. However, on Madison Avenue in New York and Rodeo Drive in Beverly Hills, they create traffic at designer shops.

"These are for people who want to look different," Herschlag said. "They want to be seen. This is what you see at South Beach (in Miami) and Fire Island (in New York) and fancy resorts."

If being this fashion-forward doesn't appeal to a guy, he can look back. The cabana sets of the '60s have

re-emerged. Dillard's at West Town Mall carries the matching shirts and trunks.

"It's a bit of a nostalgia trip," Herschlag said. "Back then, it was like they were dressing for some grand party, when all they were doing was going to the beach."

Another throwback is the terry-cloth zippered shirt as a cover-up. Tanks, muscle shirts and logo tees can also be paired with trunks.

Style writer Kevin Cowan may be reached at 865-342-6426.

GRAPHIC: (Color) Justin is ready to catch a few waves in these **Nautica** surfboard-print trunks from Proffitt's. JEFF ADKINS/NEWS SENTINEL; DIGITAL PHOTO 0401swimstyle9.JA.JPG
(Color) For those who dare to bare a little skin, Rocco Barocco offers this striped square-cut trunk, which is teamed with a sheer striped shirt. FIRSTVIEW

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Interior designer Sheila Bridges gives tips on decorating in the Asian chic style NBC News Transcripts April 16, 2004 Friday

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NBC News Transcripts

SHOW: Today (7:00 AM ET) - NBC

April 16, 2004 Friday

LENGTH: 863 words

HEADLINE: Interior designer Sheila Bridges gives tips on decorating in the Asian chic style

ANCHORS: CAMPBELL BROWN

BODY:
CAMPBELL BROWN, anchor:

This morning on TODAY'S HOME, Asian chic. Clean lines and graceful forms can give your home a certain serenity with an Asian twist. Sheila Bridges is a TODAY contributor and host of "Designer Living."

And, Sheila, good morning to you.

Ms. SHEILA BRIDGES (Interior Designer): Good morning, Campbell.

BROWN: So, define Asian chic for us. Clean lines...

Ms. BRIDGES: Right. Clean...

BROWN: ...not a lot of clutter.

Ms. BRIDGES: Exactly. Clean lines, simple forms, not a lot of clutter, not a lot of ornamentations, dark woods are very, very typical, natural materials like wood or bamboo.

BROWN: And it seems like it's a lot more popular now. You--you see it everywhere.

Ms. BRIDGES: It is popular now. It's a very, very accessible style. Very, very affordable. And you can mix it in with just about any interior style, and it works.

BROWN: Let's look at some of the stuff you've brought.

Ms. BRIDGES: All right.

BROWN: Starting with the table itself, which is beautiful.

Ms. BRIDGES: The table is beautiful. It's a cherrywood table. It was designed by David Chu for **Nautica.** And it's just a very, very classic Asian table. Not a lot of heavy ornamentation. Very, very practical. Sort of an open form in terms of the--in terms of the design.

BROWN: And I love what you put with it, which is...

Ms. BRIDGES: These leather...

BROWN: ...ottomans or benches.

Ms. BRIDGES: ...benches. Which...

BROWN: Are they comfy?

Ms. BRIDGES: Which are comfortable.

BROWN: Yeah, actually.

Ms. BRIDGES: Really flexible. You could use them--mix them with regular or traditional dining chairs or use them just, you know, plainly as a--as a bench.

BROWN: And the dishes are--if you're not going to spend a lot of money, you're not going to buy a new table...

Ms. BRIDGES: Right.

BROWN: ...this is a cheap way to go.

Ms. BRIDGES: This is.

BROWN: I've seen--I mean, you can get dishes and m--mix and match for just a few bucks, even.

Ms. BRIDGES: Exactly. We took regular, standard, white, everyday plates and we mixed them with these Asian, sort of square-shaped china from Pearl River. Really inexpensive. All these things under $10.

BROWN: These are pretty too. Give it a little color.

Ms. BRIDGES: Yeah. And they add color and style and just a little bit of Asian chic without spending a lot of money.

BROWN: OK. And then these...

Ms. BRIDGES: These are jute. These are natural. These are only $2.50 a piece. And I just think they make the table look great.

BROWN: And, also, we should say, bamboo. You see bamboo kind of...

Ms. BRIDGES: You do see a lot of bamboo.

BROWN: We've got a tray over here, I think.

Ms. BRIDGES: We have a tray and a tea set also from Pearl River Mart. And this is $17.50. Bamboo and metal, really stylish. And also inaccessible. (As spoken)

BROWN: And this cabinet?

Ms. BRIDGES: This cabinet is actually...

BROWN: TV cabinet?

Ms. BRIDGES: Yeah, it's a TV cabinet, stereo cabinet.

BROWN: Can I open it? Ooh, nice.

Ms. BRIDGES: We put books, a stereo. It's bamboo and pine. Pier 1 Imports for $300.

BROWN: And this is something you could do if--if your whole house isn't, obviously, so you might just want to add a piece here and there.

Ms. BRIDGES: Right.

BROWN: It gives it kind of that feel.

Ms. BRIDGES: These could match with a very, very traditional decor or something much more contemporary.

BROWN: And then the super cheap way to go, which is also really festive, are the lanterns.

Ms. BRIDGES: The lanterns are great.

BROWN: I've used these for parties before.

Ms. BRIDGES: These cost anywhere from $5 to $10. You can buy a lighting kit, these are also from Pier 1 Imports, for an additional $10. But great for a party. Great for the children's--children's rooms.

BROWN: That's what I was thinking, these would be really cute in a kid's room.

Ms. BRIDGES: Really fun and--and colorful and festive.

BROWN: And they're just paper, so if you tore it, no big deal.

Ms. BRIDGES: Exactly. No big deal.

BROWN: And finally you have?

Ms. BRIDGES: And then, finally, window treatment, which, of course, is a big deal for most people and very, very difficult. Very, very simple bamboo shade. This is from Smith and Noble from their--their mail order catalog. Comes in so many different colors, sizes, shapes, and...

BROWN: Not very expensive or...

Ms. BRIDGES: Not--not very expensive. The price ranges depending on the size of your window. But the thing that's nice about bamboo, it's a very, very natural look, not overly mem--feminine or overly masculine. And, again, can--can match pretty much with any--any decor.

BROWN: Well, Sheila Bridges, we should also mention your show is--the new season is starting as well.

Ms. BRIDGES: The new season is going to be launched in June, and it's "Sheila Bridges Designer Living" on the Fine Living Network.

BROWN: Well, great. Thank you so much for being with us.

Ms. BRIDGES: Thank you.

BROWN: And you can find more on--of Sheila's tips on our Web site at today.msnbc.com.

And we'll be back after these messages.

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COOL CHANGE Herald Sun (Melbourne, Australia) April 20, 2004 Tuesday

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Herald Sun (Melbourne, Australia)

April 20, 2004 Tuesday

SECTION: CITYSTYLE; Pg. S06

LENGTH: 253 words

HEADLINE: COOL CHANGE

BODY:
It's getting colder outside. With the hottest catwalk looks for guys in mind, Citystyle finds great gear to keep you warm from the officeto the outdoors

street smart

get this look

Nautica denim jacket, $199.95; Boxfresh T-shirt, $70; Levi's drill pants, $155; Extinct crochet beanies, $49, Mambo striped beanie, $29.95; Puma Ljunberg boots, $220

stripe force

get this look

Canali suit, $2395, from Henry Buck's; zip-up jumper, $245, from Henry Buck's; Jag scarf, $39.95; Zu shoes, $180

dressed-up deNim

get this look

Kent & Curwen suit jacket, $1295 (sold as set), from Henry Buck's; Declic shirt, $189.95; Roy jeans, $260; Pony trainers, $220, from Zu; Swatch Olympic Collection Watch, $180

bohemian rhapsody

get this look

M-One-11 bomber jacket, $179.95, from David Jones; C People zip-up jacket, $144; **Nautica** relaxed-fit cords, $129.95; Extinct scarf, $69; Jag belt, $59.95; Nike shoes, $149.95

who's the boss?

get this look

Durban suit, $1295, from David Jones; MCM shirt, $189, cufflinks, $110, tie, $119; Zu lace-up boots, $180; Declic socks, $29.95

STOCKISTS

Boxfresh (02) 8399 3945

C People 9654 2238

Declic 9650 2202

David Jones 13 33 57

Extinct 9419 3360

Henry Buck's 9670 9951

Jag 1800 806 819

Levi's 1800 625 603

Mambo (02) 9380 6844

MCM Studio 9662 3939

Nautica (02) 9316 2800

Nike 1300 656 453

Puma 1800 811 511

Roy 9525 2500

Swatch 9510 5301

Zu 9824 1881

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GREAT PLACE TO SHOP The Toronto Sun April 22, 2004 Thursday Final Edition

Copyright 2004 Sun Media Corporation
The Toronto Sun

April 22, 2004 Thursday Final Edition

SECTION: LIFESTYLE; Pg. 87

LENGTH: 153 words

HEADLINE: GREAT PLACE TO SHOP

BYLINE: BY RITA DEMONTIS

BODY:
- GET ON OUT and celebrate the great spring weather with Tom's Place famous Spring Warehouse Fundraising Sale at Miles Nadal JCC Centre. Major savings on all sorts of well known name-brand designer clothing for both men and women. Name brands include all the usual suspects -- Jones New York, Calvin Klein, **Nautica** and more. Savings are up to 90% off the retail price on everything from casual to formal. The newly renovated Miles Nadal JCC is already a Toronto landmark, conveniently located just steps from the Spadina subway. As always, Tom Mihalik will donate a portion of the warehouse sale proceeds to this busy, non-profit community centre, which now provides more than 400 programs in the downtown neighbourhood. Sale's on until Sunday.

Tom's Place Miles Nadel JCC Spring Warehouse Fundraising Sale, 750 Spadina Ave. (at Bloor St.), 416-596-0297, Wed.-Fri. 11 a.m. -8 p.m.; Sat.-Sun. 10 a.m. -6 p.m.

GRAPHIC: photo of TOM MIHALIK; Tom's Place

LOAD-DATE: April 22, 2004

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Stylish shelter from April's stormy skies Rochester Democrat and Chronicle April 23, 2004 Friday 1 Edition

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Rochester Democrat and Chronicle

April 23, 2004 Friday 1 Edition

SECTION: INSIDER; Pg. 12I

LENGTH: 256 words

HEADLINE: Stylish shelter from April's stormy skies

BYLINE: Mike Johansson, Staff

BODY:
Mike Johansson

The history of umbrellas goes back more than 4,000 years. Originally designed as a shade from the sun in places like Egypt, Assyria, Greece and China, it was in this last nation that umbrellas were first waterproofed and used as protection from the rain.

So when you decide to tap into four millennia worth of wisdom and get yourself some folding rain protection, what should you look for?

Functionality: Is the umbrella big enough to keep you dry and strong enough to withstand any wind you may encounter with those spring showers?

Practicality: Will the umbrella be easy to handle both open and closed?

Style-ability (is that a word?): Is the umbrella a good fit with your style?

Taking all of the above criteria into account, and assuming those who care will know where to find a big old golf umbrella, we went looking for some umbrellas that might be a little more stylish:

At Parkleigh, 215 Park Ave., we saw a Lulu Guinness folding umbrella (above) with street scenes on its panels. It folds down to a package that is 91/2 inches long. $42.

Lulu Guinness (below right) full umbrella in pink with flowers all over it and the messages "He loves me" and "He loves me not." $30.

At Bed, Bath & Beyond, 3349 Monroe Ave., we found:

Nautica folding umbrella in navy and yellow (below left). The umbrella is 22 inches long when folded and features a handy carry strap. $14.99. Misty Harbor umbrella in a patchwork-quilt pattern. It has a 31/2-foot spread when open. $14.99.

Danese Kenon

LOAD-DATE: April 24, 2004

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GOOD LIFE Poughkeepsie Journal (Poughkeepsie, NY) April 27, 2004 Tuesday Front Edition

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Poughkeepsie Journal (Poughkeepsie, NY)

April 27, 2004 Tuesday Front Edition

SECTION: LIFE; GOOD LIFE; Pg. 1E

LENGTH: 292 words

HEADLINE: GOOD LIFE

BYLINE: Danielle Bermingham

BODY:
Liz Claiborne has moved to the next step in fashion sales -- a computer catalogue.

LizClaiborne.com launched recently and offers menswear, womenswear, petite and plus sizes, accessories, handbags, swimwear and products for the bedroom and the bathroom.

Men's clothes combine old looks with new twists

Men's fashion looks for this year are decidedly classic. But designers are tossing in items and textures to give that classic look a twist.

Designers from Perry Ellis to **Nautica** to Donna Karan are pushing wool, shearling, bulky knits, basic denim and brows as staples for men's wardrobes, according to the National Association of Men's Sportswear Buyers.

For a more playful version, this season's picks add deep V-necks, oversized lapels, tucked-in sweaters, novelty belts and cropped outer-jackets.

Kids urged to get out and vote on state color

Crayola wants kids to get out and vote this year! No, not in November, but in July. And not for president, but for new crayon names.

The State Your Color campaign urges children to base names on famous state figures, landmarks, cities, natural wonders, historical events, symbols or anything else for which a state is best known.

The polls are open until July 31 when a special Crayola committee will convene to select a crayon name to represent each state in the Union.

Crayon names and their founding "fathers" and "mothers" will be announced in November. Winners will receive one of the first 64 boxes made.

For information, visit www.crayola.com/state.

(Good Life is a collection of observations about life in the mid-Hudson Valley. Its focus on Tuesdays is

fashion and shopping. Your comments are welcome. Call (845) 437-4979. This Good Life by staff writer Danielle Bermingham.)

LOAD-DATE: April 28, 2004

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Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)
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Designer brands pay off for VF NEWS DIGEST Financial Times (London, England) April 28, 2004 Wednesday

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Financial Times (London, England)

April 28, 2004 Wednesday
London Edition 1

SECTION: COMPANIES THE AMERICAS; Pg. 31

LENGTH: 137 words

HEADLINE: Designer brands pay off for VF NEWS DIGEST

BYLINE: By LAUREN FOSTER

DATELINE: NEW YORK

BODY:

VF Corporation's efforts to expand into higher-priced sportswear with designer brands appeared to pay off yesterday as the maker of Lee and Wrangler jeans reported higher quarterly earnings.

Last year VF bought **Nautica** Enterprises, the maker of sportswear and Earl jeans, in an effort to grow its market beyond discount stores and mid-tier department stores.

In the first quarter VF earned Dollars 103.9m, or 93 cents a share, up from Dollars 92m, or 83 cents, the year before. Sales rose 15 per cent to Dollars 1.43bn from Dollars 1.25bn. The company benefited from a weaker currency, which boosted the dollar value of its sales outside the US.

Yesterday, VF said it had agreed to buy Vans Inc, the sportswear maker, for about Dollars 396m, in an effort to launch into the growing action sports market. Lauren Foster, New York

LOAD-DATE: April 27, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text)
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GOOD LIFE Poughkeepsie Journal (Poughkeepsie, NY) May 4, 2004 Tuesday Front Edition

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Poughkeepsie Journal (Poughkeepsie, NY)

May 4, 2004 Tuesday Front Edition

SECTION: LIFE; GOOD LIFE; Pg. 1E

LENGTH: 440 words

HEADLINE: GOOD LIFE

BYLINE: Danielle Bermingham

BODY:
Surfer girls with imagination are encouraged to lend **Nautica** Blue a hand designing its next surf shirt.

The **Nautica** Blue "Design Your Own Surfshirt" contest invites girls ages 13-24 to send in their fashion sketches.

To enter, go to Bloomingdale's or visit www.**nautica**.com for the official rules and an entry form. Draw up a surf shirt design and graphic, write a brief statement about why you feel your creation is the most functional and stylish, and send it in by May 31.

Five finalists will win a trip to Los Angeles to create a sample of their surf shirts.

For those who prefer design critique, visit the Web site from June 28 to July 19 to vote for your favorite surf shirt. Registrants are automatically entered to win a **Nautica** Blue Beach Survival Kit.

The winner of the surf shirt contest will be announced July 31 and will receive $1,000 and see her product sold at Bloomingdale's.

Bring dolphins, cacti or Tuscany into your home

Instead of blowing the cash on a plane ticket to the Caribbean, spend a lot less on a wall mural and get that tropical island feeling all year round.

Environmental Graphics offers a full line of affordable wall graphics that can bring everything from lighthouses to jungles to the desert into your home.

Tuscan Villa brings the Italian countryside to any wall in your home, adding depth, light and a definite conversation piece.

To purchase a mural, visit Home Depot, Lowe's or Sherwin Williams'. For a free catalogue, call 1-888-205-0914 or go to www.environmental graphics.com.

Must-have list for drivers

Fix-A-Flat, the makers of a tire inflator, have launched a nationwide educational initiative to help drivers

stay calm when faced with car trouble.

Here are the top 10 things they suggest you have on hand:

1. Flashlight with extra batteries. Helps you see under the hood and around the car after dark.

2. Road flares or reflective triangles.

3. Battery-jumper cables.

4. Tire inflator. Drivers can quickly repair flats without a car jack or spare tire.

5. Duct tape. From patching a leaky hose to tightening loose connections, it's an all around useful item.

6. Standard tool kit.

7. Bottled water. A must if your radiator -- or you -- runs low.

8. A quart of motor oil.

9. Small fire extinguisher.

10. Blanket and rags or paper towels. The blanket is for sliding under the car and the rags or paper towels are for cleaning up.

(Good Life is a collection of observations about life in the mid-Hudson Valley. Its focus on Tuesdays is fashion and shopping. Your comments are welcome. Call 845-437-4979. This Good Life by staff writer Danielle Bermingham.)

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STYLE;Summer in the city;Your guide to hot fashions, festive parties and far-flung adventure; Jump right in;Find the ideal suit The Houston Chronicle May 06, 2004, Thursday

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May 06, 2004, Thursday 2 STAR EDITION

SECTION: SPECIAL; Pg. 6

LENGTH: 116 words

HEADLINE: STYLE;
Summer in the city;
Your guide to hot fashions, festive parties and far-flung adventure;
Jump right in;
Find the ideal suit

SOURCE: Staff

BYLINE: JOY SEWING

BODY:
When Hawaii or another tropical paradise calls you to its shores this summer, chances are you'll need new swimwear.

This season offers styles for every body shape, and experts suggest you try them on to find what works best for you.

Whether you want to lounge by the pool or do morning laps, it's wise to have three suits: a one-piece for days when coverage is a priority; a tankini for when you want to be sexy but still covered; and a bikini for baring it all. Also, it's good to include one solid-colored swimsuit in the mix.

Whatever swimsuit style you chose, make sure it's comfortable and suits your personality - a lot of the fun of being on vacation is looking the part.

GRAPHIC: Photos: 1. IN THE SWIM: Dive right into the fashion pool in a **Nautica** Blue tankini from Foley's (top $ 42, bottom $ 40) or Burberry one-piece logo suit, $ 180 from Neiman Marcus.; 2. MAKING WAVES: This sexy ViX Simba bikini ($ 53 each piece) with rickrack detail will run circles around its competition at the beach or pool. Just Add Water carries the VIX line, or check www.vixswimwear.com.

LOAD-DATE: May 7, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text)
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Wilmington has its own Renaissance on the waterfront; Restaurants, shops and a stadium ... and free parking; Trips: road trips, regional events The Baltimore Sun May 6, 2004 Thursday

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The Baltimore Sun

May 6, 2004 Thursday FINAL Edition

SECTION: LIVE, Pg. 29T

LENGTH: 891 words

HEADLINE: Wilmington has its own Renaissance on the waterfront;
Restaurants, shops and a stadium ... and free parking;
Trips: road trips, regional events

BYLINE: Lisa Wiseman

SOURCE: SPECIAL TO THE SUN

BODY:
Imagine a beautiful spring day. You've just left the ballpark and are strolling along the waterfront in the heart of downtown. When you're tired of walking, there are numerous shops and boutiques along the promenade to pique your interest and a wide variety of restaurants to choose from. There are even tables outside on the patio where you can take in the scenery while you dine and watch the sun set.

Sound like a typical day at Baltimore's Inner Harbor? Well, think again. This waterfront is in Wilmington, Del. What was once an ugly industrial area along the Christina River has been turned into a thriving tourist destination. Work began on the Riverfront revitalization project almost eight years ago, transforming abandoned warehouses and train stations into arts centers, shops and restaurants and changing a craggy shoreline into a sweeping 1.3-mile pathway.

It took more than 5,000 trees and shrubs, 36,000 grasses, perennials and annuals, and 27,600 wetland plants to turn what was once wild marshland into a lush, parklike setting. Reminders of the river's working past, when the site was one of the busiest shipyards during World War II, can be found at the Riverwalk's Dravo Plaza, which includes a once-operable crane, now painted a cheery blue and yellow.

Compared with the Inner Harbor, the Wilmington Riverfront is much smaller. However, the Wilmington Riverfront has some amenities that are not found in downtown Baltimore - most notably the free parking at both ends of the promenade.

Many of the city's cultural centers are clustered around the Riverfront area along with Frawley Stadium, home of the Wilmington Blue Rocks, a Carolina League affiliate of the Kansas City Royals. They play the Winston-Salem Warthogs tomorrow at 6 p.m. The stadium also holds concerts and other amateur sporting events. Oh, and parking is free at the stadium, too, and there's more than enough space for everyone who comes to a game.

There's plenty to see and do along the Riverfront. You can begin your trip at the Tubman-Garrett Riverfront Park, named for Harriet Tubman and Wilmington abolitionist Thomas Garrett, who hid slaves traveling the Underground Railroad. At the other end of the Riverwalk at 1 S. Market St. is the Shipyard Shops retail

center featuring such outlet stores as **Nautica** and L.L. Bean. Remember that there's no sales tax in Delaware. (Just don't tell Comptroller Schaefer what you're up to.) Call 302-425-5000.

Some other spots worth checking out along the Riverfront are listed below:

Bank One Center, 800 S. Madison St., 888-862-ARTS: The center's 25,000 square feet of gallery space holds touring arts exhibits and events throughout the year. The center is also the temporary home of the Delaware Art Museum until its new facility is completed later this year. The museum's current exhibit is The Big Picture: Large-Scale Work From the Collection of the Delaware Art Museum. An exhibit from the Smithsonian Institution of works by African-American artists opens in July. Call 302-571-9590.

Frawley Stadium, 801 S. Madison St., 302-888-BLUE: The Blue Rocks began their 2004 season this month. Tickets start at $5 and go all the way to $9 for the really expensive seats along the first-base line. Group rates and picnic plans are available.

Riverfront Market, Market Street at the Christina River, 302-425-4454: The area market in what was once the Berger Brothers furniture warehouse features vendors selling fresh fruit, flowers, seafood, meat, bread, deli meats and even sushi. Harry's Seafood Grill is adjacent to the market. Call 302-777-1500 for reservations at the restaurant.

Delaware Center for Contemporary Arts, 200 S. Madison St., 302-656-6466: The museum is one of the most renowned galleries for contemporary art on the East Coast. It is housed in what was once a railroad passenger-car factory. The gallery is designed as two intersecting indoor "streets" with clusters of individual galleries. Current exhibits include Bridging Structure to Form, a collection of silver and cement jewelry and Drawings by Lightboxes.

Kalmar Nyckel, docked near the Shipyard Shops, 302-429-SHIP: Delaware's tall ship is a replica of the Swedish ship that brought Delaware's first European settlers to the banks of the Christina River in 1638. The ship is open for tours and excursions.

Kahunaville, 550 S. Madison St., 302-571-8402: Volcanoes, dancing waterfalls, hula dancers and talking tiki trees set the party atmosphere at this waterfront night spot. The club's large outdoor deck presents local and national bands throughout the summer.

Joe's Crab Shack, 600 S. Madison St., 302-777-1803: This family-friendly seafood restaurant is owned and operated by Landry's Seafood, the second-largest seafood-restaurant company in the country.

Iron Hill Brewery and Restaurant, 710 S. Madison St., 302-658-8200: This is the fourth location of the Wilmington-based brewery and restaurant. Diners can sit in the large dining room or outside on the restaurant's large porch.

Getting there

Wilmington is about 1 1/2 hours from Baltimore. Take Interstate 95 North to Exit 6 in Wilmington and turn right onto Maryland Avenue. Follow the signs to the Riverfront, turning right just before the first traffic light. Turn right onto South Madison Street.

For more regional trips, see Page 42.

GRAPHIC: Photo(s), 1. New York artist Gregory Barsamian observes the Christina River from the Wilmington Riverwalk.; 2. The Bank One building, temporary home of the Delaware Art Museum, dwarfs the clock tower of the Wilmington train station.; KIM HAIRSTON : SUN STAFF PHOTOS

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EQUESTRIAN Ventura County Star (California) May 11, 2004 Tuesday

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Ventura County Star (California)

May 11, 2004 Tuesday

SECTION: LOCAL NEWS AND OPINION; Pg. 03

LENGTH: 757 words

HEADLINE: EQUESTRIAN

BYLINE: rromine

BODY:

La Reina wins 10th straight league title

The La Reina High equestrain team won its 10th straight Equestrian League championship and the final show of the season.

La Reina will be awarded the perpetual trophy on May 21 at the league awards banquet at the Sportsman's Lodge in Studio City.

At the league finals, the 39-member La Reina team won the high point award for novice, freshman and varsity divisions. Senior Katie Hauss and seventh-grader Karli Postel were IEL medal champions for varsity and freshman divisions, respectively.

Since 1995, La Reina, the largest team in the league, has dominated the division in individual and high point awards. La Reina captured the team championship award for freshman and novice divisions and the team reserve championship for junior varsity and varsity divisions. Hauss was the overall individual champion and Postel was the individual reserve champion.

"Ten consecutive years of league championships is almost unheard of, and absolutely amazing," said co-coach Jennifer McGee, "If you think about it, some of our youngest winners, currently in junior high, were in preschool when our team started this record. We are so proud of our riders and their accomplishments."

BASKETBALL

Seaside Tournament benefits programs

The Ventura Seaside Basketball Tournament raised $45,000 and tournament director Dave Erickson said it was one of the best events in seven years.

The tournament attracted 124 teams and 1,500 players, 250 coaches and 3,000 spectators from San Diego to Central California. The tournament is sponsored by the East Ventura Optimist Club, Sunrise Optimist Club and Ventura Breakers Basketball Club.

Proceeds will help the following basketball programs: Ventura College women, Buena High girls and boys, Ventura High girls and boys, Anacapa, Balboa, Cabrillo and De Anza middle schools, Breakers, Wildcats, Nets, St. Bonaventure, Young Marines, Ventura County Junior Girls, Flash and Our Lady of Assumption.

TRIATHLON

Farrell wins age group

In Wildflower race

Rio Mesa High freshman Corey Farrell won his 14-16 age group at the Wildflower Triathlon at Lake San Antonio on May 1.

He won the long course in 6 hours, 21 minutes, 41 seconds. he had a time of 32:44 in a 1.2-mile swim. He completed 56-mile bike ride in 3:17 and completed the 13.1-mile run in 2:26.43. His swim transition was 2:34 and his bike tanstion time was 1:46.

Corey's dad, Gary, said this was one of his best race experiences ever. "No words can explain what this race and race weekend has done for him," said Gary Farrell.

Matt Graziano was second to Farrell with a time of 7:41.38.

Corey, a Rio Mesa swimmer and water polo player, won his age group last month in the Desert Triathlon. Last year, Farrell won the Carpinteria triathlon and finished fourth in the Malibua **Nautica** Triathlon, his first competitive triathlon, said Corey's mom, Nancy.

WATERPOLO

MOORE, SNYDEREARNINVITATIONS

Simi Valley's Cody Moore and Scott Snyder have been invited to the 12-and-under national camp over the Memorial Day Weekend in Annapolis, Md.

Steve Snyder, the Royal High swim coach, said the four-day camp will pick the top 14 players to compete this summer in Europe, and the remaining players will compete in an international tournament in Florida. Moore plays for the Los Angeles Water Polo Club and his uncle, the late Jim Toring, was a member of the U.S. National Water Polo Team. Snyder plays for the Simi Seals Club water polo team.

BASKETBALL

Bruins sweep competition

Ojai Shark Tournament

Highlights: Oxnard -- The Oxnard Bruins 12-and- under AAU team went undefeated for the second straight tournament. The Bruins defeated the Ojai Sharks, Santa Ynez Jumpmen, Santa Paula Chaos, Ventura Magic I and Ventura Magic II for the championship. Bruins are: Tommy Baker, David Barroso, Jarrod Burton, Bryce Kilmer, Matt Kitagawa, Jackson Kohara, Jeffrey Mathews, Max Napolitano, Luke Napolitano, Aaron Perez and Micah Sveiven. The Bruins are seeking interested players and sponsors. Information: Tom Baker at 987-3063.

SOFTBALL

outta control 7, NOFEAR 5

Simi Valley League

Highlights: Outta Control -- Sophia Perez struck out five batters in three innings in the 10-and-under division. Kaity Lykins had two hits, including a homer and four RBIs.

Perez had two hits and two stolen bases. Kayla Diaz had two hits. Christine Costello and Kristina Hyder added hits, Jaime Schuster had two stolen bases. Diana Peyalo had a stolen base. Arlyn Garcia, Caitlyn Winwland, Krista McPherson, Chelsea Davidson and Jasmine Garr played well in the field. Ed Perez is the coach.

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Warnaco Reports Profit in Quarter The New York Times May 13, 2004 Thursday

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The New York Times

May 13, 2004 Thursday
Late Edition - Final

SECTION: Section C; Column 6; Business/Financial Desk; Pg. 6

LENGTH: 149 words

HEADLINE: Warnaco Reports Profit in Quarter

BYLINE: By Bloomberg News

BODY:

The Warnaco Group, the maker of Calvin Klein jeans and Olga bras, said yesterday that it had first-quarter net income of $20.2 million after emerging from bankruptcy protection a year earlier.

Net income was 44 cents a share, compared with $22.3 million, or 49 cents a share, a year earlier, when it reported results for a two-month period after exiting Chapter 11 protection, the New York-based company said.

Sales in the period, which ended April 3, were $393.3 million.

Sales of Calvin Klein underwear and jeans were better than expected. Warnaco is introducing a Choice Calvin Klein underwear in July to bolster demand among younger shoppers and is expanding product lines with **Nautica** women's swimwear and JLo by Jennifer Lopez lingerie.

Profit excluding certain items was 51 cents a share. On that basis, Warnaco was expected by analysts surveyed by Thomson First Call to earn 47 cents.

URL: http://www.nytimes.com

LOAD-DATE: May 14, 2004

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DVD sales, parks good for Disney The Houston Chronicle May 13, 2004, Thursday

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The Houston Chronicle

May 13, 2004, Thursday 3 STAR EDITION

SECTION: BUSINESS; Pg. 2

LENGTH: 512 words

HEADLINE: DVD sales, parks good for Disney

SOURCE: Houston Chronicle News Services

BODY:
The Walt Disney Co. reported sharply higher second-quarter income Wednesday on the strength of increased DVD sales and strong attendance at its theme parks, balanced by losses at its film studio.

Encouraged by the trends at the parks and cautiously optimistic about the effect of management changes at its ABC Television network, Disney raised its full-year outlook for the second time, saying it expects earnings growth of "50 percent or more" in 2004, barring certain developments, such as the sale of its retail store chain.

The media company reported net income of $ 537 million, or 26 cents per share, for the quarter ended March 31, compared with $ 314 million, or 15 cents per share for the same period last year.

That gain allowed Disney to absorb losses for box-office flop The Alamo and animated feature Home on the Range in the quarter, executives said.

Separately, Disney film unit Miramax said that its founders, Bob and Harvey Weinstein, were in talks with Disney to acquire the studio's stake in Fahrenheit 9/11, the controversial Michael Moore documentary that Disney said it would not distribute.

In other earnings:

AnnTaylor Stores' earnings jumped 77 percent on growing sales in its latest quarter.

The New York-based women's clothing chain reported earnings of $ 31.8 million, or 65 cents a share, on sales of $ 433.2 million for its first quarter, which ended May 1. In the same period last year, it earned $ 17.9 million, or 26 cents a share, on sales of $ 426 million.

Jack in the Box posted a 20 percent jump in profit for its latest quarter, handily beating Wall Street estimates, helped by higher sales and lower beef costs. The San Diego-based operator and franchiser of hamburger restaurants also raised its 2004 earnings estimates.

Strong sales helped Federated Department Stores double its first-quarter earnings compared with a year ago, exceeding Wall Street's estimate. The Cincinnati-based company operates more than 450 stores in 34 states, including Macy's and Bloomingdale's.

Warnaco Group said it posted a first-quarter profit on unexpectedly strong sales. Calvin Klein underwear

and newly licensed **Nautica** swimsuits boosted sales, the company said. Warnaco is introducing Choice Calvin Klein underwear in July to spur demand among younger shoppers and also is expanding product lines with JLO by Jennifer Lopez lingerie.

Aramark , which provides food services in hospitals, prisons, and other institutions, said its profit rose 6.5 percent in the latest quarter.

The Philadelphia-based company reported net income of $ 46.65 million, or 24 cents a share, for the fiscal second quarter ended April 2. That compares with the prior year's $ 43.8 million, or 22 cents a share.

Petroleo Brasileiro , Latin America's biggest company by market value, had its first decline in profit in more than a year in the first quarter because of delays setting up oil rigs off Brazil's coast.

Pep Boys, which sells auto parts and services vehicles, said it had a first-quarter profit as sales rose 11 percent from 2003.

LOAD-DATE: May 13, 2004

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Nautica clothes shop drops anchor at outlet mall Chicago Daily Herald May 14, 2004 Friday

Copyright 2004 Paddock Publications, Inc.
Chicago Daily Herald

May 14, 2004 Friday
M2 Edition

SECTION: NEIGHBOR; Local beat; Pg. 1

LENGTH: 450 words

HEADLINE: **Nautica** clothes shop drops anchor at outlet mall

BYLINE: Max Seigle

BODY:

Shoppers get ready. There's a new store in town.

A **Nautica** clothing store opened last Friday at Prime Outlets Huntley. It's located near Nine West and Bose in the outlet mall at Route 47 and Interstate 90.

Nautica is one of several stores that are planned as part of a turnaround at the Huntley shopping center, which hasn't been the commercial gem village officials had hoped for when it first opened a decade ago.

In an interview with the Daily Herald earlier this year, David Phillips of Prime Retail, which operates the mall along with 17 other outlet shopping centers across the country, said his company is working to improve its Huntley location with higher-quality stores.

Farewell: Huntley residents are mourning the loss of Donald Tessmer this week.

The 76-year-old life resident of Huntley died last weekend after suffering a stroke. After talking with friends and family about him, I learned quickly that Tessmer made quite an impact in the community simply by giving of his time.

His laundry list of community involvement includes more than 30 years in the Huntley Cemetery Association and nearly 25 years with the Huntley Fire Protection District as a volunteer firefighter. He served on the boards of both organizations.

Tessmer was a longtime Lions Club member, coached Little League in Huntley and played Santa at local holiday festivities.

When I asked his friends and family why Tessmer was so involved, they simply told me that was the kind of guy he was.

"He wanted to help the community - that's what he was there for," said Bob Kunde, a current Huntley fire trustee and former firefighter who worked with Tessmer.

It's sounds like Huntley is loosing a true giver.

No, it's not Dave: Huntley Village Manager Carl Tomaso has a new right-hand man helping him at village board meetings now that Dave Johnson has left the village payroll.

Adam Watts joined the village staff as a management assistant. His first day was April 15. He's been at village board meetings next to Tomaso helping out with PowerPoint presentations. Outside the board room, Watts serves as a general assistant to Tomaso.

The village is currently seeking a replacement for Johnson, who served as assistant village manager up until the end of April when he left for a new job in Channahon.

Sign up: Want to learn CPR? The Huntley Fire Protection District offers monthly classes on cardiopulmonary resuscitation and the next one is Monday.

The class runs from 6 to 9 p.m. and costs $20. Along with CPR, you will learn how to use a defibrillator. Call (847) 669-5066 for more details, including class location.

- Max Seigle covers the village of Huntley. He can be reached at (847) 608-2716 or by e-mail at mseigle@dailyherald.com.

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Mall has 'em seeing double Chicago Daily Herald May 16, 2004 Sunday

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May 16, 2004 Sunday
All Editions

SECTION: BUSINESS; More around the malls; Pg. 3

LENGTH: 393 words

HEADLINE: Mall has 'em seeing double

BYLINE: Kim Mikus, Daily Herald Business Writer

BODY:

Charlestowne Mall has announced five winners in the My Mother's Child photo look-a-like contest.

Mary and Emily Kroger of Batavia took top honors in the contest sponsored through Picture People.

"All three of my daughters look like me," Mary said. "However, from the day Emily was born, everyone said she was the spitting image of me."

The Krogers received a family fun night courtesy of Pheasant Run resort.

St. Charles residents Carol Denofrio and Lisa Pearson and Deborah and Ashley Windisch took second and third place respectively.

Receiving honorable mentions were Mary Ann and Annie Stoermer of St. Charles and Rebecca and Kristin Dudek of Genoa.

In the past the contest was only available to mothers and daughters. This year the Mother's Day event was expanded to include sons as well.

"We had 29 entries including two that were mother-son entries. All of these children showed an almost spooky resemblance to their mothers," said Susan Hall, marketing director for Charlestowne Mall.

Military discounts: Today marks the end of armed forces weekend at Gurnee Mills.

Nearly 60 stores throughout the mall are offering discounts for military personnel with valid identification.

Discounts range from 5 percent to 20 percent. A list of participating stores is available at the information booth at Entry E.

Shirts to lunch: Two new stores recently opened at Woodfield Shopping Center.

Kuhlman's now operates in the Nordstrom wing. The retailer features men's custom shirts.

Samurai Sam's, a teriyaki grill, also opened. The eatery featuring Asian food is located in the Sears wing.

Samurai Sam's was named number one Asian Fast Food for the second year in a row by Entrepreneur Magazine.

Showtime: Puppets are the focus of the next kid's event at Golf Mill in Niles.

Golf Mill Shopping Center and Chicago Parent Magazine are presenting The Puppet Place Saturday.

The show is expected to create a comedy story theater for kids, complete with audience participation. The show starts at 11:30 a.m. next to the Children's Place.

Now open: **Nautica** Factory Store is now open at Prime Outlets Huntley.

The **Nautica** logo can be found throughout the store including on accessories and denim merchandise.

The new store is near Nine West Outlet and Bose Factory Outlet.

- Kim Mikus covers retail for the Daily Herald. She welcomes comments at (847) 427-4567 or at Kmikus@dailyherald.com.

GRAPHIC: Mary Kroger and her daughter, Emily, took first place in the Charlestowne Mall look alike contest at Picture People. Photo courtesy Charlestowne Mall

LOAD-DATE: May 18, 2004

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MEN'S BATHING SUITS WADE TO THE FRONT OF STORES' SHELVES THIS YEAR Winston-Salem Journal (Winston Salem, NC) May 20, 2004 Thursday, METRO EDITION

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Winston-Salem Journal (Winston Salem, NC)

May 20, 2004 Thursday, METRO EDITION

SECTION: RELISH; fashion; Pg. 35

LENGTH: 437 words

HEADLINE: MEN'S BATHING SUITS WADE TO THE FRONT OF STORES' SHELVES THIS YEAR

BYLINE: Renee Garrison Media General News Service

BODY:
Joel Silverfield fondly recalls a time when he never considered buying a bathing suit.

"Growing up in Columbia, South Carolina, everyone cut off their jeans to swim," Silverfield said.

Today, Silverfield prefers trunk-style suits "with a little looseness around the midriff region" that serve double duty as athletic shorts.

"I will say, I don't like to see any man wear trunks with a matching top," he added.

Silverfield should be pleased with this year's offerings.

Manufacturers including Speedo, **Nautica,** Tommy Hilfiger and Tommy Bahama have designed swimsuits in bold, bright colors, stripes and tropical surf florals. In addition, there are coordinating (not matching) T-shirts available in colors galore.

At $38 for trunks and $18 for screened T-shirts, Speedo swimwear is "flying out of the box" at Belk stores, said Jan Clevenger, the vice president of men's sportswear for the chain.

"The irony is that many men can go five years without buying a suit," she said. "Until June, they're on the back wall of the men's department, so customers may not even know we have it. However, this year, swimwear sales already are up 22 percent."

Clevenger said that her biggest seller in men's swimwear is the **Nautica** brand, which sells for $29.50 to $45.

"Prints are always the majority of the business," she said. "We're selling longer trunks - the 17-inch inseam in blocked colors and a 20-inch inseam in solid color cargoes - this year."

Let's not forget the gadgets: Many swimsuit styles come with a floating key fob that attaches to a pocket and keeps your car and/or hotel key safe.

Lands' End added a new "Water Wallet" to its Supplex Cargo Swim Shorts, which keeps items dry and fits perfectly in the Swim Shorts' back pocket.

Speedo's latest innovation is the waterproof "Blocket Pocket," a detachable waterproof insert that keeps valuables high and dry.

After four years of extensive research and development that began with sharks and ended with input from Olympic swimmers, Speedo also unveiled the FSII - a sleek, full-body suit.

This swimwear features multiple fabrics including the Flexskin (a smooth fabric for flexibility), silicone applied to the chest and back areas, and the "neutralizer," a rougher fabric on the inner forearm so that swimmers can feel the water.

There are different models for freestylers, backstrokers and breaststrokers, all designed to give the Olympic swimmers an edge at the Athens games this summer. But the suits will be available to anyone who likes the fast lane on the www.speedousa.com Web site for a retail price of about $300.

GRAPHIC: Speedo photo , Bright blocks of color make a splash in water-shorts from Speedo.

LOAD-DATE: May 21, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
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BELLPORT CENTER I; Outlet sold for $6.1M Newsday (New York) May 20, 2004 Thursday

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Newsday

Newsday (New York)

May 20, 2004 Thursday
NASSAU AND SUFFOLK EDITION

SECTION: BUSINESS & TECHNOLOGY; Pg. A60

LENGTH: 475 words

HEADLINE: BELLPORT CENTER I;
Outlet sold for $6.1M

BYLINE: BY ALAN J. WAX. STAFF WRITER

BODY:

Long Island's first outlet shopping center has been sold to a Manhattan-based real estate investor who hopes to revive the half-vacant property, possibly by bringing in traditional retailers, the new owner said yesterday.

Bellport Outlet Center I, a 96,000-square foot property south of Sunrise Highway at Station Road, was sold by Union Labor Life Insurance Co. to AlRose Bellport LLC, an affiliate of AlRose Realty Inc., for $6.1 million.

Union Labor, known as Ulico, held a $10-million loan secured by the property and initiated foreclosure proceedings against one-time owner Prime Retail Inc. in 2001. Ulico acquired the center, a foreclosure sale last year, for $5.1 million.

Allen Rosenberg, president of Alrose, , a resident of Woodsburgh, said the deal, at about $60 per square foot, was too good to pass up. "It looks like there is so much upside ... The demographics are great."

The center, whose outlet tenants include such well-known brands as Nike, **Nautica,** Liz Claiborne and Bass, brought a new concept in retailing to Long Island: a concentration of manufacturer-direct stores in a suburban-style shopping center. Bellport, however, was eclipsed by the larger and, some say, better-located and better-marketed Tanger Outlet Center at the end of the Long Island Expressway in Riverhead, which opened in 1994, two years after the first Bellport stores.

"Riverhead came along and beat the hell out of Bellport," said Rosenberg, adding that he believed that some of Tanger's novelty has worn off and shoppers have returned to the Bellport outlets, where he said some tenants are eager to expand.

Rosenberg, who owns about 750,000 square feet of property on Long Island, mostly community shopping

centers, said he is considering bringing in traditional retailers, such as a supermarket, to the property.

Also, Rosenberg said there is a possibility that some tenants at Bellport Outlet Center II and III, north of Sunrise Highway, might want to move to his center if a long-discussed deal to bring The Home Depot to the site comes to fruition and forces them out. "It's a very fluid situation," he said.

Don Harrison, a Home Depot spokesman, said the company had no immediate plans for a store in Bellport.

Station Plaza LLC, a company owned by developer Sid Farber's widow, Countess Nadia de Navarro Farber of Belle Terre, bought all of Bellport II and III in 2002. Representatives could not be reached for comment.

The Bellport centers , which eventually totaled 291,248 square feet, were developed in three phases beginning in 1991 and operated by the McArthur/Glen Group of Virginia, which later merged with the Michigan-based Horizon Group. In 1998, Horizon merged with Maryland-based Prime.

Adam Silber, president of Great Neck-based Silber Investment Properties, who brokered the sale to AlRose, will represent AlRose in filling the vacant stores.

GRAPHIC: Newsday Photo / Daniel Goodrich - At Bellport Outlet Center I, a woman looks into vacant sites that new owners AlRose Bellport hope to fill with new retailers.

LOAD-DATE: May 20, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text)
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IN THE KNOW Daily News (New York) May 20, 2004 Thursday

Copyright 2004 Daily News, L.P.
Daily News (New York)

May 20, 2004 Thursday
SPORTS FINAL EDITION

SECTION: THERSDAY; Pg. 63

LENGTH: 480 words

HEADLINE: IN THE KNOW

BYLINE: BY AMY DILUNA

BODY:

Supermodel snacks

Being a mom and model just isn't enough for Heidi Klum. The Victoria's Secret supe, who just birthed her first baby, has put her name (and likeness) on a new line of fruit-flavored candy that will be unveiled in the U.S. next month. The yogurt-based snacks are fat-free, like their namesake, and come in three chewy varieties. Klum has already teamed up with German treat maker Katjes in Europe; this will be her first sweet foray into the U.S. candy market.

Water togs

They've got impossible tans, perfectly windswept hair and bodies that blow landlubbers' out of the water. Now, the U.S. Sailing Team, U.S. Disabled Sailing Team and U.S. Youth World Team have new wardrobes, too, thanks to **Nautica.** The sporty clothing brand has outfitted the teams for appearances including their upcoming trip to the Summer Olympic Games in Athens, Greece. "I have always been inspired by the sea," said designer David Chu at the lush New York Yacht Club this week, where he was joined by some of the sailors, dressed in cropped khakis, navy polos and blazers. Copying the laid-back style is easy. Getting that tan may be tougher.

Charitable spending

We love it when shopping helps more people than just our credit-card companies. Next week, take part in the first "Shop 4 Class" promotion by spending some dough at city shops. A portion of proceeds from your spree will be used to provide books for public-school classrooms, benefitting kids in kindergarten through third grade.

Participating retailers include ABC Carpet & Home, C.O. Bigelow Chemists, Pearl River Mart, Macy's Herald Square, Hershey's Times Square (above), Li-Lac Chocolates, Alphabets, Flight 001, Brooks Brothers and Bliss Spas (visit www.nycvisit.com/shop for a complete list of stores and more info). The week-long event starts tomorrow.

Ballot beauty

When Patricia Field makes a statement, she makes it stylishly. The flame-haired designer has created a tank (below) to encourage American youth to vote, instead of "allowing the senior segment to run the show," she said in a statement. $24; find it at www.patriciafield.com, or at her 382 W. Broadway shop, Hotel Venus by Patricia Field

Graphic: Oh baby!

Maybe it's because they're in the spotlight, but it seems like celebs do some strange stuff to their kids. Here, some of our favorite bizarre star-parent moves.

STAR PARENT Gwyneth Paltrow Chris Martin

THE MOVE Named their new baby Apple. Might be better to go with her second name, Blythe, at the playground.

STAR PARENT Actor Ethan Embry

THE MOVE Gave his 4-year-old son, Cogelan, a mohawk. Not even a faux-hawk. Is the kid trying out to play a young Joe Strummer?

STAR PARENT Madonna

THE MOVE Brought daughter Lourdes, 7, onstage as a flower girl before her infamous 2003 MTV Music Awards kiss with Britney and Christina. Sex is confusing enough when you're young - why bring mom-on-girl makeouts into the mix?

GRAPHIC: WIREIMAGE.COM BORDERLINE BEHAVIOR: Madonna's daughter, Lourdes (l.), at MTV Music Award YOUNG PUNK: Ethan Embry and strangely coiffed son Cogelan GETTY IMAGES [Heidi Klum] JAMES KEIVOM[Patricia Field tank top] SIMON SONG [Hershey's Times Square]

LOAD-DATE: May 20, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text)
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Outlet mall madness hits Fox Valley Chicago Daily Herald May 20, 2004 Thursday

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Chicago Daily Herald

May 20, 2004 Thursday
F3 Edition; F1 Edition; F2 Edition; McHenry Edition; DuPage Edition

SECTION: NEWS; Pg. 1

LENGTH: 568 words

HEADLINE: Outlet mall madness hits Fox Valley

BYLINE: Garrett Ordower and Gala M. Pierce, Daily Herald Staff Writers

BODY:

When Amy Parise arrived at the just-opened Chicago Premium Outlets mall in northwestern Aurora Wednesday at 11 a.m., it was a mob scene.

News reports said traffic was backed up for miles down I-88 to Farnsworth Avenue, and it took the Geneva woman a half-hour just to park her car.

But after about four hours of shopping and a few hundred dollars spent, Parise thought it was worth it.

"It's great," she said, carrying bags from Adidas, Gap Outlet, Tommy Hilfiger, **Nautica,** Brooks Brothers Factory Store and Little Me. "A lot more stores are open than I thought would be."

Her only criticism was the lack of restaurants in the 438,000- square-foot outdoor mall. It opened with 92 stores and eateries Wednesday. By the summer's end, management expects all the 120 storefronts full, Assistant General Manager Cort Carlson said. It should employ about 800 people on average.

"I don't think they had enough parking, but it's beautiful," said Judy Day of Naperville, who compared the shopping center to Lighthouse Mall outside Michigan City, Ind.

Day was worn out after shopping at stores such as Ann Taylor Factory Store, Le Gourmet Chef and Maidenform.

"Most of the stores seemed to have some kind of sale going on," she said.

Although dozens of shoppers were forced to park illegally, most praised the open-air mall for its layout, the abundance of benches and the overhangs over some of the walkways to fend off bad weather.

Despite the attention on day one, local retailers such as Geneva Commons in Geneva and Charlestowne Mall in St. Charles don't believe the outlet mall will stomp on its sales.

Tom Craven, general manager of Charlestowne, said he was confident the outlet shops wouldn't cut into the mall's profits.

"I think it's more of a tourist destination," Craven said of Chicago Premium Outlets.

While Geneva Commons has many of the same national chains that will offer those wares at the new mall at discounts from 25 to 65 percent, senior property manager James Pratt also didn't see it as a threat.

The drive from his core area in central Kane County will deter some people, Pratt said, as will the lack of convenient parking. But more than that, the Commons and Chicago Outlets simply draw from different markets, he said.

David Phillips, executive vice president of Prime Outlets in Huntley at the north end of Kane County, also remained optimistic about the opening of the new outlet mall.

He pointed out that several of the most popular retail malls in the country are Chicago-area malls that coexist profitably, and there should be no reason outlet malls can't do the same.

Prime Outlets draws from Rockford east to Barrington, and Crystal Lake south to Elgin - all a far cry from Aurora, he said.

Phillips added that with more locations of some brands in the areas customers will get to know those brands better, and Chicago Outlets represents a breaking down of the traditional barriers many chains had put to locating outlets near metropolitan areas. Both those factors will benefit Prime, Phillips said.

"We think in the long run it's going to be a great help," Phillips said.

But Leo J. Shapiro, of the Chicago-based retail research firm Leo J. Shapiro & Associates, doesn't share the competitors' optimism about the outlets opening.

"The idea that it does not compete with everybody is a convenient fiction no one believes," Shapiro said.

- Daily Herald staff writer Lisa Smith contributed to this report.

GRAPHIC: Miguel Paunda, center, and Jon Kornecki of RB Enterprises work traffic duty at the entrance to the new Chicago Premium Outlets in Aurora. Laura Stoecker/Daily Herald Shoppers visiting the Paper Factory got balloons and a chance to win a trip to Hawaii Wednesday during the opening of the Chicago Premium Outlets mall. Laura Stoecker/Daily Herald

LOAD-DATE: May 21, 2004

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Fashion takes centrestage at Mid Valley New Straits Times (Malaysia) May 21, 2004, Friday

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New Straits Times (Malaysia)

May 21, 2004, Friday

SECTION: City focus; Pg. 6

LENGTH: 281 words

HEADLINE: Fashion takes centrestage at Mid Valley

BYLINE: By Hansini Thedchana

BODY:
MID Valley Megamall took on a party air recently when the latest fashion trends in a Spring Summer collection was unveiled at the ground floor.

Drinks were flowing and food was aplenty. The happy crowd cheered the arrival of guests who arrived in style for the Jump Start Fashion @ MidValley Party.

Showing off the season's trends were various fashion labels including Kookai Paris, Morgan de Toi, Philosophy, Salablanca, Phenomenal, Amp, Arizali, Adidas, Quicksilver, Guess Kids and Osh Kosh B'Gosh.

According to Mid Valley City Sdn Bhd's director of advertising and promotions Kung Sun Ai, fashion would be in full bloom throughout the mall.

"If you love fashion, this will be an exciting time for you. Whether you are looking for that perfect floral dress or matching accessories for that colourful Spring Summer outfit, you'll be spoilt for choices here," she said.

The highlight of this season's promotion was the mall's own Spring Summer Fashion Party late last month. The centre court was turned into a fashion runway with gorgeous models sashaying down the catwalk outfitted in the latest trends in town.

"Fashion enthusiasts can find colourful knitwear from Kookai Paris, classy looks from Zara, sleek and sexy wear from Amp, shirts and playful ties from Raoul, funky outfits and accessories from THREEPOINTsix, hiphop style from Adidas Originals and stylish career wear from Edmundser," said Kung.The party ended on May 3 with a parade of awe-inspiring clothes from TopShop, TopMan, Guess, Cella Loe, Esprit, Elle, Urban & Co., B.U.M. Equipment, Diesel, Giordano, Renoma, Padini, Quicksilver, Reebok, **Nautica** and many other labels.

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Waterville student suits up for his future Bangor Daily News (Maine) May 22, 2004 Saturday

Copyright 2004 Bangor Daily News
Bangor Daily News (Maine)

May 22, 2004 Saturday
All Editions

SECTION: Pg. S1

LENGTH: 1021 words

HEADLINE: Waterville student suits up for his future

BYLINE: Kristen Andresen

BODY:

A few weeks ago, my friend Steve left a cryptic message on my voice mail.

He needed to know where to buy a suit, cheap - not to be confused with a cheap suit.

Now Steve is a stylish guy. Even more so since he met his girlfriend, but that's another column altogether. So I was a bit confused why he needed my advice. When I called him back, he filled me in.

Steve works at the University of Maine, and a colleague in the Upward Bound program had a challenge. One of her advisees, Ben Reed, had received $200 in donations from faculty, staff and students at Waterville High School. The money was intended to purchase a suit to see Ben through his prom, graduation and his next four years at Bates College, where he received a substantial scholarship.

Ben is an honors student with "an incredible drive to be successful," said his UB adviser, Lynn Ploof-Davis, who is based at UMaine Farmington. "What he has achieved has largely been through his own intellect and creativity."

He's involved in - I'm not kidding - 26 extracurricular activities, and he's taken advanced placement courses through his entire high school career. He's funny and smart and sweet as can be. But he also had a challenging childhood and has lived away from home since last fall. To make a long story short, if anyone deserved that $200, Ben did.

Thing is, I looked high and low, and even I couldn't find him a suit, shirt, tie, shoes and belt for $200. Well, let me take that back. I couldn't get him a suit that he'd want to wear for that much, let alone accessories. I asked my editor if we could chip in with a shirt and tie. She agreed. But that still left us quite short. Then, at the last minute, a very kind donor, who wishes to remain anonymous, stepped forward to cover the difference.

I caught up with Ben and Lynn last week at Filene's, which has a wide selection of suits for men of all ages - even 17.

Ben is a rarity, especially among guys his age. He knows his own style - a blend of preppy and urban chic -

and he's not afraid to show it. Lynn initially suggested the dress slacks and sport coat look, which he immediately nixed. When Lynn urged him to try a gray suit, Ben politely, but firmly, refused. Too conservative (and, truth be told, a bit too old for a high school student).

"Something about dark on top and tan on the bottom drives me insane," Ben said. "Matching colors look better to me. I know what I like and I know what I don't like, but there's a lot of in-between."

Filene's menswear associate Herb Jordan had plenty of advice - and he agreed with Ben. If you don't like the color, you'll find a dozen excuses not to wear the suit, no matter how nice it is.

Jordan recommended suit components - the men's version of separates - rather than a full suit. By buying the jacket and pants individually, men can replace a worn-out item without having to purchase a whole new suit. And it saves on tailoring because each piece is sized to fit.

"The beauty of these is that every man from the pope down the line to the low man on the totem pole wears the pants more often than the jacket," Jordan explained. "If you wear out the pants, you can buy a new pair."

When Ben emerged from the dressing room for the first time, the fit was a bit off.

"You've got big thighs," Jordan said. Then he turned to me. "I don't say that to women."

Good call.

But Ben was a sport, and he tried on the next size. The next time was a charm, though it took a little getting used-to, because dress slacks fit a little more snugly than casual khakis.

"He looks good," Jordan said, sizing up the navy blue **Nautica** suit, which, incidentally, was on sale. "It fits well - you're in good shape."

Next, it was off to pick out a shirt and tie, with the help of sales associate Janet Cordeiro. I had a white shirt with a lime and navy striped tie in mind. Ben definitely had other ideas. He wanted shiny - Regis Philbin-style shiny - for both. And he wanted red. I feared he'd look like a politician and urged him to pick out an off-white shirt. He relented, and we headed back to the fitting room. Not surprisingly, he was right on with the red, and the Regis.

"I'm a big fan of shiny," Ben said, laughing. "It looks nice."

He likes shiny when it comes to shoes, too. Ben immediately gravitated toward a pair of black Skechers, but when he tried them on with the suit, he didn't care for the way the loafers made it look like he had "duck feet." He didn't want anything with stitching or tassels on it either, which narrowed our options considerably. But he finally found a pair of Bass lace-ups - conservative, but not too - that were just right.

When he headed back to the dressing room to change into his street clothes, Ben was beaming. I was happy to finally be able to use my shopping powers for good (and not just a good bargain). And Lynn felt like a proud parent who was about to send her oldest son off to college.

"I am, I'm in tears," Lynn said, smiling, when Ben retreated to the dressing room one last time. "This will be something he'll remember."

ShopGirl would love to hear from you! Send questions, comments or suggestions by e-mail to: kandresen@bangordailynews.net, by U.S. mail to: Kristen Andresen, P.O. Box 1329, Bangor, ME 04402-1329, or by fax to: 941-9476.

Well-suited

Herb Jordan and Amy Leavitt of Filene's offer the following tips for men buying a suit:

. Don't buy a suit if you don't like its color.

. The cuffs of your jacket should hit the point between the heel of your hand and the knuckle on your thumb that is closest to your wrist.

. If you tend to wear the pants of a suit more than the jacket, buy components rather than a full suit.

. Components can eliminate the need for tailoring.

. To see if your jacket is the right length, hold your arms at your sides and curl in your fingers. It should hit your fingertips.

. Your jacket should be a bit slack between the shoulders. "Otherwise, you wouldn't be able to lift up your arm to drive a car, have lunch, or drink a martini," Jordan says. Or, in Ben's case, a Pepsi.

. Your belt and shoes should match.

. If you wear a watch, the metal of your belt buckle should match the tone of your watch.

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Hot tropics This season's swimwear rides wave of surfer nostalgia The Denver Post May 23, 2004 Sunday

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The Denver Post

May 23, 2004 Sunday FINAL EDITION

SECTION: STL; Pg. L-01

LENGTH: 830 words

HEADLINE: Hot tropics This season's swimwear rides wave of surfer nostalgia

BYLINE: Suzanne S. Brown, Denver Post Staff Writer

BODY:
The surfing life captivated many Americans in the 1950s and AE60s when Frankie and Annette harmonized on oBeach Blanket Bingoo Gidget kissed Moondoggie at the luauand the Beach Boys coaxed us towith LetAEs go surfinAE now. EverybodyAEs learninAE how.o The lure of the waves endures in todayAEs youth culture. WBAEs reality TV show, oBoarding House: North Shore,o the film oBlue Crusho and recent books such as oPipe Dreamso and oThe Endo keep our beach fantasies alive. The beach also dominates fashion trends. Lines such as Roxy and Quiksilver attract young fans who live 1,500 miles from the nearest shore. Landlocked teens can at least look the part of the surfer girl, judging from the triangle tops, board shorts and rash guards on display in department stores.

'Surf has been an important trend for us,' says Roz Pactor, vice president and fashion director for Foley's, which has 69 stores in the West and Southwest. 'We've always done a strong tropical business. The surf look is just a younger version of that.'

Hawaiian floral and scenic prints, hot tropical colors and sporty silhouettes also owe their popularity to the surfing culture.

What's happening in the larger world of fashion molds swimwear trends, too. That is why pink - in every shade from powder to shocking - will be prevalent at the pool this summer.

If you look better in orange or yellow, blue or green, you'll find those colors in abundance, particularly when they're as bright as citrus fruits or tropical flowers.

'It's all about color,' Pactor says of swimwear and fashion in general. 'Even I, who always wear black, have been wearing color. You put on black, and it looks so last year.'

Prints get major play. In addition to floral and scenic patterns, stripes, graphics, abstracts and '60s-inspired Pucci motifs are splashed across suits.

Swimwear trends typically run a season behind what's been on the runways at the designer shows, says Jodi Randolph, senior vice president and designer for Venus USA, a Jacksonville-Fla. based company that manufacturers women's swimwear and sells it via mail order and at shops such as Colorado Sun in Denver.

'It's a natural progression,' she says. 'Women need to feel comfortable wearing a clothing trend or color before they wear it in swimwear. Swimwear is the hardest thing to buy and be comfortable in; it doesn't matter how good your shape is.'

Unexpected color combinations are a trend this year. 'One that's really fresh is mixing pinks and browns,' Randolph says. 'It's a way of toning down the brightness of pink.'

Other styling details that set this year's suits apart from previous seasons, she says, are halter necklines; tops with a band of fabric that extends below the bust line and ties in the back; hardware details; and string and sash ties.

Bottoms in general are more covered than they've been in recent seasons. 'I think people are being more conservative,' Randolph says, noting Venus' sales of thongs has decreased about 5 percent.

If it has been a while since you've bought a two-piece, you're more likely to find what you want sold separately than as a set. 'It's all about separates,' says Pactor of Foley's. 'It makes so much sense. People tend to buy them not to mix and match, but for size.'

They also buy ensembles, choosing tops, pants or shorts as coverups that coordinate with their suits, says Darlys Corban, director of stores for the 31 Swim 'n Sport locations.

'We believe that they're dressing not just in a swimsuit, but in outfits that take them beyond the pool.' Corban says. 'When they buy a matching coverup, they can put on sandals and go out at night.'

Despite all the two-piece looks available, there's still a big market for one-piece suits, Corban says.

'Our best designer for one-pieces is Anne Cole, and she has become more creative, with cutouts, one-shoulder designs and using a basic color like black but putting a few pink accents with it,' Corban says.

'The missy customer doesn't want to be grandma, either.'

Swim 'n Sport, which has stores in Cherry Creek Shopping Center and Colorado Mills, merchandises suits by color, designer and style of suit so that women can be guided to the type of swimwear they want.

Corban recommends that women give themselves some time to shop for swimwear. You'll seldom find the right suit on your first attempt, she says. Plan to try on a number of suits to see what fits and flatters.

'Be willing to listen to suggestions,' she says. 'Most women are afraid of prints, but the truth is they hide all sins.'

The same can be true for suits with a plunging neckline, she says, suggesting, 'Be willing to go outside the box.'

Staff writer Suzanne S. Brown can be reached at 303-820-1697 or sbrown@denverpost.com.

GRAPHIC: PHOTOS: Glenn Asakawa/The Denver Post Hot Kiss one-shoulder top, $ 46, and bottom, with silver rings, $ 36, from Swim 'n Sport. MIX & MATCH Body Glove ring halter top, $ 40 and belted Body Glove bottom, $ 40, from Swim 'n Sport. FLOWER CHILD Speedo hibiscus print top, $ 42, bottom (not shown), $ 38, cotton pants, $ 62, and Cappellia hat, $ 17, all from Swim 'n Sport. ESNY flipflops, $ 18, Anne Klein earrings, $ 12, Foley's. SURFER GIRLS Above, **Nautica** Blue striped triangle bikini top, $ 42, bottom, $ 40, and board shorts, $ 42, all at Foley's. In back, the **Nautica** Blue rash guard top, $ 44, and bikini bottom, $ 40, at Foley's. Special thanks to Casa Bonita and divers Aaron Nelson, 19, and Randy Hess, 18||Hair|Andrea at Luxe Salon in LoDo||Makeup|Maria at Luxe||Models|Shelly and Patricia of Donna Baldwin Talent Photos by Glenn Asakawa

LOAD-DATE: June 03, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)
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Date/Time: Wednesday, July 5, 2006 - 11:59 AM EDT

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Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)

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NAUTICA SPONSORS U.S. SAILING TEAMS. Daily News Record May 24, 2004

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Daily News Record

May 24, 2004

SECTION: Pg. 6 ; ISSN: 1041-1119

IAC-ACC-NO: 117265707

LENGTH: 388 words

HEADLINE: NAUTICA SPONSORS U.S. SAILING TEAMS.

BODY:
NEW YORK -- **Nautica** has signed on as the official apparel sponsor of the U.S. Sailing Teams for 2004. The company will provide on-land outfits for the 130 men and women of the U.S. Sailing Team, U.S. Disabled Sailing Team and the U.S. Youth World Team -- encompassing the sailors who will participate in the Olympic Games in Athens this summer.

"I have always been inspired by the sea, and sailing is one of my favorite activities," said **Nautica** chief David Chu at a luncheon at the New York Yacht Club last week. "My love for the functionality of naval attire has influenced my designs since I started **Nautica** in 1983."

The wardrobe includes suits, blazers, furnishings, slacks, casual pants, shorts and knit shirts. The deal does not include technical attire worn while sailing.

"**Nautica** is a great partner for the U.S. Sailing Teams," said luncheon attendee Fred Hagedorn, chairman of U.S. Sailing's Olympic Sailing Committee. "**Nautica's** heritage, brand and quality reputation align well with the values and characteristics of the U.S. Sailing Teams."

On hand at the New York Yacht Club lunch were Bill Martin, president of the U.S. Olympic Committee; Nick Craw, executive director of U.S. Sailing; Eric Wiseman, chairman of VF Corp.'s sportswear and outdoor coalition; and members of the U.S. Sailing Team.

And speaking of the Olympics, Roots, the official outfitter of the U.S. Olympic Team, recently unveiled its 2004 Olympic Team Collection at an event at the NBC Experience Store in Rockefeller Center. The line, which is primarily targeted to consumers, included a summer version of the successful USA beret as well as T-shirts, sweats, jackets and a few commemorative items.

"It's all about the athletes," said Roots cofounder Michael Budman. "When the U.S. athletes walk into Olympic Stadium in Athens, it will be one of the greatest moments in their lives -- we want them to look as good as they feel and to be proud to represent the United States."

Roots will provide apparel to more than 1,000 athletes, coaches and staff. The official uniform for the Opening Ceremonies will be revealed just before the Games begin.

Caption(s): Chu (center) with members of the U.S. Sailing Team in **Nautica** apparel / Boxer Rock Allen and

softball phenom Lisa Fernandez in Roots' Olympic wear.

IAC-CREATE-DATE: June 1, 2004

LOAD-DATE: June 02, 2004

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Suit scoop: Sorting out the 'kinis, and other swimsuit terms Ottawa Citizen May 29, 2004 Saturday Final Edition

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Ottawa Citizen

May 29, 2004 Saturday Final Edition

SECTION: The Citizen's Weekly: Fashion; Pg. I10

LENGTH: 451 words

HEADLINE: Suit scoop: Sorting out the 'kinis, and other swimsuit terms

SOURCE: The Ottawa Citizen

BODY:

1. Fixed Triangle Bikini

Hides nothing. For slim figures.

Arron Chang, top $70.95, tie-side bottom, $47.95, Brio Bodywear.

2. String Bikini

Enhances a small bust. Bottom smooths thighs, doesn't cut in.

Coverstyle, top $66.95, Brazilian bottom $51.95, Brio.

3. Monokini

See Triangle or String Bikini.

Rusty, $105, Puerta del Sol.

4. Tankini

Shortens a long torso, good coverage.

Liquid Blue, $85.95, Brio.

5. Maillot

Flatters most figure types.

Anne Cole Collection, $110, Puerta del Sol.

6. Sarong

Hides tummy, hips and thighs.

Cole of California, $110.95, Brio Bodywear.

7. Swimdress

Hides tummy, hips and thighs.

Cole of California, $100.95, Brio Bodywear, Puerta del Sol.

8. Jogger

Hides tummy, hips and thighs. Multi-purpose.

Southpoint by Jantzen, $70.95, Brio Bodywear.

9. Skirtini

Good coverage, versatility.

It Figures!, $78, Puerta del Sol.

10. Tank suit

Slimming on most figures.

Anne Cole Collection, $120.95, Brio Bodywear.

11. Surplice

Easy to fit, hides a large bust and a round tummy.

Cole of California, $75.95, Brio Bodywear.

12. Plunge

Emphasizes the bust, lengthens a short waist.

Anne Cole Collection, $120.95, Brio Bodywear.

13. High-neck

Visually elongates a short torso. Good for sports.

Longitude, $118.95, Brio Bodywear.

14. Halter

Offers good support for a large bust, emphasizes shoulders to minimize hips.

a) Top: Coverstyle (see Boyshorts, No. 18 below)

b) Suit: Caribbean Joe, $124.95, Brio Bodywear.

15. Bandeau

Shortens torso to balance large hips.

a) Top: Bebe, $169.95, includes belted hipster bottom, Brio.

b) Tankini: **Nautica,** $138, Puerta del Sol.

16. Underwire

Supports a large or sagging bosom.

Seafolly, $82.95, Brio Bodywear.

17. Scoop

Creates curves, lengthens a short torso.

Sunsets Separates, $52.95, Brio Bodywear.

18. Boyshorts

Adds curves to a thin figure with more coverage than a scoop.

Coverstyle, $109.95 with halter in 14 a), Brio Bodywear.

19. Skirted bottom

Conceals hips, bottom and thighs.

Anne Klein, $155.95, includes halter top, Brio Bodywear.

20. High-waisted bottom

Balances a large-busted, round figure.

Seafolly, $55.95, Brio Bodywear.

21. Board shorts

Good coverage for water sports.

Billabong, $77, reversible, Puerta del Sol.

22. Thong (rear view)

Hides nothing, shows everything. For the very daring.

Sauvage, $168.95 includes triangle top, Brio Bodywear.

23. Hipster

Highlights a firm tush.

Seafolly, $123 (includes tank-style bikini top), Puerta del Sol.

24. Rash guard

Protects against sunburn, sun rash.

Billabong, $56, Puerta del Sol.

GRAPHIC: Colour Photo: Fixed Triangle Bikini; Colour Photo: String Bikini; Photo: Monokini; Photo: Tankini; Colour Photo: Maillot; Colour Photo: Sarong; Colour Photo: Swimdress; Photo: Jogger; Colour Photo: Skirtini; Colour Photo: Tank suit; Colour Photo: Surplice; Colour Photo: Plunge; Colour Photo: High-neck; Colour Photo: Halter; Colour Photo: Bandeau, Bebe; Photo: Bandeau, Tankini; Colour Photo: Underwire; Colour Photo: Scoop; Colour Photo: Boyshorts; Colour Photo: Skirted bottom; Colour Photo: High-waisted bottom; Colour Photo: Board shorts; Colour Photo: Thong (rear view); Colour Photo: Hipster

LOAD-DATE: May 29, 2004

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2-piece swim separates buoy sales; Overall number for women's suits sags, but mixed sizes, tankini trend won't fade Chicago Tribune May 29, 2004 Saturday

Copyright 2004 Chicago Tribune Company
Chicago Tribune

May 29, 2004 Saturday
Chicago Final Edition

SECTION: BUSINESS ; ZONE C; Pg. 1

LENGTH: 775 words

HEADLINE: 2-piece swim separates buoy sales;
Overall number for women's suits sags, but mixed sizes, tankini trend won't fade

BYLINE: By Becky Yerak, Tribune staff reporter.

BODY:

At age 21, Megan Weiss already owns eight swimsuits and is on the lookout for No. 9.

Browsing Thursday afternoon at Woodfield Shopping Center in Schaumburg, the Naperville hairstylist said she favors two-piece "tankinis," which consist of a top that covers part of the tummy and a bottom that rises to the navel.

"I don't really have the body for a bikini," explained Weiss, who recently shed 20 pounds but plans to stick with tankinis until she drops another 30. "The tank ones cover my stomach, so that's what I go for."

The women's swimwear industry would probably like to don a forgiving tankini itself these days--it's not as firm as it would like to be. Sales have sagged 1.3 percent to $2.18 billion for the year ended March 31.

But two-piece bathing suits, particularly those sold as separates, are becoming a lifeline for retailers and manufacturers.

"Swimwear separates are the fastest-growing segment in women's swimwear," said Marshal Cohen, chief industry analyst for market-research firm NPD Group.

Until about two years ago, a size 8 top was paired with a size 8 bottom and peddled as a set in stores. But today, women have the leeway to buy tops and bottoms in different sizes.

Those merchandising changes, coupled with a flattering cut like the tankini that wasn't even part of the lexicon until 1998, are prompting sturdier ladies to slam the door on the sort of thinking that only the buff-bodied wear two-piece swimsuits.

Nearly two-thirds of women who consider themselves overweight, as well as four out of 10 females who deem themselves obese, said they own two-piece suits, a new NPD study shows. That doesn't mean, however, they actually wear them.

Women own an average of four swimsuits, the study found, but wear only two on a regular basis.

"The advent of mix-and-match separates has made it easier to buy a swimsuit that fits," said Steven Balit, marketing vice president for Maillot Baltex. The Montreal company's brands include Body ID, one of the three best-selling women's swimsuits in U.S. department stores.

Today, nearly 60 percent of Baltex's sales come from separates. That share has doubled from about 30 percent three years ago, when most of its business was derived either from one-piece suits or two-piece sets.

At **Nautica,** also one of the nation's top three brands, "separates are a big story for women now," a spokesman said. Lands' End, owned by Sears, Roebuck and Co., sees a similar trend.

The trend toward separates also appeals to women who don't consider themselves overweight.

Take Dawn Benati, an account director for Chicago advertising agency LKH&S.

She recently bought her sixth swimsuit at H&M in March. What helped seal the deal: the ability to buy a bottom in one size and a top in another.

"If you buy a size 8, it might be too big on the bottom and right on the top, or if you buy a size 6 it's the other way," said the Chicago resident, 33. "Wearing a bathing suit provokes anxieties, so when the tops and bottoms fit the way they should, you feel a little more confident."

Benati ended up with a black bikini from H&M. She paid about $10 for the bottom and $12 for the top. She typically pays $20 to $40 for her swimsuits.

A recent "Women's Swimwear Exposed" survey by NPD found such insistence on bargains is typical. It's one reason why the women's swimwear industry is having a tough go of boosting sales, experts say.

Three out of four women spend less than $50 on a swimsuit. And more than half of women wait for swimwear to go on sale before buying at least half of the time, said NPD, which surveyed more than 1,000 U.S. females.

Swimsuits are one of the biggest apparel categories that women wait to get marked down before buying, another consumer behavior researcher says.

"What women think they should pay for a swimsuit today is about the same as it was 10 years ago," said Britt Beemer, chairman of America's Research Group Ltd. "It's why Wal-Mart and Target have done so well. They're offering women choices at lower prices."

Wal-Mart Stores Inc. said women's swimsuit sales are up this year, thanks to prices that meet the criteria of most women in the NPD study. Wal-Mart prices top out at $39.66 for a full suit, while the least expensive separate can be had for $7.23.

Michelle Metcalf shops for swimsuits at Pacific Sunwear of California, but the massage therapist and telecommunications engineer tries not to pay more than $50 for a swimsuit.

"At my age I don't like paying full price," said the 35-year-old.

She ended up spending $98.92 Thursday at the Pacific Sunwear in Woodfield, adding a white bikini and a two-piece pink number with black polka dots to her collection of seven other swimsuits.

GRAPHIC: PHOTO: Megan Weiss (left) of Naperville shops at the Pacific Sunwear of California store at Woodfield mall in Schaumburg, as Jenny Gallagher of Downers Grove passes her. When Weiss buys swimsuits, she favors two-piece tankinis.

PHOTO: Mannequins at Pacific Sunwear show off swimwear and other summer fashions at Woodfield mall in Schaumburg.

PHOTO: Michelle Metcalf of Clarendon Hills, shopping at Pacific Sunwear at Woodfield, adds two bikinis to her seven-suit collection. Photos for the Tribune by Margo Cohn.
PHOTOS 2

LOAD-DATE: May 29, 2004

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Current furniture licensing programs Furniture Today May 31, 2004Correction Appended

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Furniture Today

May 31, 2004
Correction Appended

SECTION: Special Report; Pg. 14

LENGTH: 640 words

HEADLINE: Current furniture licensing programs

BYLINE: By Staff

BODY:
American Drew: Bob Mackie, Jessica McClintock

American Leather: Stetson

Art Van: Steve Yzerman

Baker: Historic Charleston Foundation, Stately Homes, West Indies

Bauer International: PGA clubhouse furniture

Bernhardt: Martha Stewart

Century: Oscar de la Renta, British Open

Craftique: Thomas Day

Decor-Rest: Alexander Julian upholstery

Delta/Zocalo: Disney

Drexel Heritage: Lillian August and Frances Mayes: At Home in Tuscany.

E.J. Victor: Newport Mansions Collections, Carol Hicks Bolton, Julia Gray, Caroline Faison

Fine Furniture Design & Marketing: RayLen Vineyards

Flexsteel: Christopher Lowell Home Furnishings

Habersham Furniture: Claude Monet (Claude Monet Museum/Giverny), Plaza Collection (Plaza Hotel in New York), Biltmore Estate

Henredon: Ralph Lauren, Historic Natchez

Hickory Chair: Thomas O'Brien, Mariette Hines Gomez, Mount Vernon, James River, Winterthur, William Poole

Home Styles: Betty Crocker

Hooker: Faith Popcorn case goods, PGA Tour Homes

J.C. Penney: Chris Madden

Jeffco: J. Peterman

Kathy Ireland Home by Martin (home office and home entertainment)

Kathy Ireland Home by Standard

Kincaid: Laura Ashley

Kindel Furniture: Winterthur, Irish Georgian Society, Carlton Varney

Klaussner: Dick Idol

La-Z-Boy: Todd Oldham

Lane: National Geographic, Eddie Bauer, Country Living

Laneventure: Ernest Hemingway; Palm Beach collection by Mimi McMakin and Brooke Huttig; Raymond Waites; Cabana Joe; Pamela Lanier, bed and breakfast collection; Jacques Pergay; Eddie Bauer, casual furniture; Rachael Ray, casual dining; Jill Rosenwald, upholstery

Largo: Jaclyn Smith Home

Lea Inds.: Jessica McClintock youth, Grant Hill

Lexington Home Brands: Betsy Cameron, Bob Timberlake, Liz Claiborne, **Nautica,** Palmer, Smithsonian, Susan Sargent, Tommy Bahama, Waverly, Woolrich

Madison Square: Monticello

Magnussen Home: Cristina Ferrare

Middle Earth: Lord of the Rings

Nichols & Stone: Williamsburg

Norwalk: Joe Ruggiero

O'Sullivan: Coleman (outdoors)

Palecek: National Geographic

Pennsylvania House: New Standards: Steve Tyrell

Pulaski: Antiques Roadshow

Racing Furniture: NASCAR

Rest Area Designs: Nancy Glass

Riverside: Imaginations, with Inch by Inch Publications

Riverwood Casuals: Victoria & Richard MacKenzie-Childs Collection, Ryder Cup, Bob Timberlake outdoor furniture

Romweber: Traditions Made Modern

Saks Dept. Stores Group: Jane Seymour

Sam Moore: Traditions Made Modern chairs

Sarreid: Kate McRostie

Sauder: Hot Rod magazine

Stickley: Williamsburg

Thomasville: Humphrey Bogart, Ernest Hemingway

2-Day Design: Judy Buswell, Warren Kimble and Ducks Unlimited

Universal: Alexander Julian case goods

Vaughan: Orvis Home, NASCAR

William Alan: Double D, Airstream

Z-Line Designs: Maxim RTA

Coming soon

Bassett: John Elway (August to dealers, October High Point launch)

Directions: Amanda Pays (October High Point launch)

Flexsteel: Wrangler Home (tentative October High Point launch)

Henredon: Barbara Barry (early 2005 launch, not at a market)

Hooker: Intimate Home with Nancy Lindemeyer (October High Point launch)

Laneventure: Frances Mayes (writer), outdoor furniture (September launch, Chicago Casual Furniture Show); Celerie Kemble, designer (October High Point launch)

Magnussen Home: Carolyn Kinder (tentative October High Point launch)

Pulaski: Cristina Saralegui (October High Point launch)

Recent licensing programs that have faded away

Baker: Coach

Founders Furniture: Mossy Oak youth

Harden: Forbes

Highland House: Harrods

Hooker: Sun Country with Patricia Hart McMillian

Kincaid: Ducks Unlimited case goods, Thomas Kinkade case goods

La-Z-Boy: Thomas Kinkade upholstery, Faith Popcorn upholstery

Riverside: American Spirit with Bev Doolittle

Studio RTA: Yahoo!

Vaughan Furniture: Pamela Scurry

Vaughan-Bassett: Elvis Presley

CORRECTION-DATE: June 21, 2004

CORRECTION:
Due to a production error, the licensing story on page 13 of the May 31 issue showed the wrong photo as an example of Jaclyn Smith's furniture line for Largo. Here is the correct metal bed, part of the Georgian Meadows collection.

LOAD-DATE: October 20, 2004

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taking sail;Stay shipshape with seaworthy navy and white stripes. Vogue June 2004

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VANITY FAIR

Vogue

June 2004

SECTION: INEX; taking sail; No. vol.194 no.6; Pg. 273

HEADLINE: taking sail;
Stay shipshape with seaworthy navy and white stripes.

HIGHLIGHT:
Splash! 75 Swimsuits for Every Shape

GRAPHIC: 33 Izod Swim bikini, $76. Filene's, Boston. 34 Huit America maillot, $98. Dolce Mare, Miami Beach. 35 Tommy Hilfiger bikini, $78. (800) TOMMY-4U. 36 J.Crew bikini, $70. (800) 562-0258. 37 Burberry London bikini, $410. Burberry stores.; 38 Nicole Miller for Miller Girl bikini, $125. (800) 365-4721. 39 **Nautica** bikini, $88. (866) 236-8156. 40 A.P.C. maillot, $59. A.P.C., NYC. 41 Laura Poretzky for Abaete bikini, $150. Barneys New York. 42 Isaac Mizrahi for Target swimsuit, $36. Target stores.; Breitling USA watch, $2,725. (800) 641-7343.; Emporio Armani bag, $348. Emporio Armani stores.; Beach Blonde Sun Streaks, $7. (800) 521-3189.; Jones New York Sport top, $29. Lord & Taylor.; Ralph Lauren Sport sneaker, $39. Ralph Lauren boutiques.; Lacoste hat, $145. (800) 4-LACOSTE.; Vilebrequin shorts, $145. Vilebrequin, NYC.; Backstage: ROBERT FAIRER. Bathing suits, beauty products, shoe: JEFF HARRIS. Hat, shorts, shirt: ALEX CAO. All others: TIMOTHY W. HOGAN. All prices approximate. Details, more stores, see In This Issue.

LOAD-DATE: January 31, 2005

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All for Nautica: Nautica gets straight A's in the style department; Good looks: style grooming clothing Men's Fitness June 1, 2004

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Men's Fitness

June 1, 2004

SECTION: No. 6, Vol. 20; Pg. 64; ISSN: 0893-4460

IAC-ACC-NO: 117668390

LENGTH: 209 words

HEADLINE: All for **Nautica: Nautica** gets straight A's in the style department; Good looks: style grooming clothing

BYLINE: Christopher, Warren

BODY:
Since its first appearance almost two decades ago, **Nautica's** quietly cool, preppy look has become a necessity for active guys whose clothes must "do more." By crossing classic style with performance fabrics that won't make you look like you're really headed up K2, you get clothes that are a lot tougher than they look.

There are also tons of features such as hidden pockets, reinforced knees, and sweaters in shape-retaining blended yarns. Smart pants repel wrinkles and stains, and are reinforced with a bit of lycra so they head in the same directions you do. And sport jackets and outerwear have hidden gussets so you can move easily.

The result is garb that will keep you feeling and looking cool this summer and beyond.

JACKET + SHIRT $ 70 + $ 35

[ILLUSTRATION OMITTED]

SHOES $ 40

[ILLUSTRATION OMITTED]

JEANS $ 80

[ILLUSTRATION OMITTED]

SANDALS $ 25

[ILLUSTRATION OMITTED]

POLO + T-SHIRT $ 40 + $ 26

[ILLUSTRATION OMITTED]

SHOES $ 80

[ILLUSTRATION OMITTED]

PANTS + BELT $ 60 + $ 38

[ILLUSTRATION OMITTED]

BLAZER + SHIRT $ 300 + $ 43

[ILLUSTRATION OMITTED]

SHORTS $ 50

[ILLUSTRATION OMITTED]

For more information, call 877.628.8422 or visit **nautica.**com.

IAC-CREATE-DATE: August 3, 2004

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Hot Days, 8 Ways;Summer is a time of infinite possibilities. To make sure that you enjoy each and every delicious moment to the max, we've rounded up some of the coolest clothes, chicest accessories and a bunch of other great stuff--all inspired by the season's ultimate activities In Style June, 2004

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In Style

June, 2004

SECTION: FASHION/SUMMER STYLE; Pg. 201

LENGTH: 444 words

HEADLINE: Hot Days, 8 Ways;
Summer is a time of infinite possibilities. To make sure that you enjoy each and every delicious moment to the max, we've rounded up some of the coolest clothes, chicest accessories and a bunch of other great stuff--all inspired by the season's ultimate activities

BODY:
sip some lemonade Forget those fancy designer waters and revved-up power drinks. There are certain summer pleasures that simply can't be improved upon, like sipping a glass of old-fashioned lemonade. Whether you squeeze it yourself or buy it from the kid on the corner, there's no more stylish way to keep your cool.

have a clambake You don't need an excuse to party. Carefree days (and nights) are an open invitation to celebrate the season. Though lobster, corn on the cob and iced tea may be on the menu, it's not about the food but the 'tude. Gather friends around an open fire, blast some Beach Boys, and get in touch with your inner Gidget.

browse a flea market Sure, you can satisfy a shopping fix by driving to the mall. But nothing beats a stroll through an open-air market. Discover the hidden charms of the one-of-a-kind find--be it a country quilt or an Elvis lamp. There are treasures lurking around every corner ... if you know where to look.

tend your garden The next time you're perusing the self-help section of your local bookstore, consider this: There's no better way to soothe your soul, clear your head, and bring out your nurturing instincts than by getting organic. Plunge your hands into the soft earth (manicure be damned) and get your digs in. Make the world--or at least your flower beds--a prettier place.

see the sights There's no place like home? True. But with all due respect to Dorothy, everyone could use a change of scenery now and then. The wide world beckons; isn't it time you responded? Lie on a black-sand beach. Gaze from the observation deck of the Eiffel Tower. Flirt shamelessly with a guy named Francois, or Serge, or ... well, you get the idea.

chill at home Roam if you want to, but sometimes nirvana is right in your very own backyard. There are clear advantages to sticking close to home: no lost luggage, for one. So ditch the cell phone, set up the hammock, and swing, baby.

collect seashells A walk along the shore brings forth some delightful things--like treasures swept in by the tide, just waiting to be discovered. Seashells, one of nature's great creations, are the ultimate symbols of summer. Hold one to your ear and listen to the sound of the ocean, or bring a bit of the beach home with you to display. Summer will endure long after the season ends.

go out and play There's something about summer that lures even committed couch potatoes into the great outdoors. It's as though warm weather awakens the adventurous spirit in us all. So make your move: Paddle a kayak across a glassy lake, pedal down a country road, or hang 10 over a surfboard. Getting fit has never been so much fun.

GRAPHIC: COLOR PHOTO: BILL STEELE, Drink caddy, Pottery Barn, $ 25; 800-922-5507. Nassau Cooler plastic tumblers, Crate & Barrel, $ 2.25 each; 800-996-9960.; COLOR PHOTO: BILL STEELE, Cotton tunic with ribbon trim, CJ Laing, $ 140; 866-255-2464; COLOR PHOTO: BILL STEELE, Silver-tone watch with leather-and-grosgrain strap, Nine West Watches, $ 30; at Macy's; COLOR PHOTO: BILL STEELE, Bandeau bikini, Bella Brazil Swimwear, $ 110; 877-272-3552; COLOR PHOTO: BILL STEELE, Cotton canvas mini, Burberry London, $ 375; 800-284-8480; COLOR PHOTO: BILL STEELE, Stretch-sateen dress, Trina Turk, $ 184; 760-416-2856; COLOR PHOTO: BILL STEELE, Leather flip-flops with raffia sunflower, Bernardo, $ 89; at Neiman Marcus; COLOR PHOTO: BILL STEELE, Rubber flip-flops, Sanuk, $ 22; 714-893-1793 or flipflopco.com; COLOR PHOTO: BILL STEELE, Cotton canvas tote, CJ Laing, $ 135; at Henri Bendel; COLOR PHOTO: BILL STEELE, Henry Kloss water-resistant rechargeable radio, Tivoli Audio, $ 130; 877-297-9479, COLOR PHOTO: BILL STEELE, Embroidered cropped chinos, J. Crew, $ 68; 800-562-0258; COLOR PHOTO: BILL STEELE, Stretch-viscose cami, Necessary Objects, $ 48; at select Macy's stores; COLOR PHOTO: BILL STEELE, Denim cutoff shorts, Mavi Jeans, $ 50; 866-628-4575; COLOR PHOTO: BILL STEELE, Cotton-blend dress, Tocca, $ 231; at Redberi, 718-622-1964; COLOR PHOTO: BILL STEELE, Bikini, Letarte by Lisa Cabrinha, $ 125; 203-372-8301 or letarteswimwear.com; COLOR PHOTO: BILL STEELE, Laminated linen jacket, Max & Co., $ 278; 866-662-9626; COLOR PHOTO: BILL STEELE, Straw bag with resin handles, Putu by J. MacLear, $ 76; A Bientot, 713-523-3997, COLOR PHOTO: BILL STEELE, Petit chandelier, Ballard Design, $ 198; 800-367-2775; COLOR PHOTO: BILL STEELE, Silk skirt, Tracy Reese, $ 198; at Saks Fifth Avenue; COLOR PHOTO: BILL STEELE, Cotton mini with drawstring pockets, D&G, $ 235; 212-965-8000; COLOR PHOTO: BILL STEELE, Metallic leather thong sandals, Bernardo, $ 85; at Marshall Field's; COLOR PHOTO: BILL STEELE, Cotton dress, Orla Kiely, $ 240; at Outlet 7, 212-529-0766; COLOR PHOTO: BILL STEELE, Stretch-cotton pants, Trina Turk, $ 198; 323-651-1382; COLOR PHOTO: BILL STEELE, Cotton flouncy skirt, Milly, $ 187; at select Saks Fifth Avenue stores; COLOR PHOTO: BILL STEELE, Canvas tote with leather trim, Sigrid Olsen, $ 148; 866-744-7436; COLOR PHOTO: BILL STEELE, Canvas-and-leather gloves, Burberry House, $ 145; 212-407-7102; COLOR PHOTO: BILL STEELE, Cotton tank with wool applique, Left Field, $ 42; at Shop, 212-375-0304, COLOR PHOTO: BILL STEELE, Cotton pants, Take a Seat, $ 140; at Paradise Punch, 561-493-7047; COLOR PHOTO: BILL STEELE, Bandeau bikini top ($ 140) and bottom ($ 145), Eres; 212-223-3550; COLOR PHOTO: BILL STEELE, Cotton jersey polo, J. Crew, $ 24; 800-562-0258 or jcrew.com; COLOR PHOTO: BILL STEELE, Canvas flats, Seychelles, $ 38; at Kitson, 310-859-2652; COLOR PHOTO: BILL STEELE, Stretch-silk cardigan ($ 99) and shell ($ 59), Jones New York Signature; at Macy's; COLOR PHOTO: BILL STEELE, Straw tote with leather trim, Coach, $ 248; 866-262-2440; COLOR PHOTO: BILL STEELE, Thin Cam digital flash camera, Oregon Scientific, $ 100; at Neiman Marcus; COLOR PHOTO: BILL STEELE, Cotton voile skirt, City DKNY, $ 89; at select Lord & Taylor stores; COLOR PHOTO: BILL STEELE, Bikini, Ondademar, $ 115; at Molly Brown's Swim, 949-673-9004; COLOR PHOTO: BILL STEELE, Leather flip-flops, Kenneth Cole New York, $ 89; 800-536-2653; COLOR PHOTO: BILL STEELE, Embroidered stretch-cotton dress, Tibi, $ 209; at Ambiance, 415-369-0860, COLOR PHOTO: BILL STEELE, Cotton pique pants, Isaac Mizrahi for Target, $ 25; 800-800-8800; COLOR PHOTO: BILL STEELE, Stretch-cotton shorts, American Eagle Outfitters, $ 30; 888-232-4535 or ae.com; COLOR PHOTO: BILL STEELE, Cotton thongs, Buji Baja, $ 20; Shoes at the Square, 919-942-2044; COLOR PHOTO: BILL STEELE, Canvas reversible hammock, Anthropologie, $ 120; 800-309-2500; COLOR PHOTO: BILL STEELE, Cotton seersucker pants, Mint, $ 225; at Bloomingdale's; COLOR PHOTO: BILL STEELE, Stretch-cotton tiered dress, Tocca, $ 286; at Tully Rector, 540-687-5858, COLOR PHOTO: BILL STEELE, Cotton cami with ribbon ties, Paul & Joe, $ 227; Kate Daniels, 562-430-7575, COLOR PHOTO: BILL STEELE, Cotton skirt, **Nautica** Jeans Co., $ 59; 877-628-8422; COLOR PHOTO: BILL STEELE, Reversible cotton belt, Hadley Pollet, $ 98; at Plaza Too, 914-937-6110, COLOR PHOTO: BILL STEELE, Crushable straw hat, Redfish Designs, $ 31; 800-243-3464; COLOR PHOTO: BILL STEELE, Belted stretch-cotton shorts, Paul & Joe, $ 248; paulandjoe.com; COLOR PHOTO: BILL STEELE, Shell toothpicks and holder, Two's Company, $ 8 for set of 25; 800-896-7266, COLOR PHOTO: BILL STEELE, Bikini, Maya Swimwear, $ 130; 800-913-8133.

Cotton shirt, Gap, $ 40; 800-427-7895., COLOR PHOTO: BILL STEELE, Silk tank, City DKNY, $ 59; at select Bloomingdale's stores; COLOR PHOTO: BILL STEELE, Combed-cotton top, Language Los Angeles, $ 50; at Boca, 310-459-7259; COLOR PHOTO: BILL STEELE, Embroidered cotton skirt, Tamara Catz, $ 130; at Angel, 805-565-1599; COLOR PHOTO: BILL STEELE, Beaded leather thong sandals, Spiegel, $ 39; 800-345-4500 or spiegel.com; COLOR PHOTO: BILL STEELE, Cotton hat with nylon band, Lola, $ 110; 212-279-9093; COLOR PHOTO: BILL STEELE, Rubber flip-flops, Gap, $ 15; 800-427-7895 or gap.com; COLOR PHOTO: BILL STEELE, Inflatable kayak, Sharper Image, $ 300; 800-344-4444; COLOR PHOTO: BILL STEELE, Terrycloth tube dress, Meg, $ 85; 212-260-6329 or megshops.com; COLOR PHOTO: BILL STEELE, Plastic shields, J. Lo Sunglasses, $ 45; at Macy's; COLOR PHOTO: BILL STEELE, Cotton cropped pants, Vince, $ 140; at Barneys New York; COLOR PHOTO: BILL STEELE, Terrycloth hoodie, Rebecca Beeson, $ 90; 415-865-0471; COLOR PHOTO: BILL STEELE, Bikini ($ 145) and rashguard ($ 132), Letarte by Lisa Cabrinha; 203-372-8301

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Prime Outlet plans to add higher-end retailers soon Sarasota Herald-Tribune (Florida) June 3, 2004 Thursday All Editions

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Sarasota Herald-Tribune (Florida)

June 3, 2004 Thursday All Editions

SECTION: BUSINESS; Pg. D1

LENGTH: 383 words

HEADLINE: Prime Outlet plans to add higher-end retailers soon

BYLINE: LAUREN MAYK, lauren.mayk@heraldtribune.com

DATELINE: ELLENTON

BODY:
Prime Retail is adding some high-end retailers to its outlet centers, part of a quest to raise the bar at its properties across the country.

The Baltimore-based company, recently acquired by New Jersey's The Lightstone Group, said it had secured leases for 250,000 square feet of space in its centers in the first quarter.

Prime Outlets at Ellenton -- a star property with a high occupancy rate -- is responsible for only a small slice of that pie. The center already boasts upscale tenants including Off Fifth Saks Fifth Avenue, Tahari, Banana Republic, Tommy Hilfiger and Coach.

Later this year, Calvin Klein and Adrienne Vittadini shops will open in the Ellenton mall. Neither of those retailers has a full price or outlet store in this market.

"It's continuing with getting these designer brands in here," said Deborah Detweiler, marketing manager for Prime Outlets at Ellenton.

At the International Council of Shopping Centers annual spring conference in Las Vegas last week, Prime Retail President Robert Brvenik said the company has a new outlook and is determined to be more "hip" than it may have seemed in the past.

Prime will reinvest in existing centers, adding more upscale tenants and embarking on a "visual campaign" that will change the look and feel of some of them, he said.

The tenants Prime recently announced aren't all designer names, but at least half of the stores on the list represent well-known brands. Banana Republic and Bostonian/Clarks both show up on the list three times, Adrienne Vittadini and **Nautica** are both slotted for two stores, and Coach and Brooks Brothers are both on tap for one store.

Calvin Klein is expected to arrive at the Ellenton center in the fall to take one of its larger units at 6,800 square feet, Detweiler said. The scope of merchandise for the store isn't firm yet.

Women's apparel and accessories retailer Adrienne Vittadini could arrive earlier, moving into a 3,465-

square-foot space previously occupied by Ellen Tracy, she said. The Ellen Tracy store closed last month, she said.

Both Calvin Klein and Adrienne Vittadini are brands customers have been asking for, Detweiler said.

The Children's Place is Prime Outlets at Ellenton's newest addition, and a Stride Rite/Keds/Sperry store is slated to open next.

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EMBRACING INNERWEAR AS OUTERWEAR; online consumer panel survey of trends in innerwear WWD June 7, 2004

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June 7, 2004

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HEADLINE: EMBRACING INNERWEAR AS OUTERWEAR; online consumer panel survey of trends in innerwear

BYLINE: Monget, Karyn

BODY:
Byline: Karyn Monget

NEW YORK -- More than a decade after Madonna ignited the innerwear-outerwear trend in her 1991 Blonde Ambition tour when she wore Jean-Paul Gaultier's bullet-shaped bustiers, mainstream America has finally embraced this dual-purpose dressing, according to NPDFashionworld.

The Port Washington, N.Y.-based consumer marketing firm reported that the idea of camis, tank tops, boxers and pajama pants worn to the shopping mall, or as loungewear and sleepwear, has made a permanent mark with adults and teens.

Information gathered by NPD from its online consumer panel of 10,000 women over the past 12 months concluded that there is a significant contingent of women -- though not a majority -- who appear comfortable wearing sleepwear items as casual sportswear or ready-to-wear.

"The big news is 42 percent of women over 18 are wearing these items, and so are 25 percent of women over 40," said Marshal Cohen, NPD's chief industry analyst. "I make sure I speak to 100 consumers a week."

He said that on a recent client presentation trip, which encompassed the West Coast, the Midwest and the Southeast, "many women were wearing innerwear as outerwear."

Overall, the report said about one out of four women and four out of 10 teen girls agree with this statement: "I often wear innerwear or sleepwear items as part of my casual wardrobe."

Here's the lowdown on what 10,000 women and teens said they "strongly agree or somewhat agree" with:

I sometimes wear men's or boys' items like boxers, pajama pants or ribbed shirts as sleepwear: 63 percent women, 75 percent teens.

I wear A shirts [athletic tanks] or ribbed tank tops exclusively as a casual outerwear piece: 56 percent women, 64 percent teens.

With today's fashions, it doesn't matter if a woman's or girl's bra straps are showing: 41 percent adults, 61 percent teens.

I sometimes wear a sheer blouse or shirt that shows my bra underneath: 22 percent women, 24 percent teens.

I only wear a cami if it has a shelf-lined bra: 44 percent women, 37 percent teens.

I often wear innerwear or sleepwear items as part of my regular, casual clothing wardrobe: 26 percent adults, 44 percent teens.

I sometimes wear boys' or men's items such as boxers, pajama pants or ribbed shirts as casual clothing: 29 percent adults, 40 percent teens.

I sometimes wear pants, shorts or skirts low on my hips so my panties or thong are exposed: 5 percent adults, 21 percent teens.

Regarding the question of enhanced comfort, Cohen said: "Manufacturers kept on telling me it's all about tailored clothing right now. I wasn't hearing that from women or seeing it on the street. In the report, cotton and spandex blends and synthetic fibers scored very high, and 54 percent of consumers said they look to stretch for comfort."

Caption(s): **Nautica** is making a big innerwear-outerwear push.

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Nautica Suits Up In Print With Father's Day Ads Brandweek June 7, 2004

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Brandweek

June 7, 2004

SECTION: NEWS

LENGTH: 72 words

HEADLINE: **Nautica** Suits Up In Print With Father's Day Ads

SOURCE: Print

BODY:
New York--Upscale sportswear brand **Nautica** will launch a Father's Day print campaign June 11 consisting of full- and half-page color ads and inserts in top newspapers in New York, Boston, Chicago, Los Angeles, Miami, San Francisco, Washington and Atlanta. The effort, via Laird & Partners, New York, runs for a week. **Nautica's** Performance Classics knit shirt, which is stain resistant and will retail for $39.95, is featured.

LOAD-DATE: June 13, 2004

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Vanity Fair store fills need for shoppers Courier-Post (Cherry Hill, NJ) June 9, 2004 Wednesday X Edition

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June 9, 2004 Wednesday X Edition

SECTION: Pg. 12G

LENGTH: 625 words

HEADLINE: Vanity Fair store fills need for shoppers

BYLINE: ,Staff

BODY:
Cinnaminson site has variety of brands

By EILEEN SMITH

Courier-Post Staff CINNAMINSON

Ileana Martinez left the new Outlet MarketPlace with a shopping bag in her hand and a smile on her face.

She was happy with the bargains -- and she was pleased to find a smorgasbord of fresh retailers in the space vacated two years ago when bankrupt discounter Ames closed its doors.

"I got three outfits, all name brands, for my husband for $42,' said Martinez, of Pennsauken. "And it felt good to see a new store here because we've all been waiting and waiting.'

What Martinez and other shoppers found is a new concept store for Vanity Fair, the multi-brand operator of VF Village, the outlet titan in Reading, Pa.

"Here, we're bringing the outlet to the customer instead of making the customer go to the outlet,' said Jane Webster, marketing director.

In addition to VF's brands -- Vanity Fair, Lee, Wrangler, Healthtex and JanSport -- are such well-known labels as London Fog, Farberware, Welcome Home, Book Cellar and Black & Decker.

Among the wares: Hardback self-help books, three for $5; a Tommy Hilfiger brassiere, $14; a reconditioned Black & Decker hedge trimmer, $27.97.

"I bought Levi shorts and **Nautica** shirts,' Martinez noted.

The typical VF Outlet shopper is a woman 35 or older, but the retailer is hoping the addition of male-oriented brands such as Black & Decker will attract more men.

Webster said VF chose Cinnaminson to launch the concept because of the high traffic level on Route 130 and the township's relative proximity to Reading.

"It's close enough that we can be very hands on,' Webster said.

In shopping for real estate, VF might have been a kid in a candy store, looking for square footage similar to that emptied in recent years by Ames, Bradlees and Kmart.

"The Wal-Marts are all moving up to super stores, but 70,000 square feet is still too big for most single retailers,' Webster noted.

VF retrofitted the interior in a bright, industrial style, with open rafters and polished, concrete floors. Bushel baskets display ladies' T-shirts, priced at $3.

In addition to the no-frills decor, the operation also saves money with central checkout and a single manager who oversees all the brands. VF will roll out its second marketplace in September in Manchester, Conn.

In other developments on the retail front:

Although 72 percent of Americans will celebrate Father's Day on June 20, consumers will be spending less on Dad. The average holiday expenditure will be $86.19, compared to $99.65 last year, according to a poll by the National Retail Federation.

According to the poll, women are reining in their paternal expenditures. The typical female will spend $89.77 on Father's Day this year, compared to $101.38 last year. Conversely, the guys are opening their wallets wider, ponying up an average $82.19, compared to $70.89 last year.

Five Below, the discounter for teens and 'tweens, has opened a second store in South Jersey, at Ellisburg Shopping Center in Cherry Hill. David Schlessinger, chief executive officer, said the retailer stepped up expansion plans in response to strong sales at its Marlton store on Route 73.

A twist on the popular dollar-store model, Five Below sells goods ranging from backpacks to plastic vomit, none priced higher than $5.

The Gap has closed its store at Echelon Mall in Voorhees. Gap Kids remains open.

Philadelphia-based PREIT, owner of the mall, is in the process of redefining the property. PREIT plans to tear down one of two vacant anchors and part of the mall and recruit a stand-alone big box retailer.

To report retail news, contact Eileen Smith at (856) 486-2444 or esmith@courierpost online.com

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Proper pool attire; JAM'N fans hit bash with a splash of fashion The Boston Herald June 13, 2004 Sunday

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June 13, 2004 Sunday
ALL EDITIONS

SECTION: THE EDGE; Pg. 052

LENGTH: 645 words

HEADLINE: Proper pool attire;
JAM'N fans hit bash with a splash of fashion

BYLINE: By Raakhee P. Mirchandani

BODY:

While the rest of Boston was sleeping off the effects of Friday night, the rooftop pool at the Colonnade Hotel was hopping with lucky JAM'N 94.5 listeners who won their way in to the Ramiro and Pebbles Pre-Summer Jam Pool Party, a private affair featuring performances by rapper Akon, Ryan Duarte and a chance to meet and greet with the hosts of the morning show.

Didn't win tickets?

Don't worry, we caught up with Akon and some guests to get the dish on their outfits. Here's a little looksy into the party:

Akon

Up Top: Nintendo issue jacket scooped up in Fort Myers for an undisclosed sum

Down Below: Official Konvict jeans. ``That's my line,'' he reminded us.

Bling Factor: A couple of carats in the lobes and an iced-out Konvict watch. ``Out next year in stores near you,'' he promised.

Kicks: ``These are limited edition, very unlimited Nascar-edition Adidas,'' he said. ``I picked them up somewhere in the world.''

File Under: Lend us your earrings. Please.

George Maroun, 25, of Methuen

Up Top and Down Below: Jumpman jumpsuit by Nike, $75 from a West Palm Beach Boutique

Bling Factor: Necklace from Beirut, Lebanon; and Movado watch, $1,200 from the Jewelry Spot in Salem

Kicks: Nike's, $90 from a West Palm Beach boutique

File Under: Jet-setter fashion

Hanna Elkhoury, 28, of Bradford

``I'm a little toasted right now,'' he said before he identified himself as the owner of the Jewelry Spot.

Up Top: **Nautica** tank, $20 from Filene's

Down Below: Polo denim shorts, $50 from Filene's

Underneath: Polo boxers, $12

Accessories: Camo Sox hat, $25 from Lids in Downtown Crossing and Gucci shades, $75 on sale

Bling Factor: Movado watch, $860 and white gold chain and bracelet, $8,000, and diamond earrings, $1,300, all from the Jewelry Spot in Salem

Kicks: Reebok's, $50.

File Under: Not quite sure we buy your spiel, son.

Jabrina Pullum, 24, of Roxbury

Up Top and Down Below: DKNY cat suit, $120 from Macy's

Accessories: Zucco-print Fendi belt, $200 and matching bag, $450 at Saks

Kicks: Steve Madden heels, $40 from the Braintree Mall

File Under: Meow

Animocity, 25, of Roxbury

``I don't have a last name, I'm a rapper,'' she said.

Up Top and Down Below: Red dress, $55 from DV8 in the Square One Mall in Saugus

Bling Factor: Her ``bong belt'' was a gift from Jasmine Jewelers in Saugus

Kicks: Her rhinestone heels were a gift from her man

File Under: Stoner Princess

Dan Anderson, 24, of Marshfield

``I just got back from San Diego, so I bought a lot of surf stuff,'' he said.

Up Top and Down Below: Diesel button down, $90 and Diesel jeans, $200 both from Nordstrom

Accessories: Necklace, $10 from Cancun and sunglasses, $10 from San Diego

Bling Factor: Yes, ladies, there were shiny parts to his shirt

Kicks: Reef flip-flops from a surf shop in Marshfield

File Under: This isn't the O.C.

Ryan Jeffe, 21, of Whitman

Up Top: Hustler T from the Hustler store in San Diego

Down Below: The jeans were a Christmas present from Mom

Bling factor: Those gorgeous peepers

Kicks: Nike's, $60 from Footlocker in Brockton

File Under: Larry Flynt would be proud.

Tamasha Brown, 24, of Worcester

Up Top and Down Below: Denim jumpsuit with sweater sleeves and collar by J. Lo, $30 from Demos in the Natick Mall

Accessories: Ralph Lauren sunglasses, $19.99 from Marshalls

Kicks: Boots, $14.99 from Burlington Coat Factory

File Under: It's June, not January.

Michelle Vilbrun, 25, of Framingham

``Ain't nothing wrong with being cheap,'' she said.

Up Top: Satin shirt, $25 from Express

Down Below: Jeans, $19.99 from Levis

Bling Factor: Fake ice earrings, $5.

Kicks: Mesh kitten heels by Splash, $15 from Burlington Coat Factory

File Under: Cheap 'n Chic

Sharon Musscalli, 27, of Boston

Up Top and Down Below: Tank and skirt set from the Lacoste Boutique in the Prudential, $150 for the set.

Bling Factor: Those pearly whites

Kicks: Heels from Banana Republic, $50.

File Under: She works for JAM'N and she's slammin'.

Staff photos by Stuart Cahill

LOAD-DATE: June 13, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)

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The Guide U.S. News & World Report June 14, 2004

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U.S. News & World Report

June 14, 2004

SECTION: DIVERSIONS; Vol. 136 , No. 21; Pg. 80

LENGTH: 122 words

HEADLINE: The Guide

BYLINE: By Vicky Hallett; edited by Marc Silver

BODY:
Fathers can feel sharp even without a razor, thanks to new twists in other dad-worthy gifts.

Gadget. Plumping up tires just right leads to better gas mileage, so save family road trip cash with the Smart Pressure Tire Gauge ($ 35, brookstone.com). Any father can understand the digital, color-coded display.

Clothing. **Nautica's** Performance Classic knit shirt ($ 40, Macy's) is blessed with the Teflon touch. Watermelon may be the color of the shirt but not of the stain--juice rolls right off.

Watch. Strapping on a 1.5-inch Wristwatch Television ($ 200, hammacher.com) doesn't look all that sophisticated. But how else can Dad watch an hour of the game while (allegedly) mowing the lawn? And it even tells time.

GRAPHIC: Picture, no caption (DYNAMISM)

LOAD-DATE: June 7, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)
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Date/Time: Wednesday, July 5, 2006 - 11:37 AM EDT

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FIELD OF JEANS; Brief Article Daily News Record June 14, 2004

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Daily News Record

June 14, 2004

SECTION: Pg. 53B ; ISSN: 1041-1119

IAC-ACC-NO: 118358490

LENGTH: 274 words

HEADLINE: FIELD OF JEANS; Brief Article

BODY:
Young men's jeans makers are kicking off the season with denim offerings that employ every trick in the book -- from complex fading to denim patches and big pockets, front and back. Yet the goal of these resources is simple: to distinguish themselves in an increasingly competitive market.

Cotton jeans by ECKO, sneakers by PONY.

From left: Cotton jeans by MAVI, sneakers by K-Swiss. Cotton jeans by INDIGO PALMS, sneakers by PONY. Cotton jeans by LITTLE BIG, leather belt by RYKIEL HOMME, sneakers by HUMMEL. Cotton jeans by **NAUTICA,** sneakers by HUMMEL. Cotton jeans by BEN SHERMAN, nylon belt from POLO BY RALPH LAUREN.

Left: Cotton jeans by BROOKLYN EXPRESS, leather belt by RYKIEL HOMME. Right: Cotton jeans by SOUTHPOLE, sneakers by HUMMEL.

Cotton jeans by PACO JEANS, sneakers by HUMMEL.

Left: Cotton/spandex jeans by REQUEST, sneakers by HUMMEL. Center: Cotton jeans by CHOR. Right: Cotton jeans by PELLE PELLE, sneakers by HUMMEL.

Cotton jeans by CALVIN KLEIN.

Left: Cotton jeans by DKNY JEANS, leather belt by RYKIEL HOMME, sneakers by K-SWISS. Right: Cotton jeans by TOMMY HILFIGER, sneakers by PONY.

Left: Cotton jeans by AMBIGUOUS, leather belt by RYKIEL HOMME, sneakers by PONY. Center: Cotton jeans by OAKLEY, sneakers by K-SWISS. Right: Cotton jeans by QUIKSILVER, sneakers by HUMMEL.

Cotton jeans by BUFFALO, nylon belt from POLO BY RALPH LAUREN.

Cotton jeans by MAKAVELI, sneakers by HUMMEL.

Left: Cotton jeans by PEPE JEANS LONDON, sneakers by HUMMEL. Center: Cotton jeans by AVIREX. Right: Cotton jeans by BILLABONG, sneakers by HUMMEL.

Caption(s): <photo information in body>

IAC-CREATE-DATE: June 24, 2004

LOAD-DATE: June 25, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text)
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MOM'S STILL TOPPING DAD FATHER'S DAY SPENDING TO HIT 8B Daily News (New York) June 14, 2004 Monday

Copyright 2004 Daily News, L.P.
Daily News (New York)

June 14, 2004 Monday
SPORTS FINAL EDITION

SECTION: BUSINESS; Pg. 47

LENGTH: 528 words

HEADLINE: MOM'S STILL TOPPING DAD FATHER'S DAY SPENDING TO HIT 8B

BYLINE: By SOO YOUN DAILY NEWS BUSINESS WRITER

BODY:

It's hard to find a gift for the man who has everything, but by Sunday consumers will have spent $8 billion this year trying - 20% less than they did for Mom last month.

Data entry clerk Jennis Thedison, 34, is tight with his father, so he's going to take him out shopping, to feel out what his dad wants. Thedison expects to spend $200 to $300.

But it was a totally different story for his mother, who he says has been emotionally supportive through thick and thin. He gave her $2,000 cash for Mother's Day last year, and a $599 32-inch TV this year.

"Mom sticks up for us. Even if we're wrong, she's always there. It's not because she's female and he's male (that we spend more)," Thedison said.

The traditional drop-off for Father's Day may not be so much about how people feel about dads vs. moms, but who is doing the feeling, and therefore, the spending.

"Women do a lot better planning, less money is spent instead of buying the most expensive thing already wrapped. They [men] don't shop, they buy - often at the last minute, because they feel guilty," said Faith Popcorn, of marketing and consulting firm BrainReserve.

There are also more women running single-parent households, Popcorn added.

Women are largely responsible for the drop in Father's Day spending this year. Their average gifts will fall to $89.77 from $101.38 last year, according to the National Retail Federation. More women are also shopping online, finding bargains that way, said Cheryl Bridges, of the Center for Retailing Studies at Texas A&M University.

Men, however, are reportedly spending more, averaging $82.19, up from last year's $70.89. Still, more people will shop for Father's Day this year than last, though spending per person will shrink, according to the NRF.

"Consumers still appear a little cautious when it comes to discretionary spending. Spending for Father's Day could be reflecting the impact of higher gas prices and the situation in Iraq," said Tracy Mullin, the federation's CEO.

As usual, stores are pushing a lot of electronic items. DVD recorders, which just fell through the $300 barrier, and were "barely out last year for Christmas," are the hottest must-haves, said Richard Doherty, research director for Envisioneering.

Digital cameras are still popular. The Casio Exilim slim cameras, which retail for $249.99 to $399.99 and Sony digital cameras with a small display are both in short supply, Doherty added.

To capture this market, Amazon.com is advertising a sale on all electronic equipment in the lead-up to Father's Day.

Retailers Macy's and Bloomingdale's said Lacoste polo shirts are enjoying a comeback as gifts for dad, as are similar styles from Burberry, Ralph Lauren and Tommy Hilfiger.

Grooming supplies are also being promoted - like "Everyday Thickening" shampoo from Frederic Fekkai, which doubles as body wash and sells for $20.

Grooming, gardening, and overall gender-bending feminization is a growing theme this year, especially as more and more women bring home the bacon, and men spend more time participating in household matters, says Popcorn.

But in case dad hasn't become too domesticated, **Nautica** is offering a stain-resistant polo shirt for $39.50.

GRAPHIC: MICHAEL DABIN Talbots' Mens' store at 825 Madison Avenue. GROOMING MINI IPOD DRESS SHIRTS & TIES WATCHES POLO SHIRTS DIGITAL CAMERAS

LOAD-DATE: June 16, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)
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Pamper dad;Gifts can be more than neckties El Paso Times (El Paso, TX) June 16, 2004 Wednesday

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El Paso Times (El Paso, TX)

June 16, 2004 Wednesday

SECTION: LIVING; Pg. 3D

LENGTH: 690 words

HEADLINE: Pamper dad;
Gifts can be more than neckties

BYLINE: By Nadra Kareem, El Paso Times

BODY:
There was a time when a tie or a sweater might have been the only acceptable clothing gifts for Father's Day.

But thanks to the metrosexual trend, there are a slew of clothes and bath and beauty products available specifically for Dad.

"He does real well with clothing," said Westsider Veronica Veytia, who decided to buy her husband a shirt from gift shop Ruby Lola, 5860 N. Mesa. "Any kind of gadget he'd be better off selecting it himself, so I tend to give him clothing."

The shirt Veytia purchased was from Robert Graham, a designer also favored by Isha Rogers Babei who recently bought one for her father, former El Paso Mayor Jonathan Rogers.

"They're fun shirts," she said. "They've got a lot of personality, and each one is individual. One half of the shirt is plaid, and the other half of the shirt is striped."

Prices range from $90 to $100.

Mervyn's has clothing and accessories for men such as reversible basketball tops or shorts by Cheetah for $17.99, High Sierra lounge-wear pants for $20, Save the Children ties for $20, Haggar silk campshirts for $42, and H&H Men long-sleeve sportshirts for $30.

Accessories include Guess stainless steel watches for $85, Armitron sport watches for $25, and Dockers belts, wallets, and hats that cost between $18 and $28.

For men who prefer to pamper themselves, Avon and Molton Brown have gifts especially for them.

Molton Brown has a Father's Day gift set for $49 containing Recharge Black Pepper Body Wash, Supershave Olibanum -- a moisturizing cream with olibanum frankincense -- and Ultra-Light Baj Ji Hydrator -- a cream gel that cools, moisturizes and conditions.

For Father's Day, Avon has released R.P.M., a cologne featuring aquatic citrus, white cardamom and cool pepper. R.P.M. is available in a 2.5-ounce eau de cologne spray for $17.50.

Wal-Mart also has many beauty products ideal for Father's Day, including a **Nautica** Men's Gift Set for $18.63, featuring a blend of lemon, moss, amber and musk in a half-ounce eau de toilette spray, half-ounce aftershave and a 1-ounce deodorant.

For those with a bit more cash, Wal-Mart has an Eternity for Men by Calvin Klein Gift Set, featuring an aromatic, woodsy blend of lavender, jasmine, amber, sandalwood, vetiver and rosewood in a 3.4-ounce eau de toilette spray and 3.4-ounce aftershave. The set is $59.92.

There's also Wal-Mart's Remington microflex R846 Titanium Shaver for $38.76 featuring three floating heads and ultrathin blades. It comes with a cleaning brush and travel pouch.

Ruby Lola also has men's beauty products in addition to the Robert Graham shirts.

"We have a few Brave Soldier items," Tidball said. "It's a men's skin care line that is so luxurious that we have a lot of women buying it for themselves. We also have a line called More. It's a fabulous spa treatment, made up of great creams and scrubs and oils."

Ruby Lola beauty products cost between $25 and $30. Tidball said men have become increasingly more appreciative of such gifts.

"I think it's becoming more socially acceptable for men to pamper themselves," she said.

"To give your dad a spa gift certificate is something that they're going to enjoy, and I think it's a nice way to unwind and just pamper yourself. It's not only the beauty benefits, but it's also psychologically, mentally just so relaxing and nice."

Gifts for dad

.Sandals, whether backless, loafers, slides or thongs.

.Titanium jewelry.

.Citrus -scented cologne such as Armani's Acqua di Gio, Emporio Armani, Le Male by Jean Paul Gaultier.

.Heavier cologne, including Hugo by Hugo Boss and Kenneth Cole's Black for Him.

Where to buy

.Ruby Lola, 5860 N. Mesa, 833-5480.

.Wal-Mart, 7101 Gateway West, 779-6664; 1850 N. Zaragoza, 855-6405; 4530 Trans Mountain, 757-0333; 9441 Alameda, 860-7171; 7555 N. Mesa, 833-1335; 10727 Gateway West, 594-0243.

. Mervyn's, Bassett Center, 779-5463; Yarbrough Plaza 10501 Gateway West, 593-1471; Sunland Park Mall, 581-8883.

. Avon, www.avon.com or (800) 367-2866.

. Molton Brown, www.sephora.com

Source: Simon Malls, www.simon.com

LOAD-DATE: June 17, 2004

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Chicago Sun-Times June 16, 2004 Wednesday

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Chicago Sun-Times

June 16, 2004 Wednesday

SECTION: FINANCIAL; BIZ BRIEFS; Pg. 76

LENGTH: 418 words

SOURCE: AP; Bloomberg News

BODY:
ITW raises forecast

Illinois Tool Works Inc. on Tuesday raised its second-quarter and 2004 estimates on the strength in its North American and international markets. Based on its April and May results, the diversified manufacturer said it expects income from continuing operations of $1.14 to $1.18 a share for the second quarter. Last month, the Glenview-based company said it expected second-quarter earnings at the high end of its previous range of $1.04 to $1.12 a share.

Spiegel catalog sale OKd

Spiegel Inc., the bankrupt Downers Grove retailer that pioneered mail-order marketing, won court approval Tuesday to sell its flagship catalog business to private equity firm Pangea Holdings Ltd. for $53.4 million. Pangea will pay $2 million in cash, honor an estimated $22 million in orders Spiegel made and take on $29.4 million of debt under the sale approved by U.S. Bankruptcy Judge Cornelius Blackshear in New York. Spiegel is selling its major assets, including its Eddie Bauer clothing chain, to pay creditors who are owed about $1.5 billion.

Ryerson Tull buying J&F

Chicago-based steelmaker Ryerson Tull Inc. said Tuesday it will buy J&F Steel from Arbed Americas, a subsidiary of Spain's Arcelor SA, for about $55 million in cash. J&F Steel, a carbon flat-rolled processor, has locations in Burns Harbor, Ind.; Jenison, Mich.; Memphis, Tenn., and Middletown, Ohio.

ShoreBank woos nonprofits

ShoreBank today will open a banking office solely for nonprofit groups at 333 S. State on the first floor. The branch will offer accounts, cash management and other banking services for non-profits, which have needs "unique" from small businesses, ShoreBank Vice President Jean Pogge said.

VF buying Kipling

VF Corp., the apparel maker behind Lee and Wrangler jeans, has agreed to buy Kipling Belgium NV, a maker of upscale bags, backpacks and accessories. Terms of the deal announced Tuesday were not disclosed. VF, based in Greensboro, N.C., also produces such brands as North Face, **Nautica** and JanSport.

Journal faces byline strike

Wall Street Journal reporters will withhold their bylines from articles in the Wednesday and Thursday editions of the newspaper as they protest terms of a proposed labor contract with publisher Dow Jones & Co. Dow Jones said it will support the decision of reporters who wish to have their bylines withheld, though the reporters don't have a contractual right to keep their names off their stories.

LOAD-DATE: June 25, 2004

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LOOSENING UP THE TIE;BRIGHT, TRENDY STYLES, COLORS AREN'T YOUR GRANDFATHER'S NECKWEAR
Rocky Mountain News (Denver, CO) June 17, 2004 Thursday Final Edition

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Rocky Mountain News (Denver, CO)

June 17, 2004 Thursday Final Edition

SECTION: MILE HIGH STYLE/SPOTLIGHT; Pg. 4D

LENGTH: 303 words

HEADLINE: LOOSENING UP THE TIE;
BRIGHT, TRENDY STYLES, COLORS AREN'T YOUR GRANDFATHER'S NECKWEAR

BYLINE: Lesley Kennedy, Rocky Mountain News

BODY:
Sure, we know a tie is a typical Father's Day gift, but today's styles make the gift-giving anything but ordinary.

This Sunday, as you lavish your dad with gifts, brunch and good cheer, thank him for all his love and support with a fashionable new necktie.

Americans spend more than $1 billion a year on ties, and the tie remains the most popular Father's Day gift.

The good news is that you don't have to spend a fortune to find a cool design.

Gone are the monochromatic shirt and tie looks Regis Philbin popularized a few years back. Current trends include lots of color, skinnier versions with a retro feel and bold, bright patterns.

So, treat Dad this weekend, and be sure to tie one on!

INFOBOX

Knot forgotten

Dad not a tie guy? Here are some alternate gift ideas for Father's Day:

Dads on the go will appreciate the Jack Black Traveling Pack, above, including a case he can hang on lockers and doors, face scrub, shaving cream, moisturizer, face, hair and body wash, hand cream and lip balm ($45). At Nordstrom, www.getjackblack.com or www.beauty.com.

Pamper him with L'occitane's Cade Complete Shaving Set ($55). At L'occitane stores.

He'll smell great in John Varvatos, the new cologne from the designer, with elements of tamarind tree leaves, sage flower, Mediterranean herbs, and vanilla and black leather essence ($48-$65). At Saks Fifth Avenue.

Treat his feet with classic flip-flops from Banana Republic, above, ($29.50).

Surprise him with a custom dress shirt from Lands End. Dad simply types in his measurements, chooses fabric, collar, cuff and pocket styles. ($49 and up). At www.Landsend.com.

Help him keep track of time - and improve his hip quotient - with a sporty watch. We like DKNY's Chrono Cuff Watch ($135), below. At www.eLUXURY.com.

NOTES:
STYLING BY TOBIE ORR / SPECIAL TO THE NEWS;;
SPECIAL THANKS TO OSH SKAFF;
SEE END OF TEXT FOR INFOBOX

GRAPHIC: Photo (8), Ethan plays tug-o-war with Dad's ties, above. Pink Kenneth Cole tie, ($45) and Stonehenge floral tie ($32.50). At Foley's. Confetti T-shirt ($28)., At Baby & Blueberries. ELLEN JASKOL , ROCKY MOUNTAIN NEWS, CAPTION: Mia models a pink tie for her dad - one of the hottest colors of the, season for both men and women. On Mia: **Nautica** pink gingham tie ($35), tanktop, ($7.99) and Heart & Soul pants ($19.99). At Foley's. On Isabella: Christian, Lacroix Junior dress ($78) and jacket ($108). At Baby & Blueberries. ELLEN, JASKOL , ROCKY MOUNTAIN NEWS, CAPTION: It's a tie game, right, when Denver model and father of three Andrew, Skaff joins his kids Isabella, 18 months, Mia, 12, and Ethan, 4, for a, Father's Day photo session. On Andrew: Van Heusen shirt ($37.50), Polo Ralph, Lauren slacks ($97.50) and Van Heusen tie ($35). At Foley's. On Isabella:, Lauren Celeste outfit ($84). At Baby & Blueberries, 224 Steele St. City of, London tie ($39.50). At Foley's.On Mia: Christian Lacroix Junior T-shirt ($55), and skirt ($86). At Baby & Blueberries. Kenneth Cole Reaction tie ($32.50). At, Foley's. On Ethan: Deux Par Deux shirt and Zuluz shorts ($52). At Baby &, Blueberries. City of London tie ($39.50). At Foley's. ELLEN JASKOL , ROCKY, MOUNTAIN NEWS, CAPTION: On the cover: Dad Andrew gets all tied up with son Ethan. Bright, colors and bold patterns are key tie trends. On Andrew: Ralph Lauren shirt, ($59.50) and Claiborne slacks ($39.99). Ties, from left: Jones New York ($35), Jones New York ($35), Van Heusen ($32.50) and **Nautica** ($35). All at Foley's., On Ethan: Boboli tank ($21) and shorts ($32). At Baby & Blueberries. City of, London tie ($39.50). At Foley's. ELLEN JASKOL , ROCKY MOUNTAIN NEWS, CAPTION: Ethan, above, shows off a bright red tie for Dad. Whimsical ties can, be fun when the design is simple - go overboard and you'll go from fun to, tacky in a hurry. On Andrew: Ralph Lauren shirt ($59.50). At Foley's. On, Ethan: J. Garcia tie ($35). At Foley's. Imp Originals white shirt ($19) and, Cottontail Originals sweater vest ($78). At Baby & Blueberries. ELLEN JASKOL , ROCKY MOUNTAIN NEWS, CAPTION: Jack Black Traveling Pack. ELLEN JASKOL , ROCKY MOUNTAIN NEWS, CAPTION: Flip-flops from Banana Republic. ELLEN JASKOL , ROCKY MOUNTAIN NEWS, CAPTION: DKNY's Chrono Cuff Watch. ELLEN JASKOL , ROCKY MOUNTAIN NEWS

LOAD-DATE: June 22, 2004

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IN STORE Courier News (Bridgewater, NJ) June 18, 2004 Friday

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Courier News (Bridgewater, NJ)

June 18, 2004 Friday

SECTION: LIFESTYLE; Pg. 4C

LENGTH: 367 words

HEADLINE: IN STORE

BYLINE: Melinda Weiss, Staff

BODY:
Check out June at Liberty Village Premium Outlets

By MELINDA WEISS

Staff Writer

"Dad and Me Day" will take place Saturday at Liberty Village Premium Outlets in Flemington.

Enjoy on-site activities for dad and family including:

*Learn new barbecue techniques and sample grilling sauces and refreshing "party pail" beverages, compliments of Le Gourmet Chef.

* Sample delicious finishing steak and barbecue sauces created by local Hunterdon County merchant Dreamfield Farms and enjoy samples of desserts, courtesy of Cafe Verducci and Verducci's Gourmet Market, between 11 a.m. and 4 p.m.

* Create a special card for dad, or someone special, courtesy of The Coloring Card Co., from 2 to 5 p.m. Free card will be give to the first 100 children.

The Coloring Card Company's unique child-drawn cards combine the fun of coloring books with the thoughtfulness of greeting cards.

The company founder and "chief coloring officer" is the grandson of Ludwig Bemelmans, who wrote and illustrated the classic children's book, "Madeline."

* Meet Featherlite Modified Series (NASCAR Touring Division) race car driver Jim Long Jr., and other area drivers as they display their race cars and share their knowledge of auto racing, from 11 a.m. to 3 p.m.

* Learn about all the fun activities and attractions perfect for the family this summer, all available in the beautiful Skylands region of New Jersey.

* See the latest in outdoor fun as the staff of LL Bean Factory Store demonstrate what's new in kayaks, camping equipment and more.

* Visit the **Nautica** store for a chance to win a **Nautica** gift certificate. See store for details.

* For special gifts for dad, visit Le Gourmet Chef, LL Bean Factory Store, Zales Fine Jewelry Outlet, Cole Haan, Brooks Brothers Factory Store, Calvin Klein, Geoffrey Beene, Izod, London Fog Pacific Trail, Polo Ralph Lauren Factory Store, Timberland, Tommy Hilfiger, Van Heusen, Designer Fragrances & Cosmetic Co./Lancome, Harry & David, Rocky Mountain Chocolate Factory, Vitamin World and much more. Plus, special gifts under $10 are available at Claire's Accessories, Orrefors-Kosta Boda, **Nautica** and more.

*

InStore appears Fridays in the Courier News.

LOAD-DATE: June 22, 2004

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NAUTICA'S PIER PRESSURE; Nautica Daily News Record June 21, 2004

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Daily News Record

June 21, 2004

SECTION: Pg. 44 ; ISSN: 1041-1119

IAC-ACC-NO: 118588319

LENGTH: 388 words

HEADLINE: NAUTICA'S PIER PRESSURE; **Nautica**

BODY:
Byline: COURTNEY COLAVITA

MILAN -- Forget drive-through windows. **Nautica** has come up with dock shopping.

The American sportswear brand, a unit of VF Corp., caps off its spring retail rollout this week with the opening of a seventh Italian store in Porto Rotondo on the northern coast of Sardinia.

The whitewashed wood gazebo is perched on Porto Rotondo's wharf and is directly across from the resort's exclusive yacht club. "The space is like the Newport of Italy," said Patrizia Morini, general manager of Ridenco Italy, **Nautica's** licensee in Italy and Greece. "The captain of the [Porto Rotondo] yacht club was aware of our brand, appreciated our image and actually invited us to open shop there."

The 540-square-foot space is accessible by land or by water. All seven **Nautica** shops in Italy have been opened in the past month and a half. Other locations include the resort towns of Capri, Porto Cervo and Siracusa. Morini said the company invested an average of $ 600,000, or 500,000 euros converted at current exchange, for each store opening and said sales have been going well, with average purchases ranging between $ 180 and $ 420, or 150 to 350 euros.

"In cities such as Milan and Rome we're seeing our jackets perform well, while in the resort towns swimwear is the big seller," Morini said, adding that four more stores are slated to open by the end of this year.

A relatively unknown brand in Italy, **Nautica** last fall signed a deal with Ridenco, originally its Greek licensee, to aggressively enter the Italian market. Later this week **Nautica** will present its spring-summer 2005 collection at Pitti Immagine Uomo in Florence. "This is our third Pitti but our most important one," Morini said. "Last June we told the Italian market what we were planning and now we've delivered. "

Nautica's Italian approach is two-pronged, with store openings representing just one half of the company's strategy. Although another 10 stores are planned for next spring, including in or around ski resorts, Morini is also working to build **Nautica's** wholesale network. Currently 100 doors throughout Italy carry **Nautica,** a number that should grow to 150 by next summer when **Nautica** begins opening corners in department and specialty stores.

Caption(s): The nautical theme is evident in the new store.

IAC-CREATE-DATE: June 28, 2004

LOAD-DATE: June 29, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)
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Oxford surges on word of deal The Atlanta Journal-Constitution June 22, 2004 Tuesday

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The Atlanta Journal-Constitution

June 22, 2004 Tuesday Home Edition

SECTION: Business; Pg. 10D

LENGTH: 216 words

HEADLINE: Oxford surges on word of deal

BYLINE: RENEE DEGROSS

SOURCE: AJC

BODY:
Oxford Industries' shares surged almost 21 percent Monday as the Atlanta apparel maker announced a purchase and said it expects higher profits. Shares rose $7.40 to $43.50.

The company, which makes licensed apparel, said it has agreed to buy Ben Sherman for about $146 million in cash.

The London-based privately held designer makes men's sportswear, accessories and footwear, including lines carried in department stores such as Rich's-Macy's in Atlanta.

Ben Sherman, founded in 1963, is owned by Enterprise Equity and 3i, a venture capital company.

"Ben Sherman is an excellent brand. We believe there are significant opportunities for growth both overseas and here in the U.S.," said J. Hicks Lanier, Oxford's chief executive.

Oxford Industries, whose 2003 sales were $765 million, has spent the last few years tweaking its offerings. It bought the Tommy Bahama brand and retail stores in 2003. Oxford also makes clothing under the brands Tommy Hilfiger, **Nautica,** Oscar de la Renta and Geoffrey Beene.

The "acquisition looks like a terrific strategic fit," said analyst Joseph Teklits of Wachovia Securities, in a report.

Oxford said the Ben Sherman deal will boost fiscal 2005 earnings as much as 25 cents. The acquisition is expected to close in July.

LOAD-DATE: June 22, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)

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Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)

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IN BRIEF: DEMINT WINS RUNOFF...OK ON OUTLETS...MICHAEL ADDS EYES. WWD June 24, 2004

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WWD

June 24, 2004

SECTION: Pg. 2 ; ISSN: 0149-5380

IAC-ACC-NO: 118588450

LENGTH: 437 words

HEADLINE: IN BRIEF: DEMINT WINS RUNOFF...OK ON OUTLETS...MICHAEL ADDS EYES.

BODY:
DEMINT WINS RUNOFF: Rep. Jim DeMint won the runoff election Tuesday for the Republican nomination for the U.S. Senate seat from South Carolina, defeating former Gov. David Beasley. DeMint is a backer of President Bush's trade-expanding policies and has argued that they benefit the South Carolina economy. By contrast, U.S. textile executives largely hold that Bush's trade policies are responsible for an influx of cheap imports, primarily from China, and subsequent job losses. DeMint will face Democratic candidate Inez Tenenbaum, the state's education superintendent who sides with domestic textile mills on trade issues, in the Nov. 2 general election. The Senate seat is being vacated by Democrat Ernest Hollings, a stalwart in siding with the textile industry on trade issues.

OK ON OUTLETS: The Mills Corp. has received approval from the City of Sunrise in Florida to develop The Colonnade Outlets at Sawgrass, a $ 38 million, 110,000-square-foot addition to the Sawgrass Mills entertainment/shopping center. As reported, The Colonnade will be Mills' first enclave for high-end and designer outlets. It will be an open-air setting with Mediterranean architecture, fountains, restaurants and plazas. Construction on The Colonnade will begin this fall, after completing the permitting and documentation process, and is expected to be done by late 2005. Mills is also renovating other parts of the mall. The Colonnade increases Sawgrass Mills to 2.3 million leasable square feet.

MICHAEL ADDS EYES: Hot on the heels of its swimwear deal with Warnaco Swim, Michael Kors Inc. signed a licensing agreement with Marchon Eyewear Inc. for sunglasses and ophthalmic eyewear. Marchon has gained the worldwide rights to manufacture and distribute eyewear for the better-priced Michael Michael Kors collection. The Michael Kors Collection label is currently produced under license by Charmant Inc. The Michael eyewear collection will launch at the International Vision Expo 2004 in Las Vegas this September. Marchon manufactures and distributes licensed lines for labels such as Coach, Fendi, Calvin Klein, **Nautica** and Nike. Earlier this month, it lost the Donna Karan and DKNY licenses to the Italian Luxottica Group.

DISMISSED: The J. Jill Group Inc. on Wednesday said that a Boston federal court on Monday dismissed a purported class-action lawsuit alleging securities law violations against the firm and two of its executives. Gordon Cooke, president and chief executive officer, said in a statement, "The dismissal of the suit confirms our position that our disclosures were both proper and timely."

IAC-CREATE-DATE: July 1, 2004

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LAP IT UP; 7 SWIMSUITS THAT STAND UP TO EXERCISE The Arizona Republic (Phoenix) June 25, 2004 Friday Final chaser Edition

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The Arizona Republic (Phoenix)

June 25, 2004 Friday Final chaser Edition

SECTION: YES; ASK YES; Pg. 8

LENGTH: 390 words

HEADLINE: LAP IT UP; 7 SWIMSUITS THAT STAND UP TO EXERCISE

BYLINE: By Lisa Nicita, The Arizona Republic

BODY:
Dear Ask Yes,

I plan to include swimming laps in my daily exercise program. Are there certain swimsuits I should be looking at?

ANSWER:

Leave your string bikini on the doorknob or you'll find it at the bottom of the pool after just a few laps. For the most part, it's best to stick to one-piece suits (cue images of old, embarrassing swim-team suits from childhood). It's not what you think. Suits for lap swimming have evolved to include color and some pretty cute patterns, such as polka dots and flowers. And, swimsuit designers make lap suits more durable than they used to, so you can say so long to a faded suit with a pilled seat.

"Whatever people are comfortable in is really going to work," says Annemarie Miskovic, an assistant swim coach at Arizona State University, adding that there now are training bikinis available that are specifically designed for lap swimmers.

But take note of size.

"A big swimsuit will drag extra in the water," she says. "Sizing is more important than style and material."

Lap suits have come a long way. Here is what we found, to keep you stylishly in the swim.

* A flowered Speedo, $66 at What Women Want Swimwear, with a mid-back strap and racer-back shoulder straps.

* A simple racer-back one-piece, $38 at GapBody, that's supported by a plastic ring on the back and accented with a chest stripe.

* A lime-trimmed La Blanca tank suit with a high back, $82 at Neiman Marcus.

* A pair of suits with chest support -- a blue and navy **Nautica** tank suit, $65.99 at Robinsons-May, with a clasp high on the back and a padded interior, and an adorable Calvin Klein polka-dot one-piece, $100 at

Dillard's, that laces up high in the back and includes an underwire bra.

* An Ocean Pacific-inspired suit, $12.76 at Wal-Mart, that has crisscross straps in the back, a high front and a ribbed body.

* A Speedo "Lifeguard" suit, $60 at www.speedousa.com.Cue the Baywatch music.

DO: Look for a tight fit in the dressing room. The suit will stretch once you get in the water.

DO: Buy a more expensive suit. For a serious swimmer, it's worth the price.

DON'T: Wear your everyday bikini for laps. If you're worried about tan lines, invest in a training bikini.

DON'T: Forget a swim cap to protect your hair. Get the cap wet before putting it on to prevent pulling.

LOAD-DATE: August 30, 2005

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
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Jason West People June 28, 2004

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People

June 28, 2004

SECTION: BACHELORS 2004/AND BRAINS TOO!; Pg. 112

LENGTH: 220 words

HEADLINE: Jason West

BODY:
AGE: 27 HEIGHT: 6'1" JOB: MAYOR OF NEW PALTZ, N.Y.

Usually it's the mother of the bride who cries at weddings, but this time it was the justice of the peace. On Feb. 27 West, mayor since 2003 of a village of 6,000, officiated at the marriages of 25 gay and lesbian couples, sometimes tearing up from "just seeing the love people had for each other," he says. Before that day, he admits, "I hadn't thought much about being married, but it made me feel I would like to find somebody I would want to see every day." But the state of New York gave him something else to think about when it charged him with the crime of marrying couples without licenses. (Charges were dismissed June 10.) He also faced a restraining order against performing more same-sex marriages, courtesy of a lawsuit brought by a group affiliated with the Reverend Jerry Falwell. ("A sign I'm doing something right," cracks West, a Green Party member.) Meanwhile, aspiring First Ladies of New Paltz entertaining visions of political grandeur should know that West pulls only $ 8,000 a year for his duties and still rooms with three buddies in a house with a skateboarding half-pipe in the backyard. If that picture appeals, West says he's looking for "someone intelligent, beautiful, funny and easy to get along with. Bigots are a big no."

GRAPHIC: COLOR PHOTO: PHOTOGRAPH BY LEN IRISH; GROOMING: MICHELLE, CEGLIA@IGROUP; STYLIST: ERIC NIEMAND@OLIVER PIRO; JACKET BY, **NAUTICA;** SHIRT BY BANANA REPUBLIC

LOAD-DATE: June 18, 2004

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VEGAS CLUB CALLED VIP PIRATE The New York Post June 28, 2004 Monday

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The New York Post

June 28, 2004 Monday

SECTION: All Editions; Pg. 11

LENGTH: 1468 words

HEADLINE: VEGAS CLUB CALLED VIP PIRATE

BODY:

CORY McCormack, a Las Vegas club promoter, says Light nightclub owner Andrew Sasson is playing dirty pool to lure McCormack's customers away from him and his new employer, the Hard Rock Hotel & Casino.

"I opened Light [at the Bellagio] for Andrew 2½ years ago," McCormack told PAGE SIX. "I ran the front door and did all VIP hosting for bottle service. But I left this January when my contract expired to work at Body English, the new club at the Hard Rock."

Body English, the former Baby's, opened over the Memorial Day weekend after a $7.5 million renovation.

But the problems started about a week ago, when McCormack realized his loyal celebrity clientele, which includes Rebecca Romijn-Stamos, Vin Diesel, Vince Vaughn, Adrien Brody, Owen Wilson, Jason Giambi, Derek Fisher and a handful of other sports stars could not get hold of him.

"They would call my number to go to Body English and they would be automatically put through to Light," McCormack said.

McCormack charges that his cell phone number had been hijacked by his former roomate Larry Murphy, who works as another promoter at Light, so that all the celebs in Vegas trying to reach him would be rerouted to Light.

"Larry and I got our phones together and shared an account. We lived together and both worked at the same place," McCormack said. "When I left, Andrew had all of my personal information and told Larry he would fire him unless Larry called Verizon and canceled my name on the account without me knowing. The cell number is now at AT&T and I can't get access to it.

"My phone number has a value and that's why Andrew did this. Larry said his job was threatened and he had to make a choice. My attorney is looking into this matter but no one at Light will return my calls."

But Sasson, who's now engaged to Michelle Meunch, a "yoga" instructor, is expecting his first child and laughed off the allegations. "If I'm going to play dirty, I can play a lot more dirty than that," he said.

"That is completely not true. This is between Larry and Cory - I've got nothing to do with it," Sasson said.

Inside job

HE was immortalized in Robert Daly's book and movie "The Prince of the City," and now former NYPD detective Robert Leuci is sharing his secrets from his 20 years on the force in "All the Centurions." The book promises to shed light on one of the most tumultuous periods in the department's history from the inside. Leuci will be feted by many of his former cop colleagues, his daughter, ABC producer Santina Leuci, and Fire Comissioner Nicholas Scoppetta tonight at Langan's on West 47th Street.

Eastern front

ALL is well again between Jennifer Lopez and the Russians who have licensed the J.Lo line for their country - and all it took was cash flow. Even though the Latina lovely's visit to the Moscow store was "postponed," it hasn't hampered sales at all. In fact, the clothes are flying off the shelves. "They're blowing out of the product," J.Lo's Andy Hilfiger said. "The sales numbers are amazing and we got a letter saying they want to open three more stores."

Don't come back

BILL Gates had better stick to annoying people in America because the Italians don't want him back after his recent vacation. First, the Microsoft titan's helicopter was forbidden to land on Stromboli, a volcanic island in the Tyrrhenian Sea. Then he and his wife Melinda moved on to Sardinia, where the billionaire wanted to have a romantic dinner on the shore of Cala di Luna. The problem was that he wanted to bring tables, chairs and 300 torches from his 200-foot yacht, "Goygpus," which was anchored nearby. Angry residents put a stop to it by alerting the eco-police, who denied access. Reps for Gates declined to comment.

Firm dies with designer

THE widow of architect Dominick Segrete, who designed the new Bloomingdale's SoHo store, has pulled the plug on his venerable company less than a month after his death. Segrete, who was CEO of Tucci, Segrete & Rosen, died of cancer on May 18 at the age of 64. His widow, Pauline Segrete, gave all 22 employees the ax without notice, severance or even vacation pay on June 21, we're told. "Imagine what employees with 20 years or more and families felt like being thrown out with no advance warning," fumes one of the firm's former execs. "This is an unprecedented action, even in this industry. This is pure greed and feigned insolvency. The details of the dismissal are truly heartless. The chairman hasn't been dead a month and she first told us all how 'indebted' she was to us and 'needed' us to help her get through the loss of her husband. His grave isn't cold and she pulls the plug." But Pauline Segrete insists: "The company didn't have the money so I paid them out of my own pocket. I followed the law. They were not entitled to severance."

Just asking

WHICH head producer of a foreign TV network is having an affair with her top editor, directly violating company policy? Everyone knows what's going on because the lovers have their liaisons in the cutting room, leaving underwear and other clues . . . WHICH recently fired record label head just wiped away her sorrows - and forehead wrinkles - at a plastic surgeon's office? She now looks 15 years younger and way more relaxed . . . WHICH popular television host isn't so happily married? The charmer has carried on an affair with a young girl for several years - even during his wife's pregnancy - paying discreet visits after his work day is done.

Reagan fan

THE most surprising thing Bijou Phillips said the other night at the birthday dinner for nightlife impresario John Flanagan was how much she admired Ronald Reagan. Bijou, 24, explained to PAGE SIX that her late father, John Phillips of the Mamas and Papas, had reverted to the conservatism of his youth as he got older and had to pay what seemed like criminally high taxes. Also helping fun-loving Flanagan turn 39 were his sister Erin, Nicole Ritchie, Peter and Najma Beard, Casey Johnson, John Mosley and Angie Everheart.

Easy money

BEYONCÉ Knowles knows she's extravagantly overpaid. She's getting a reported $3 million from Tommy Hilfiger to be the spokeswoman for his new "True Star" perfume and appear in its ads. "It's the easiest job I've ever had," she told PAGE SIX's Lisa Marsh. She described her work regimen for the new fragrance commercial, in which she's shot in black and white rolling around and singing, as: "I spent the day lying on a couch."

Like father

BONANNO family consigliere Anthony Graziano is serving 11 years for racketeering, but it doesn't stop him from terrorizing his family from behind bars. According to Graziano's daughter, Lana Zancocchio, who talked to British journalist Clare Longrigg for "No Questions Asked: The Secret Life of Women in the Mob" (Miramax), Graziano regularly phones from jail and yells at everyone. And Lana follows orders and traditions, especially Omerta, the code of silence. She once stormed into a New Jersey golf club and punched one of her husband's mob pals because he was a "rat." '

We hear . . .

THAT Andre Harrell won a custom scooter worth $14,000 at the Wayuu Taya Foundation Benefit hosted by Patricia Velasquez and Iman at the Hudson Library . . . THAT Stacey Bendet, who has made her alice+olivia line successful in just two years, is launching a men's cashmere line at Barneys this fall. The line is named anthony+mo after her two best guy friends . . . THAT **Nautica** has donated towels and hats to the lifeguards of the Town of Southampton for the summer . . . THAT comedy czarina Caroline Hirsch, NYC & Company's Jonathan Tisch and Alliance CEO Jarrod Moses are co-hosting a cocktail reception this Saturday at the oceanfront Hamptons home of Hirsch and Andrew Fox to kick off the First Annual New York Comedy Festival taking place this fall . . . THAT "Spider-Man 2," which opens Wednesday, got a big rave from both Roger Ebert and Variety, which predicts it will top the $800 million the original raked in.

Fallen soldier

RYAN Noel, the guitarist and bass player for buzzed-about electroclash band A.R.E. Weapons, has died of a heroin overdose. He was 29. Noel's body was found in the band's SoHo studio earlier this month, said bandmate Paul Sevigny. "The real tragedy is as far as anyone knew, he wasn't using," Sevigny said. "His life was going really well. He was really happy. It blindsided all of us." Noel was a semi-pro skateboarder who also played in the cult band Clikatat Ikatowi. Sevigny and bandmates Brain McPeck, Matt McAuley and Erik Rappin issued this statement: "Ryan is [bleeping] awesome." The band will pay tribute to their fallen comrade during their show at B.B. King's Blues Club on July 13.

Sightings

"THE Apprentice" runner-up Kwame Jackson enjoying a romantic dinner at Fiamma with Miss Ghana Menaye Donkor.

GRAPHIC: -Liz Hurley plays a game of skittles, a type of British nine-pins, at the Ampney Crucis Village Fete. The event was a fund-raiser for the churches and schools of Ambney Crusis, a small town in the Cotswolds, about 100 miles west of London, that can trace its history back to Roman times. [Barry Batchelor/PA/ABACA] -Jerry Seinfeld and his wife, Jessica (left), share a chopper ride to the Hamptons with Sarah Jessica Parker (center) and her sweet baby, James. [New York News Service] -Bijou Phillips; Beyonce Knowles -Liz Hurley plays a game of skittles, a type of British nine-pins, at the Ampney Crucis Village Fete. The event was a fund-raiser for the churches and schools of Ambney Crusis, a small town in the Cotswolds, about 100 miles west of London, that can trace its history back to Roman times. [Barry Batchelor/PA/ABACA] -Jerry Seinfeld and his wife, Jessica (left), share a chopper ride to the Hamptons with Sarah Jessica Parker (center) and her sweet baby, James. [New York News Service]

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MOVING ON; BELK LEAVING SOUTHGATE SHOPPING CENTER FOR LAKESIDE VILLAGE; PLANNING A BIGGER AND BETTER STORE The Ledger (Lakeland, FL) June 29, 2004, Tuesday

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The Ledger (Lakeland, FL)

June 29, 2004, Tuesday

SECTION: Business; Pg. E1

LENGTH: 539 words

HEADLINE: MOVING ON; BELK LEAVING SOUTHGATE SHOPPING CENTER FOR LAKESIDE VILLAGE; PLANNING A BIGGER AND BETTER STORE

BYLINE: RACHEL PLEASANT The Ledger

BODY:
LAKELAND

After 35 years in business in Lakeland's Southgate Shopping Center, Belk will close its doors Aug. 31.

The decision comes after Belk announced in May that it will be part of Lakeside Village -- the shopping center off Harden Boulevard in Lakeland scheduled to open in November 2005.

"We think Lakeside Village is going to be outstanding, and it will still service the customers that our old location did," said Lars Petersen, chairman of Belk's southern division based in Jacksonville.

The 35 employees at the Southgate location will have the option of going to work at the Belk in Lakeland Square mall or the Lakeside Village location. A few will be transferred to the Winter Haven store at 700 3rd St. S.W.

The department store is leaving behind a 20,000-square-foot spot in Southgate, which might be taken over by an office supply store.

"That's not completely incorrect," said Scott Crossman, president of Crossman & Co. in Orlando, which handles leasing at the shopping center.

Until all papers are signed, Crossman said he wouldn't disclose any specific information about the new tenant.

Though Belk had already decided to leave the spot, Crossman said rent would have increased if Belk had signed another lease agreement.

"We would have greatly increased rent for them to stay," Crossman said. "The rent they paid was contemplated a long time ago, and we would have adjusted it to market price. That's what we'll do for the new tenant."

Crossman said although shoppers might be sad to see Belk leave, Southgate might thrive from the change.

"The new tenant will do much higher sales per square foot, and the viability of the shopping center will

escalate," he said. "That affects everybody there."

Shoppers can expect the new tenant by the end of the year or early 2005, Crossman said.

Construction will be done at the vacated spot to make way for the new retailer, and Crossman & Co. is also considering updating the entire Southgate complex. Southgate, known for its sweeping arch and appearance in the 1990 movie "Edward Scissorhands," was built in 1957.

Meanwhile, Belk is planning a bigger and better store for Lakeside Village. The store will measure 75,000 square feet and will be a new prototype for Belk.

"There will be fewer walls and dividers, bright lighting and many new brands," Petersen said. "We'll carry Ralph Lauren, **Nautica,** Tommy Hilfiger. We'll be fully loaded with better brands, cosmetics and an extensive home section. It'll be at the level of a mall store, only more."

Though the Southgate location -- in a plaza, not an enclosed mall -- was unusual for Polk and much of Florida, Petersen said many Belks are located in open-air centers.

Belk's roots date to 1888, when William Henry Belk opened a small bargain store in Monroe, N.C.

In 1891, Belk's brother, John Belk, became a partner in the Monroe store. The company became Belk Brothers Co.

Today, Charlotte, N.C.-based Belk has about 230 stores in 13 states. The stores are privately owned and operated by the Belk families. Belk Inc. is the nation's largest privately owned department store organization.

Rachel Pleasant can be reached at rachel.pleasant@theledger.com or 863-802-7592.

GRAPHIC: DAVID MILLS/The Ledger: The Belk location at Southgate Shopping Center in Lakeland will close its doors Aug. 31 as it prepares to open a new store in Lakeside Village, which is scheduled to open in November 2005.

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Fashion + function: cute suits you can swim in really!; GetFit News Shape July 1, 2004

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July 1, 2004

SECTION: No. 11, Vol. 23; Pg. 110; ISSN: 0744-5121

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LENGTH: 313 words

HEADLINE: Fashion + function: cute suits you can swim in really!; GetFit News

BYLINE: Erasmus, Dinah

BODY:
When it comes to swimsuits, why invest in one or two tiny pieces of material that will likely fall off the moment you move a muscle? Whether you're hitting the beach for a game of volleyball or perfecting your stroke in the pool, these bathing beauties are primed for performance. Pick the one that's best for your figure and have fun in the sun, sand and surf.

1 **Nautica** nylon/Lycra bikini (top $ 42, bottom $ 40; www.**nautica**.com) has a bust-enhancing soft-cup top, while the racerback cut and boy-short bottom keep it all in place.

2 O'Neill "Surf Stripe" nylon/Lycra tankini (top $ 44, bottom $ 38; ronjons.com) features a built-in bra, and the camisole style provides just the right amount of support.

3 Aerin Rose nylon/spandex halter bikini (top $ 71, bottom $ 45; aerinrose.com) gives you a lift with its underwire construction and twin-strap closure. Comes in larger cup sizes (up to a size F equivalent).

4 Calvin Klein Swimwear nylon/Lycra bandeau tankini ($ 92; at Macy's West stores) adds shape on the top with a built-in bra, while the low-rise bottom lengthens your torso.

5 Sessa halter tankini ($ 79; 800-BUY-SWIM) has a ribbed fitted top with a built-in shelf bra and a high-waisted bottom that won't budge.

6 Speedo belted one-piece nylon/Lycra contour-back suit ($ 78; speedousa.com) is pretty and practical, with nautical side stripes for a slimming silhouette.

7 Tyr Sport "Sunset Splice" nylon/Lycra diamondback workout bikini ($ 54; 800-252-7878) has a sporty top and leg-elongating high-cut bottom.

8 Rip Curl "Ditto" nylon/Elastane bandeau bikini (top $ 36, bottom $ 40; ripcurl.com) offers a sleek top and belted boy short that hug your curves.

9 OMO Norma Kamali nylon/Lycra diamond bra and low-rise bottom (top, $ 65, bottom $ 95; 800-8-KAMALI) has a supportive halter top and a flirty skirt that hides your hips.

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Where & how to buy. Playboy July 1, 2004

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Playboy

July 1, 2004

SECTION: No. 7, Vol. 51; Pg. NA ; ISSN: 0032-1478

IAC-ACC-NO: 123449050

LENGTH: 464 words

HEADLINE: Where & how to buy.

BODY:
Below is a list of retailers and manufacturers you can contact for information on where to find this month's merchandise. To buy the apparel and equipment shown on pages 38, 43-44, 120-125, 126-127, 169 and 172-173, check the listings below to 1/2nd the stores nearest you.

GAMES

Page 38: Acclaim, acclaim.com. Activision, activision.com. Apex, apex.com. Atari, atari.com. Capcom, capcom.com. Microsoft, xbox.com. Midway, midway.com.

MANTRACK

Pages 43-44: BeoCenter 2, bang-olufsen.com. Jack Daniel's, jackdaniels.com. Persiano Ottone Solido, thechess store.com.

DOG DAYS OF SUMMER

Pages 120-125: Adidas, adidas.com. Akademiks, available at Bloomingdale's and Macy's. Anoname Jeans, available at the Bon Marche and Nordstrom. Avirex, avirex.com. Converse, available at Champs and Macy's nationwide. D&G, 212-965-8000. Eckored, eckounltd.com. Etnies, etnies.com. Geox, 877-862-2681. H&M, hm.com. House of Done, house ofdone.com. Jordan, jumpman23.com. Mavi Jeans, mavi.com. Oris, 914-347-oris. Parasuco, parasuco.com. Pony, 866-221-pony. Reebok I3, 800-reebok1. Rubin Chapelle, available at Barneys New York. Schott, available at Atrium and Michael K in NYC. Southshore Soldiers, southshoresoldiers.com. Swiss Army, available at Saks and Bloomingdale's. Timberland, timberland.com. Tommy Jeans, tommy.com. Trafalgar, available at Nordstrom and Neiman Marcus. Under Armour, underarmour.com. Varcity, 877-varcity. Via Spiga, available at Dillard's and select Dayton Hudson stores. Vokal, vokal.com. XOXO, 866-969-6444.

SKIN DEEP

Pages 126-127: Aramis, fine department stores. Art of Shaving, artofshaving.com. Axe, drugstores nationwide. Biotherm Homme, biotherm.com. Braun, braun.com. Calvin Klein, 800-715-4023. Clarins, clarins.com. Clinique, clinique .com. Creed, 212-228-1940. Echo Davidoff, zinodavidoff.com. Guerlain, fine department stores. King of Shaves, kingofshaves.com. Lacoste, lacoste.com. La Prairie, laprairie.com. Liz

Claiborne, fine department stores. **Nautica,** fine department stores. Sharps, sharpsusa.com. Zirh Prepare, zirh.com.

ON THE SCENE

Page 169: Ayers Leather Shops portable bar, ayersleather.com. Picnic Time Harmony wine case, picnictime.com. Oak folding rocking chair, every wherechair.com. Sully sand chair, charlestonbeachchair.com. Baby Q gas grill, webergrill.com.

POTPOURRI

Pages 172-173: Anti-Bush doormats, bushdoormat.com. Electra Townie bike, electrabike.com. Lightning Reaction and Shocking Roulette, shockingfun.com. Orka silicone oven mitt, isinorthamerica.com. Pinup Girl and Girl Playing Card cuff links, cufflinks.com. Pioneer AVIC-N1 navigation/entertainment system, pioneer electronics.com. Sporasub dive mask, sporasub.com. Suunto n3, suunto.com. Victorinox SwissMemory Plus, victorinox.com.

IAC-CREATE-DATE: October 21, 2004

LOAD-DATE: October 22, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text)
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Date/Time: Monday, July 3, 2006 - 12:44 PM EDT

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A BANNER DAYAMERICANS CONTINUE TO SHOW THEIR PATRIOTISM BY GOING RED, WHITE AND BLUE ON THE FOURTH OF JULY. Saint Paul Pioneer Press (Minnesota) July 3, 2004 Saturday CITY EDITION

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Saint Paul Pioneer Press (Minnesota)

July 3, 2004 Saturday CITY EDITION

SECTION: EXPRESS; Pg. E1

LENGTH: 252 words

HEADLINE: A BANNER DAY
AMERICANS CONTINUE TO SHOW THEIR PATRIOTISM BY GOING RED, WHITE AND BLUE ON THE FOURTH OF JULY.

BYLINE: ALLISON KAPLAN Pioneer Press

BODY:
Eighteen million Americans will travel over the Fourth of July weekend. Twenty million will attend a parade. And 49 million will go shopping.

Even though consumers own more flags and patriotic apparel than they did a year ago, they're still buying, according to a new survey from the National Retail Federation.

"Fourth of July sales have been very brisk -- much busier than last year," says Scott Burns, manager of Party City in West St. Paul. He attributes the strong interest, in part, to the holiday falling on a weekend when more people have time for parties. Small flags, patriotic paper plates, garlands and decorations are all hot sellers.

Next to Christmas, the Fourth of July is the most important outdoor decorating holiday, according to another recent survey from Unity Marketing, a firm specializing in consumer information for luxury marketers. Unity president Pam Danziger estimates 40 percent of American households will show their patriotic spirit over the weekend.

"More and more people are taking time out of their busy schedules to hang flags and banners, string lights and make centerpieces to create the mood for a party," Danziger says. "Decorating our homes for a holiday gives us an emotional boost."

Whether you're looking for a basic flag, a red-white-and-blue wind chime or a silky stars-and-stripes scarf, there's no shortage of ways to flaunt your patriotism. Here are some highlights.

Allison Kaplan can be reached at akaplan@ pioneerpress.com or 651-228-5116.

GRAPHIC: 8 photos

1. The flag looks fab as a washable silk scarf you can drape around your neck or wear as a belt, $32 from Echo at Marshall Field's.

2. This Esprit striped tube top might not be the best option for playing volleyball, but it's definitely chic, $39

at Marshall Field's.

3. Perfect for a patriotic pool party: Tommy Hilfiger red, white and blue swim trunks, $35 at Marshall Field's.

4. Fourth of July has become big for decorating. Just drape some flag garland, $6 at Party City, and put your drinks on ice in a stars-and-stripes party bucket, $3.39 at Target.

5.Lemonade is much more festive in a star glass from Pottery Barn, $19 for a set of four. But it's the sparkler straw that gives it pizzazz, $4 for a dozen at Pottery Barn.

6. Accessories are a great way to make a classy statement, like this leather bracelet from Ralph Lauren, available in red or blue, $32 at Marshall Field's.

7. Show your true colors in an American flag T-shirt, like this graphic print design from Tommy Hilfiger, $26 at Marshall Field's.

8. Dress the part in **Nautica** striped tankini top, $46, and blue boy short, $38, at Marshall Field's.

LOAD-DATE: August 29, 2005

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
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Date/Time: Monday, July 3, 2006 - 12:43 PM EDT

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CASUAL MALE'S HEAVYWEIGHT HOPESCLOTHING CHAIN SEEKS REVIVAL WITH ONE-TWO PUNCH The Boston Globe July 6, 2004, Tuesday

Copyright 2004 Globe Newspaper Company
The Boston Globe

July 6, 2004, Tuesday ,THIRD EDITION

SECTION: BUSINESS; Pg. A11

LENGTH: 924 words

HEADLINE: CASUAL MALE'S HEAVYWEIGHT HOPES
CLOTHING CHAIN SEEKS REVIVAL WITH ONE-TWO PUNCH

BYLINE: By Naomi Aoki, Globe Staff

BODY:
For years at Casual Male Big & Tall stores, there was scant evidence of the retailer's slogan: Think Big.

With nearly 500 stores, the chain was easily the nation's leading retailer for men it gently refers to as "big guys." But unlike other top retailers, Casual Male didn't advertise, its store layout (shirts on one rack, pants on another) was less than imaginative, and its sales were steadily slipping.

These days, however, the chain is under new management, and hopes are running high. Though the Canton company that operates Casual Male stores remains unprofitable, losing $12 million last year primarily because of charges related to closing other stores, the company is narrowing its losses, and sales at Casual Male stores open more than a year are rising.

One big (and tall) reason: George Foreman. A superstar among celebrity endorsers, the former heavyweight boxing champ signed on a year ago to pitch the chain and introduce his namesake clothing lines. While Foreman is the public face of Casual Male's overhaul, he's only half of the management's one-two punch to turn around the chain.

Behind the scenes, Casual Male has struck deals with Polo Ralph Lauren, **Nautica,** and Calvin Klein, and is pouring $18 million into freshening up stores with new paint, fixtures, and layouts. The company also increased its marketing budget to nearly $26 million this year from $20 million last year. And in coming weeks, it will replace an antiquated inventory management system with a state-of-the-art setup that executives project will save the chain $5 million a year.

"At this point, the management would have to make a heroic effort not to succeed," said Gary M. Giblen, director of research at CL King & Associates. "There's a burgeoning market for big and tall. There's no concerted competition in this space, and they have good initiatives in place."

Two years ago, when the company's new management bought Casual Male for $170 million out of bankruptcy, it was a dinosaur in the retail world. Its inventory systems were outdated. Stores were rundown. Its racks were stocked with unknown labels such as Harbor Bay. It was losing customers.

But on paper, the retailer seemed to have a surefire opportunity to dominate a fragmented industry of mostly mom-and-pop rivals. Big and tall men roughly 10 percent of the population are classified as being over 6 feet 4 inches tall, or having waist sizes of 42 inches or more. Among its biggest competitors is Rochester Big and Tall, with more than 20 stores in 12 states, compared to Casual Male's 485 stores in 44 states.

Though competition from retailers like Wal-Mart, Men's Wearhouse, and JC Penney was growing, their selection of big-and-tall clothing remained limited. With roughly $320 million in annual sales in a nearly $6 billion industry, the new management reasoned there was room to grow.

"Just because you're the only one doesn't mean that you're good at what you do," said David A. Levin, Casual Male Retail Group Inc.'s chief executive. "Our challenge is to get people back in the store."

At the time of the acquisition in May 2002, the retail group was known as Designs Inc. and it sold Levi's and Dockers clothing in about 100 outlet-mall stores. It also operated stores selling hip-hop brand Ecko. Within months of buying the Casual Male chain from shoe company J. Baker Inc., however, the new management decided to exit its other businesses to focus on the big-and-tall market. It changed its name, and crafted a three-year turnaround plan.

Key to that plan was a marketing push to overhaul the brand's image. The company asked customers to pick the ideal pitchman from a list of 10 big-and-tall celebrities, and the result was overwhelmingly in favor of Foreman.

The boxer's smiling face graces the cover of most of Casual Male's catalogs. Stores are decorated with standing cutouts of Foreman and banners with the exhortation, "Get Into Your Comfort Zone." Late night hosts Jay Leno and David Letterman have both poked fun at the partnership.

Sales of the chain's waist-relaxer pant, which stretches in the waist by as much as 4 inches, increased 50 percent after adopting the George Foreman brand name. Sales of its polo shirt increased threefold when it became part of the George Foreman collection. This spring, sales of the George Foreman line accounted for 15 percent of the business.

Sales at stores open at least a year a key measure of a retailer's health rose in the last quarter of the 2003 fiscal year and again in the first quarter of this year. Still, it's too early to tell whether the turnaround strategy is a winner. Under new management, sales at Casual Male stores fell to $319 million last year from $329 million in 2002 and $332 million in 2001.

Foreman's appeal is wasted on Dave Hingsburger, a longtime Casual Male customer. But the changes in the store aren't for naught. Hingsburger said the additional color, broader selection, and better presentation make the stores "more boutiquey." As for mainstream retailers offering more big-and-tall clothing, the 51-year-old size 6X who travels from Canada to shop Casual Male is less than impressed.

"This is dressing," he said, pointing to a selection of cotton and knit shirts at a Casual Male store in Dedham last week. "That's upholstery."

Naomi Aoki can be reached at naoki@globe.com.

GRAPHIC: PHOTO CHART

LOAD-DATE: July 6, 2004

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SHOESTRING SHOPPING GUIDE The Toronto Star July 10, 2004 Saturday

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The Toronto Star

July 10, 2004 Saturday

SECTION: SHOPPING; Pg. M05

LENGTH: 479 words

HEADLINE: SHOESTRING SHOPPING GUIDE

BODY:

CRAWFORD BOYS

Summer Sale

This store specializes in upscale casual and dress clothing for boys ages 4 to 16. Prices are reduced now from 30 to 50 per cent on all seasonal casual wear, shorts and cargo pants from Tommy Hilfiger, **Nautica,** Point Zero and Perry Ellis. The store has a large selection of husky sizes. Alterations done on premises.

Location: 508A Lawrence Ave. W., Toronto (Lawrence Plaza, northwest corner of Lawrence and Bathurst St.), 416-782-8137, wwwcrawfordboys.com.

Hours: Till Aug. 8, Monday, Tuesday, Thursday, Friday and Saturday 10 a.m. to 6 p.m., Wednesday to 9 p.m., Sunday closed.

REVLON

Warehouse Sale

Stock up at this huge sale of Revlon and Almay products. You'll find up to 80 per cent off on fragrances, beauty care products and cosmetics. Revlon also has a store that you can visit through the week for beauty bargains.

Location: International Centre, Hall 6, 6900 Airport Rd., Mississauga, 905-276-4500, ext. 273; store located at 2501 Stanfield Rd., Mississauga, 905-897-6515.

Hours: Till July 18, Wednesday to Friday 11 a.m. to 8 p.m., Saturday 10 a.m. to 5 p.m., Sunday noon to 5 p.m., closed Monday and Tuesday.

CANALITE

Anniversary Sale

Take advantage of this 16th anniversary sale to buy luxurious 350-thread-count Egyptian cotton sheet sets at low prices. Queen sheet sets or duvet covers, with two shams, are $99.99 and available in eight fashion

colours. A queen-size Alaska premium white goose down duvet, 350-thread count and four-season weight, is $180.

Location: 52 West Beaver Creek Rd., Unit 8, Richmond Hill (north of Highway 7, west of Leslie St.), 905-886-2370.

Hours: Until July 24, Monday to Saturday 10 a.m. to 6 p.m., Thursday to 7 p.m.

EAST PORT MFG.

Summer Warehouse Sale

Home decor enthusiasts should arrive early for the door crasher specials on high-quality chenille chair pads, four for $24 and Ultrasuede designer cushions with trim, only $10. There are table runners at $6 and draperies and window valances at 50 per cent off retail. Bargain prices also on drapery and upholstery fabric. Three days only.

Location: 1151 Gorham St. Unit 5 & 6, Newmarket (Leslie St. and Gorham St., south of Davis Dr.), 1-800-392-8491.

Hours: July 15 and 16, 9 a.m. to 6 p.m.; July 17, 9 a.m. to 4 p.m.

PRECIOUS CREATIONS

Summer Sale

Stock up on socks and tights at 25 per cent off. You'll see lots of fun stripes and funky patterns for adults and children. Save 35 per cent off by purchasing three or more. The sale also has men's and ladies' SKINY undergarments (buy one get one free), Mondor yoga wear at 25 per cent off and Triumph bras at 25 per cent off.

Location: 341 Spadina Ave., Toronto (northeast corner of Spadina Ave. and Baldwin), 416-593-0297.

Hours: Monday to Saturday 9: 30 a.m. to 6: 30 p.m., Sunday 11 a.m. to 5 p.m.

Compiled by Cathie Mostowyk, Linda Sherman and Lauren

Mostowyk. Please check our new Web site, www.shoestringshop ping.com

LOAD-DATE: July 10, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)
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Back up the truck Chicago Tribune July 13, 2004 Tuesday

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Chicago Tribune

July 13, 2004 Tuesday
RedEye Edition

SECTION: Pg. 17

LENGTH: 310 words

HEADLINE: Back up the truck

BODY:

When the stars come out to play Wednesday for ESPN's 12th annual ESPY Awards show in Los Angeles, they'll get plenty of toys. Here are the real goodies inside the presenters' gift bag:

- Lasik eye surgery

- Extreme Vodka bar set and one-year in-home bar

- Bobbi Brown Beach Survival Kit

- State of the Art teeth whitening

- Premium soy wax candle and Candle of the Month Club

- New vintage Chuck Taylors (with slides and socks)

- $150 gift certificate for the Crustacean restaurant in Las Vegas

- Complimentary annual Delta Airlines Crown Room Club membership

- Bath & Body gift bag, including Lip Venom and Buttercream

- Three-club tour and one day of training at ESPN's Golf Schools

Spa facial kits, sports masques and golf spa experience in Arizona

- One-year unlimited video game rental membership with Gamefly

- Giorgio Armani Mania for Men, Mania for Women, after-shave balm and shower gel set

- Trivial Pursuit DVD, Game of Life, Wheel of Fortune Live Play and more board games from Hasbro

- One Invicta Lupah wristwatch

- One Jamba Juice per week for one year

- GMX2.1 speaker system

- VIP tours, tasting and wine club invitation to California's Lancaster Estates

- Handcrafted Lois Hill designer jewelry

- Donna Karan and **Nautica** sunglasses

- One year of free 90-minute massages at L.A.'s Massage Center

- 12 McDonald's premium salad gift cards and Venus Williams-designed hats

- Renzi custom shirt

- A Mitchell & Ness authentic throwback jerseys

Norelco Cool Skin 7775X cordless shaver

Dr. Nicholas Perricone's doctor bag with skin-care products, DVD and "The Perricone Prescription" book

- One-year bi-coastal membership at the L.A. Sports Club

- SkinKlinic skin consultation and IPL treatment

- One-year VIP membership to Hollywood's Spider Club

- Sprayology vitamin healthy travel kit

- Under Armour Torrid fleece jacket and hat

- Zero Haliburton luggage

- A Zirh shaving kit and robe

NOTES: CHATTER

GRAPHIC: PHOTO: (Spa facial.)

PHOTO: (Norelco Cool Skin 7775X cordless shaver.)

PHOTO (color): ("The Perricone Prescription" book cover.)
PHOTOS 3

LOAD-DATE: July 14, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)
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DISCOUNT PRICES, FANCY KITCHENWARE The Arizona Republic (Phoenix) July 14, 2004 Wednesday Final chaser Edition

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The Arizona Republic (Phoenix)

July 14, 2004 Wednesday Final chaser Edition

SECTION: FOOD&DRINK; KITCHEN STORE; Pg. 4F

LENGTH: 322 words

HEADLINE: DISCOUNT PRICES, FANCY KITCHENWARE

BYLINE: By Meghan Pembleton, The Arizona Republic

BODY:
Whether you need a fancy serving dish, a few extra dinner plates for houseguests or even a new set of flatware, some Valley stores offer a great selection of kitchen gear at a fraction of what you'd pay in department stores or even discount chains. Here's the scoop on a few and a peek at what we found on recent visits.

Mega Marshalls/HomeGoods

Sure, there are Marshalls stores all over the Valley, but in most of them, kitchen stuff is relegated to a few overcrowded aisles at the back of the store. Only the Mega Marshalls at Desert Ridge devotes more than half the store to housewares. You'll find aisle after aisle of high-end cookware, dinnerware and serving pieces from brands such as Cuisinart, Calphalon and **Nautica,** all at 20 to 60 percent off department or specialty-store prices. Don't skip the clearance racks, either. On a recent trip, we found a $100 Chantal teakettle marked down from $50 to $36.

DETAILS: Desert Ridge Marketplace, Loop 101 and Tatum Boulevard, Phoenix, (480) 473-2127.

Big Lots

If you're setting up your first kitchen, you can't do better than Big Lots. Small appliances such as toasters and coffeemakers cost less than $20, dinnerware sets for four start at $11.99, and baking pans are $3.99. Styles are similar to what you'd find at the mall.

DETAILS: 20 or so Valley stores, 10 with furniture departments. Visit www.biglots.com for locations.

Greenbacks/Dollar Tree

Having a dinner party? Check out Greenbacks (recently bought by Dollar Tree) for inexpensive place settings. We found stylish plates, bowls, glassware, fabric place mats and lots of plastic resealable containers. There's a wall of kitchen gadgets and linens, and a great selection of plastic dinnerware for the patio or pool area. And absolutely everything is $1 or less.

DETAILS: Visit www.dollartree.com to find dozens of Valley locations.

/

Reach the reporter at (602)444-8160.

GRAPHIC: 1) The modern circle pattern and retro colors on this 50-cent drinking glass (left) from Dollar Tree remind us of this similar acrylic tumbler for $2.95 at Crate & Barrel. 2) A 20-piece stainless steel flatware set (left) with display caddy, $9.99 at Big Lots, is similar to a $44.95 set from Sur la Table, right down to the decorative embellishment on the handle.

LOAD-DATE: August 30, 2005

Source: News & Business > Combined Sources > News, All (English, Full Text)
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Winter weekend away The Sunday Telegraph (Sydney, Australia) July 18, 2004 Sunday

Copyright 2004 Nationwide News Pty Limited
The Sunday Telegraph (Sydney, Australia)

July 18, 2004 Sunday

SECTION: FEATURES; FashionBodey; Pg. S10

LENGTH: 282 words

HEADLINE: Winter weekend away

SOURCE: MATP

BYLINE: EMMA BRIDGE

BODY:
Get packing - you can't go wrong with this gorgeous collection of must-haves. Styled by Emma Bridge.

Girls Red Belted Cardi by David Lawrence, $229

Girls Levis Skinny Leg Jeans, $145

Unforgettable Places To See Before You Die by $49.95, Steve Daley, BBC Books. Available from David Jones

Keep warm with an Accessorize Bronzed Patterned Wrap, $110.95

Kookai deep V-neck top in lavender, $29

Guys Fawn **Nautica** Jacket, $199.95

Men's sexy Chocolate Beret from Tuchuzy $19.95

Cute Mickey Mouse Men's Tee from Tuchuzy, $55

Guys cool Jag Jeans, $120

Pack all you need in your gorgeous Ginger & Smart Vintage Weekender - available in various colours, $690

Natio Green Tea and Amla Moisturising Shampoo, $9.95 and Conditioner, $10.95

Perfect for skiers, Hamilton Quadblock gives 30+ protection in extreme conditions,$14.95

Snuggly Lovable Ugg Boots in Chocolate, $74.95

Dr. Hauschka Daily Face Care Travel Kit, $39.95, is the ideal travel, companion, easy to pack away in your purse or suitcase. This kit contains: Cleansing Cream; Cleansing Milk; Facial Toner; Moisturising Day Cream; Rose Day Cream; Quince Day Cream

Yardley Apothary Turn up the Heat Warming Body Scrub, $16.95

STOCKISTS

Accessorize 1800 002 166

David Jones 133 357

David Lawrence 1800 100 366

Dr.Hauschka (02) 9818 6119

Ginger & Smart (02) 9380 8900

Hamilton Available from selected pharmacies

Jag (03) 9420 8444

Kookai (03) 9804 7906

Levis 1800 625 603

Lovable (02) 9316 2844

Natio Available from Myer, David Jones and selected pharmacies

Nautica (02) 9316 2800

Tuchuzy (02) 9365 5371

Yardley (02) 9315 9366

LOAD-DATE: July 17, 2004

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PARTYING ON PARK. HFN The Weekly Newspaper for the Home Furnishing Network July 19, 2004

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HFN The Weekly Newspaper for the Home Furnishing Network

July 19, 2004

SECTION: Pg. 54 ; ISSN: 1082-0310

IAC-ACC-NO: 119668975

LENGTH: 87 words

HEADLINE: PARTYING ON PARK.

BYLINE: Devine, Michael D.

BODY:
Byline: Michael D. Devine

A recent summer fete was held on the Park Avenue penthouse terrace of designer David Chu of **Nautica** fame. The evening was highlighted by an opportunity for guests to tour Chu's apartment and art collection while nibbling on creations from world-renowned chef Daniel Boulud's restaurant, Daniel.

Caption(s): Designer David Chu / Sarah Medford, left, of Town & Country and author Pilar Viladas / Mario Lopez-Cordero of House Beautiful / Valerie Steel of FIT / Tori Mike of Domino magazine

IAC-CREATE-DATE: December 6, 2004

LOAD-DATE: December 07, 2004

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Dockers rumors mean zip, says VF The San Francisco Chronicle JULY 22, 2004, THURSDAY,

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San Francisco Chronicle

The San Francisco Chronicle

JULY 22, 2004, THURSDAY, FINAL EDITION

SECTION: BUSINESS; Pg. C1

LENGTH: 405 words

HEADLINE: Dockers rumors mean zip, says VF

SOURCE: Chronicle Staff Writer

BYLINE: Jenny Strasburg

BODY:
VF Corp., the world's largest jeansmaker, on Wednesday dismissed speculation that it's bidding for the Dockers casual-pants brand that rival Levi Strauss & Co. of San Francisco is trying to sell.

"That probably wouldn't be one at the top of our list," though VF has "looked at" the Dockers brand, VF Chairman and Chief Executive Officer Mackey McDonald said on an earnings call in response to questions about whether Dockers fits the firm's acquisition plans.

VF of Greensboro, N.C., had been considered a leading contender for Dockers since May, when Levi's announced its sale intentions.

Shedding Dockers, which is widely valued between about $500 million and $1 billion, could help Levi's pay down a portion of its $1.96 billion in debt. The company hopes to focus on expanding its discount-store Levi Strauss Signature brand and struggling Levi's jeans.

VF's broad portfolio includes such brands as Lee, Wrangler, Vanity Fair and JanSport. The $5.2 billion-a-year company recently has added North Face, Vans and **Nautica.**

On a call awaited by Wall Street analysts and bond traders who follow Levi's, McDonald said Wednesday morning that VF is taking a "focused, disciplined" approach to further acquisitions. He stressed that VF wants lifestyle brands -- a term for image-driven labels that cut across numerous categories such as apparel, home furnishings and sporting goods. The Dockers label appears on sheet sets and luggage but is best known as the leader in men's casual pants.

Levi's bonds declined slightly Wednesday, sources said. The bonds in recent months have been on a steady climb in part because of optimism about the Dockers sale.

"I think that the VF news kind of spooked people a little bit," though confidence remained that the Dockers sale is progressing, said Alexis Gold, a CIBC World Markets analyst who tracks Levi's. She does not own Levi's bonds, and her firm does not have a banking relationship with the company.

Wall Street sources said that with VF out of the picture, companies considered the best candidates to buy Dockers include the Jones Apparel Group Inc. of Bristol, Pa., and Hong Kong apparel sourcing giant Li & Fung. Jones has said that it is considering several acquisitions, but a spokeswoman declined further comment Wednesday. Li & Fung's U.S. office did not return a call seeking comment.E-mail Jenny Strasburg at jstrasburg@sfchronicle.com.

LOAD-DATE: July 22, 2004

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No-fuss curry meals New Straits Times (Malaysia) July 24, 2004, Saturday

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New Straits Times (Malaysia)

July 24, 2004, Saturday

SECTION: Style; Brand new; Pg. 5

LENGTH: 413 words

HEADLINE: No-fuss curry meals

BYLINE: By Hisham Harun

BODY:
HERE'S instant help when you're hungry; the Ashoka ready-to-eat vegetarian curries.

There are 10 rich dishes to choose from, depending on whether you like beans, lentils, peas, potato, yam, spinach or other vegetables.

All you'd need to do is dip the foil packet in a bowl of boiling water or pop the contents into a microwave oven for two minutes and your piping hot dish of authentic Indian curry is ready to eat with rice or bread.

Retailing at RM4.30 per packet, Ashoka's curries are distributed by Bhagwansingh Melasingh Sdn Bhd and are available at hypermarkets and supermarkets as well as selected stores in major towns.

WHETHER you like the lace-up or slip-on types, Bonia Uomo has the right kind of shoes for you. The brand's latest collection of classic men's shoes features them in several designs. Those who prefer buckle designs have not been overlooked. One particularly smart model offers the square-toes cut.

The shoes are of fine leather, so you can look stylish and suave in them. What's more, the advance insole with massage features is designed to give all-day comfort.

Priced at RM289 per pair, this new line, which comes mainly in classic black, is available at selected Bonia boutiques and leading department stores.

HAVE you noticed how the numerals on watches have gone from small to really huge? You generally have either small numbers on the face or big, bold ones which double up as a fashion statement.

Now, **Nautica,** the label known for its sportswear, has, via its timepieces division, come up with numerals that tick on the middle path. The numbers are just the right size. But the circular face is a oversized,

in keeping with the contemporary look.

The BFC 46 straps are available in a wide range of colours including navy and black, while the timepiece faces come in golden hue, ebony black or silvery tones.

The watches are priced at RM429 each.

SEEING how sharks swim so smoothly, Speedo, with the help of the London Natural History Museum, conducted a study which included examining the skin texture of the fish and its movements through water.

It was discovered that the shape and feel of the shark's denticles varies across its body to manage the flow of water.

After more than four years of advanced testing and analysis, Speedo has come up with the Fastskin FsII which was recently launched in Athens.

So, if you want to swim like the Man from Atlantis, you know what to do!

LOAD-DATE: July 25, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)
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Licensing lessons at Showtime Home Textiles Today July 26, 2004

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Home Textiles Today

July 26, 2004

SECTION: News; Pg. 4

LENGTH: 528 words

HEADLINE: Licensing lessons at Showtime

BYLINE: By Staff

BODY:
HIGH POINT, N.C. -- Licensing -- it's not all beer and skittles.

More, it takes a lot of work, trust and communication to make the results pay out the way the licensor and the myriad licensees feel the program should work.

And each side of the licensing scenario has different approaches and expectations, ranging from product to distribution challenges.

But for the more successful of the programs, a straightforward contract, close communication, and understanding the goals at the front-end are key elements to success.

These were the conclusions identified by a roundtable panel during Showtime, sponsored by the International Textile Market Association.

Panel members for "Licensing: Brand Building or Gimmick?" were Megan Gunn, senior licensing manager for Waverly; Andy Pacuk, senior vice president, The Robert Allen Group; Scott Ballard, vice president, sales, Lexington Home Brands; Rob Casey, vice president, Ralph Lauren Home at Henredon; and Joie Wilson of Marketplace, a licensing agency. Carole Sloan, founding editor-in-chief of Home Textiles Today, was the moderator.

One key element, the licensees agreed, was that the brand or license knew better than they what the image should be.

Said Ballard, "It would be foolish to think we can do **Nautica** better than David Chu. But there has to be a lot of give and take, and occasionally there will be lines drawn in the sand."

From a licensor's perspective, Gunn said that Waverly, with some 50 licensees, "looks at each relationship as different and unique. We are partnering with a specialist in that particular business." And for Waverly, those businesses run the gamut from home textiles and furniture to paints and publishing.

And in terms of the distribution challenges, Gunn observed that Target, the licensee in the discount department store segment, works from the company's archives, while new product is distributed among other channels.

Brand message is key to licensing success, said Wilson who represents the "Antiques Road Show" TV program. With an audience of that dimension, she noted, there is immediate identification with the product.

But as the distribution challenge becomes more acute, licensors are challenged in terms of with whom and how they ally themselves. Discussing the Ralph Lauren Home perspective, Casey noted, "They have different silos, and it is a collaborative effort in resolving these issues."

For Lexington, "We have a multi-tier approach, and we are pushing our independent retailer base upwards. We're opening distribution by points of view by license." Lexington's licensees include Bob Timberlake, Tommy Bahama, **Nautica,** Waverly, and Liz Claiborne.

Distribution and product design also are interrelated, said Casey. At Ralph Lauren Home, which is known for its minute oversight of all product, "We're more push than pull. If we get them focused on royalty revenue potential within reason, it becomes less dogmatic."

And as the Ralph Lauren Home concept evolves, "There is dedicated distribution for the Polo stores and the department stores." And in the furniture world, there also are the specific high-end furniture stores, he said.

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Inside the entourage: the stars of HBO's new series hit the Playboy Mansion with style and flair; fashion
Playboy August 1, 2004

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August 1, 2004

SECTION: No. 8, Vol. 51; Pg. 106 ; ISSN: 0032-1478

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LENGTH: 715 words

HEADLINE: Inside the entourage: the stars of HBO's new series hit the Playboy Mansion with style and flair; fashion

BYLINE: De Acetis, Joseph

BODY:
CLOCKWISE FROM FRONT RIGHT: Before Jeremy Piven played the weaselly dean in Old School, he was under fire in Black Hawk Down, starred in TV's Ellen and stole scenes in Rush Hour 2, Serendipity and Runaway Jury. In Entourage he's a high-powered agent; here he's in a suit ($ 2,395), shirt ($ 295) and tie ($ 170), all by gianluca isaia, and a belt by ted baker london ($ 70). Adrian Grenier is Vince, around whom the entourage gathers. He's in a suit by claiborne ($ 229), a shirt by Studio chereskin ($ 80) and a belt by torino belts ($ 75). Kevin Connolly is in a blazer ($ 295), shirt ($ 125) and jeans ($ 135), all by hugo hugo boss. Kevin Dillon is in a jacket by jack victor ($ 495), a shirt by claiborne ($ 79) and jeans by j. crew ($ 75). Jerry Ferrara is in a suit by perry Ellis ($ 400) and a shirt by blue guru ($ 65).

PHOTOGRAPHY BY ANTOINE VERGLAS PRODUCED BY jennifer ryan jones

Entourage tracks a group of buddies making their way through Hollywood after one of them--Vince, played by Grenier--makes it. At right, Grenier reaches for his smokes in a suit ($ 1,050) and op-art shirt ($ 165) by just cavalli and a belt by torino belts ($ 79). His shoes--with double-buckle monk straps--are by kenneth cole ($ 175). Our starlet is in a corset by chantal thomasS for la petite coquette ($ 440), a skirt by dubuc ($ 330), lace-top stay-ups by wolford ($ 48) and a rhinestone Rabbit Head necklace by playboy jewelry ($ 30). Taking his role literally is Connolly, who plays Eric, one of the guys trying to keep Vince grounded. He's in a suit by d&g ($ 775), a shirt by c.p. company ($ 200) and shoes by j.m. Weston ($ 980). His belt is by johnston & Murphy ($ 55).

Agents will talk about buzz and box office, but there's only one sure sign you've made it in Hollywood: getting invited to a party at the Playboy Mansion. FROM LEFT: Piven wears a suit ($ 495), shirt ($ 75) and tie ($ 68), all by john bartlett. His brown leather belt, by torino belts ($ 79), has a nickel-plated brass buckle. Our beautiful lingerette is in a sheer slip ($ 210), bra ($ 149) and matching thong ($ 90), all by la perla black label. Her boots are by stuart weitzman ($ 400). Grenier wears a sharkskin suit ($ 2,350) and shirt ($ 345) by ron-N-ron and a pocket square by john bartlett ($ 25). Connolly is in a suit by ted baker endurance ($ 595), a shirt by ted baker london ($ 145) and loafers by **nautica** footwear ($ 100).

Getting a Hef's-eye view of the world are Ferrara (left) and Dillon. Ferrara, who plays a good-timer named

Turtle on the show, is decked out in pin-striped trousers ($ 200), sports jacket ($ 300), contrasting-collar shirt ($ 125) and tie ($ 95), all by marc ecko collection. His newsboy cap is by country gentleman ($ 33), and his shoes are by diesel footwear ($ 130); his stainless watch is by seiko ($ 395). Dillon, who fills the role of Vince's would-be-actor brother, is wearing a sports coat ($ 495) and velvet turtleneck ($ 150) by arnold brant. His pants are by marc ecko collection ($ 150). Bunzilla's slip ($ 210) and thong ($ 90) are by la perla black label, and her rock-steady stilettos are by zang toi ($ 600).

Chin up, chest out: Grenier experiences the joys of a well-made couch, Playboy Mansion-style. He's in a stretch cotton suit by studio chereskin ($ 750) and a silk shirt by versace ($ 1,165). La Dolce Rita is in an embroidered corset by belinda's design for la petite coquette ($ 415), boy shorts by aubade for la petite coquette ($ 69) and gold chandelier earrings by devon sedlacek ($ 160).

FROM LEFT: Grenier lends his buddy a hand in a suit by lubiam ($ 995) and a striped shirt by j. crew ($ 65). Few people--Connolly not among them, obviously--are easily persuaded to leave the Mansion after a heavy night of partying with Playmates. Connolly is in a pin-striped suit by christopher deane ($ 657), a shirt by renE lezard ($ 175) and a cognac belt by torino belts ($ 75). Ferrara wears a three-button jacket by marc ecko collection ($ 500), a hooded sweater by ted baker LONDON ($ 165), cargo pants by guess ($ 79) and a stainless diver's watch by tag heuer ($ 2,800). Dillon is in a black suit ($ 1,100) and optic-pattern shirt ($ 175) by renE lezard and a tie by dolcepunta ($ 125). Thanks for sharing the dream, boys.

IAC-CREATE-DATE: October 21, 2004

LOAD-DATE: October 22, 2004

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Complex adding new stores, targeting the local shopper The York Dispatch (York, PA) August 2, 2004 Monday

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The York Dispatch (York, PA)

August 2, 2004 Monday

SECTION: BUSINESS

LENGTH: 890 words

HEADLINE: Complex adding new stores, targeting the local shopper

BYLINE: By ELLEN LYON The [Harrisburg] Patriot-News

DATELINE: HERSHEY

BODY:
In its 10th anniversary year, The Outlets at Hershey is undergoing a rebirth of sorts with some new tenants and a new marketing strategy.

"We've been kind of the quiet secret in the market. More and more people are finding us, and as they do the better retailers are finding us," said David Ober, vice president of leasing at LMS Commercial Real Estate, owner of Property Management Alternatives Inc., which manages the outlet center.

Ober also is a general partner in PA Outlet Center LP, a partnership that controls the larger Rockvale Square Outlets near Lancaster. He plans to cross-market the Rockvale operation with the Hershey center.

New stores: Two years ago, the 245,000-square-foot Hershey outlets, owned by FSH Associates LP, had about 50 stores and an 82 percent occupancy rate, Ober said. This summer, he said, the center is up to 58 stores and 96 percent occupancy.

The tenant mix also has improved with some high-end additions, such as Tommy Hilfiger, which opened last month. The center already had outlet stores for designers Liz Claiborne, **Nautica,** Jones New York and Jones New York Country.

The advantage of an outlet store is that while Liz Claiborne fans might find a few racks of the designer's clothing in a department store, they will find 10,000 square feet of merchandise at the outlet center, he said.

Other new tenants this summer include Aerosoles and a Bible Factory Outlet. Brooks Brothers and Strasburg Children's are negotiating to open stores in the center, Ober said.

Some existing tenants have moved to larger quarters within the center. Dress Barn is relocating from an 8,100-square-foot store to 9,500 square feet, he said.

Targeting shoppers: The center's average shopper is a married woman with children and a household income of $63,000 a year, Ober said. The second-largest demographic group is over age 55 with grandchildren.

To better serve those customers, the center added a playground for children 18 months ago.

The center is pursuing a new marketing strategy that targets local older residents who make up 70 percent of the center's approximately 3.8 million shoppers each year.

Ober noted that within a five-mile radius of the center, the average annual household income is $71,000, with one out of every five households making $100,000.

Nearly 80 percent of the center's marketing budget now goes to local advertising, much of it on television, radio and billboards, Ober said.

Two years ago, the reverse was true, with 80 percent of the budget targeted at the 30 percent of the center's shoppers who are tourists, he said.

The center is not abandoning the tourist market, though.

People who attend the dolphin show at Hersheypark get a coupon for use at the outlet center, and the center works with Hershey Lodge and Convention Center and The Hotel Hershey, Ober said.

About 700 tour buses visit the Hershey outlets each year, a number Ober said he would like to double.

The outlet industry continues to thrive after a booming decade in the 1990s, when estimated total sales reached $14.3 billion in 1999, according to the outlet trade journal Value Retail News.

"It was everybody coming into the business. It was sort of the new kid on the block," said Linda Humphers, editor in chief of Value Retail News.

In 1995, the number of outlet centers nationwide reached a peak of 543, with 11,137 stores, according to the trade journal.

Since then, the number of outlet centers has dropped to 383 because of manufacturer consolidations and competition, but the number of outlet stores has steadily increased to about 14,000, Humphers said.

Only a few outlet centers open each year now, mostly near metropolitan areas, compared to about 15 a year in the 1990s, noted Randy Marks, publisher of "Outletbound -- A Guide to the Nation's Best Outlets." Some existing centers are being enlarged.

Outlet centers have evolved to offer better customer service and greater selection, rather than just the leftovers, seconds and irregulars with which they were associated in the past, he said.

They also have improved in appearance, in some cases resembling traditional shopping malls.

The biggest trend is toward high-end, luxury-brand outlet stores that give designers such as Versace and Chanel access to more customers, Marks said.

"What's great about the outlets is there are a lot of people that would be afraid to go into a Chanel store ... but when you go into an outlet you're less intimidated," he said.

To stay competitive, outlet centers will need to continue reinventing themselves through remodeling, promotions and expanded offerings, said Ellen Tolley, a spokeswoman with the National Retail Federation in Washington, D.C.

For consumers today, convenience and selection may be more important than price, although some people consider bargain shopping a sport, Tolley said.

The industry has taken note of the changes in Hershey, including its cross-marketing with Rockvale, which

is ranked one of the top 25 outlet centers for performance by the Outlet Retail Merchants' Association.

"I think the owners are doing a really interesting job of linking the two [outlet centers]," Humphers said. "These owners are willing to spend the money to turn [Hershey] into a place where people want to shop. ... That's exactly what it takes."

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Atlantic Avenue survives in changing times Courier-Post (Cherry Hill, NJ) August 2, 2004 Monday X Edition

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August 2, 2004 Monday X Edition

SECTION: Pg. 1G

LENGTH: 1123 words

HEADLINE: Atlantic Avenue survives in changing times

BYLINE: ,Staff

BODY:
Editor's note: Atlantic City is celebrating its 150th anniversary this year. In recognition, the Courier-Post is examining the city through the lens of one of its most recognizable symbols: Monopoly. Next week, we'll visit Marvin Gardens and Ventnor Avenue.

By JASON NARK

Courier-Post Staff ATLANTIC CITY

Tourists and gamblers these days often pass Atlantic Avenue on their way to the more glamorous and scenic trappings of the boardwalk and casinos.

While the arrival of the casinos in the late '70s gave the city an economic heart transplant, it also created a paradox for Atlantic Avenue and other streets.

Like the ocean it's named after, the street's prosperity as the city's main business district depends on the ebb and flow of casino-, convention- and beach-goers.

Yet, noted Robert E. Ruffolo, owner of Princeton Antiques and Books, "There's very few of the Atlantic Avenue businesses that receive the tourist dollar. Still, if all the casinos closed tomorrow, there wouldn't be another business left on Atlantic Avenue.'

On a typical weekday, the street is filled primarily with locals as they shop for clothes, get a haircut or grab lunch. Intermingled with the dozens of small businesses are firehouses, churches and a bus terminal -- many of the things that make up life in any city.

"This is called "The Avenue,' ' said T. Tuff Jackson, a 31-year city resident, as he visited the Bike World store. "This is where people around do all their business.'

Atlantic is one of six streets in the city named after the world's oceans and seas by Dr. Jonathan Pitney, the physician dubbed the father of Atlantic City.

About 75 years later, the street became the first yellow property on the Parker Brothers' Atlantic City-theme board game, Monopoly.

From the city's inception as a seaside destination, Atlantic Avenue coupled with the boardwalk to offer amenities to the throngs of tourists and convention-goers.

The first commercial hotel, the Belloe House, was built in 1853 at the corner of Massachusetts and Atlantic avenues. It closed in 1902. The United States Hotel took up a full city block between Atlantic, Pacific, Delaware and Maryland avenues, now the current site of the Showboat Casino parking lot.

These large, grand hotels were impressive in size and featured modern amenities.

"The street was busy then, and it's busy now,' said Lloyd Crump, 76, a city resident for more than 50 years. "It was always the business district.'

At Bike World, a busy bicycle store that's moved around on Atlantic Avenue, Jackson said tourists could experience a different side of Atlantic City and save a few dollars, if they only patronized Atlantic Avenue.

"We know everything we can get on the boardwalk, we can get down here for $5 or $10 cheaper,' he said. "I haven't been to the casinos in years.'

The Walk, a high-end shopping district that spans the length of Michigan Avenue, was built to connect tourists from the boardwalk and casinos to the new convention center on Miss America Way.

At the intersection of Atlantic and Michigan, The Walk, with its trendy stores, such as **Nautica** and Tommy Hilfiger, stands out among the pizza restaurants, discount clothing stores and video shops.

Ruffolo lauds the influx of new businesses in the city but is doubtful they will have a lasting impact on Atlantic Avenue itself.

"I'm right across the street from a 2,000-room hotel, and there's days when I won't see a customer. Those gamblers come here to gamble, and when they're done, they are either exhausted or broke and they leave.'

Ruffolo's store, which has been in operation since 1972, is a bountiful cornucopia of books and antiques. He said his store has prospered through mail-order and Internet sales, rather than foot traffic.

Our Lady Star of the Sea, a quaint, cedar-shingled, Roman Catholic church on the corner of Atlantic and California avenues, has been a fixture since 1897.

Although Spanish and Vietnamese Masses have been added, church volunteer Barney Marion said the congregation has changed little in the last decade.

"The city is completely different though. It's changed a lot since the casinos came in. It's changed a lot since the Monopoly game came out, too,' said Marion, 79.

The congregation also maintains the city's last Catholic elementary school, Marion said.

Dock's Oyster House also dates to 1897, and with wall-to-wall mahogany is nearly as beautiful as the church.

Harry Dougherty, the original owner, was in real estate but "fell into the oyster business,' said current owner and great-great-grandson Frank Dougherty.

Dougherty said the family has weathered hard times in the pre-casino years, but a reputation for good food can keep any business open, he said.

"It didn't happen overnight, but things are great here in my opinion,' said Dougherty, 39, who lives in Margate.

In the last century, Dock's has served up millions of oysters, shelling out 75,000 alone last year. On a recent night, one lucky patron was going to dine on a massive 7 1/2-pound lobster with a claw the size of a catcher's mitt, which Dougherty said was caught up the coast near Long Beach Island.

While the high-end tailors, jewelers and movie theaters are more a thing of the past, city patrolman Mike Gavin said Atlantic Avenue is always evolving.

With the addition of The Walk and The Borgata nearby, the street could once again live up to its reputation as one of the pricier properties on the Monopoly board.

"This street runs the length of the city, and there's always something going on,' said Gavin, a 14-year veteran of the force. "I'm still waiting to see if I can pass Go and collect $200, though.'

Reach Jason Nark at (856) 486-2473 or jnark@courierposton line.com

FUN FACTS

Opened in 1897, Dock's Oyster House is a landmark restaurant in Atlantic City with a well-deserved reputation for good seafood.

In the last century, Dock's has served up millions of oysters, serving 75,000 alone last year.

On a recent night, one lucky patron dined on a massive 7 1/2-pound lobster with a claw the size of a catcher's mitt, which was caught up the coast near Long Beach Island.

Go to www.docksoyster house.com for more information on the restaurant and its history, including historical photographs.

ON THE WEB

At www.courierpostonline .com/ac150/, find an audiotape interview with William Darrow, son of the Philadelphia man who developed the game of Monopoly. Also, find other stories in the newspaper's Monopoly-Atlantic City series.

At www.Hasbro.com/ Monopoly, find the history of Monopoly's creation, statistics on the game, fun facts and more.

At www.cityofatlanticcity .org, find a calendar of events for Atlantic City's 150th anniversary.

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STOREFRONTS; Plato's Closet The Record (Bergen County, NJ) August 5, 2004 Thursday

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The Record (Bergen County, NJ)

August 5, 2004 Thursday
All Editions

SECTION: SHOPPING; STOREFRONTS; Pg. F01

LENGTH: 615 words

HEADLINE: STOREFRONTS;
Plato's Closet

BYLINE: Tia Dutta, North Jersey Media Group

BODY:

154A Route 4 east, Paramus

(201) 291-1010

Hours: 10 a.m. to 9 p.m. Monday through Friday, 10 a.m. to 8 p.m. Saturday.

Web site: www.platoscloset.com.

Worth-the-trip rating:

Stores are rated on a scale of one to four cars, with one car meaning a store is worth a short trip, and the top rating, four cars, meaning a store is worth going the distance.

Looking for a cool back-to-school outfit, but not in a position to spend $75 on a top and $150 on jeans?

Then you might want to check out Plato's Closet, a franchise now 115 stores strong that is gaining popularity with bargain-savvy teens across the country.

The Paramus location - owned by Steven Schecter and open since last September - is basically an upscale Salvation Army, with gently used brand-name clothing at ridiculously low prices.

Brands we spotted during our recent visit included Abercrombie & Fitch, Banana Republic, Bebe, Dr. Martens, Diesel, DKNY, Ecko, Express, Gap, Guess, Hollister, J. Crew, Limited, Lucky Brand, **Nautica,** Old Navy, Polo, Rampage, Sean John, Skechers, Steve Madden, and Tommy Hilfiger.

Clothing is organized sensibly on racks - tank tops are all together, as are capris, and the jeans rack goes on for days (with the occasional appearance of Sevens and Paper Denims). Girls' items take up about three-quarters of the store, while boys' clothing is way in the back.

"The target audience is boys and girls ages 14-25, [but] it is really hard to get guys' stuff that is in good

condition," Schecter says.

Inventory, which ranges from winter coats to summer shorts and changes daily, also includes bags, CDs, jewelry, hair accessories, picture frames, and lava lamps.

This being a resale boutique, you can also get rid of some of your own old threads from last school year. Here's how it's done:

"We first check for certain brands," Schecter says. "Then we check the condition of the clothing, whether it is a current style, and how old the item is. If it passes, we enter it into the computer.

"A price is then generated according to brand name [and] condition. ... Overall, everything is sold at about 70 percent off the original price. Then we pay between 30 to 40 percent of our selling price on the spot."

Amounts up to $25 will be paid in cash; for anything above that, Plato's Closet will cut you a check. If you want store credit instead of green, the value of your trade-in increases by 25 percent.

So whether you're trying to raise $10 so you can go see a movie Friday night or just looking for a $10 pair of jeans, drop by the next time you're in the area. Who knows what treasures you'll find?

Have a Storefronts tip? Call (201) 646-4190 or e-mail janes@northjersey.com

(SIDEBAR, page F04)

Get the look; avoid the steep price

If Plato's Closet's teen slant isn't your thing but you still have champagne taste and a beer budget, consider e-shopping at a variety of upscale, online resale boutiques. Extra feel-good bonus: Some, including Christabelle's Closet, donate proceeds to charity. Angelica's Upscale, based in Fairfield, offers home shopping parties; (973) 812-6203.

Below is a sampling of items we found at resale sites followed by the retail price for a comparable item.

* Prada quilted shoulder bag:

$155 at christabellescloset.com

$650 at neoluxury.com

* Manolo Blahnik suede pumps:

$170 at christabellescloset.com

$485 at Neiman Marcus

* Banana Republic satin pants

$20 at ginzoscloset.com

$98 at Banana Republic

* Versace leather shoulder bag

$220 at tatianas.com

$509 at designergoodsonline.com

* Loro Piana shawl

$199 at angelicasupscale.com

$280 at Bergdorf Goodman

* Hermes silk twill scarf

$209 at luxuryvintage.com

$295 at hermes.com

* Chanel logo earrings

$100-$150 at getchic.com

$185-$210 at Chanel, Mall at Short Hills

GRAPHIC: COLOR PHOTO, JEAN LEE, STAFF PHOTOGRAPHER - Plato's Closet features gently used brand-name clothing at low prices.

LOAD-DATE: August 5, 2004

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
Terms: **nautica and date(geq (1/1/2004) and leq (12/31/2004))** (Edit Search | Suggest Terms for My Search)
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Investment group sells Ocean Pacific Alameda Times-Star (Alameda, CA) August 5, 2004 Thursday

Copyright 2004 MediaNews Group, Inc. and ANG Newspapers
Alameda Times-Star (Alameda, CA)

August 5, 2004 Thursday

SECTION: BUSINESS NEWS

LENGTH: 363 words

HEADLINE: Investment group sells Ocean Pacific

BYLINE: By Tim Simmers, BUSINESS WRITER

BODY:
A Burlingame investment group announced Wednesday that it has sold its Ocean Pacific Apparel Corp. to Speedo swimsuits and Calvin Klein jeans maker Warnaco Group for $40 million.

The seller, Doyle & Boissiere, is a $100 million private equity fund that invests in and grows small businesses.

Warnaco, which will assume $1 million in closely held Ocean Pacific's debt, expects to complete the transaction this quarter. The move is expected to bolster sales of beachwear. Ocean Pacific will continue to operate from its Irvine headquarters as a unit of Warnaco.

"This acquisition will allow [Ocean Pacific] to grow with more resources behind it," said Bill Doyle, managing member of the Burlingame-based Doyle & Boissiere fund.

Doyle & Boissiere purchased the company in 1998, overseeing its growth. The group did not disclose what it paid for Ocean Pacific in 1998.

Ocean Pacific is known for its clothing and accessory brands including Op, Ocean Pacific and Seven 2 that cater to surfers and beach-goers. The company licenses its brands on sportswear, swimwear, footwear, sunglasses and other products.

Doyle & Boissiere Fund, which also owns Cojo Worldwide, a window covering and bedcover firm that sells to hotel chains, invests in promising companies with revenue in the $30 million to $100 million range.

The purchase will add to Warnaco's swimwear group, the only unit that posted an increase in sales in the company's first quarter. Warnaco, which emerged from Chapter 11 bankruptcy protection last year, is expanding its product lines with newly licensed **Nautica** swimsuits and Speedo Fastskin suits, which will be introduced at the Olympic Games in Athens this month.

Shares of New York-based Warnaco fell 25 cents to $18.06 at the close of Nasdaq Stock Market composite trading. Shares have risen 13 percent this year.

Sales from Warnaco's swimwear group rose 4.7 percent in the quarter ended April 3, to $155.3 million. Sales from the company's intimate apparel and sportswear groups fell, dragging down total sales in the quarter by 7.1 percent to $393.3 million.

Bloomberg News contributed to this report.

LOAD-DATE: August 6, 2004

Source: News & Business > Combined Sources > **News, All (English, Full Text)**
Terms: **nautica and date(geq (1/1/2004) and leq (12/31/2004))** (Edit Search | Suggest Terms for My Search)
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Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)

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Dorm rooms with class;CREATE A COOL RETREAT WITH COLORFUL, MIX-AND-MATCH ACCESSORIES The Houston Chronicle August 07, 2004, Saturday

Copyright 2004 The Houston Chronicle Publishing Company
The Houston Chronicle

August 07, 2004, Saturday 2 STAR EDITION

SECTION: HOUSTON; Pg. 1

LENGTH: 694 words

HEADLINE: Dorm rooms with class;
CREATE A COOL RETREAT WITH COLORFUL, MIX-AND-MATCH ACCESSORIES

SOURCE: Staff

BYLINE: DEBORAH MANN LAKE

BODY:
IN the midst of figuring out how to get to your classes, praying that you'll like your roommate and hoping that the cafeteria food is edible, isn't it nice to know that you can find a matching lamp for that comforter?

That's how retailers hope you will feel when you embark on your journey to dorm-room decor.

"Freshmen and their parents are just overwhelmed with things," said Anne Evans, a spokeswoman for Linens 'n Things. "The idea is to pull all the categories together into one palette and make it easy to mix and match."

Two years ago Linens 'n Things launched the Attitudes collection of complementary bedding and accessories. This year's palette is sherbet orange, midnight blue, sky blue and raspberry, and easy enough for even a design writer to use to create our photographs.

Ikea also offers twin bedding in style groups with colors that are repeated in accessories and bath items.

For girls, the vibrant Zoe minibed set with embroidered flowers at Linens 'n Things can be paired with accessories ranging from clothes hampers to dust bins. Favorite colors for girls across the board are hot pink and orange.

For guys, the look tends toward the **Nautica** label's navy, green and black, available at stores including Linens 'n Things and Bed Bath & Beyond.

"Boys gravitate to denim and darker colors," Evans said. "As a mother with a son who will be going to college next year, I'll be steering him more to that direction because boys tend to not be very clean and neat."

Experts say that parents and students should tour the dorm and take note of bed and room dimensions. Although our photograph features a bed placed on the floor, we found that most of the beds in that dorm, Will Rice College at Rice University, were bunk-style over desks.

That means when people come to visit, you might have to consider alternate seating.

"Storage ottomans, stools and those low rocking chairs are becoming popular for entertaining friends," Evans said.

Large floor pillows, which we found in red and blue at Ikea, would also fit the bill for instant seating.

Area rugs can attract attention away from the institutional flooring found in most dorm rooms, or can help protect vintage wood floors such as the ones just restored in Will Rice College.

Other essentials are trash cans and desk sets, popular in metal mesh this year; and lighting, from desk lamps to the six-headed floor models that are so hot.

The choice of bath items will depend in part on whether the bathroom is private or shared. Baskets with matching soap dish and toothbrush holder can make the trip down the hall. For more private bathrooms, there are storage shelves skinny enough to fit next to the sink and vertical shower poles with baskets from the Container Store. Some experts recommend buying bright-colored towels that can be easily identified from others'.

To keep the room in shape during your stay, manufacturers such as Dap offer reusable adhesive, spackling, wood-finish repair kit and caulk as ways to hang art and repair the holes and scratches that almost inevitably will occur during that amazing first year.

. . .

INSIDE

U of H and TSU experts tell freshmen what to bring to the dorm: Page 4E.

. . .

What we found:

FOR HER

From Linens 'n Things:

Metal mesh bulletin board, $ 20, and stationery set, $ 10 Blue bath towels, set of two, $ 10 Pink bathroom soap set, $ 7 Pencil pack, $ 5 Washcloths, set of six, $ 5 Flip-flops, $ 7 Shadow box light, $ 15 Moshi neck pillows, $ 15 Orange items including metal table with attached lamp, $ 30; dust pan and broom, $ 5; coffee mug, $ 5; jersey sheet set, $ 17; collapsible hamper, $ 20; bath caddy, $ 10. Zoe twin bed-in-a-bag, $ 80 Fleece throw, $ 8 Storage bin, $ 10

. . .

FOR HIM

From Bed Bath & Beyond:

Nautica Andover twin comforter, $ 100; sham, $ 40; pillows, $ 40; sheets, $ 15; pillow case set, $ 40 Organizer desk lamp in red, $ 10

From Ikea:

Metal mesh pencil holder, $ 2 Metal mesh trash can, $ 4 Yellow rug, $ 10 Olive-green throw, $ 15 Hand

towel, $ 7 Large bath towel, $ 15 Clock, $ 7 Collapsible hamper, $ 4 Small green pillow, $ 8 Large blue floor pillow, $ 25

GRAPHIC: Photos: 1. MASCULINE MATCHING: **Nautica** bedding from Bed Bath & Beyond in dark colors is a safe bet for a guy's dorm room. Rug, trash can and the necessary alarm clock are from Ikea (color); 2. TOTE AND GO: Bath caddies and storage bins from Linens 'n Things keep everything in one place for those trips down the hall to the bathroom. The Zoe comforter makes a fashion statement from Linens 'n Things (color); 3. SECRET STORAGE: Eva storage stools, $ 79, provide extra seating and storage, from the Container Store (color); 4. ENLIGHTENMENT: A shadow box light from Linens 'n Things coordinates with bedding (color); 5. SITTING PRETTY: Replace a boring, dorm chair with an Oh! chair by Karim Rashid $ 40, the Container Store (color); Graph: 6. WHAT WE FOUND (color, text); Photo: 7. The Attitudes collection at Linens 'n Things makes it easy to select items from comforters and lamps to flip-flops and mugs (b/w, p. 4); 1-2, 7. Craig H. Hartley / Special to the Chronicle

LOAD-DATE: August 7, 2004

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Lenny's a model Saint Sunday Herald Sun (Melbourne, Australia) August 8, 2004 Sunday

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Sunday Herald Sun (Melbourne, Australia)

August 8, 2004 Sunday

SECTION: FIONA BYRNE: NEWS AND VIEWS WITH STING; Pg. 118

LENGTH: 97 words

HEADLINE: Lenny's a model Saint

BYLINE: Fiona Byrne

BODY:
MOVE over pretty boy Shane Crawford.

St Kilda captain Lenny Hayes (right) is making a concerted charge towards becoming the AFL's most marketable metrosexual.

Hayes has been primped, preened, styled and posed as the star of men's leisure wear label **Nautica's** latest campaign.

The campaign, which rolls out this week, also features Rugby Union star Wendell Sailor and Rubgy League pin-up Luke Ricketson.

The campaign was shot last month at Maroubra Beach in Sydney. Hayes's appearance comes after Magpie Shane Woewodin was featured in the company's campaign last year.

LOAD-DATE: August 7, 2004

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CHALK THIS SEASON UP TO WHAT'S RIGHT FOR YOU AND WHAT'S RIGHT FOR YOUR SCHOOL. Pittsburgh Post-Gazette (Pennsylvania) August 8, 2004 Sunday

Copyright 2004 P.G. Publishing Co.
Pittsburgh Post-Gazette (Pennsylvania)

August 8, 2004 Sunday REGION EDITION

SECTION: ARTS & ENTERTAINMENT, Pg.E-1

LENGTH: 73 words

HEADLINE: CHALK THIS SEASON UP TO WHAT'S RIGHT FOR YOU AND WHAT'S RIGHT FOR YOUR SCHOOL.

BODY:
Oops, they did it again.

For back to school 2004:

Wanted: The next female superstar in country music.

Could it be Gretchen Wilson?

PAGE E-3

Workin' it: Frenchie Davis steps off of Broadway and into Pittsburgh CLO's "Dreamgirls."

PAGE E-3

Hot tips

for back to school 2004:

Stylish must-haves and wardrobe pointers for children, teens and college-age students, Pages E-8, E-9 and E-12.

ARTS & ENTERTAINMENT

GRAPHIC:
Choosing an outfit for school doesn't have to be daunting: She's wearing a shrunken corduroy camel jacket with lapel pin by XOXO ($59) over a white button-down blouse by A. Byer ($28) and a turquoise and gray argyle pleated skirt by One Clothing ($26 -- go for a longer skirt for school and save the mini for parties). Accessories such as the suede blossom hat by Betmar New York ($36) add a chic touch, but jewelry such as the double-strand faux pearl necklace is another item best saved for after school. All pieces are from Kaufmann's. The look is finished with microfiber nylon knee socks by Hue ($6) and double-strap, stacked-heel shoes by Emelee Couture ($150 at Littles in Squirrel Hill).

He's casual and comfortable in **Nautica** jeans ($39.99), Rocawear jacket with stripe detailing ($74), a Rocawear polo shirt with logo crest ($56) and white Reebok Classic sneakers ($59.99) at Lazarus-Macy's. Choosing an outfit for school doesn't have to be daunting: She's wearing a shrunken corduroy camel jacket with lapel pin by XOXO ($59) over a white button-down blouse by A. Byer ($28) and a turquoise and gray argyle pleated skirt by One Clothing ($26 -- go for a longer skirt for school and save the mini for parties). Accessories such as the suede blossom hat by Betmar New York ($36) add a chic touch, but jewelry such as the double-strand faux pearl necklace is another item best saved for after school. All pieces are from Kaufmann's. The look is finished with microfiber nylon knee socks by Hue ($6) and double-strap, stacked-heel shoes by Emelee Couture ($150 at Littles in Squirrel Hill). He's casual and comfortable in **Nautica** jeans ($39.99), Rocawear jacket with stripe detailing ($74), a Rocawear polo shirt with logo crest ($56) and white Reebok Classic sneakers ($59.99) at Lazarus-Macy's.

LOAD-DATE: August 8, 2004

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Fall men's wear; Back to the classics New York Amsterdam News August 11, 2004

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Ethnic NewsWatch
New York Amsterdam News

August 11, 2004

SECTION: Vol. 95; No. 35; Pg. 19

SLI-ACC-NO: 0904N2LS 099 000042

LENGTH: 372 words

HEADLINE: Fall men's wear; Back to the classics

BYLINE: White, Renee Minus

BODY:

The leading men's wear brands and designers offer established looks for fall. According to the National Association of Men's Sportswear Buyers, Inc., established names are reaching into the archives for the classic elements like beefy woolens, opulent shearlings, bulky knits, striped suits, double-breasted outerwear, basic denim and plenty of brown. For the innovations that are compatible with the past and this season's trends, these elements form a solid foundation.

Tailored woolen suits take a little of the spotlight from hard-finished worsteds. In outerwear, mixed colors and tweed effects are seen. Dressier shearlings include long coats that are worn over tailored clothes. Shorter coats and jackets take a, step back from the rugged, country tradition.

Bulky knits show up in big-rib constructions, with the emphasis on texture as opposed to trim and decoration. Rib knits are also prominent as trim for collars, waistbands, cuffs and whole sleeves, on leather and fabric outerwear. Donna Karan's Collection translates the classic fall vocabulary into clothes that are durable, wearable and young.

Striped suits appear in many collections. The idea is more of a revival than an update. On the runways, they are freshened up with traditional shirts and neckwear. A matching striped tie in the **Nautica** show was hot. **Nautica** stressed clothes in timeless fabrics and colors. However, the look plays mainly into the resurgence of suits. Born of utility, some double-breasted construction provides an extra layer of chest protection, mainly for looks this season. Think about a double-breasted shearling jacket that is wide open at the neck and barely covers the waist. Kenneth Cole showed a nice example in his show. This designer's understated design approach calls attention to the deep, rich fabrics he uses in his collection.

In denim, designers are still using a bleaching treatment to create a worn look. You will find this on jeans and other garments that stay close to the traditions of work and farm: brown is the best color, especially in leather, wool, shearling.
Article copyright The Amsterdam News.
****

JOURNAL-CODE: N2

LOAD-DATE: November 3, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)
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CLASSROOM COOL Dayton Daily News (Ohio) August 15, 2004 Sunday CITY EDITION

Copyright 2004 Dayton Newspapers, Inc.
Dayton Daily News (Ohio)

August 15, 2004 Sunday CITY EDITION

SECTION: LIFE; Pg. E1

LENGTH: 412 words

HEADLINE: CLASSROOM COOL

BYLINE: Meredith Moss mmoss@DaytonDailyNews.com

BODY:
Back-to-school shopping means the fun of browsing for new clothes. Though the basics remain the same from year to year - jeans and sweaters, T-shirts and skirts - there are always new and interesting twists to be found.

Here's a look at what's new. Happy shopping!

SHE'LL LEARN the ABCs of fashion in the season's most popular accessory: the poncho. It's a great look for girls of every age, and you'll find it everywhere in a variety of fabric and style options. Desha Palmer, 5, will head to kindergarten in Fairborn in this multicolored knit poncho ($19.50), with matching long-sleeved cotton floral T-shirt (not pictured, $12.50), lapis corduroy skirt ($9.50), striped tights ($6.50), corduroy clogs ($19.50) and lapis head wrap. ($3.50). All from The Children's Place.

STEPHANIE CALL, 17, is right on target with her Chanel-styled tweed jacket and feather lapel pin by Hot Kiss ($48). Here it's paired with a layered cutout T-shirt from Eyeshadow ($28), denim miniskirt from DKNY Jeans ($49) and faux crocodile heels from BCBGirls ($79). Beaded bracelet and chandelier earrings by Erica Lyons ($22 and $18). All from Parisian.

THE LAYERED LOOK this season will have you sitting on top of the world. Zach Schulke, a Huber Heights senior, attends Chaminade-Julienne. Here, he's wearing a long-sleeved vertical stripe button-up shirt, green graphic tee and distressed jean, all from Hollister ($39.50, $19.50, $15.50.) He also wears green Chuck Taylor Converse shoes ($36.50). All from Plato's Closet, a resale shop in Centerville, Beavercreek and opening in Huber Heights in September.

THIS FASHION LOOK gets high marks! Kendra Washington, an Ankeney Junior High 8th grader, dons a brown cardigan sweater (Old Navy, $24.50), blasted low-rise flair jeans (Levi's, $39.50), pink belt (Aeropostle, $14.50), beige tank (Abercrombie, $19.50), floral long-sleeve shirt (Fang, $19.99), pink Messenger bag (Old Navy, $24.50) and jewel flip-flops (Abercrombie, $24.50). All from Plato's Closet.

WHETHER YOU'RE walking on campus, riding a school bus or driving to school, a T-shirt and jeans are always comfy. Mohammad Hussain, a recent Miami University grad, wears a long-sleeved cotton conversation T-shirt ($9.99), **Nautica** stone-washed jeans ($24.99), black leather belt ($9.99) and black Chuck Taylor Converse shoes ($40). All from Value City.

LOAD-DATE: August 18, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)

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Woodburn Company Stores to add two shops Statesman Journal (Salem, OR) August 17, 2004 Tuesday

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Statesman Journal (Salem, OR)

August 17, 2004 Tuesday

SECTION: BUSINESS; Pg. 3B

LENGTH: 94 words

HEADLINE: Woodburn Company Stores to add two shops

BODY:
Woodburn Company Stores is adding two new retailers to its outlet center.

Nautica, a sailing-inspired clothing brand, and Nine West, a designer of fashionable women's shoes and other accessories, are scheduled to open later this month, mall management said.

Woodburn also is making room for an expansion of Pacific Sunwear. The retailer of surf, skate and swim clothing is adding more than 2,500 square feet.

Construction is expected to be finished by mid-November.

Woodburn Company Stores is the Northwest's largest outlet center.

- Matt Monaghan

LOAD-DATE: September 3, 2004

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SENSE OF STYLE; Make the grade; Teen fashions with personal twist will score high marks The Boston Herald August 19, 2004 Thursday

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The Boston Herald

August 19, 2004 Thursday
ALL EDITIONS

SECTION: THE EDGE; Pg. 064

LENGTH: 646 words

HEADLINE: SENSE OF STYLE;
Make the grade;
Teen fashions with personal twist will score high marks

BYLINE: By Jill Radsken

BODY:

``American Idol'' stylist Miles Siggins has worked with enough girls and guys to know that most kids want to dress like their friends.

But not EXACTLY like them.

Which is why he predicts the best back-to-school styles are the ones with unexpected twists. Boys may pair camouflage cargo pants with a fitted stripe shirt, while girls may opt for a funky version of a classic look: a tweed jacket with a brooch pinned to a pair of jeans.

``You have to feel comfortable in it, otherwise it will come across badly,'' said Siggins, who is also spokesman for RED, AOL's teen service.

Kids can make their individual fashion statements from any number of trends. Some will go retro, others a punk version of preppy a la Andre 3000. And, of course, denim still rules.

Stores are counting on the poncho to stay popular with girls, but the shrug also will be vying for shoulder space. As accessories go, brooches will be everywhere, as will scarves and ribbon belts.

For guys, it's all about layering. Along with the stripe button-downs and cargos, vintage sports tees and hooded sweatshirts are other options.

Camo is the favored print, and comes in all sorts of color combos. Our advice is to not overdo it. Girls can wear a pink-and-gray camo belt, and guys can do a long-sleeve shirt. But no full fatigues, please.

DUDE, WHERE'S MY CLASSROOM?

Guys can mix up any number of looks: punk and preppy, tailored and loose. Scott Hogan wears it well in an AE Fieldhouse stripe shirt, $36.50, and AE Jean, $48, both by American Eagle Outfitters. Black leather

Chuck Taylor All Stars by Converse, $120, at converse.com.

HEY SPORT

Boys will work hard AND play hard in the comfortable basics: thermal shirts and jeans. Nicholas Eure dons olive and khaki shirts, $9.98each, paired with 5-pocket jeans, $14.98, all by Green Dog, at Macy's. Reeboks, $49.99, at Filene's.

SCHOOL SPIRIT

Girls can't show their faces in homeroom without a poncho. Take the retro look even further with a suede mod skirt. Alyssa Soucy wears a sandpaper embroidered poncho with keyhole neck, $48, and shady pink cotton shirt with ribbon ties, $34, paired with floral suede skirt, $68, all at Talbots Kids. Pink suede embroidered boots by Morgan & Milo, $50, at Kidz by Footstock in Wellesley.

CLASSIC AND CUTE

Sequins are a girl's best friend. Alyssa Soucy wears a pink tone-on-tone logo turtleneck, $34, paired with chocolate trousers with sequin piping and trim, $68, both at Jacadi at The Heritage on the Garden, Boston.

GLAMOUR GIRL

Any self-respecting teenage fashionista should be able to pull all the trends together - tweed blazer, brooch or belt and jeans - with stuff from the store and Mom's closet. Autumn Sacramone wears a pink-and-black fringe blazer, $29.99, at T.J. Maxx, over a black-and-candy SoHo tee by Royal Brat, $28, at www.royalbrat.com. Also, blue jeans and black kitten heels, both $16.99, at T.J. Maxx.

Extra credit

Teen guy:

Three Other Things You'll Need for Fall:

Vintage tees, $12.99, at Filene's.

Previntage dark cargos by **Nautica** Jeans, $69.50, at Filene's.

Sport hoodie, $29.50 to $39.50, at American Eagle Outfitters.

Young boy:

Three Other Things You'll Need for Fall:

Camouflage thermal T, $16.50, at Gap.

Track jacket, $26.50, at Gap.

Rugby shirt by Green Dog, $24, at Macy's.

Young girl:

Three Other Things You'll Need for Fall:

Hello Kitty bracelet by WaddEvah, $25, at www.WaddEvah.com.

Danish green stripe tights, $28, at www.garnethill.com.

Lime, crepe-soled, lace-up boots with full side zipper by Primigi, $84, at www.garnethill.com.

Teen girl:

Three Other Things You'll Need for Fall:

Shrug. Warm your shoulders with a hot pink angora shrug by Rocket 898, $48, at www.nordstrom.com.

Ribbon belt, $14.99, at T.J. Maxx.

Handbag with metal hardware, $19.99 and $24.99, at T.J. Maxx.

All models from Model Club Inc., Boston. Autumn M. Sacramone, Alyssa Soucy, Scott Hogan, Nicholas X. Eure.

Staff photos by: Renee DeKona

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Cashing in on teen fashion fickleness Chicago Sun-Times August 26, 2004 Thursday

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Chicago Sun-Times

August 26, 2004 Thursday

SECTION: FEATURES; LIFESTYLES; Pg. 55

LENGTH: 478 words

HEADLINE: Cashing in on teen fashion fickleness

BYLINE: Sara Fiedelholtz

BODY:

Thanks to Plato's Closet, Chicago parents no longer will have to listen to their teenager standing in front of an overstuffed closet lamenting, "I have nothing to wear."

Teens now can take these "nothing-to-wear" brand-name clothes to Plato's Closet and receive money for their fashion rejects.

Plato's Closet is a young take on the age-old resale shop idea.

"Teens are known for being fickle. They may have worn an outfit once or twice and then get tired of it," says Tammy Toren, owner of the newly opened Chicago Plato's Closet in Lincoln Park. "Teens bring in these gently worn outfits for money or trade toward other items in the store."

The store is filled with some of the hottest brand names including Abercrombie & Fitch, Seven, Paul Frank, **Nautica,** Von Dutch, Coach, Kate Spade and Diesel.

All items are in good shape and in some cases the clothes never have been worn. On average, Plato's sells its items for 70 percent off the regular prices for new merchandise.

For Katya Parker, 23, Plato's Closet doesn't feel like a thrift store. "The stuff isn't jammed in and in disrepair. It looks like a normal retail store. I really don't see how it is much different from outlet stores."

On Plato's well-organized racks and 2,800-square-foot selling floor, it isn't hard to find a pair of Abercrombie & Fitch corduroy jeans for $16 ($49.50 at full retail), Seven jeans for $35 ($130-$160 at full retail) or Steve Madden boots for $18 ($45 at full retail).

"I love the Plato's concept," says Tayler Andrjeski, 13. "I like the brands it carries and they are way cheaper. I can't usually spend $70 to get a pair of Abercrombie & Fitch jean, but I can buy a pair here."

Plato's Closet, 2150 N. Clybourn (773-549-2070); 10 a.m.-8 p.m. Monday-Friday, 10 a.m.-6 p.m. Saturday, noon-6 p.m. Sunday. *www.platoscloset.com*.

OTHER PLATO'S CLOSET

LOCATIONS IN THE AREA:

Crest Hill/Joliet

Caton Farm and U.S. 30

(815) 577-2726

Libertyville

1420 S. Milwaukee

(847) 996-6644

Naperville

Illinois 59 and Aurora

(630) 428-0900

Orland Park

9234 159th St.

(708) 873-0006

Schaumburg

1414 N. Roselle

(847) 310-8433

Willowbrook/Darien

327 75th St.

(630) 230-0082

How to sell your gently used clothing to Plato's Closet:

It pays on the spot for everything it purchases and offers 30 percent to 40 percent of the price at which it will sell an item. Example: If Plato's plans to lis=&#31;Vt a pair of lei jeans for $12, the seller will receive $3.60 to $4.80, depending on condition.

You never need an appointment to sell your stuff. Plato's buys clothes from the time stores open to an hour before they close.

It doesn't accept clothes with stains, holes or missing buttons. Clothes must be in good condition, in current style and be freshly laundered and folded in bags or boxes.

Plato's Closet reserves the right to reject items based on condition, inventory levels or past selling experience.

GRAPHIC: Tayler Andrjeski, 13, browses used designer jeans at Plato's Closet. The chain of resale stores has become popular with fashion- and budget-conscious teenagers. Brian Jackson

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)

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Outlet shops make switch to office space;Former Indiana Factory Shops looks to fill vacancies with high-tech businesses. The Indianapolis Star August 27, 2004 Friday Final Edition

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The Indianapolis Star

August 27, 2004 Friday Final Edition

SECTION: BUSINESS; Pg. 1C

LENGTH: 983 words

HEADLINE: Outlet shops make switch to office space;
Former Indiana Factory Shops looks to fill vacancies with high-tech businesses.

BYLINE: BY DANA KNIGHT DANA.KNIGHT@INDYSTAR.COM

BODY:
DALEVILLE, Ind. -- The struggling and near-vacant Indiana Factory Shops, one of five outlet malls in the state, has been sold to a new owner with an ambitious plan: Replace retail discounters with office space for high-tech businesses.

SugarOak Properties Inc. has purchased the mall from Horizon Group Properties Inc. for an undisclosed price and plans to revitalize the center into a bustling mixed-use campus of corporate headquarters, office space and maybe even education, with a subtle sprinkling of its retail past.

The renamed Heartland Crossings Business Center recently signed on its first major tenant, Muncie-based Sherry Laboratories Inc., which does independent scientific testing for the aerospace, environmental and automotive industries.

Ontario Corp., the Muncie-based parent company of Sherry Labs, will also move its headquarters to Heartland Crossings, bringing in about 80 employees at the two companies.

Inside a store where a giddy teenager once found that perfect pair of low-rise jeans, a high-paid scientist will test microbes from the environment.

"The retail was kind of dead," said Mike Lunsford, president of Coldwell Banker Lunsford Commercial Real Estate in Muncie, who is managing the 250,000-square-foot property's sale and leasing. "It's like it was built for this. It just has this campus sort of atmosphere that's perfect for high-tech."

Built in 1994, the mall 45 miles northeast of Indianapolis has struggled to make it as a retail center.

Plagued by vacancies, the center currently has just eight surviving retailers, which officials say they plan to keep in the mix of businesses.

That's good for a center whose goal is to attract even more high-tech companies, said Mark Glover, president of Sherry Labs.

Some of his employees who have been down to visit are thrilled that they will be able to shop at a Paul Harris store. A daycare center or restaurant wouldn't be a bad addition either, he said.

"We like the vision of the center," said Glover. "Whether it's more laboratories, retail, a daycare center, we'd love to be a part of it."

While high-tech tenants are the ultimate goal, the center's new owner is realistic and says the market will dictate the type of companies that call the center home.

"It has high visibility, easy access (to I-69), is well-built and has lots of parking," said Dan Baker, chief executive officer of SugarOak Properties of Herndon, Va., which is known for buying struggling outlet centers and transforming them into new uses. "While we'd like to see more high-tech, it's perfect for educational uses, call centers and administrative offices."

Not long ago it was perfect for shoppers looking for a good deal.

At its peak in the mid-1990s, the center boasted 52 retailers, including well-known names like Bass and Nine West, and a thriving food court. Now that has shrunk to a handful of survivors, including Paul Harris, Racer's Edge and Polo Ralph Lauren.

"What happened here?" said Ismail Gultepe, who stopped by the center this week en route to Toronto from St. Louis. "I used to come here as I was passing through and there were all these stores. And now there's nothing."

Horizon, the center's previous owner, declined to comment on the mall's downfall.

"It's just been in transition, sitting around," said Gina Slechta, spokeswoman for the company that owned the factory shops for five years.

It was "sitting around" as a ghost-town that's likely the victim of the ever-changing retail scene, said Ellen Tolley, spokeswoman for the National Retail Federation.

"Outlet centers were an unexpected success and others started duplicating," she said. "Today it's much easier for a consumer to go other places to find merchandise at low prices or with a huge selection all in one place."

Some of the most successful centers, including the Edinburgh Outlet Center, which is home to retailers like Nike, **Nautica** and Tommy Hilfiger, have reinvested in the centers.

Just last year, Edinburgh spent $500,000 for improvements to the center it says has more than 15 million visitors each year.

"It's easy to sit back on your laurels and watch customers come in," said Tolley. "To be successful in the retail industry you have to be constantly changing."

Mike Hiatt saw the changes in Daleville -- the loss of many stores -- from the counter of his Racer's Edge, a 7,000-square-foot store dedicated to NASCAR merchandise.

Even so, he stayed and is in his fourth year at the center, where he said business is great.

He calls himself a destination store; most customers come to the Daleville center just to see his shop.

"I'm not going anywhere," said Hiatt, who recently signed another three-year lease and moved his store to a new location that faces I-69.

As for the center's switch from retail to office, Hiatt said it's OK with him.

At The Best Deal Home Furniture store, a seven-year tenant at the center, Kay Buck is thrilled to see a

revival -- even if it's not retail.

"Seems like we're already kind of picking up (business)," she said.

Baker, SugarOak's CEO, said that's his goal -- to keep current retailers happy.

"We want them to make it," he said. "They've made it this long. They've made it through all of this and you want to give them a chance to succeed."

Heartland Crossings Business Center

Previously Indiana Factory Shops

Address: 9401 S. Factory Shops, Daleville

Owner: SugarOak Properties Inc.

Size: 250,000 square feet on 72 acres

Peak tenancy: 52 retailers, including Bass, Nine West, Dress Barn

Current tenants: Include Paul Harris, Polo Ralph Lauren, The Best Deal Home Furniture, Racer's Edge, L'eggs/Hanes/Bali/Playtex, Bon Worth

Other Indiana outlet malls:

Edinburgh Outlet Center, Edinburgh; Fremont Prime Outlets, Fremont; Lighthouse Place Premium Outlets, Michigan City; Tanger Outlets, Seymour.

Call Star reporter Dana Knight at (317) 444-6012.

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Style; From workplace to any place: the new Fall look Business Week August 30, 2004

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BusinessWeek

Business Week

August 30, 2004

SECTION: Special Report: The Executive Life: Fashion; Pg. 116 Vol. 3897

LENGTH: 518 words

HEADLINE: Style;
From workplace to any place: the new Fall look

BYLINE: By Christine Summerson

BODY:

Button up your overcoat. When taking care of yourself is the goal, what could be better than luxurious outerwear and great looking sportswear? With emphasis on the casual end of ``business casual,'' we've paired some of this season's best men's topcoats with our favorite sweaters and pants. For women, we've focused on coats to adore, in beautiful fabrics from tweeds to textured weaves. Many of the women's coats feature belts and bold details from buttons to fringe. The fit: streamlined.

Blending casual with luxe...

ERMENEGILDO ZEGNA Fall '04 navy cashmere double-breasted overcoat ($1,795)...Also, Burberry London gray/ivory melange merino turtleneck with leather elbow patches ($430). Low-rise straight-leg jeans by Juicy Couture Men's ($167)

...and an about-town feel

AKRIS women's coat in black and white wool tweed with grosgrain and snap closure, tie belt, and fringe trim ($2,990), worn with Akris black smocked lightweight cashmere and silk turtleneck ($770)...Also, Club Monaco black wool flat-front pants ($99)

BURBERRY LONDON

``Elsey'' car coat in charcoal lambswool reverses to glen plaid ($1,250), and black cotton flat-front pants, ($160)...also, Loro Piana cashmere classic v-neck in coral melange ($525). Zegna Couture striped tie ($175). White shirt by Kenneth Cole ($59)

Outerwear that multi-tasks

LORO PIANA (far left) Icer Coat, in natural cord Cavallery Storm System 100% cashmere twill, is wind and waterproof, and has an anti-radiation Shield Pocket for cell phone ($3,695) ...Also, Rainforest Collection's oatmeal quarter-zip pullover in four-ply 100% cashmere ($325). Club Monaco brown wool flat-front pants ($99). Z Zegna wool striped scarf ($165)

ERMENEGILDO ZEGNA (left) shearling toggle-closure coat in dark brown ($4,150), with Z Zegna brown and red houndstooth wool-mohair turtleneck ($250) ...Gap relaxed boot-fit light fade jeans ($58)

MARC JACOBS (right) hooded moleskin field jacket ($1,175)...Also, Kenneth Cole wool-cotton sweater in nightfall ($79). Black shirt by **Nautica** ($69.50)

Hues of green and brown

MARC JACOBS (far left) travel balmacaan in bronze polyester/ spandex ($910)... Also, six-ply 100% cashmere hooded zip-front cardigan in army green by Armand Diradourian ($895). Zegna Couture white shirt in herringbone weave with green stripe ($425). Paper Denim & Cloth hand-sanded Low-5-Full-Boot-New-2-Year jeans ($182)

NAUTICA (left) tailored topcoat in chocolate herringbone ($298) and easy-fit jeans ($59.50)...Also, Armand Diradourian moss green two-ply 100% cashmere mock turtleneck with vertical stripes ($325)

BURBERRY PRORSUM (right) women's pine green melange wool-cashmere button-down coat with belt and box pleats, front and back ($1,470)

Subtle plaids and patterns

MARC JACOBS mini glen-plaid balmacaan in black, brown, and blue, ($1,180)...Also, navy ``Lupetto cash

light" lightweight 18-gauge cashmere mock turtleneck by Loro Piana ($550). Ermenegildo Zegna brown cotton flat-front pants ($325)

FACONNABLE red wool herringbone coat with black button and flap- pocket detail ($595)...Also, Julia Neaman wool plaid mini vent skirt with asymmetrical hem ($195)

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Back east: Montauk's salty air and craggy coast are a far cry from the catwalks of Milan. We thought it was the perfect place to test out upcoming fall fashion; Brief Article Men's Fitness September 1, 2004

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Men's Fitness

September 1, 2004

SECTION: No. 8, Vol. 20; Pg. 88; ISSN: 0893-4460

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LENGTH: 275 words

HEADLINE: Back east: Montauk's salty air and craggy coast are a far cry from the catwalks of Milan. We thought it was the perfect place to test out upcoming fall fashion; Brief Article

BODY:
Life seems relatively simple in Montauk, which is on the far eastern end of Long Island. But if you thought you had female problems, imagine what these fishermen go through--the sea is one of the most mysterious and unforgiving ladies of all.

Of course, she's also beautiful and bountiful, and these rugged individuals depend on her for their living.

We thought moody Montauk perfectly captured the unpredictable look of autumn. So we cast a line to see what fashion treasures await us this fall.

WEST ASSURED: Vest by Tommy Hilfiger, $ 125; sweater by Polo Jeans Co., $ 99; pants by Levi's, $ 110

SHIP SHAPE:

Parka by **Nautica** $ 248; sweater by Hilfiger, $ 175

HOOKED UP:

(opposite pare) Shirt by American Eagle Outfitters, $ 35; thermal by Kenneth Cole Now York; pants by **Nautica,** $ 70

PIER PRESSURE:

Pea coat by Polo Jeans Co., $ 179; shirt by Penguin, $ 42; pants by Polo Jeans Co., $ 90: belt by American Eagle Outfitters, $ 15; hat by **Nautica** Competition, $ 25

CHAIN OF COMMAND:

(opposite page) Vest by Izod, $ 50; sweater by **Nautica,** $ 90; pants by American Rag, $ 49; belt by Eddie Bauer, $ 35

A CUT ABOVE:

Sweater by **Nautica,** $ 158; hat by Faconnable, $ 75

DOUBLE BASS:

(opposite page) Left: jacket by Andrew Marc, $ 695; T-shirt by Gap, $ 44; pants by Levi's, $ 110; gloves by Barbour Inc., $ 14; shoes by Tommy Hilfiger, $ 125. Right: parka by Eddie Bauer, $ 148; sweater by Armani Jeans, $ 178; pants by American Eagle Outfitters, $ 30; belt by American Eagle Outfitters, $ 15; scarf by Perry Ellis, $ 34; boots by Timberland, $ 90; hat by Victorinox, $ 29

[ILLUSTRATIONS OMITTED]

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BEYOND THE OUTLET: VENDORS AS RETAILERS. Children's Business September 1, 2004

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Children's Business

September 1, 2004

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LENGTH: 423 words

HEADLINE: BEYOND THE OUTLET: VENDORS AS RETAILERS.

BYLINE: Clack, Erin E.

BODY:
Byline: Erin E. Clack

With space considerably scarce at retail, more and more wholesalers are opting to take the retail reins in their own hands, peddling their products themselves through company-owned stores. **Nautica** and Oshkosh B'Gosh are two fashion firms who've recently added 'specialty retailer' to their resume as they move beyond the typical outlet operation.

Late last month, **Nautica** debuted its first-ever kids'-only company store in the Paramus Park Mall in Paramus, NJ. Three additional kids' stores will open this fall in King of Prussia, PA, Columbia, MD and Hartford, CT. According to Jacqueline Hoffman, director of merchandising for **Nautica** Kids, children's represents a key area of growth and interest for **Nautica** at this time, prompting the company to opt for a kids-only store strategy rather than additional stores aimed at adults. Designed to resemble a Cape Cod vacation home, the 2,500-square-foot store's interior features clean white walls, bead-board detailing and hardwood floors. Customers can shop **Nautica's** newborn, infant and kids' 4 to 6X/7 apparel and accessories collections all under one roof. The store's opening marks the return of **Nautica's** newborn and girls' lines, which have been absent from the market for some time. Hoffman says that not only are the series of new tot shops a powerful branding tool, but they are also an ideal way for **Nautica** to reach its particular customer base directly where it prefers to shop - in a multi-store, specialty setting. "Our customer shops across many channels, with specialty retailers at the very top of the list. We are presenting them with our product in the format they are comfortable shopping in."

The veteran OshKosh B'Gosh - which has long been selling its children's wear through its nearly 160 outlet stores - has now made it a family affair. Early this year, it uncorked its pioneering, new family lifestyle retail concept with nine openings in eight states. The stores carry a complete assortment of men's, women's and children's apparel and accessories, along with home furnishings, toys, games and various seasonal items. According to chairman & chief executive Doug Hyde, though men's wear has been performing slightly below expectations, sales of children's and women's products at the new lifestyle stores have been very encouraging.

Caption(s): **Nautica's** first kids'-only shop, featuring a specialty-store format / The new Osh-Kosh family shops, offering a small town-style interior with vintage decor and fixtures

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GORDMANS MAKING A SPLASH AT EAST TOWNE; THE STORE IS EXPECTED TO BE POPULAR WITH ITS DISCOUNT CLOTHING AND HOME PRODUCTS. Wisconsin State Journal (Madison, WI) September 8, 2004 Wednesday, ALL Editions

Copyright 2004 Madison Newspapers, Inc.
Wisconsin State Journal (Madison, WI)

September 8, 2004 Wednesday, ALL Editions

SECTION: BUSINESS; Pg. D12

LENGTH: 430 words

HEADLINE: GORDMANS MAKING A SPLASH AT EAST TOWNE;
THE STORE IS EXPECTED TO BE POPULAR WITH ITS DISCOUNT CLOTHING AND HOME PRODUCTS.

BYLINE: James Edward Mills Wisconsin State Journal

BODY:
Discount apparel and home fashions retailer Gordmans has opened a new 48,000-square-foot retail store in Madison's East Towne Mall.

As the latest addition to the recently renovated shopping center, the new anchor store between JC Penney and the soon-to-be opened Dick's Sporting Goods features a variety of name-brand clothing, footwear, jewelry, home furnishings and toys at prices 30 to 50 percent below full-priced competitors.

Now with 46 locations in 10 states, including two in Appleton, the discount retailer aims "to provide a fun, unique and energetic shopping experience for Madison consumers," Jeff Gordman, Gordmans chief executive, said in a statement.

The Madison store is slightly smaller than the family-owned company's other locations spanning from Colorado to Ohio, but local store manager Laurie Nelson said the opening has been met with much anticipation.

"I have friends from St. Louis who shop at Gordmans," she said. Since they live here now, "they were excited to see one open here."

Gordmans offers competitive prices because its buyers make large volume purchases from manufacturers such as Adidas, Guess, Liz Claiborne, **Nautica,** Nike and Ralph Lauren. But Nelson said, "We're not a store for basics. If you shop us and see something you like, you'd better buy it because it might not be there when you come back."

Even though the retailer offers current products in complete size runs and a selection of colors, inventory is limited to the stock on hand.

The store, which opened Sept. 2 and is planning grand opening events Friday and Saturday, has been "pretty busy," said Nelson. Shoppers looking for bargains to outfit their kids with back-to-school clothing and shoes hit the store over the Labor Day weekend.

The store is expected to be another positive draw for East Towne, shopping center officials said.

"Since our renovation in 2003, our traffic has been up all year long," said Kelli Riollo, marketing director for East Towne Mall. "We expect Gordmans to be a great traffic generator. It's new, it's exciting, and we just see our numbers increasing all the time."

In 2003, Gordmans did just over $300 million in gross sales. Their locations typically employ a staff of 80.

Howard Grody, vice president of mall leasing with CBL & Associates Properties, owners of East Towne Mall, said in a statement: "Gordmans is an excellent complement to our diversified retail mix at East Towne Mall, and we are excited to bring this new store to the Madison area.

Contact James Edward Mills at jmills@madison.com or 252-6158.

GRAPHIC: Craig Schreiner - State Journal photos

Children watch cartoons in a colorful area created for them while their parents shop at the new Gordmans store in East Towne Mall.

Gordmans' new East Towne Mall location promises to generate retail traffic to the shopping center by offering name-brand merchandise at prices 30 to 50 percent below full-priced competitors, store and mall official say.

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Teen makeovers: Kids are the latest demographic to join the home-improvement scene, with some of them becoming serious decorating junkies The Gazette (Montreal) September 11, 2004 Saturday

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September 11, 2004 Saturday
Final Edition

SECTION: ARTS & LIFE: HOMEFRONT; Pg. E1

LENGTH: 682 words

HEADLINE: Teen makeovers: Kids are the latest demographic to join the home-improvement scene, with some of them becoming serious decorating junkies

BYLINE: MARION SOUBLIERE, CanWest News Service

DATELINE: OTTAWA

BODY:

Fifteen-year-old Allison Hiel of Barrhaven, Ont., has been bitten by the before-and-after bug. Room makeovers made popular by TV shows such as Trading Spaces convinced the high school student she could transform her babyish room into a sophisticated teenage retreat.

This summer, teal green walls and wallpaper with cherubs fishing from a bridge have given way to soft yellow surroundings with a cranberry accent wall, new curtains, shelves and picture frames showcasing friends.

The Grade 10 student also plans to make a fabric and ribbon note board after watching instructions on a home decorating show.

Meanwhile, brother Andrew, 16, who helped a friend paint his room, ditched the pinkish-beige wall colour he'd been staring at for 15 years in favour of a grey-taupe and a green accent wall. The Grade 11 student spends considerable time in his room doing homework and, like his younger sister, watching TV. Being surrounded by colours he enjoyed was critical.

Kids are the latest demographic to join the home-improvement scene, and some are serious interior decorating junkies.

"Oh my God, they're so into it!" said Inside Out Design Studio design director Jennifer Carpenter of the young teenage girls who pepper her with decorating questions. "It comes straight from all these home-improvement shows, which are done on a dime."

Laurie Hiel, Allison's mother, says if her daughter could, "she would watch them 24 hours a day."

For kids with near-invisible budgets, the shows have great appeal. So does the proof that, with guidance,

they can transform rooms. TLC's Trading Spaces: Boys versus Girls pits teams of boys and girls aged eight to 14 against each other to see who can impress the most with fabulous room makeovers.

Kids are taught to safely hammer, nail and use power tools, with supervision.

"They love it," said Jordin Ruderman, one of the show's designers. "Usually, the kids either like painting or the power tools. A lot of times it's because they've done neither before."

The gratification of seeing a wall pulse with colour or attaching together two pieces of wood is a rush.

The selection of courses, books and magazines teaching kids how to decorate their bedrooms is slim compared to the volumes of adult-oriented material, but that may change.

Designer Diana Saunders of Welcome Home Interiors in Williamsburg, Ont., recently staged her first Decorate Your Room workshop for kids after getting queries from young teens and parents.

While much depends on the individual child, "I think they can do a lot of it themselves," said Saunders, who has been teaching decorative arts to children for 13 years.

By Grade 8, "you're probably capable of doing some painting," Carpenter agreed, although a parent may need to demonstrate how to prep a room and roll out paint. Carpenter also advised the Hiel siblings on colour selection, steering Allison away from an intense marigold.

A crucial first step for kids planning to redo their room is recognizing what they use their room for - doing homework, watching TV, playing games or hanging out with friends.

Decorating magazines or catalogues can help kids zero in on what they like, suggests Saunders. So will a favourite storybook for younger children.

Your furniture and wall colours should be timeless and grow with you, while inexpensive accessories reflect the trend of the moment. Once you've lost enough cookie crumbs in your Austin Powers shag rug, for example, trash it for something else that's au courant.

Favourite clothes are a tipoff to favourite colours, and with fashion designers like Ralph Lauren and **Nautica** commanding the home decor seas as well, trends from fashion runways are repeated in room accessories almost immediately.

But beware excessive use of black and other cave-like hues. A better solution is black as an accent in window treatments, comforters or other accessories, with neutral wall colours.

A bedroom is a child's sanctuary, an escape from adults, parents, even siblings. It's important for parents to help kids feel "they have their own private space that they can take their friends to," Carpenter stressed.

GRAPHIC: Color Photo: JULIE OLIVER, CANWEST NEWS SERVICE; Allison Hiel transformed her babyish room into a sophisticated retreat done up in yellows and a cranberry accent wall.;
Photo: JULIE OLIVER, CANWEST NEWS SERVICE;

LOAD-DATE: September 11, 2004

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ASFD selects finalists for Pinnacle awards Furniture Today September 13, 2004

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Furniture Today

September 13, 2004

SECTION: News; Pg. 40

LENGTH: 822 words

HEADLINE: ASFD selects finalists for Pinnacle awards

BYLINE: Staff

BODY:
High Point-- The American Society of Furniture Designers has chosen the finalistsfor its 2004 Pinnacle Design Achievement Awards. Winners will be announced at aceremony on Friday, Oct. 15, during the High Point market.

There were 225 entries for the 2004 contest, up from 170 in 2003.

Judging criteria included the extent to which the design makes the bestuse of available materials and production technology; represents value to theconsumer at its suggested price point by combining visual appearance andfunction; and incorporates the needs of the retail furniture consumer.

Serving on a panel of judges were Susan Andrews, Furniture/Today;Richard Bennington, High Point University; Lee Buchanan, InFurniture; LarryChilton, Wood-Armfield, High Point; Brenda Eskridge, Creative Interiors,Raleigh, N.C., and the Interior Design Society; Mary Frye, Home FurnishingsInternational Assn.; Jaclyn Hirschhaut, American Furniture Manufacturers Assn.;Max Shangle, Kendall College of Art & Design; Julie Smith, Furniture Style;Mary Turschmann, Robb & Stucky, Fort Myers, Fla.; Steve Walker, FurnitureManufacturing and Management Center at North Carolina State University; andRhonda Wolf, Havertys, Atlanta.

Here are the finalists in each category listed by product, designer andmanufacturer.

Major Collections

*__Nautica__ Colonial Passage, Troy Hollis and Jerry Crotts, Lexington Home Brands.

*National Geographic Home, Matt Hurley, Dudley Moore Jr. and Lesli Chastain, Lane.

*Continental Sketchbook, Tommy McDaniel and D. Scott Coley, Bassett.

*American Home, Tommy McDaniel and D. Scott Coley, Hickory White.

Bedroom

*Moderne, Steve Hodges Associates, Cresent Mfg.

*Simply French, Bill Faber, Century.

*Avery Bed, John T. Kolkka, Kolkka.

*Elements, Martin de Blois, Glober Fine Metal Furniture.

Occasional Tables

*Saville Row, Brian Palmer, Hammary Furniture.

*Leonardo, James DiPersia, Johnston Casuals.

*Wainwright, Rick Schroeder, Stanley Furniture.

*Mocha Collection, Hugh Elliott, Charleston Forge.

Occasional Storage

*Beau Nouveau Bar, Gary Hokanson, Stanley.

*Shadow Box Tower, Gayle Zalduondo and Laisy Martinez, Urbanus.

*Symphony Hall Chest, Frank M. Spano and Thom O'Leary, Polidor.

Juvenile

*Monster Bedroom, David Walker, Powell Co.

*Citisleeper Student Studio, Tinka Camfield Swetland, A Custom Workshop.

*2nd Nature, Michael Warren and Shannon Lookabill, Stanley.

*Spring Garden, Bonnie Kielwasser, Lea Inds.

Casual Dining

*Madera, Jeffrey White and Bill Faber, Century.

*Nova Swivel Barstool, Carl Muller, Elite Mfg.

*4-Score, Michael Wolk, Johnston Casuals.

*Princeton Collection, John LeShane, Johnston Casuals.

Formal Dining

*Moderne, Steve Hodges Associates, Cresent Mfg.

*Kentshire, Bill Faber, Century.

*Symphony, Frank M. Spano and Thom O'Leary, Polidor.

*Camden Group, Lisa Strong, The Platt Collections.

Motion Upholstery

*(sub)Urban Recliner, Jack Lewis, Berkline/BenchCraft.

*Comfort Swing, Tom Garland, American Leather.

*The Ritz, Michael A. Galardo, Elite Leather.

Stationary Upholstery

*Snap, Todd Oldham, La-Z-Boy.

*Mackenzie Settee, Lauren Brooks, Vanguard Furniture.

*Lizzie, Nancy Genova, John Charles Designs.

*Sandy, Jeffrey Goodman and Steven Charlton, John Charles Designs.

Leather Upholstery

*San Tropez, Fillmore Harty, W. Schillig USA.

*Hip Hop Chaise, Vladimir Kagan, American Leather.

*Milan, Greg Sheres, Elite Leather.

*Glen Cove, Michael A. Galardo, Elite Leather.

Accessories

*A Man & a Woman Sculpture, Yuri Zatarain, The Phillips Collection.

*Styletrends Floor Clocks, Mike Warren and Shannon Lookabill, Sligh Furniture.

*Cole Side Chair, Sarah Gayle Carter, Casa Pacifica.

*Water Lily/Bowl/Watergarden, Joe Gordy, Natural Decorations.

Lighting

*Neoclassic Desk Lamp, John T. Burke, Decorative Crafts.

*Dolci, Mark McDowell, Fine Art Lamps.

*Quadralli, Mark McDowell, Fine Art Lamps.

*Impressions Table Lamp, George Chandler, Hubbardton Forge.

Home Office

*Gen X Collection, Jim Sexton, Z Line Designs.

*Tuxedo Executive Collection, Walton Shaw, Bush Inds.

*Candlewood, Jack Kelley and Mike Warren, Sligh.

*Elegance Desk/Hutch, Alex Holden, Kimball Home.

Home Entertainment

*Mason Hills Collection, Walton Shaw, Bush Inds.

*Tuxedo 36-inch Entertainment Center, Walton Shaw, Bush Inds.

*Candlewood Display & Pop-Up, Mike Warren and Shannon Lookabill, Sligh.

Summer/Casual

*Trinidad Wicker, Shaun Sweeney and Carl Muller, Woodard.

*Atrium Collection, Frederic Doughty, Crate & Barrel.

*Harmony, Ray Carter, Brown Jordan International.

*Skyline Umbrella, John W. Caldwell, Treasure Garden.

Decorative Surfaces

*Vance Collection, Linda Marsh. Recherche Limited.

*Avery Bed, John T. Kolkka, Kolkka.

*Vanderbilt Dining Table, John T. Kolkka, Kolkka.

*Florence Table & Chairs, Kelly Neal Mariotti, Green Frog Art.

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TAKING ITS OWN TIME (TIMEX WATCHES IS INVESTING RS2.5 CRORE ON PROMOTIONAL ACTIVITIES TO BOOST MARKET SHARE) India Business Insight September 15, 2004

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LENGTH: 200 words

HEADLINE: TAKING ITS OWN TIME (TIMEX WATCHES IS INVESTING RS2.5 CRORE ON PROMOTIONAL ACTIVITIES TO BOOST MARKET SHARE)

BODY:

Timex Watches Ltd (TWL), the Rs80-crore subsidiary of Timex International of the US has revamped its operations in India. TWL currently has 14 percent market share in the organised sector of the Indian watch market selling 11- million units per year.

The company is keen on increasing the market share and is investing Rs2.5 crore on promotional activities.

It has set up 60 Club Timex corners, which are shop-in-shops at major stores in India. TWL plans to take this number to 150 by 2005.

Club Timex has contributed five to six percent growth in sales since Apr 2003.

TWL also manages 21 exclusive stores that will sell all seven brands of Timex including Timex, FCUK, Opex, **Nautica,** Timberland, Guess and Reebok. Another 140 new styles will be added by Nov 2004.

A number of new ranges like Cognoscenti, Matrix and Big Bold and Beautiful also make up the Timex collection.

TWL has also restructured its production cycle to manufacture watches in the fast moving segment priced between Rs1,000 to Rs2,500. TWL has set up an assembly line with initial capacity of 2,00,000 units per annum at Parwanoo in Himachal Pradesh. The company has plans to scale up capacity for which it is acquiring more land.

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DESIGNERS PAINT BROWN FOR MEN, PLUS ... FUR HATS?? Winston-Salem Journal (Winston Salem, NC) September 16, 2004 Thursday, METRO EDITION

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Winston-Salem Journal (Winston Salem, NC)

September 16, 2004 Thursday, METRO EDITION

SECTION: RELISH; fashion; Pg. 35

LENGTH: 547 words

HEADLINE: DESIGNERS PAINT BROWN FOR MEN, PLUS ... FUR HATS??

BYLINE: Renee Garrison Media General News Service

DATELINE: NEW YORK

BODY:
Once called "investment dressing," men's fall clothing features classic elements such as bulky knits, opulent shearling coats and vests, striped suits, basic denim and lots of brown. There are fresh, innovative twists, yet these clothing pieces should satisfy even the most conservative dresser.

"We've got a lot more brown in the store than we've ever had," said Bryan Beecroft of Beecroft & Bull Ltd. in Richmond, Va. "It's not the flat, Hershey-bar brown, but really interesting mixes. For example, I'm looking at a pair of Canali slacks that are really a mixture of about six colors, including brown, rust and olive. Today's clothing is constructed from better, lighter-weight and stronger fabrics."

This fall, many of them will have a soft touch: Fur trim, shearling, leather and velvet fabrics were abundant in the designer collections.

However, men might consider a few crunches and sit-ups before they shop. According to the National Association of Men's Sportswear Buyers, the emphasis is on the waist this season, with cropped outer jackets, tucked-in sweaters and novelty belts.

Designer Kenneth Cole emphasized elegant turtlenecks, felt trousers and slim suits. A subdued palette of graphite gray, navy and chocolate brown was highlighted by flashes of color: plum shirts and pistachio-green liners under polished overcoats.

Nautica designer David Chu was inspired by such adventurers as South Pole explorer Sir Ernest Shackleton to create the NX Nautical Weather System, a new range of coats that offer moisture-wicking, water resistance and wind resistance. A more elegant warmth can be found in **Nautica's** shearling vests and deerskin jackets.

The smart and simple basics for fall, according to designer Michael Kors, are a pair of distressed jeans worn with a cashmere or merino wool turtleneck, cut comfortably close to the body. However, the designer accessorized his clothes with towering fur hats and paisley silk scarves, along with carcoats with plush sheepskin lining and trenchcoats in luggage suede.

Kors is one of several designers who included oversize peak lapels on his one-button suits. But his were constructed from lush materials such as glen-plaid stretch flannel, velvet and even suede.

Once an evening-only fabric, velvet now thrives in men's sportswear. Perry Ellis creative director Jerry Kaye had Howard Hughes on the brain while adding velvet trim on the pocket edges of trousers. "I liked that he straddled the worlds of Hollywood and business," Kaye said. "I wanted to take that '30s look and make it fresh - how Hughes would wear his clothes today."

At DKNY, Donna Karan sent her models out wearing tapered trousers, velveteen blazers and cashmere thermal blazers. Karan also gave a slight nod to military style with leather cartridge belts and twill shirts tucked into wool pants.

By far the biggest accessories to emerge from the collections were oversize fur hats worthy of an alpine ski team. That trend may not survive south of the Mason-Dixon line.

"Layering is always better than wearing one heavy thing," said Bryan Beecroft. "Bulky sweaters look great on the runway, but I haven't been able to sell 'heavy' in many years. Let's face it, in Richmond it may not freeze once before the fat man goes down the chimney."

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The Inside Track; MORNING BRIEFING; Reviews Aren't All Strawberry and Cream Los Angeles Times September 18, 2004 Saturday

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September 18, 2004 Saturday
Home Edition

SECTION: SPORTS; Sports Desk; Part D; Pg. 2

LENGTH: 474 words

HEADLINE: The Inside Track;
MORNING BRIEFING;
Reviews Aren't All Strawberry and Cream

BYLINE: Lisa Dillman, Times Staff Writer

BODY:

There seems to be little middle ground with movie critics about "Wimbledon," which opened in theaters nationwide Friday.

Wesley Morris of the Boston Globe took issue with the sport itself:

"There is slapping, slipping, sliding, and the needless, hard-to-explain diving of the sort that you might recognize from college intramurals or phys ed. [Paul] Bettany's tactic is to stick out his racquet and lunge at the ball, as though the object of the game is to catch it and cook it up for dinner."

Lisa Rose of the Newark Star-Ledger enjoyed the tennis action more than the romantic story line:

"Crafty camera-work creates volleys of dazzling velocity and mythic power. The epic duels across the net are so kinetic, one wishes the film would keep its eye on the ball and stop straying off the court. Unfortunately it does."

*

Trivia time: How many Grand Slam tournament finals did the now-retired Marcelo Rios of Chile reach?

*

Heeeere's Johnny: Television commentator Johnny Miller told Carlos Monarrez of the Detroit Free Press that he grew into his outspokenness as a kid growing up in San Francisco.

"I came out of this group in the Olympic Club that were the biggest needlers, and we had so many different kinds of games and gambling games," Miller said. "When you played, you had to handle the needle, and give it too. I think that's where it started, where I learned to be combative with playing the game and

handling pressure."

*

No go: Even the politicians are reluctant to wade into the pool of controversy known as the NHL lockout.

A reporter in Quebec asked Canadian Prime Minister Paul Martin whether he would get involved to help resolve the standoff.

"I don't think so," he said. "If I thought it would help, I sure would."

*

Lockout, Part II: The basic job requirements of a hockey player will have some bearing on negotiations, or so says the Detroit Red Wings' Darren McCarty.

"We're not professional people in other professional sports," he told the Detroit News. "We're pretty straightforward, and we beat the tar out of each other for a living. So we're not going to get pushed around off the ice, either. We've always stuck to our guns and done what we believe is fair."

*

In the swim: Olympic star swimmer Amanda Beard is back competing in the water again -- but not in the pool.

Beard, who won gold medals in the 200-meter breaststroke and the 400 medley relay in the Athens Games last month, will be on the swimming leg of the **Nautica** Malibu Triathlon on Sunday. The event benefits the Elizabeth Glaser Pediatric Aids Foundation.

*

Trivia answer: One. Rios lost in the final of the Australian Open in 1998 to Petr Korda of the Czech Republic.

*

And finally: Dwight Perry of the Seattle Times, on the NHL's labor dispute: "Will Mario Lemieux, the Pittsburgh Penguins' player-owner, get into an ugly confrontation with himself on the NHL picket line?"

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Saving's easier than you think The Tennessean September 19, 2004 Sunday 1st Edition

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The Tennessean

September 19, 2004 Sunday 1st Edition

SECTION: FYI; Pg. 60X

LENGTH: 760 words

HEADLINE: Saving's easier than you think

BYLINE: Mary Hance ; Staff

BODY:
Nashville is jam-packed with shopping bargains and inexpensive things to do

By Mary Hance / Staff

If you are a bargain hunter, Nashville is a good place to be.

Not only do our parks and libraries offer a ton of fun and free educational programs, we have a host of first-rate concerts, theater, dance and lectures - that are free or inexpensive and open to the public - through our colleges and universities. And, yes, we have lots of places to shop on a shoestring. Here are some of my best bets:

o Thrift-store shoppers have a lot to choose from with more than 25 Goodwill stores, five Salvation Army Stores, several Southern Thrift stores and lots of one-of-a-kind shops such as the Lions Club, This 'N' That, Bethlehem Center's Shopping Bag, New Life Thrift, and Music City Thrift. Unique is the Goodwill Outlet, 905 Ninth Ave. N., where you can buy clothes by the pound - $1.49 a pound - and other items at 75% off what they were originally priced in the Goodwill stores.

o Consignment is also big, with dozens of weekend clothing sales in the spring and fall and plenty of year-round shops for women, such as Consigning Women, Clothes Horse, Designer Consigner, Fashion Boutique and Alteration, Consignment Classics, Designer Finds, Clothes Horse, Bargain Boutique, Designer Renaissance, RazzMaTazz, Generations, Play it Again Ma'am - all in Nashville.

There are also Phase II in Murfreesboro and Second Time Around in Hendersonville. Children's consignment shops include Tiny Traditions in Nashville, Hand Me Ups in Dickson, New 2 U in Lebanon, Kangaroo's Pouch in Franklin, The Cottage in Mt. Juliet, L Munchkins & Mommies in Springfield and Little Ones 'N' Reruns In Hendersonville.

o The Ladies of Charity sales every spring and fall are a big draw, with large inventories of men's, women's and children's clothes. You can find most of the year-round shops in the Yellow Pages and the weekend sales in The Tennessean's classifieds or online at www.kidsconsignmentguide.com.

o If you are after used books, you are definitely in luck in our area. Bookman/Bookwoman in Hillsboro Village, Rhino Books on Granny White Pike, the Book Attic near RiverGate, Ms. B's Books in Hendersonville and Bettie's Books in Lebanon all sell books at half of retail or less. Most of them buy, sell, and trade. And

maybe the best deal of all is the Second Saturday Book Sale that the Metro Public Library holds the second Saturday of each month at its Donelson Branch.

o If you are not in the pre-owned frame of mind and want to buy new things, there are lots of options, too. Hecht's Bellevue Center store has a Clearance Zone on the first floor near the men's department that routinely sells clearance items from area Hecht's stores - with many items 60%-80% off the original prices. It is a real deal.

o Outlet malls are also worth checking. Hundred Oaks has some outlet stores, including Off 5th, Burlington Coat Factory and the new Ross' Dress for Less. Opry Mills is a mixture of full retail and factory outlets, including very popular outlets such as Banana Republic, **Nautica,** Tommy Hilfiger and The Gap. And, of course, the Prime Outlets mall in Lebanon is a big draw with more than 50 stores.

Oher places that we cheapos love to visit:

o Teens and young adults seem to love the resale stores such as Planet Xchange near CoolSprings and Plato's Closet with stores near Hickory Hollow and CoolSprings. You can bring clothes in and sell them on the spot - and buyers get a great deal, too.

o BNA Direct, at 311 Peabody St., sells department-store closeouts such as bedding, clothes, shoes, purses, etc., at great prices.

o Habitat Homestore, which sells building supplies and other items that have been donated by homeowners, contractors and building-supply companies, is at 1001 Eighth Ave. S. (254-4663)

o The monthly flea market at the Tennessee State Fairgrounds is the fourth Saturday of every month and is open Friday through Sunday. Admission is free, parking $3. (862-5016)

o Norbert's Home Decorating Outlet, 3734 Nolensville Road. They buy truckloads of household accessories from Home Decorator catalog and other places at good discounts.

Hope this helps to make your bargain hunting more productive - and fun!

P.S. I also invite you to become a regular Ms. Cheap reader - and contributor. I am always looking for good ideas to share in my column. I also have a Bargain Bin column that runs on Fridays featuring good sales and cheap and free events coming up that weekend or that week ahead. Thanks for reading. Stay cheap.

GRAPHIC: by Jeanne Reisel , file; Clothing lines such as Hollister and Abercrombie fill the resale racks at Planet Xchange.

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Big-name designers are landing at a runway near you The San Francisco Chronicle SEPTEMBER 19, 2004, SUNDAY,

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San Francisco Chronicle

The San Francisco Chronicle

SEPTEMBER 19, 2004, SUNDAY, FINAL EDITION

SECTION: LIVING; Pg. F8; STYLE MATTERS

LENGTH: 829 words

HEADLINE: Big-name designers are landing at a runway near you

BYLINE: Sylvia Rubin

BODY:

Star power: The innovative Zac Posen will present his first West Coast runway show here next month, the same spring collection he just showed in New York. This year's winner of the emerging talent award from the Council of Fashion Designers of America (and recently backed by Sean Combs) will be the star attraction of the locally produced International Fashion Week, at Pier 48 on Oct. 21-23.

This catwalk event -- 10 runway shows in three days featuring designers from India, New York and San Francisco -- comes on the heels of San Francisco's first Fashion Week, held last month at the Palace of Fine Arts.

Getting the 24-year-old Posen to commit took "lots and lots of phone calls to his mother," said event producer Jacinta Law. It was Suzie Woodward Morris, a San Francisco image consultant and friend of Zac's mother, Susan Posen, who got the ball rolling. Since Susan Posen also happens to be the chief executive of her son's company, it was a done deal as soon as Law agreed to give the Posens complete control.

"I thought it was a unique opportunity for him," Morris said. "I want to help spread his image across the world."

Posen has proven he's not a flash in the pan. His spring collection included low-slung, slouchy tuxedo pants, a series of sleek but not form-fitting white suits, a diamond-patterned dress that sparkled with purple, gold and silver beading and a fringed hem, and a black gown with diaphanous layers and peekaboo details.

Other designers confirmed to attend the Pier 48 shows are New York's Lloyd Klein, the veteran gown designer Stephen Burrows, Zang Toi and two of India's top designers, Malini Ramani and Manish Arora.

San Francisco names include Joseph Domino and possible shows by Erica Tanov and Deborah Hampton.

Law is still putting the final touches on the production, to be held in the 100,000-square-foot space.

"We're going to try and create a world in here; there will be lounges with music and food set up to resemble cafes in different cities, like Paris, or Rome," she said.

Watch this space for updates, or visit www.jacintadesigns.com.

Show us what you've got: The annual "Fresh Faces in Fashion" GenArt show (the multi-city group that showcases young designers) takes place Oct. 15 at the Regency Center, 1300 Van Ness Ave. in San Francisco. Designers in this year's show are: Cari Borja (evening dresses and fancy fleece), Latifa Medjdoub of Latifa (knitwear), Tressa Williams of Fierce Couture (Latex fetish wear), Roge Allen of Hieros (colorful men's wear). Accessories designers are: Susan Jane Designs (reconfigured vintage jewelry), Stephanie B. (fabric and leather handbags) and Elsa Smith Design Inc. (chunky sterling silver jewelry). Tickets are $30 to $40. Call (415) 284-9400, or visit www.genart.org.

Start planning your trip: Macy's annual Passport fashion show and AIDS fund-raiser comes around for its 22nd year with a three-day run beginning Tuesday.

Expect the usual hard bodies, thumping music and Macy's fall fashions, at Fort Mason Center in San Francisco.

In its early years, as one of the country's first major AIDS fund-raisers, the event attracted big crowds, big buzz and big celebrities, including Elizabeth Taylor, but the actress is making few personal appearances these days, and it has not been confirmed whether she'll be attending this year's event.

But New York designer Michael Kors, also fresh off the spring runways in New York, is scheduled to take a bow at the closing night show on Thursday .

Tuesday is "teen night," a private event for Bay Area high school students.

On Wednesday actress Jennifer Tilly will introduce the show. Mario Cantone (Charlotte's fast-talking gay friend from "Sex and the City") will be the celebrity auctioneer both Wednesday and Thursday nights.

Oh, right, and then there's the fashion.

There will be men's and women's looks from Kors' new, lower-priced "Michael" line, which borrows a little bit of this (cable sweaters, skinny pants) and a little bit of that (oversize handbags, furry vests) from his signature collection.

Also on the runway: a Brazilian segment sponsored by MAC makeup; vintage-inspired separates by Anna Sui; cocktail dresses by A.B.S. Allen Schwartz; underwear and lingerie from V.F. Intimates and **Nautica** Sleepwear, and children's clothes from With Love, Barbie.

To date, the event has raised $18 million for AIDS research.

Tickets start at $65. For information, call (800) 334-6158 or visit www.ticketmaster.com.

Wait, there's more: Given the fashion vibe of the moment, this weekend's big Vintage Fashion Expo, wrapping up today at the Masonic Center auditorium on Nob Hill, should prove irresistible to anyone on the hunt for brooches, leopard-print bags and vintage furs.

Nearly 100 vendors will be at 1111 California St. from 11 a.m. to 5 p.m. today. Admission is $10. Information: www.vintageexpo.com.E-mail Sylvia Rubin at srubin@sfchronicle.com.

GRAPHIC: PHOTO (4), (1) Coast to coast: New York's Zac Posen, left, now an equal partner with Sean (P. Diddy) Combs, brings his entire spring 2005 collection to San Francisco next month. / Gino Domenico / Associated Press, (2) Right, his "Bali" dress. / Louis Lanzano / Associated Press, (3) Michael's way: Left, black and ivory ombre sweater, black slant zip leather pants; (4) at right, herringbone button turtleneck with cream twill, leather-trim skirt, by Michael, of Michael Kors.

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Tickling the Ivy The New York Times September 19, 2004 Sunday

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LENGTH: 878 words

HEADLINE: Tickling the Ivy

BYLINE: By Charles Mcgrath

BODY:

Whatever happens in November, the president will be a Yale man -- though the term doesn't mean quite what it used to. It's not that Yale College has become academically less selective. Yale is now much harder to get into than it was in the days of Kerry and Bush, and if former Yale men had to reapply now, many would be quickly turned away. Some might even be encouraged to brush up for a while at a community college or to consider vocational training. "You know, you don't have to go to college," the admissions counselor might say, "even if your name is Chauncey Walker-Forbes Woolsey IV."

A Yale man used to be somebody who looked the part. The students who are admitted into the new, meritocratic Yale, however, don't dress like Yale men. (Neither, for that matter, do Bush and Kerry anymore. They wear corporate mufti: the inoffensive dark suit, white shirt and boring blue tie.) Yale students now look and dress like college students everywhere. They wear T-shirts and bluejeans pretty much 24 hours a day, and don't always bother to change them with faithful regularity. They wear sneakers and combat boots, or else just shower flip-flops, and to save their lives they couldn't tell you the difference between a wingtip and a Weejun.

When my wife and I packed our son off to Yale in 1995, we sent him with just one item of even semiformal clothing, a navy blazer from Brooks Brothers. Four years later it was exhumed from his closet, unworn, though not unwrinkled, and still in the original garment bag. It was like something from a time capsule.

Back in the "happy, golden, bygone days," to quote from the Yale alma mater, "Bright College Years," Yale men were different. (There were no Yale women until the fall of 1969.) The ideal Yale man in those days -- which lasted until the fall of 1963, when Yale changed admissions policies and began seeking out the kind of Yale man with higher College Boards -- was a Cole Porter-ish sort of fellow, stylish and well connected, who spoke with just a hint of a lockjaw accent. He was John Lindsay, to pick a single, perfect example.

The Yale man dressed impeccably in the preppy uniform of the day, though "preppy" wasn't in wide use then. "Natural shoulder" was what men's magazines called the Yale look, and for decades the clothing stores near campus at Elm and York Streets in New Haven were the natural-shoulder capital of the universe. Its bulwarks were Fenn-Feinstein and J. Press. In New York, not far from the Yale Club, there was Haberdasher's Row, commencing at 44th Street and Madison Avenue: Brooks Brothers, known as just "the Brothers"; J. Press (there was also one in Cambridge, Mass.); and Chipp, which had a retail store but also

did big business in custom tailoring. (We have Chipp to thank for, among other innovations, jackets and trousers of patchwork madras.)

In the 1950's and 60's, an experienced observer could tell where a Yale man shopped just by his shirt: plain pocket meant Fenn-Feinstein; pocket with flap, J. Press; and no pocket at all, the Brothers, which in those days didn't believe in shirt pockets, perhaps because almost all their suits still came with vests. Vest aside, to determine the origin of a suit might take closer observation; if it had a lining of bright red silk (like several of the suits of one of my classmates, a guy so Cole Porter-ish that, like Porter, he kept a piano in his room), it was most likely a custom job from Chipp; if it had a button fly, it was probably from the Brothers, which still sold such garments up on the geezers' floor, where you could also get voluminous high-waisted boxers of the kind sometimes on display in the Yale Club locker room. They had three buttons at the top and came up almost to the nipples, as if made with a built-in cummerbund.

All the sartorial niceties of the Yale style began to erode, as I've suggested, with the enrollment of what became the class of 1968 -- my class, as it happens, and also the class of George W. Bush. I seem to recall the president-to-be going sockless and wearing corduroys and cable-knit sweaters, but that could describe any number of us. He did not cut the figure of, say, Strobe Talbott, another classmate, who became deputy secretary of state during the Clinton administration. Strobe was a full-fledged intellectual, so he could carry off the affectation of wearing plaid Bermudas well into November.

But the barbarians were already among us -- guys in jeans, with long hair, beads and headbands, guys so brilliant they didn't care what they looked like. Yale in those days still required a coat and tie in the dining halls, but in some Yale colleges a knotted shoelace counted as a tie. There was even a short-lived debate about whether, since the regulations did not specify a shirt, going bare-chested was acceptable. Eventually, even some younger faculty members began dressing like the students, not the other way around. It was much remarked, for example, when Charles Reich, a Yale law professor and the author of "The Greening of America," began showing up for class in jeans. Even he drew the line, however; his jeans, as some freethinkers noted with disdain, were always creased and ironed. He was trying to pass as a hippie, but he was still a Yale man.

URL: http://www.nytimes.com

GRAPHIC: Photos: Eli's coming: from left, Max Abelson relaxes in a J. Crew coat, $228, and sweater, $58. Go to www.jcrew.com. Michael by Michael Kors shirt. Tommy Jeans jeans, $49.50. Go to www.tommy.com. Jack Spade tie. Stetson hat. Bobby Kennedy wears a Brooks Brothers sport coat, $428, and shirt. At Brooks Brothers stores. **Nautica** Jeans Company jacket, $48. At Macy's. Etro pants, $385. At Etro, 720 Madison Avenue. Ermenegildo Zegna shoes. Robert Talbott tie. Paul Stuart cap. Marc Michael at ease in a Banana Republic sport coat, $260. Go to www.bananarepublic.com. Gant sweater, $249, shirt and scarf. At Gant stores. J. Crew chinos, $59.50. Paul Smith shoes. Fashion editor: Robert E. Bryan Prints charming: Michael Rae-Grant stripes it rich in a Perry Ellis sweater, $275, and tweed sport coat, $795. Go to www.perryellis.com. Gant shirt. Original Penguin pants, $110. At the Original Penguin store, 1077 Avenue of the Americas. Burberry shoes. Robert Talbott tie. Opposite: Marc Michael is a study in tweed with this Ermenegildo Zegna wool-and-cotton sport coat, $1,495. At Ermenegildo Zegna boutiques. Paul Stuart cashmere vest, $547. At selected Paul Stuart stores. Umbria by XMI shirt, $110. At Nordstrom. Michael by Michael Kors pants. Jack Spade tie. Skull and good cheekbones, from left: Marc Michael researches in a Perry Ellis wool tweed car coat with shearling collar, $795, and cashmere argyle vest, $275. Go to www.perryellis.com. Alexander Julian shirt. Gant corduroy pants, $145. Jil Sander penny loafers. Robert Talbott tie. Stephen Haskins wears a John Varvatos houndstooth plaid overcoat, $1,795, wool pants, $295, and ankle boots. At selected John Varvatos stores. Umbria by XMI shirt. Robert Talbott tie. Opposite: Marcus Ruopp takes a breather in an H Hilfiger plaid wool-and-cashmere sport coat, $395, merino zip-front sweater, $165, and gingham shirt, $98. Call (888) 866-6948. Gant corduroy pants, $145. At selected Gant stores. Tod's shoes. Robert Talbott tie. Student union, above, from left: Bobby Kennedy wears a J. Crew sweater and shirt. Dolce & Gabbana pants. Jil Sander shoes. Peter Cellini in a Jil Sander outfit. Ermenegildo Zegna shoes. Max Abelson wears a Calvin Klein turtleneck. Dior Homme pants. Bottega Veneta shoes.

Stetson cap. Stephen Haskins in a Sean John sweater. Abercrombie & Fitch shirt. Marc Michael wears an Ermenegildo Zegna sweater. Giorgio Armani shirt. Dolce & Gabbana pants. Dior Homme boots. Michael Rae-Grant in an Original Penguin sweater. Van Heusen shirt. D&G pants. Ermenegildo Zegna shoes. All ties by Robert Talbott and Jack Spade. Opposite: Max Abelson in a Burberry Prorsum vest, $285, shirt, $400, trousers, $425, shoes and tie. At Burberry stores. (Photographs by PLATON)

LOAD-DATE: November 10, 2004

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TRIATHLON Ventura County Star (California) September 23, 2004 Thursday

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Ventura County Star (California)

September 23, 2004 Thursday

SECTION: SPORTS AND WEATHER; Pg. 7

LENGTH: 817 words

HEADLINE: TRIATHLON

BYLINE: rromine

BODY:

Farrell wins division

in **Nautica** Malibu

Rio Mesa High water polo player Corey Farrell won the 17-and-under age division at the **Nautica** Malibu Triathlon on Sunday.

Farrell, 14, came out of the ocean 10th overall. While battling some of the roughest conditions in race history, he had a time of 20 minutes, 45 seconds, just one minute behind seven-time Olympic medalist Amanda Beard, according to Corey's father Gary.

Corey Farrell went on to complete the 18-mile bike ride in 50:32 and the four-mile run in 29:13. With transition times added, he finished with a time of 1:44.50, to place 46th out of 1,052 competitors.

Farrell remains undefeated with two races remaining, including Sunday's Carpinteria Olympic Triathlon. He will defend his title on his 15th birthday. His final race will be the Treasure Island Olympic Distance Triathlon in San Francisco on Nov. 6. Farrell has wins in the Wildflower Half Ironman Desert International Triathlon, Admirals Cup and Breath of Life.

SOFTBALL

Waves win championship

San Clemente Showcase

Highlights: Waves -- The California Waves 18-and-under Gold team went undefeated in five games, allowing only two runs. The Simi Valley-based team defeated the California Sliders 6-0, California Thunder 1-0, Full Mooners 6-0, Southern California Alliance 1-0 and tied the Southern California Select 2-2. The Waves pitching was led by Kellie Ives, Courtney Lyons and Janna Winkel. Casey Cox and Amanda Davidson played well behind the plate. The defense was paced by Jamie Prather, Jackie Hernandez andJasmyne Holmes. Elycee McKenna, Erlin Sakakini, Dana Irshay and Kristin Beaven contributed to the championship.

Ives hit a grand slam. Sakakini and had a triple and a double. Holmes and McKenna hit triplees. Davidson had a bases-loaded triple. The Waves will return to action Oct. 16-17 in the American Fastpitch Association National Qualifier Oct. 16-17 in Santa Barbara.

PLAYERSJOINJETSGOLD

Travel ball players Kelly McGregor, Sarah Richardson and Susie Nicoll have joined the Jets Gold 18-and-under team for the 2004 and 2005 college showcase and national tournament seasons. McGregor is a pitcher from Camarillo High, Richardson is a center fielder from Ventura High and Nicoll is a shortstop from Buena High. They had all previously played for the 16-and-under California Surf. "They joined the established Jets Gold team to be a part of the college caliber play and exposure process the national 18-and-under Gold team offers," said Jim Nicoll. Information: http://www/eteamz.com/jetsgold.

BOYS' WATERPOLO

Moorpark 8, Notre Dame 2

JV at Notre Dame

Highlights: Moorpark -- Shaun Culler scored three goals.

VOLLEYBALL

Ventura wins title

JV at Cougar Classic

Highlights: Ventura -- Violet Hope was the MVP as Ventura defeated Buena 25-21 in the championship game. Rachel Santa Olalla and Alison Leary made the all-tournament team. Ventura was 11-1 in pool play, including sweeps over over Camarillo, Rio Mesa, Canyon and Oxnard. Ventura defeated Simi Valley 26-24 in a semifinal game.

Buena finishes second

JV at Cougar Classic

Highlights: Buena --Buena finished second, losing the championship match to Ventura 25-21. Buena was 11-2 in pool play and semifinal action. Michaela Adame and Brooke Anglin were selected to the all-tournament team. Freshman outside hitter Jacki Richards had 18 kills. Stephanie Kroll had 15 aces. Anglin and Adame added 37 and 22 assists, respectively. Donielle Griggs had 16 kills. Amanda Centeno contributed 15 digs. Other team members include Jessica Patch, Kyndle Ruby, Kilei Phipps, Amanda Davis, Kayla McGowan and Jackie Dufresne.

Santa Clara 2, Fillmore 0

Game scores 25-13, 25-12.

JV at Santa Clara

Highlights: Santa Clara -- Victoria Seui had four kills, eight aces and three assists. Cassie Munoz had three aces.

Record: Santa Clara 3-2.

Buena 2, Saugus 0

Game scores 25-11, 25-2.

Frosh-soph at Buena

Highlights: Buena -- Louise Littig and Jessica Evans led Buena (3-0) in kills. Mallory Geske and Mary Laubacher provided strong passing performances. Katie Cogburn and Kara Everhart each contributed mutliple service aces. Jessica Evans had seven aces in a 25-13, 25-19 win over host Hart. Macey Smith, Nicole Wilson, Lauren Whitson and Morganne Brett combined for multiple aces.

VENTURA MISSIONARY SCHOOL WINS

Highlights: Ventura Missionary School -- The Ventura Missionary School eighth-grade team won the championship of the Ventura Missionary Church Adventure Hill Volleyball Tournament. The VMS eighth-graders ended the tournament with a perfect record by defeating Sacred Heart 25-19, 25-17; VMS sixth grade 25-18, 25-10; VMS seventh grade 25-20, 25-14; PAL of Ojai 25-22, 25-17; and St. John's 25-10, 25-22. The tournament MVP was Tiffany Rudd of the VMS eighth-grade team. All-tournament players included Katelyn Kwake, Morgan Vreeleand, Hannah Romero, Sammy Tebo, Ashlie Jamison, Lindsey Simmons, Zoey Gilberts, Shanwa Hollendsworth and Nicole Jarvis.

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FABULOUS AT 40 The New York Post September 23, 2004 Thursday

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The New York Post

September 23, 2004 Thursday

SECTION: All Editions; Pg. 10

LENGTH: 100 words

HEADLINE: FABULOUS AT 40

BODY:

MORE than 100 people packed into members-only blueblood hangout Doubles on Monday night to celebrate the 40th birthday of p.r. guru Scott Currie (whose clients include Coach, Dom Perignon and **Nautica)** hosted by furrier Dennis Basso and Joan Rivers, among others. Rivers toasted the birthday boy with, "God has given Scott a good life - he gave Tom Cruise a better one, but Scott looks better for 40." Guests including Arnold Scaasi and Fabian Basabe barely finished their dinner before "chic crashers" from the nearby New Yorkers for Children gala began arriving to dance until the club closed at 1 a.m.

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REALITY SHOW;THERE'S THE RUNWAY, AND THEN THERE'S REAL LIFE ALTHOUGH DESIGNERS SHOWING IN NEW YORK AND CLOTHING MANUFACTURERS MEETING IN VEGAS AGREE ON SOME STYLE POINTS.
Sun-Sentinel (Fort Lauderdale, FL) September 25, 2004 Saturday Broward Metro Edition

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September 25, 2004 Saturday Broward Metro Edition

SECTION: LIFESTYLE; Pg. 1D

LENGTH: 1040 words

HEADLINE: REALITY SHOW;
THERE'S THE RUNWAY, AND THEN THERE'S REAL LIFE ALTHOUGH DESIGNERS SHOWING IN NEW YORK AND CLOTHING MANUFACTURERS MEETING IN VEGAS AGREE ON SOME STYLE POINTS.

BYLINE: Rod Stafford Hagwood Fashion Columnist

BODY:
"Dry heat" my Aunt Fanny.

As I step out of the airport in Las Vegas on an August afternoon for a spring/summer 2005 apparel market -- one of the largest in the world -- it occurs to me that while there are many similarities between party-hearty South Florida and party-even-heartier Vegas, the weather ain't among them.

"When people tell me it's a dry heat here, I tell them so is a convection oven," said Daniel Storey, a natural-born Lauderdalian who is now a costume designer based just off The Strip. "Who wants to live in a convection oven? Another difference between Fort Lauderdale and Las Vegas is that it is always terminal taupe here. There isn't a green tree in sight. They just don't have the landscaping here that we have in Florida."

In August, the temperature here climbs to 102 degrees even before you've had a chance to start nursing your hangover. Storey told me that on really hot days the mercury climbs -- quickly -- to 118. And at night, even the full moon (is it real or hotel shtick?) seems to be beaming hot rays.

What's the difference between desert heat and tropical heat? Well, with desert heat you don't sweat as much (although sometimes you wish you would so you'd cool down a tad) and there are significantly fewer bugs.

It's just too hot for even insects. Think about that.

It's even too hot for fashion.

Ironic that fashion's main apparel and accessory market is held here twice a year with more that 3,300 clothing manufacturers exhibiting in more than 930,000 square feet at the Las Vegas Convention Center. And while there is some fabulousness going on, this is really commerce; buyers and sellers meeting to put clothes in everything from boutiques to mass market chains from a menu of 5,000 brands and private labels.

All of them come to the desert and do their level best to look cool in the heat.

But that heat, that dry heat, seems to affect people here: These are the worst-dressed people on the face of the planet. I'm talking about the visitors and the residents. No, seriously; hideous clothes on poorly groomed people (the worst haircuts you've ever seen) in gaudy environs make this the black hole of style. And I'm not only talking about The Strip (which occupies as much interest to them as South Beach does for us).

I think it is because Vegas -- unlike SoFla -- is an insular world. What happens here, does indeed stay here ... stuck in time. I'd estimate everyone to be in their 80s. The 1980s that is.

Even in the suburbs, the yards are enclosed by high fences as a barrier against sandstorms. If you do manage to climb up on a trashcan or a sturdy barbecue (I'm not saying I did, mind you) to see the horizons, there are mountains forming another visual barrier to turn your gaze back, back, back to The Strip. Despite replicas of worldly icons everywhere, it's hard to see what the rest of the globe is up to in Las Vegas ... which is about as anti-fashion as it gets.

The title MAGIC Marketplace is a misnomer. Back in the day, 1933 to be specific, when men's togs were the sole domain of Gentlemen's Quarterly and Esquire magazines, the Men's Apparel Guild in California (MAGIC) was born. In 1989, the market moved to Vegas to better handle the crowds (90,000 people attend). The one thing that Vegas does as well as, if not better than, anywhere else is move large groups of people around efficiently. In 1995 the market expanded to include women's wear, ergo, the inaccurate title.

These are mall-friendly clothes. Unlike the designer runway shows (for the same spring/summer season) that ended last week in New York, these clothes are not proposals, they are fact. The clothing shown at MAGIC is not directional, leading us all to new hem lengths, silhouettes and patterns. This is reality. Not runway.

Designers propose, and then have to wait to see what ideas fly before they make, market and ship.

Manufacturers are cannier. They wait and see which designer ideas take root and then extrapolate that idea into every price point possible.

Thus, the striped-shirt-untucked-over-flat-front-pants seen in last year's menswear designer shows -- Kenneth Cole, **Nautica** by David Chu, Matthew Earnest -- is now a uniform. The look seems to have "legs" in a big way well into spring/summer 2005 because at MAGIC it was ubiquitous.

And in women's wear, that seaside chic look espoused by Michael Kors, Carolina Herrera, BCBG by Max Azria, Nicole Miller, Luca Orlandi for Luca Luca, and Anna Sui has been interpreted in retail as sunny colors in sundresses, skirted suits, capri pants, clam-diggers, bikini tops matched with jams, and bright white denim miniskirts under citrus-hued tanks.

"I've noticed a lot more bright colors," said Pierre Jubinville, the owner of Audace on Las Olas Boulevard, who was at MAGIC to buy. "There's a lot of bright orange and yellows in swimwear. And even in denim and that [category] of clothing. It's a trend that comes from Europe, I think. I know it's in Canada, too. They are less conservative colors."

But conservatism has its place, too. as evidenced with the revival of preppy ... remixed and liberally sampled from by urban fashionistas such as Phat Farm, Sean John, Steve Harvey, Ecko, FUBU and Lilly Pulitzer.

Yes, Lilly Pulitzer is now hip with hip-hoppers. It's like magic.

Rod Stafford Hagwood can be reached at fashionguy@sun-sentinel.com or 954-356-4721.

PRAIRIE, PUCCI AND PANTS

Having looked at the fantasy of the runway shows in New York and the reality of the market shows in Las Vegas, we know these trends to be true for spring/summer 2005:

Prairie and dirndl skirts (hems are coming down) or full femme skirts a la The Stepford Wives.

For the office, it's knee-length skirts worn with shrunken jackets, or pantsuits with flat-front trousers in creamy colors.

Clean lines in denim jeans.

Easter egg shades and citrus colors (orange, peach, tangerine, citron).

Pucci, graffiti and spray-painted patterns.

Capris (especially in white and worn with gold accessories).

Halter sundresses with full skirts (you get extra points if it has a handkerchief hemline).

For the boys, must-haves include a pair of white pants (trousers, clam diggers, walking shorts) worn with a sleeveless T-shirt.

NOTES:
INFORMATIONAL BOX AT END OF TEXT.

GRAPHIC: PHOTO 2; COMING TO STORES: A powder-blue shadow-stripe suit with a multi-plaid shirt and a blue necktie from Portugal's Vicri men's wear is paired with a white eyelet jacket and skirt by New York's Love ... ady collection. IN THE SWIM: Turquoise fish charm bikini with matching sequin ruffle skirt from Columbia's Ondade Mar swimwear at MAGIC in Las Vegas. Magic International photos

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Top offer is good view Courier Mail (Queensland, Australia) September 25, 2004 Saturday

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Courier Mail (Queensland, Australia)

September 25, 2004 Saturday

SECTION: FEATURES; Pg. 104

LENGTH: 127 words

HEADLINE: Top offer is good view

BODY:
THE SPECIALS at Sunglass Clearance Warehouse have to be seen to be believed.

Owner John Dimmack said the store's motto was "top name brands at half or near half price".

"We are able to do this because we take advantage of special buys and, in turn, pass the savings on to you," Mr Dimmack said.

Sunglass Clearance Warehouse stocks everything from fashion styles to more sporty designs.

Leading brands include Gucci, Ralph Lauren, DKNY, Diesel, Sport Optics, Adidas, Bolle, Nike, Christian Dior, Mako, Guess, **Nautica,** Fish and Calvin Klein.

Sunglass Clearance Warehouse has five stores in the southeast Queensland corner, stretching from Adelaide Street in the Brisbane CBD to Ashmore on the Gold Coast or visit www.sunglassclearancewarehouse.com.au.

LOAD-DATE: September 24, 2004

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Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)

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Elizabeth Lanier, Brad Jancik The New York Times September 26, 2004 Sunday

Copyright 2004 The New York Times Company
The New York Times

September 26, 2004 Sunday
Late Edition - Final

SECTION: Section 9; Column 2; Society Desk; WEDDINGS/CELEBRATIONS; Pg. 19

LENGTH: 198 words

HEADLINE: Elizabeth Lanier, Brad Jancik

BODY:

Elizabeth Darden Lanier was married yesterday to Stephen Bradley Jancik. The Very Rev. Samuel G. Candler performed the ceremony at St.

Paul's Episcopal Church on Nantucket Island. The Rev. Joel Ives, the rector of St. Paul's, took part in the ceremony.

Mrs. Jancik, 31, works in San Francisco as the general manager of R O Imports, a company in St. Helena, Calif., which specializes in New Zealand wines. She graduated from Georgetown and received an M.B.A. from Columbia.

She is the daughter of Mr. and Mrs. John Hicks Lanier of Atlanta. Her father is the chairman and chief executive of Oxford Industries, an Atlanta company that produces clothing for Tommy Hilfiger, **Nautica** and other labels. Her mother, Jane Darden Lanier, is a trustee of the University of Georgia and sits on the board of the High Museum of Art in Atlanta.

Mr. Jancik, also 31, is known as Brad. He is a computer systems consultant in San Francisco for Jeskell, a consulting firm. He graduated from the University of Texas. He is the son of Mr. and Mrs. James Franklin Jancik of Marietta, Ga. His mother, Helen Monju Jancik, is an interior designer. His father is a technology consultant to hospitals in Marietta.

URL: http://www.nytimes.com

GRAPHIC: Photo

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Fit to be tied; Business suits make a comeback, beating back the onslaught of casual Friday dress The Columbian (Vancouver, Washington) September 26, 2004 Sunday

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The Columbian (Vancouver, Washington)

September 26, 2004 Sunday

SECTION: BUSINESS; Pg. e1

LENGTH: 1074 words

HEADLINE: Fit to be tied;
Business suits make a comeback, beating back the onslaught of casual Friday dress

BYLINE: JONATHAN NELSON, Columbian staff writer

BODY:

Psst! Here's the hot fashion tip for the fall season and beyond business suits are back.

Sport coats, dress shirts and even the necktie are beating back casual Friday.

Just ask 23-year-old Stanley Mak. The club-hopping men's department manager at the Vancouver J.C. Penney store noticed a few months ago the increasing number of men at nightclubs sporting dress jackets and more formal clothing.

Mak's not just speaking anecdotally. He's watched men's business clothing sales jump 23 percent since January. The bulk of those buyers are men between the ages of 18 and 30 who are looking for a more versatile, yet sophisticated look.

"They don't want to wear a suit for just one event, they want it for different occasions," Mak said.

Mak's experience is part of a growing trend nationally where tailored clothing sales between January and July were up 22.5 percent from the previous year, according to the NPD Group, a New York marketing information company. This follows slumping sales in 2003 that finished at $3.5 billion, an 11 percent decline from 2002.

Retail analysts say the recent shift isn't exclusive to a boutique haberdasher, but is trickling down to department stores and even discount companies like Target.

Regional trend

Clothing executives said the recent reversal holds true for the Pacific Northwest, a corner of the country never accused of following the conservative dress associated with the East Coast or big West Coast metropolises like San Francisco or Los Angeles.

"It's one of the most exciting things that's happened in a long time, the move away from the casual schlumpy," said Hope Brick, vice president and fashion director for Meier & Frank.

That look, which was eventually named casual Friday, burst onto the workplace in the mid-1990s and promised to liberate men from the requisite white dress shirt and constrictive ties.

The Levi Strauss & Co. was just one of several clothing retailers that latched onto the movement. Casual became synonymous with Levi's Dockers clothing line as an aggressive marketing campaign pushed the image of confident men dressed in khakis and shirts minus ties lounging around the office or sharing a drink after a round of golf.

But for some sartorial minded, the look was anathema to professionalism.

A backlash arose as the style bled into other days of the week and people took even greater license with the intent. The poster child for everything wrong with casual Friday became the techno whiz featured in so many stories that came to work dressed in flip-flops, shorts, T-shirt and hair that looked as if it was styled with an egg beater.

Fashion experts say the pendulum is swinging back to a more classical look.

The double-digit growth in business clothing sales could partly be explained by men who are diving into their closets and finding that after years of wearing casual clothes, suits no longer fit or are out of style.

An NPD survey last spring found the top reason men shop is to replace worn-out items and replenish their wardrobes.

Injecting fusion into fashion

Traditional suits, however, aren't the target of the buying binge.

Fashion buyers say the new trend is to mix and match formal and casual clothing a look dubbed "fusion."

Brick said a number of factors are influencing the buying habits of men. Some of it is a reflection of pop culture, the emergence of the metrosexual and the reality show "Queer Eye for the Straight Guy."

Money is also influencing decisions as interchangeable pieces are bought to stretch shrinking wardrobe budgets.

"They are picking up pieces that play to a seven-day week," Brick said.

That translates to a sport coat teamed with a dressy bottom during the day and torn jeans at night.

Brick said business clothing sales at Meier & Frank's Vancouver store are up, but declined to discuss specific figures. The company's most recent filing with the Securities and Exchange Commission said that despite second-quarter sales that didn't meet expectations, "ladies' suits, men's furnishings and tailored clothing performed well."

Brick said the trend also holds true for the Pacific Northwest, where style trends are perceived to be dramatically different than those in other parts of the country.

It is not uncommon in Portland and Seattle to attend the opera, a traveling Broadway play or walk into a fine dining restaurant and find patrons wearing everything from tuxedos and formal gowns to casual clothes.

During "Miss Saigon's" recent run in Portland, one man attended the musical dressed in shorts, T-shirt and Teva sandals. He mingled with contemporaries decked out in suits and ties.

Brick said the only real difference in sales between the company's Oregon and California stores is that cold-

weather items sell sooner in the north.

The clothing shift doesn't mean an obituary for casual Friday, just that the attitude is taking on a more-polished look, Brick said.

In some instances, companies are forcing employees to adopt a more buttoned-up look. Target Corp., for instance, recently updated its clothing requirements for employees at its corporate office in Minneapolis.

The new policy ends the "business casual" dress in favor of a more formal look. That means a sport coat and tie for men and jacket for women wearing a sleeveless blouse. A more relaxed ensemble is acceptable on Fridays.

Dean Alsup, branch manager for the Vancouver A.G. Edward's office, said the corporate and numerous regional offices allow for a looser clothing standard on Fridays. Not so in Vancouver, where traditional suit and ties for men are required throughout the week.

"It's not what pleases the employee, it's what pleases the client," Alsup said. "I think the client expects professionalism and that is more readily expressed with proper business attire."

Brick said if history holds, this should be the decade of more elegant dressing as clothing cycles tend to run in 10-year increments varying between traditional and casual styles.

Did you know?

* Components of the business suit, the layered look of a shirt, tie, vest and coat, come from Europe and date back to the end of the 17th century.

* The modern necktie, considered the essential part of a man's suit, dates back 350 years to Croatia.

* Brooks Brothers claims to have introduced the first ready-to-wear suits in 1845, which the company says was a particular hit during the California Gold Rush in 1849 as men didn't have time to wait for a tailor.

Sources: Cornell University, neckties.com, Brooks Brothers.

GRAPHIC: A Lauren by Ralph Lauren sport coat with a Geoffrey Beene dress shirt and **Nautica** tie show off a fall look, with alternate tie choices at left.
Meier & Frank sales associate Donnie Fermenick tries on a charcoal suit from Jones of New York.
Brian Bleasdell gets help picking out ties from his daughter, Heather Bleasdell, at Meier & Frank at Westfield Shoppingtown Vancouver.
Meier & Frank sales associate Lena Madson-Moe tidies a Perry Ellis pinstripe suit from the fall line.

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STYLE THAT SUITS HIM ;Coat, tie make young dad feel great Columbus Dispatch (Ohio) September 28, 2004 Tuesday, Home Final Edition

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September 28, 2004 Tuesday, Home Final Edition

SECTION: FEATURES - THE FLIP SIDE; Pg. 08B

LENGTH: 531 words

HEADLINE: STYLE THAT SUITS HIM ;
Coat, tie make young dad feel great

BYLINE: Marshall Hood, THE COLUMBUS DISPATCH

BODY:
Darrick Peppers used to spiff it up big time in one of his favorite six- or seven-button suits to hit the clubs with his wife, Deanna.

And when it came to shopping, Peppers was, well, hot.

"Before I had a family, shopping was one of my favorite things," Peppers, 23, said with a laugh. "Now, it's shopping for the family.

"When you have a child, you can't go out and get a lot of things you used to. I might go out and buy a couple of T-shirts, but. . . . "

But no regrets. Peppers and his wife, who live on the South Side, are the parents of 4-year-old Amari, and another little Peppers is on the way.

"If it's a boy, I might be finished if he likes clothes as much as me," said Dad, who has worked in the quality-control department at Insight Cable for three years.

Even though his social life has been altered, Peppers still steps out in style. Some things a well-dressed man just can't sacrifice.

"We don't do the clubs anymore," he said. "Now it's church and Bible study and Sunday school. I'll throw on a suit for church."

In fact, he likes dressing up so much that he would like to have a job where he wears a suit and tie.

"I just like wearing a suit and tie," he said. "It's a clean look."

His work uniform is shirt and jeans or khaki shorts with work boots. At home: jeans, T-shirt, cap and one of his three pairs of Air Force One athletic shoes.

"I may throw a (sports) jersey on, but I'm not into the hip-hop look," he said. "I just want it casual and comfortable."

But not the preppy-ish kind of casual and comfortable from, say, the Gap, where his wife happens to work.

"I really don't wear the Gap," Peppers said, good-naturedly. "Some of their clothes aren't really me."

mhood@dispatch.com

Box Story:What I wear
Fashion Reporter Marshall Hood takes an occasional look at what people are wearing and thinking about fashion. Today he talks with Darrick Peppers, 23, of the South Side.

Fashion inspirations
* Style mentors: "Jay-Z, Steve Harvey, Eddie Long, Deion Sanders. When Jay-Z comes out with French-cuff shirts and cuff links, everybody has to have them."
* Favorite brands: "**Nautica,** Guess? jeans, Tommy Hilfiger. I've got a few Puffy (designer Sean 'P. Diddy' Combs) velours. But I try to stay away from the big names because they can be costly."
* You love suits. What do you look for? "It has to have six, seven or eight buttons. I try to stay away from two- and three-button styles. (The former) are more fashionable, more stylish. I like the pants a little baggy and cuffed. And the shirt and tie I wear it with have to match."
* How did you meet your wife? "We knew each other in elementary school, started dating in 1997 and got married (asks wife)...Feb. 14, 2002."
* Last job you had before Insight? "Hanging drywall. I loved it."
* Bengals or Browns? "The Browns. I think they'll do all right this season -- I hope they'll do all right this season."
* Last movie seen? "Collateral. Good movie."
* You're a golfer. Best course ever played? "Bent Tree."
*Clothing item you will never give up: "My caps from Champs. I may throw it on straight back or to the side or to the front. Just depends how I feel."

GRAPHIC: Photo, (1) WILL SHILLING FOR THE DISPATCH/, Darrick Peppers dresses in style when he goes to church./, (2) Steve Harvey/, (3) Eddie Long/, (4) Deion Sanders/, (5) Jay-Z

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MACY'S EVENT GOES TO SANTA MONICA; Macy's California Inc.; Passport event to benefit AIDS research
WWD September 29, 2004

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WWD

September 29, 2004

SECTION: Pg. 30 ; ISSN: 0149-5380

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LENGTH: 434 words

HEADLINE: MACY'S EVENT GOES TO SANTA MONICA; Macy's California Inc.; Passport event to benefit AIDS research

BYLINE: Saels. Diane Dorrans

BODY:
SAN FRANCISCO -- Macy's brings its 22nd Annual Passport event benefiting AIDS research to Santa Monica's Barker Hangar on Thursday and Friday, with Tommy Hilfiger as the featured designer.

Celebrity models Marilu Henner and Brooke Burke, and Kwame Jackson and Katrina Campins from "The Apprentice" will wear H Hilfiger to open the runway show and gala sponsored by American Express.

Passport has raised almost $ 18 million for HIV-AIDS research, care, prevention and education programs since the show began as a small fashion presentation in the staff cafeteria of the Macy's Union Square flagship here. The fund-raising continues in Southern California with Passport In-Store, an all-day shopping event at the Beverly Center, South Coast Plaza, Fashion and Mission Valley and Palm Desert locations on Oct. 2. The $ 10 tickets benefit more than 70 HIV-AIDS organizations in the area.

During the San Francisco Passport event Sept. 21-23 at Fort Mason, Michael Kors was the main designer. Twenty samba dancers in plumed headdresses, pole dancers, a dozen break-dancing tots and Calvin Klein underwear model Antonio Sabato Jr. helped rev up the night.

The annual gala, founded by Elizabeth Taylor, dubbed "Evolution Revolution" this year, also featured fall collections from I.N.C. Women, Dooney & Bourke, LeVian jewelry, Versus by Versace, Kate Spade, Badgley Mischka, Vanity Fair Intimates, **Nautica** Sleepwear, Anna Sui and A.B.S. by Allen B. Schwartz. Other sponsors included MAC Viva Glam, Movado and Giorgio Armani.

"Everyone thinks New York is the most eclectic and creative city, but it's great to come to San Francisco to see truly eclectic styles and ideas," Kors said after the show. "I love Passport because it brings runway fashions to everyone. I had been here for the show in 1995, and when they asked me to come, I jumped at the chance. We were showing real clothes and the show also ran the gamut of emotions. It was a great night."

Kors said he was inspired by the children's wear in the runway show. "We'll do kid's wear and fashions for girls one day, I am sure," he said. "Not tomorrow, but soon. It's very exciting right now. Kids are so

fashion-conscious."

An auction conducted by actor Mario Cantone of "Sex and the City," which included a peach-colored limited-edition Vespa scooter designed by Giorgio Armani, raised $ 67,000.

"Let's keep research funded, and let's keep pushing for a generation free of AIDS," said Macy's West chairman and chief executive officer Robert Mettler.

Caption(s): Michael Kors at the San Francisco Macy's Passport gala.

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Free spirits: fall brings a surprising mix of rich fabrics perfect for fashion's new bohemians. Shape October 1, 2004

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Shape

October 1, 2004

SECTION: No. 2, Vol. 24; Pg. 246; ISSN: 0744-5121

IAC-ACC-NO: 122376940

LENGTH: 966 words

HEADLINE: Free spirits: fall brings a surprising mix of rich fabrics perfect for fashion's new bohemians.

BODY:
Don't Fence Me In Your personal style shines through in a body-skimming dress paired with an unexpected faux-fur shrug. Michael Kors paisley chiffon jersey dress, $ 3,300. Echo faux-fur vest, $ 98. The Common Ground sterling-silver and turquoise necklace, $ 1,750, and sterling-silver and turquoise cuff bracelet, $ 525. Stuart Weitzman leather stiletto sling-back sandal, $ 205.

Opposite: Escada silk poncho top, $ 185. Lola "Pacific Coast Highway" floppy felt hat with velvet grosgrain ribbon band, by special order, $ 250. On previous spread: Echo faux-fur vest, $ 98. Ralph Lauren Blue Label cashmere-blend camisole, $ 145. Celine heavy suede "Crosta Duffle" skirt with buckles, $ 1,500. Kelly Gwin sterling-silver bracelet, $ 195. R.J. Graziano turquoise and multistone silver-plated bracelet, $ 85. On him: Post Card merino-wool turtleneck sweater, $ 89. Calvin Klein Jeans straight-leg dark-denim jean, $ 49.50.

Beauty note Give your face a flawless finish with Clinique Superbalanced Compact Makeup SPF 20, $ 26.50. Not only does this foundation moisturize where you need it, it also controls excess oil and prevents shine all day, while protecting skin from the sun's harmful ultraviolet-A and -B rays.

Two for the Road

Take to the highway in a look that tells your own true story. Burberry shearling coat, $ 2,430. Diane von Furstenberg merino-wool sleeveless cardigan, $ 175. Badgley mischaka satin georgette and tulle skirt, $ 2,275. The Common Ground sterling-silver and turquoise dangle cluser earrings, $ 250. opposite: Aviva suede and fabric bustier top, $ 625. Marikka Nakk flamenco skirt, $ 450. Gas Bijoux "Paon" earrings, $ 145. Billy Martin's sterling-silver cuff, $ 150, turquoise and sterling-silver bracelet, $ 475, and alligator bracelets, $ 95 each. Calvin Klein Collection brown felt ankle boot, $ 450. On him: McKenzie wool-blend blazer, $ 495. Velvet Men cotton T-shirt, $ 42. Calvin Klein Jeans straight-leg light-wash jean, $ 49.50. Rockport "Werribee" boot, $ 110.

Beauty note Stay clean and beautiful on the go with Biore Pore Perfect Daily Deep Pore Cleansing Cloths, $ 6 for 30 cloths.

The textured, pre-moistened wipes get rid of pore-plugging makeup, oil and dirt and fit easily in your bag to take anywhere.

Wild West

Romance gets edgy in frisky animal prints and curve-revealing cuts. Escada silk leopard-print dress, $ 1,250. Billy Martin's turquoise and sterling-silver ring, $ 225. On him: Burberry gray wool sweater with green trim, $ 495. James Perse pale-green high V-neck T-shirt (worn under sweater), $ 34. D&G darkrinse J-pocket distressed straight-leg jean, $ 260. Brave Leathers brown belt, $ 75.

Opposite: Burberry cashmere/wool-blend poncho, $ 695. Arnold Goldstein "Concha" buckle with turquoise center, $ 450, on Sean Whelan leather strap belt, $ 125. Minnetonka Moccasin side-lace tall boot, $ 65.

Beauty note Maximize your youthful glow with Aveeno Positively Radiant Anti-Wrinkle Cream, $ 14. It's chock-full of soy and vitamins [B.sub.5] and E to even out skin's tone, smooth its texture and keep it hydrated.

Romancing the Stone

Relax in a simple gathered top paired with a feminine pleated skirt. Moschino Jeans gray ruched top, $ 270, and dark-denim pleated skirt, $ 200. D&G tall brown leather boot, $ 720. Plein Sud leather belt, $ 200. On him: Gap off-white button-front shirt, $ 44. Polo by Ralph Lauren brown corduroy pant, $ 145. Burberry lambswool herringbone-pattern blanket, $ 440.

Beauty note You'll complement each other in similar, sexy fragrances. Try Burberry Brit Eau de Toilette for women, $ 48 for 1.7 ounces, and for men, $ 45 for 1.7 ounces. Both scents are very warm, with notes of cedarwood, amber and tonka bean (which smells like sugared almonds), with the women's scent a bit sweeter and the men's muskier.

Together & Apart

Shine in satin, relax in denim with silk and velvet details. Marc Jacobs washed double-faced satin ruffle dress, $ 4,900. Billy Martin's turquoise and sterling-silver cuff bracelet, $ 595. Opposite: Y&Kei wool coat with velvet trim, $ 1,447, and silk tank with fringe detail, $ 235. Levi's "Too Superlow Boot Cut 524" jean in Medium Parras Stretch, $ 35. Billy Martin's turquoise and sterling-silver necklaces, $ 1,400 and $ 720. On him: **Nautica** Jeans Co. corduroy blazer, $ 100. Pollini wool crewneck sweater, $ 240. Levi's "Jagger" jean, $ 40. Kenneth Cole New York leather belt, $ 40.

Beauty note Use a body lotion every day to keep skin hydrated as temperatures start to dip. Nature's Gate Organics Fruit Blend Asian Pear & Red Tea Ultra-Hydrating Lotion, $ 10, is chemical-and preservative free, with a blend of fruits, floral extracts and herbs that are all certified organic.

Let's Run Away

The modern bohemian embraces luxurious fabrics like silk chiffon and cashmere. Calvin Klein "Silica" silk-chiffon dress, $ 3,255. R.J. Graziano seven-strand turquoise necklace, $ 275. Billy Martin's sterling-silver and coral oval ring, $ 125. Burberry lambswool herringbone-pattern blanket (on stool), $ 440. Opposite: Chanel brown and cream wool sweater jacket, $ 2,865. Ralph Lauren Blue Label cream cotton camisole with lace trim, $ 69. Seven for All Mankind "Havana" flare jean, $ 158. Stuart Weitzman tan suede ankle boot, $ 300. R.J. Graziano turquoise earrings with coins, $ 98. On him: Burberry forest-green chunky cashmere turtleneck sweater, $ 1,175. Polo Jeans Co. Ralph Lauren Basic Five Pocket Jean, $ 59. DKNY luggage-brown leather double-zip boot, $ 268.

Beauty note Aveda Air Control Hair Spray, $ 23, keeps strands in place without making them feel crunchy. This dry spray uses plant-derived resin and comes packaged in a recyclable aluminum canister. See Buyer's Guide, page 264, for retail information.

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Bed , bath , and babes. Men's Health October 1, 2004

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Men's Health

October 1, 2004

SECTION: No. 8, Vol. 19; Pg. 68 ; ISSN: 1054-4836

IAC-ACC-NO: 125321682

LENGTH: 121 words

HEADLINE: Bed , bath , and babes.

BODY:
What kind of sheets and towels should I buy to impress a woman? Max T., Durham, NC Brilliant question, Max. You realize we women are obsessed with towels and bed linens (what you guys call "sheets"). The simple rules: 1. Buy 100 percent cotton. You'll pay more, but it'll feel better than blended fabric. 2. Select neutral colors: white, beige, or cream. You'll need to wash them more often, but clean sheets impress women. 3. Look for a thread count of at least 200. (Check the label on the package.) The more threads, the better. 4. We like our towels soft and fluffy, so add fabric softener to the wash. Ralph Lauren, **Nautica,** and Calvin Klein all make towels and sheets that women love to have against their skin.

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Tri and Mighty; Variety October 4, 2004 - October 10, 2004

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Variety

October 4, 2004 - October 10, 2004

SECTION: SPECIAL REPORT: SPECIAL SUPPLEMENT: VLIFE OCTOBER; Pg. 57

LENGTH: 2363 words

HEADLINE: Tri and Mighty;

BYLINE: Nicole LaPorte

HIGHLIGHT:
The number of triathletes in the U.S. has more than doubled in recent years, with huge growth in Hollywood. And after a summer that saw Lance Armstrong win his sixth Tour de France and Americans dominate the Olympics, all were pumped and ready for September's industry-heavy **Nautica** Malibu Triathlon

BODY:
P aradigm agent Scott Henderson's reaction to the news that he'll have to stay a few extra days at the Toronto Intl. Film Festival seems a little extreme. "I'm devastated," he says. "It breaks my heart." It's not that the films are crappy, or that Henderson has been downgraded to a four-star hotel, or that he's facing back-to-back days of 8 a.m. screenings. The trouble is that being in Toronto means missing the **Nautica** Malibu Triathlon. Henderson only started doing triathlons last year, but he's already obsessed. Besides Malibu, he's competed in the Los Angeles Triathlon and the Oceanside Half Ironman. "Once you get the bug it can be really addictive, to the point that if you go out on the weekend, you keep thinking about how you don't want to ruin your workout the next day by partying too much," he says. "It becomes, like, a big focus." Henderson is not the only one in Hollywood who is trading in premieres and cocktails - and sometimes business lunches - for a 50-mile bike ride or a two-mile swim, or both. This year's **Nautica** Malibu Triathlon, held on Sept. 19, felt like an industry-sponsored event. Disney, Sony, ICM, William Morris and DreamWorks all had teams and competed in what's been dubbed the Entertainment Industry Challenge (the team with the three fastest male and female times takes home the coveted Studio Cup, which this year - as in most years - went to Disney). Disney's team is the largest, boasting 160 members, including studio president/COO Bob Iger (who was on a relay team with Olympic gold-medal swimmer Amanda Beard). Besides all the industry types, there were enough celebs donning wetsuits to cast a whole season of adventure reality shows, including David Duchovny, "Two and a Half Men's" Jon Cryer, Felicity Huffman and "The O.C.'s" Tate Donovan (who placed first in the celebrity men's category for the second year in a row). What brought them all together, at dawn on a Sunday morning - coincidentally, the same day as the Emmy awards - was the chance to compete and possibly win a top spot in the standings. "It's a very competitive sport and I think people in the industry are very competitive people," Henderson says. An event is payoff for all those early morning runs and Sunday bike rides that cut into script-reading and

brunch with the in-laws. A race is also an opportunity to prove your stuff, something triathletes don't take lightly. Money is poured into anything that can provide the extra edge: aerodynamic bikes, rear-wheel disks, seconds-shaving wetsuits. The investment is not always foolproof. Although Donovan won his category, he thought he'd be faster, considering that his new Cannondale bike was "awesomely tricked out with Lance Armstrong handlebars. "I thought for sure that I was going to beat my bike time (from 2003), but I was only, like, four seconds faster. It's not like I train to win the celebrity division," he adds, "though I have to tell you, it goes through my brain: I gotta be faster this year." Sometimes the competitive spirit can turn ugly. "There's a lot of shit-talking before the race," says one Malibu vet. "You'll hear people saying they're gonna kick so-and-so's ass." The celebrity relay division - in which a celeb does one leg and two non-celebs (usually ringer types, such as Beard) do the others - is particularly cutthroat. One former ringer says that when he competed for the "Gilmore Girls" team, the show's publicist "kept telling me how (a certain cast member) sucked. She was worried, because she really wanted us to do well." Celebs racing individually are equally hardcore. Donovan says he was expecting a faceoff with former "Bachelor" suitor Ryan Sutter, who beat him by 30 seconds in a Half Ironman race earlier this year. "All my teammates were like, 'Dude, that guy's gonna catch you and take the crown,' " he says. In the end, Sutter didn't show up. "I guess now that he's married, it's the ball and chain," Donovan jokes. Celebs aren't the only anxious ones. Michael Epstein, executive producer of the **Nautica** Malibu Triathlon, received several phone calls this year from people who wanted to change the layout of the course. "I get messages saying they want the swim longer," he says. "I guess they're good swimmers." Even people new to triathlons don't waste time getting serious. After climbing Mount Everest in 2001, ICM agent Doug Mac-Laren, who represents Neil Jordan and Rob Marshall, has been seeking out new conquests. An avid athlete and former Harvard crew team member, his regular regimen includes ergometer workouts, mountain biking and rock climbing. Recently he bought a road bike and signed up for Malibu. "I like things where you can't quit," he says. "It's good to have competitive sports like that. It gets hard and you keep plugging through. It's a lot like these (agency) jobs. But as an agent you can do everything right and the deal can still fall through. You don't ultimately have control. In sports, you do. What you put into it is exactly what you get out of it." As part of his preparation for Malibu, MacLaren went for a 30-mile bike ride along the Pacific Coast Highway one Sunday morning. Thirty miles is a decent distance, but it's not going to kill anyone in good shape, unless it's ridden at the speed MacLaren chose to ride. There was no warm-up, no gradual acceleration of speed. He simply got on his bike and sped ahead, clicking his gears a little too madly (it was only his third time on his new bike), hunching down a little too low, but nonetheless moving like a bullet. Fourteen miles later, when he turned around and headed back south, he was still pumping like a machine, a big grin slapped across his face. Like any number of driven workaholics in the business, MacLaren is someone who prefers to operate at one speed: fast as hell. That quality makes the link between Hollywood and triathlons a seemingly obvious one. On the other hand, the entertainment industry is traditionally most conducive to sports that involve a heavy social (i.e. networking) quotient, such as tennis and golf, or at least a sense of quirky exclusivity, such as Jerry Bruckheimer's ice hockey league. Training for a triathlon does not require membership at a tony club and usually takes place in solitude, at the unglamorous hours of 5 and 6 a.m., sometimes for up to 12-plus hours a week - hours carved out from already demanding schedules of producers, agents and execs, not to mention husbands and wives. Paradigm's Henderson says that when he decided to do the Half Ironman, he and his wife made a deal in support of his training, but, he says, "Now that I've done that, I have to scale back. We have big negotiations at our house about time." As far as using the time to network, Ironman triathlete and producer Bill Gerber ("The Dukes of Hazzard") says: "It's not like you can talk about a script while you're climbing Topanga Canyon. Your heart rate's 160. You're working. Or you're in the ocean swimming. It's not conversational." Still, Gerber does have industry buddies who double as training partners, such as producers Robert Lawrence ("The Last Castle") and Diane Sillan Isaacs ("Killing Pablo"). He says part of what draws him to the sport is that it makes him better at his job. "It's quite similar to producing, because you have to be an endurance athlete to survive independent producing these days," he says. "In this industry, especially, there are always a lot of unknowns," says Sillan Isaacs, a 43-year-old who placed fourth in her age group in the Ironman World Championships in Hawaii. "You have all these projects out there, there are a lot of intangibles. With training there's a consistency, a commitment you make to keep your mind focused. That's why I race. I like to have goals set. I like to have a pattern in my day, whereas my work is not patterned." Training can also be a much-needed diversion from the stress of the business. "I do it to get away from the industry," says Sarah Clossey, another agent at Paradigm who's completed several L.A. triathlons and marathons, and who is a training leader for Life Cycle, a seven-day charity bike race between L.A. and San Francisco. Clossey, who

reps Melissa George and Camryn Manheim, trains with groups such as Shifting Gears (for biking) and the L.A. Leggers (for running), and says she enjoys the company of people who are not obsessing over deal points. Then again, the industry's always there waiting. Storyline Entertainment exec and Escape From Alcatraz Triathlon alum Travis Knox often swims at Manhattan Beach in the mornings, which means showering in an outdoor stall before work. "More than one time I've showered (there) and realized I didn't have any kind of work shoes or socks," he says. "I've shown up to morning meetings wearing flip-flops." There was also the time he sneezed a bucket of salt water into his napkin at a work breakfast following an ocean swim. The mammoth Disney triathlon team organizes weekly bike rides in Griffith Park, Zuma Beach brick workouts (where two disciplines are practiced, such as a swim followed by a run), and even picnics and bowling nights. "It's an opportunity to find camaraderie with your colleagues, doing something that you love to do, that's great for your physical well-being, as well as your mental well-being," says Adam Sanderson, senior VP of brand marketing for Disney/ABC. In some cases, working in the industry has coincidentally played a role in how Hollywood types have morphed into triathletes. Alcon Entertainment co-president Andrew Kosove was shooting the film "My Dog Skip" in Jackson, Miss., five years ago when he was involved in an "awful, bizarre accident," he says. "Someone from the neighborhood started shooting at the lights (on the set). I was shot by a .45 caliber. It hit me in my right femur, inches above my knee," he recounts. "Extensive rehab lasted well over a year. At that point I was 29, and I said, OK, rather than be a casual country club tennis player, I'd rather turn my attention to something more challenging to keep me at a very high level of fitness." Marathons, and then triathlons, met the need. On average Kosove trains two hours a day, six days a week. He competed in this year's Malibu race as training for IronMan Florida. "Obviously, there are mornings I get up and think, 'What the fuck am I doing this for?,' but in general it's an enhancement." Paradigm's Clossey was only able to dedicate herself to sports when she left the CAA mailroom. "When I was a trainee at CAA, those hours - which started at 5:45 am and went to midnight - made it impossible for me to train," she says. When she left the agency three years later to work for a TV director, she had more, though not much more, time to work out. "I have to find time early in the morning," she says. "I usually get up between 6 and 7. I'm in the office between 8 and 9. I tend to spin during the week and then do a long bike ride on Saturday or Sunday. As for running, usually three to four times a week." She practices swimming primarily on the weekends, though, she says, "I have been known to slip out if a lunch is canceled." Clossey was previously at Writers & Artists before it was bought by Paradigm in August, and says she is worried that the pressures of her new job will disrupt her regimen. "Now that I'm starting at a new company I am totally panicked about when and where to find time (to work out)," she says. Trainers are one way to cope with the demands of training, and, for novices, to figure out where to begin. Besides devising a workout program, most trainers offer diet advice and round-the-clock encouragement, via telephone and email. Some say they are as much a life and career coach as a physical trainer. Gary Kobat has coached Jim Carrey and Will Ferrell through marathons and half Ironmans, and goes so far (maybe a little too far) as to credit both actors' recent box-office strength to their offscreen training. "If you've noticed," he says, "Jim has taken off in the last two years and Will has taken off in the last two years that we've worked together." On a recent weekday morning, another trainer, Jonathan Vakneen, met producer Richard LaForge at the Santa Monica College swim center to do laps. Afterwards he met another client, music producer and TV actor Russell Howard, out on the track. Wearing orange-and-yellow Hawaiian shorts that hung past his knees, and with his shoulder-length brown hair pulled back in a rubber band, Vakneen looks more like an incredibly fit beach bum than a coach who charges $ 1,500 a day. What he delivers is "partnership," he says. This means that when his client swims, he swims. When they bike or run, he does, too. And he even travels to races and sometimes competes in them alongside his works-in-progress. And if you email him what you ate on a particular day, he'll write back and tell you: "YOU'VE BEEN HAVING DESSERTS FOR BREAKFAST AND LUNCH ...YOUR LAST MEAL MIGHT AS WELL BE TIRAMISU!" Trainers such as Riley McAlpine work more with groups than individuals. Her roster includes William H. Macy and his wife, Felicity Huffman, and "CSI: Miami's" Emily Procter. Team Riley was well represented at Malibu with six of their own relay teams, as well as spots on four entertainment industry relays. For Huffman and Jon Cryer, as well as numerous agents and TV execs, Malibu was only the first part of their day. That evening they were all decked out in their best finery for the Emmy awards, looking a little more sun-kissed than their peers, and perhaps a little elated and relieved to finally have the pain and hard work of long months of training pay off at the finish line. Yet not everyone could entirely move on from the day's capers. One agent admitted that because of her farmer's tan and the fact that she couldn't scrub off the numbers on her arm (every competitor has their bib number written in Magic Marker on their arms and legs), she was forced to wear three-quarter-inch sleeves to the awards. Furthermore, partway through the

ceremony, she recalled, "I realized that part of the number was still visible on the back of my calf, so I went to the ladies' room and scrubbed it off."

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PAISLEY POWER; new neckties in the market; Brief Article Daily News Record October 4, 2004

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BYLINE: Askin, Ellen

BODY:
Byline: ELLEN ASKIN

It's been a long time since neckwear vendors stepped out of the box and challenged men to make a statement with their ties. But get ready, because for holiday and spring, bold paisley prints, from traditional tapestry styles to whimsical pastels, will be everywhere. They're named for Paisley, Scotland, where the pattern was first popularized, but the latest generation of this curvaceous motif is not exactly staid. They range from formal -- as in the metallic version from Sean John -- to downright fantastical, like this Pucci-esque design from Ralph Lauren Purple Label.

Caption(s): From top: Silk tie by TOMMY HILFIGER, silk tie by MICHAEL MICHAEL KORS, silk tie by J. GARCIA, silk tie by TINO COSMA, silk tie by ERMENEGILDO ZEGNA, silk tie by **NAUTICA,** silk tie by GEOFFREY BEENE, silk tie by SEAN JOHN, silk tie by RALPH LAUREN PURPLE LABEL.

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RAP IT UP! JOHANSEN HIGH STUDENT HOPES TO 'BATTLE' HIS WAY INTO THE MUSIC INDUSTRY Modesto Bee October 7, 2004, Thursday, ALL EDITION

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HEADLINE: RAP IT UP! JOHANSEN HIGH STUDENT HOPES TO 'BATTLE' HIS WAY INTO THE MUSIC INDUSTRY

BYLINE: BY ANDREW RANDHAWA, TEENS IN THE NEWSROOM

BODY:
It's lunchtime at Johansen High School, and a crowd of students surrounds a couple of guys.

Students who see the circle frantically try to get to the middle, while the others already in the front are yelling, "Ohhh!"

If you were from another high school, you would think there was a fight going on, but at Johansen, everybody knows it's one thing: a battle.

A battle is a heated contest between two "freestyle" rappers, who take turns making up lyrics to degrade the other person in various ways, or the lyrics the other person is saying.

The battle includes a beat boxer, who creates a beat for the battlers.

The winner of a battle is usually determined by the listeners, who loudly voice their approval when they think one rapper had the best comebacks or "disses" after a "freestyle."

In the middle of every battle is Johansen senior Danial Diaz, aka EmceeGetJiggy.

Danial doesn't fit the typical rapper image. He's white, he doesn't wear baggy pants and his boxer shorts aren't exposed.

Danial, 16, has spiky hair. He wears almost anything from Gap to **Nautica** and occasionally presents himself with the popular Abercrombie style. He's known at "Joho" for his "ill" (awesome) freestyling and his upbeat personality.

Even in the heat of "battle," Danial's gibes are good-natured. In one recent

confrontation, he fired off these "freestyle" lyrics:

"Battling Jiggy, you're going to need more than just luck.

"Look at this cat -- he just took his senior pictures in front of a taco truck ..."

Danial started entertaining students (the ones he wasn't torturing in his battles) at the beginning of his sophomore year. That was when he realized that his ambition of becoming a rapper might one day come true.

Danial has had a fascination with music since he was 2 years old. He started rapping when he was 9.

He grew up listening to his favorite musician, Michael Jackson, and as the years progressed, he became influenced by other artists, such as Dr. Dre, Kanye West, Baby Face, Freestyle Fellowship and Jurassic 5.

As a kid, Danial used a notebook to write down lyrics that came to him. It was something that kept his imagination working and gave him something to do in his free time. "At first, I thought it was the cool thing to do, but then I realized that writing was something close to my heart, and eventually became a part of me," he said.

His first song was titled "The Funk."

"I wanted to bring out the old-school funk, while at the same time maintaining the new-style beats," he said.

In the summer of Danial's sophomore year, he and his father, Dan, built a state-of-the-art studio in his garage, to help Danial along with his desire to become a professional musician. "You can find all the pro equipment required to create an album inside the studio," Danial said.

The studio has black foam soundproofing lining the walls, making it impossible to hear anything outside.

This was the steppingstone for Danial. Things started to seriously develop for the young entertainer after this.

Last year, Danial was able to perform at Johansen's rallies, where he thrilled the student body with his hip-hop music and skilled dance moves.

"At first, I was overwhelmed by all the people in the stands, but when they handed me the mike, something beyond my control took over, and from there, I just started to do my thing," he recalled.

Before he knew it, the students were all on their feet, dancing to the beat.

"Danial is one unbelievable dude. He has the potential to be something great. He's got mad skills," said Johansen senior Jack Scott, a student activities commissioner.

Senior Shaun Joseph, another activities commissioner who helps Scott plan school rallies, added, "Danial's singing and dancing at last year's rally was awesome."

Weeks after the rally, Danial met junior Nico Nieves. The two had heard about each other at school.

Danial listened to Nico and was impressed by his smooth R&B vocals. So EmceeGetJiggy and Nico worked on an album all summer.

The result, titled "It's ... the Takeover," is due out in mid-October and will feature songs that range from hip-hop/R&B to the popular punk-rock genre.

Johansen senior Leejay Rivera, aka "Etakit the Egg Head," and junior drummer Jordan Coenan have been working with Danial for a while and will be featured on the album as well.

Besides producing records, Danial has put together a number of dance mix tapes for his varsity basketball team and for the Johansen and Beyer cheerleading squads.

He always wanted a name with MC in it, but he wanted to think of something that wasn't the typical MC name. He thought about his dance moves, and how he considered himself to get jiggy. That's how EmceeGetJiggy was formed. When questioned about his unique name, Diaz responded, "Having a stupid name and the fact that I'm white gives me the edge when it comes to kicking a freestyle or battling."

Though Danial's artistic future looks promising, he is determined to stay true to his family's values. "My parents encourage my passion for music, but they don't want it to be the main concern of my life right now," he said. "They, as I, believe that education should come first, no matter what."

He plans to go to college after high school and will continue to produce music on the side.

"I'm not too concerned about making it right now," Danial said. "I'm just enjoying making music and entertaining everybody who listens, because that's what it is all about."

Andrew Randhawa, 17, is a senior at Johansen High School and is a member of The Bee's Teens in the Newsroom journalism program.

GRAPHIC: When Johansen High School's Danial Diaz, also know as EmceeGetJiggy, isn't spending time in his homemade music studio, top photos, he's often 'battling' with fellow freestyle rappers, above. Johansen High students Nico Nieves and Danial Diaz perform in Diaz's home recording studio.

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Adventures in Shopping Courier News October 8, 2004 Friday

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BYLINE: Christa Segalini, Staff

BODY:
JERSEY GARDENS MALL [tilde] ELIZABETH

Shop for miles

Huge Jersey Gardens offers abundance of consumer glee

By CHRISTA SEGALINI

Staff Writer

Jersey Gardens in Elizabeth, the state's largest outlet mall, is a shop-a-holic's dream.

The complex houses more than 200 big-name and specialty stores, such as **Nautica,** Ann Taylor Factory Store, Nine West, Faberware, Games Workshop and a whole slew of others that cater to every type of person with every type of need. Most of the stores are outlets or chain warehouses, so merchandise is significantly discounted. Unlike other outlet malls, Jersey Gardens' stores aren't discounted because their merchandise is dated and out of style. At Jersey Gardens, you don't have to trade quality for value.

Jersey Gardens Mall is quite large, with stores that specialize in clothing, accessories, games, home furnishings, kitchenware, entertainment, food, beauty and nutritional products, gifts and much more. I visited four of the stores: Windsor, Haggar Clothing Co., Period Furniture and Mikasa. Windsor, a national clothing and accessory store based out of Vernon, Calif., has its only Jersey location at Jersey Gardens Mall. The store carries merchandise geared toward young and chic modern women, with an emphasis on femininity and flare.

Special-occasion dresses decked out in chiffon, beads, lace, and coming in every color of the rainbow are found next to tweed suit jackets, leather handbags and the latest in work attire for today's young woman. Out-on-the-town clothes, such as embroidered tanks and halter tops, fitted jeans and poncho sweaters, are not lacking either. For every event in a young woman's life, Windsor seems to have the clothing to fit the occasion.

Mikasa, a leading manufacturer and distributor of tabletop products, has a store location in Jersey Gardens as well. The store specializes in dinette sets in fine china, bone china and stoneware, in addition to crystal stemware, utensil sets and all the items needed to complete your entertaining and everyday use tabletop.

Also, Mikasa comes out with season-themed tabletop accessories, such as Halloween candles, gravy boats and salt and pepper shakers and Christmas serving trays, figurines and candle holders. All remain true to the store's high standards.

Having a party? You're going to need that cocktail set you always said you were going to buy. Mikasa has it, along with fondue sets, bottle openers and stoppers and an assortment of picture frames, candle holders, lamps, clocks and other decorative houseware items that can help make your entire home fit for company.

Period Furniture has its only store location in Jersey Gardens. The antique reproduction store, based out of Passaic, specializes in replications of antique furniture, including a number of side tables, chairs, chests and bedroom and dining room sets. The furniture is made mostly out of wood, with some marble or glass tops and 24-karat gold plating. The store's unique taste is reminiscent of an era when the phrase "high fashion" could be used to describe more than just the latest clothing line. Crystal chandeliers and original oil paintings also are sold at Period Furniture. They accent the decorative side of the store's furniture line.

Haggar Clothing Co. offers men a full range of clothing options, from casual khakis to custom fitted suits, at up to 75 percent off department store prices. The style is classic but comfortable. Items include polo short-sleeved cotton shirts, fleece-lined fall jackets, long-sleeved woven shirts, contemporary ties, dress pants, silk shirts, wool and leather blazers. All are made for the mature man looking for quality and fashionable clothing at bargain prices.

Haggar also offers a few lines of clothing, such as Forever New shirts, dress pants and khakis, Freedom khakis and a full line of Comfort Equipped dress pants and khakis that have a hidden, expandable waistband.

Jersey Gardens is the one-stop shopping experience that merges the convenience of mall shopping with the quality of boutique shopping. Be sure to bring your walking shoes because the mall is remarkably large. You're bound to spend the entire day finding everything you're looking for.

Shop Hop

What: Jersey Gardens

Where: 651 Kapkowski Road, Elizabeth (exit 13A off the New Jersey Turnpike)

Atmosphere: An immense outlet mall with stores for, literally, miles.

Nearby Dining: The mall has a food court on the upper level, but it's worth going downstairs to Mr Smoothie, which makes refreshing fruit smoothies to order, providing the all-day-shopper with a much needed boost of energy.

Info: (908) 354-5900, www.jerseygardens.com

Bargain for under $50

Bargain for under $50: Haggar Clothing Co.'s corduroy fleeced-lined jackets are a must-have for fall. Haggar's offers them for only $18.88, so you can afford to get more than one color.

STAFF PHOTOS BY CHRISTA SEGALINI

Windsor is among many boutique-like discount outlets at Jersey Gardens Malls in Elizabeth. Windsor offers women's fitted suits with a camisole, above, and special occasion dresses in a variety of colors, top.

Parrot-themed china is among the high-quality tabletop fare at Jersey Gardens' Mikasa outlet.

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Jeans maker VF Corp. revamps Lee brand: Can an 80-year-old doll bring back the buyers? Ottawa Citizen October 14, 2004 Thursday

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HEADLINE: Jeans maker VF Corp. revamps Lee brand: Can an 80-year-old doll bring back the buyers?

BYLINE: The Canadian Press

DATELINE: TORONTO

BODY:

TORONTO - When a woman goes into a change room and tries on a pair of jeans, research shows, the first thing she does is turn around and look at the view from behind.

You could say VF Corp., the world's largest apparel maker, is doing the same thing.

In a bid to recapture a greater share of the highly fragmented jeans market, the parent company of Lee jeans has gone back to its past -- way back -- to come up with an icon it hopes will resonate with young consumers.

Meet Buddy Lee, an impish looking -- or in some people's eyes disturbing looking -- redheaded boy doll dressed in a plaid shirt and jeans.

Buddy Lee was created in the 1920s as a model for Lee clothing. Now, he's on posters and transit shelters all over the Greater Toronto Area, Montreal, Calgary and Vancouver as VF Corp. brings the Lee jeans brand back to Canada for the first time in six years.

"We wanted an icon to represent the brand's heritage," said Brian Williams, vice-president of VF Canada, noting the Lee Jeans company is 110 years old, only 20 years younger than the granddaddy of all jeans, Levi Strauss & Co.

Founded by Henry David Lee, the orphaned son of Canadian-born tailor Michael Lee, the company was the first and only company to use dolls to make sales presentations.

"We bought a lot of them back on EBay from people who kept them," Mr. Williams says.

A focus group made up of the target market, young people aged 15 to 24, chose Buddy from among a roomful of memorabilia at the Lee Jeans headquarters in Merriam, Kansas, Mr. Williams said.

The company had a collection of original Buddy Lee dolls in the kind of gear it sold back then, including uniforms for milk deliverymen, train engineers and cowboys. Jeans hadn't yet become the anti-fashion statement of a generation that came of age in the '60s.

Buddy Lee was has been relaunched in the United States on late-night cable television. The company says Canadian kids discovered him there and went on the Internet looking for more information.

"There's a little bit of a mystique to him for kids who don't know about him," Mr. Williams explained.

Though not well-known in Canada, the character could work here if consumers see it as a point of differentiation for the brand, said marketing expert Alan Middleton.

Like cars, jeans are sold mainly on the basis of the image they project, said Mr. Middleton, who teaches at York University's Schulich School of Business. Companies such as Guess and Calvin Klein have emphasized their jeans' sex appeal, he noted. Others, such as Levi Strauss, have worked on creating legends about themselves, "as in we're the original jeans maker from the (San Francisco) gold-rush days," he said.

Buddy Lee could help to sell more Lee jeans if consumers come to associate his image with quality, authenticity and heritage, Mr. Middleton said.

The need for a unique and memorable image has rarely been more urgent as a profusion of brands competes for a greater share of the resurgent denim business.

Though sales of jeans still trail the peaks reached in the mid-'90s, they're starting to recover after years in the doldrums when khakis were king.

Driven by new finishes and stretch fabrics, along with the low-rise waist, Canadian sales have jumped 18 per cent in the past three years to $1 billion Cdn., according to data supplied by market research firm NPD Group Canada.

In the 12 months to July this year, 34 million pairs of jeans were purchased in Canada, up 26 per cent from the same period in 2001. The average price was about $30.

"Sales of jeans peaked when khakis took over," said David Howell, an NPD consultant. "By 2001 the volume of khakis sold in Canada nearly matched jeans. But then low-rise came in and jeans took off again."

Among Canadians, Levi Strauss remains the top selling men's jeans brand, followed by Lee's Wrangler brand. But among women, Levi ranks second behind the Gap's in-house brand, while Lee runs a distant 16th, well behind the lower-priced, in-house brands sold at Wal-Mart and Sears, and the pricier designer names such as Calvin Klein.

VF Canada is clearly aiming to close some of those gaps with its new icon and four new Lee-branded jeans: Lee Dungarees, Buddy Lee Registered, Lee 1889, and One True Fit.

The marketing campaign is only part of the company's strategy for improving its sales. VF has also been expanding through acquisitions, adding Jantzen swimwear, skateboarding shoemakers Vans Inc., and in the jeans category he higher end **Nautica** brand.

The publicly traded company's share price is up 25 per cent, year over year.

The Lee jeans division is also spending more on consumer research, including how women behave in the dressing room, said Kathy Collins, vice-president of marketing for Lee Jeans. After the view from behind, most women want to see how the jeans look on their thighs, the company's research shows. Whether the pants feel comfortable is well down most women's list, she adds. For men, it's the top priority.

With the help of Buddy Lee, Mr. Williams predicts, "Lee could be a $50-million brand in Canada within five years."

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Nautica Sets Sail for Charles River Regatta; Nautica Apparel Inc; "Row-a-Palooza"; Brief Article ADWEEK New England Edition October 18, 2004

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BODY:
BOSTON -- **Nautica** has come aboard as the official apparel sponsor of the 40th Head of the Charles Regatta, the largest rowing event in North America, scheduled for Oct. 23-24 in Boston.

Nautica will provide Competition fleece pullovers and hats to volunteers and race committee members; **Nautica** Watches is the official timepiece.

Nautica Jeans Co. will sponsor a new, two-day music event called "Row-a-Palooza" along the Charles, featuring live music and contests; rock singer Gavin DeGraw is the headliner.

Consumers who purchase a **Nautica** watch at participating Filene's stores will receive a limited edition stadium blanket as a gift.

--Brandweek staff report

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Chance to experience America New Straits Times (Malaysia) October 22, 2004, Friday

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New Straits Times (Malaysia)

October 22, 2004, Friday

SECTION: Tempo; Pg. 16

LENGTH: 423 words

HEADLINE: Chance to experience America

BYLINE: By Shamini Gopalan

BODY:
IF you want to know all about the United States, don't miss the Experience US promotion at the One Utama Shopping Centre in Bandar Utama, Petaling Jaya tomorrow and Sunday.

The event is organised by the Commercial Service of the US embassy. It is aimed at promoting US fashion, tourism and education to Malaysians through a series of shows and interactive games.

There will be fashion shows by Guess, CK Jeans, **Nautica,** Kenneth Cole and Polo Ralph Lauren.

Other participants include American Airlines, Cathay Pacific, Reliance Travel and Tour, Golden Tourworld Travel, Royal Caribbean Cruises, Northwood University and the Malaysian-American Commission of Educational Exchange (Macee) which will provide prospective students and travellers to the US with much-needed information.

The highlight will be the display of Chevrolet cars.

"Visitors will be able to test-drive the cars," said Norzahid Mohd Zahudi, chief executive officer of Hicomobil Sdn Bhd, the main sponsor of the event.

Other sponsors include One Utama, American Express, Starbucks and Clinique.

According to William Zarit, commercial counsellor of the US embassy, this is the Commercial Service's first promotional event at a local shopping mall.

"International travel and tourism are the United States' largest service export industry. Although travel to the US has been significantly affected by Sept 11, the Travel Industry Association of America and other US organisations are confident that more streamlined procedures for visa applications will help improve the situation," said Zarit.

He was speaking at a recent Press conference at the shopping centre. Present were Norzahid, One Utama director Datuk Teo Chiang Kok and Sanjay Chinchwade, director of marketing and business development, American Express.

"The same goes for education. After Sept 11, there was a significant decline in the number of Malaysian students to the US.

"However, the trend is changing and the US is regaining its popularity as a destination offering quality education," said Zarit, adding that business administration, information technology and engineering were the most popular courses pursued by Malaysians there.

Visitors who buy travel packages worth RM1,000 and above or those who purchase apparel worth RM250 or more from participating brands during the promotion will receive a free gift and be eligible for a free round trip air ticket to the US.

Experience US is on from 10am to 9pm.

For details, call 03-2168 5000.

LOAD-DATE: October 22, 2004

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Terms: **nautica and date(geq (1/1/2004) and leq (12/31/2004))** (Edit Search | Suggest Terms for My Search)
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POSTCARD FROM BOSTON: RED SOX, PATRIOTS AND FREE SHORTS The Sunday Oregonian October 24, 2004 Sunday

Copyright 2004 The Sunday Oregonian
The Sunday Oregonian

October 24, 2004 Sunday SUNRISE EDITION

SECTION: SPORTS; Pg. E14

LENGTH: 228 words

HEADLINE: POSTCARD FROM BOSTON: RED SOX, PATRIOTS AND FREE SHORTS

SOURCE: BRIAN MEEHAN - The Oregonian

BODY:
This city, where baseball and politics are the community passions, really does feel like the "Hub of the Universe" this weekend.

In addition to Games 1 and 2 of the World Series, Bostonians are reveling in a rich menu of sporting delights.

The white tents are erected along the Charles River for the 40th Head of the Charles Regatta. About 300,000 spectators were expected to line the banks of a twisting three-mile course from the Boston University boathouse upstream to Brighton.

The regatta offers 7,000 rowers in 1,500 shells, free concerts and free boxer shorts. **Nautica** Jeans, the sponsor of Row-a-palooza, is giving away 6,000 boxers to spectators.

The nation's Irish Catholic capital also turned TV sets to the Boston College-Notre Dame football game in South Bend, Ind., on Saturday.

Today, the unbeaten Patriots take on the undefeated New York Jets in Foxboro.

And there are rumors that hometown boy John Kerry, the Democratic candidate for president, might make an appearance at Fenway Park.

For all of the excitement, consider the plight of the city's Major League Soccer team. The Revolution had a first-round playoff game against the Columbus Crew at Gillette Stadium in Foxboro. The game started at 7:30 p.m. Saturday, opposite the regional religion, the Red Sox and their Game 1 encounter with the St. Louis Cardinals. -- Brian Meehan

LOAD-DATE: October 26, 2004

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Of Atlantic City And Sleeping Beauty The New York Times October 24, 2004 Sunday

Copyright 2004 The New York Times Company
The New York Times

October 24, 2004 Sunday
Late Edition - Final

SECTION: Section 14NJ; Column 4; New Jersey Weekly Desk; POPULAR CULTURE; Pg. 6

LENGTH: 913 words

HEADLINE: Of Atlantic City And Sleeping Beauty

BYLINE: By ROBERT STRAUSS

BODY:

ATLANTIC CITY has long been the overdressed platinum blonde of Jersey Shore resorts, much like her darling Miss America pageant. There are days she looks radiant, with an electric smile and a gentle wave. But sometimes there is a day of washout. Then, the mascara runs and the high hair frizzes.

Such a day came last Wednesday, when ABC announced that it would no longer broadcast the Miss America pageant. For the first time in 50 years, Miss America was left without a suitor from network television, giving rise to the thought that this might be the death knell for Atlantic City's longest-running attraction.

The pageant has become a dainty dinosaur, a leggy curiosity from the era of "The Adventures of Ozzie and Harriet" and Hula Hoops. In a pop-cultural moment defined by extreme makeovers and instant pornography on the Internet, the idea of young women swaddled in callow idealism and clad in bathing suits as they sashay for the cameras suffers from terminal quaintness. Even the Miss America Organization admitted that it wasn't surprised that ABC dropped the show.

Still, what kind of tremors does ABC's decision create for a city whose identity has been so strongly tied to the pageant? Then there's the strike of several weeks' duration by casino workers and the continuing financial worries of the resort's most prominent figure, Donald J. Trump (talk about a riveting reality show).

So, the Miss America news was hardly a boon to public relations for Atlantic City. Yet local business owners, and the Miss America Organization itself, are trying to put the best face on the run of bad news.

"Every destination, urban or resort, that has tourism has any number of issues at any given time," said Cathleen Kiernan, vice president of communications for Smith O'Keefe and Associates, an Egg Harbor Township marketing firm that has many clients in and around Atlantic City. "Certain folks will have financial problems, and there will be labor issues, and things like Miss America will go through changes.

"But all the casinos are open and right now, none of this is affecting the Atlantic City market."

For its part, the Miss America Organization said it has no thoughts of moving out of Atlantic City, as was threatened several years ago. "We're based in Atlantic City, and we have been for 84 years; we don't see

that changing," said Jenni Glenn, a Miss America Organization spokeswoman. Ms. Glenn said the ABC announcement was somewhat expected. "Creatively, the association with ABC had run its course. We even encouraged a parting of the ways this summer. We have been with all the networks, and all that time we have been in Atlantic City."

Ms. Glenn said talks are under way to find another television partner. The pageant derives several million dollars a year from its television production, but ratings have been sinking, about 10 percent a year over the last five years.

The Atlantic City Convention and Visitors Authority contributed $678,000 toward last September's TV production and in return got to produce a three-minute spot promoting Atlantic City. "We do in-kind things for the pageant as well, but we're not viewing this as a big negative," said Susan Ricciardi of the authority. "The landscape of TV has changed from the 1950's and 1960's. Perhaps that means that there will be a niche audience for Miss America, but that won't hurt the city.

"You see, normally we get people from a 300-mile radius, but during that two weeks during the pageant, it changes radically. Each time Miss Ohio's aunt or Miss Iowa's uncle comes here for a week and we can show them the good things about Atlantic City, that only enhances our profile. I believe Miss America will still be around for a long time, even without ABC."

Michael Pollock, publisher of the Pleasantville-based Gaming Industry Observer, said the run of bad news, including the Miss America announcement, should have little effect on the otherwise good run the casino industry in town is having.

"If anything, the prevailing view out of Atlantic City is optimism," Mr. Pollock said. "Even the strike is being fought over issues concerning future growth in Atlantic City, of how everyone can profit from it. From the perspective of the people down here, the good news is in terms of projects under way and those that are likely to be built. True, you look at the papers and you see bad news. But the casino revenue numbers have been growing and I don't get a sense of pessimism, even with the strike, and certainly not with Miss America."

Certainly there has been a boom in high-end retail stores and fancy restaurants in the last year. The Walk, a new upscale outlet mall, has 40 of its 52 stores open, with upper-crust places like Tommy Hilfiger, Coach, Guess, and **Nautica** among them. The former Ocean One mall on the Boardwalk is being redone and will eventually be even more upscale, with stores like Gucci and Ferragamo. Where there were once vacant storefronts on the Boardwalk, there are now sophisticated national chains like Starbucks and Rainforest Cafe.

"If national retailers and these kinds of food and beverage places are coming in," Ms. Kiernan said, "we can't let some minor setbacks get in the way."

Ms. Ricciardi of the Convention and Visitors Authority said one telling thing is that the four-day weekend of Nov. 4-7 is not being affected by any bad news. It is the time of the New Jersey teachers' convention and, she said, every room in town is booked.

URL: http://www.nytimes.com

GRAPHIC: Photos: Lee Meriwether, left, reacting after being named Miss America 1955, during the first telecast in 1954. ABC has dropped the pageant, citing weak ratings. (Photo by Miss America Organization/Associated Press)
So long: The 2004 Miss America pageant had a record-low viewership. (Photo by Mary Godleski/Associated Press)

LOAD-DATE: October 24, 2004

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Outfitting the troops beyond parkas and ponchos; Apparel & Accessories; Army and Air Force Exchange Service DSN Retailing Today October 25, 2004

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DSN Retailing Today

October 25, 2004

SECTION: No. 20, Vol. 43; Pg. S12; ISSN: 1530-6259

IAC-ACC-NO: 124855272

LENGTH: 867 words

HEADLINE: Outfitting the troops beyond parkas and ponchos; Apparel & Accessories; Army and Air Force Exchange Service

BYLINE: Scardino, Emily

BODY:
While the military look is always in style at AAFES, one might not guess that a recent best-selling SKU was a set of men's burgundy silk pajamas. Knowing that this rather posh after-hours item would be a winner is Jim Moon's job. He serves as gmm and vp of apparel at AAFES, running the company's extensive assortment of men's, women's and children's wear, footwear, jewelry and handbags, as well as cosmetics and fragrances.

"We're basically really a cross between a department store and a discounter," said Moon, noting that his customers range from pay grades of an E1 to an 06, from private to officer, giving him a broad range of budgets, age demographics and tastes to cater to.

In total, apparel is one of the most important merchandise categories at AAFES. Of the company's $ 7.8 billion in annual revenues during fiscal 2003, about $ 802 million came from clothing and footwear. Of this figure, men's, as would be expected, brought in about $ 283 million, while women's brought in about $ 237 million. About $ 130 million came from children's wear, including infant and toddler apparel. Not including combat boots--though military attire is available through AAFE--footwear brought in $ 152 million.

Another category that is extremely important to Moon's bottom line is jewelry. Both fashion and fine jewelry are key. While fashion or costume jewelry earns about $ 17 million per year, fine jewelry far outshines this number at $ 103 million. While regulations forbid AAFES to sell diamond solitaires larger than a carat except overseas, Moon notes that the engagement ring business is booming. Cluster rings of more than a carat, as well as diamond anniversary and wedding bands are also popular. Designer watches from houses including Gucci are also bestsellers, while Seiko and Timex also retain an audience.

While khakis and camouflage may be the first looks that come to mind when considering our men and women in uniform, Moon pointed out that fashion is actually essential to marketable assortments.

"It is important that we stay very close to trends: our customer range goes from age zero to 100, including numerous retirees, and it is very important to show that we are up to date with the latest trends with the

brands that are popular in the market," noted Moon. He added that the percentage of certain brands is higher at bases that have a higher demand for certain styles due to age demographics.

After all, the military is full of young customers, in some cases fresh out of high school, who want to purchase juniors brands like Mudd and l.e.i. and young men's labels, including Sean Jean and Tommy Hilfiger. In fact, AAFES successfully retails all of these brands, along with department store labels, including DKNY, **Nautica** and Ralph Lauren's Chaps and Polo labels. National brands comprise about 79% of assortments.

Prestige national brands are especially crucial during holiday, which spurs not only fine jewelry and watch sales but sales of some high-end handbag labels as well, including Coach and Dooney and Bourke handbags.

However AAFES also represents current fashion designs in the 21% remainder of its assortment. To meet demand for urban styles at affordable prices, the company recently introduced a juniors and young men's casual line with a hip military-inspired name: Decoded. The brand is already one of the company's best sellers, aimed at a demographic between the ages of 18 and 23.

Another private label initiative is ID Tags, a children's brand for size 7-14 girls and 7-16 boys. The fittingly named New Recruits line offers maternity and infant wear.

All three of these new private brands are already in stores and performing up to code, according to Moon.

"I think that one of the biggest changes is that the market is not as brand driven as it has been in the past and more accepting of the private label merchandise. I think that has been the biggest surprise in retail. My sell-throughs are at 75% for the Decoded brand right now; merchandise is flying right out the door. My customer has accepted this brand; it's great looking merchandise, good looking, a good fit and the best quality we can offer for the price, from $ 7.99 to $ 29.99."

While active military personnel are generally physically fit, and adult women will purchase juniors jeans in many cases, Moon noted that, "we do sell a good bit of plus size apparel, both in our Passports private label in tops and bottoms and in national brands like Lee." The company is not, however in the husky boys business or the men's big and tall business in its private label.

Since mid-tier and mass retailers typically line the highway on the way into a base, Moon is careful to provide the right balance of brands and merchandise.

"We don't carry Wrangler, but we have Levi's Red Tab, our top men's denim brand, and in women's, while Mudd and 1.e.i. sell best in juniors, we have Levi's in ladies' sizes as well."

Whether branded or private label, Moon summed up his strategy in that, "My customer in the U.S. is going to shop in Wal-Mart and Target--they are my competition. My goal is to provide the best quality product at the best price."

IAC-CREATE-DATE: November 22, 2004

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HEAD OF THE CHARLES; NOTEBOOK; Financing for regatta floundering The Boston Herald October 25, 2004 Monday

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October 25, 2004 Monday
ALL EDITIONS

SECTION: SPORTS; Pg. 111

LENGTH: 411 words

HEADLINE: HEAD OF THE CHARLES;
NOTEBOOK;
Financing for regatta floundering

BYLINE: By John Connolly

BODY:

Unless the Head of the Charles Regatta finds increased sponsorship money, the future of the 40-year-old event is in doubt, according to Frederick V. Schoch, who has directed the event since 1991.

``It is difficult to do the things you want to do for the competitors and the spectators without having that large sponsor at the top of the pyramid," Schoch said, alluding to the loss of Charles Schwab as presenting sponsor after 2001. ``For the last several years, we've had to cut amenities and reduce our budget and watch it very carefully.

``Last year, we had to sustain a major loss and had to tap our endowment, and this year we will lose again, but not as dramatically," Schoch said.

``(Schwab) were probably investing close to $300,000, which was what they were paying us, and probably another $200,000 in promotion," said Schoch about the financial firm. ``Absolutely, we're in danger if we go another year and sustain a loss, because our endowment just isn't that big to begin with."

This year's regatta, which had **Nautica** Competition as official sponsor, drew 80,000 spectators Saturday and over 100,000 yesterday. A total of 7,043 rowers competed.

Perilous journey

The women's lightweight eight entrant from Ottawa Rowing Club experienced arguably the roughest trip upriver yesterday. The craft missed 14 buoys, bumped into a dock adjacent to Cambridge Boat Club, and was assessed 2 minutes and 50 seconds in penalty time. It finished in 18:27.892.

``We took the course really tight and went off into a buoy," said Tara Stockwell, the boat's 21-year-old coxswain. ``I didn't call off the pressure on the starboard (side) in time. It wasn't the wind."

Oldies but goodies

Richard Kendall, 74, is no stranger to Head of the Charles victory hardware. Kendall, who had won four consecutive senior veteran titles (over 70) and one veteran title (over 60), made it six straight with his 15:41.675 finish yesterday.

``I'm trying to keep up with Lance Armstrong,'' quipped Kendall, who competes for South Niagara Rowing Club in Ridgeway, Ontario.

Kendall's wife, Deborah Greitzer, is a violinist with the Buffalo Philharmonic. ``She likes to say that she imported me to Canada as a rare antique,'' he said.

In other action, Dennis Ruane, 50, of Pelham, N.H., and the Riverside Boat Club outlasted the competition in the grand masters division, rowing the course in 14:56.213. Ruane, a member of the U.S. national four team in 1981, usually does his rowing on the Concord River.

GRAPHIC: SUNDAY CRUISE: Greg Darrah of Sacramento, Calif., dressed in a bumble bee costume, rows in the master's singles race yesterday. AP photo

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FASHION INDUSTRY: Sector eyes role as trend-setter The Nation (Thailand) October 27, 2004, Wednesday

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The Nation (Thailand)

October 27, 2004, Wednesday

LENGTH: 446 words

HEADLINE: FASHION INDUSTRY: Sector eyes role as trend-setter

BYLINE: The Nation.

BODY:
FASHION INDUSTRY: Sector eyes role as trend-setter

Textile chief urges one-stop shop for global players

Thailands textile industry must undertake two key strategies to cope with the stringent competition that is expected to follow the scrapping of global textile export quotas at the end of the year, the president of the Thai Textile Manufacturers Association said yesterday.

Phongsak Assakul said the industry must provide a one-stop service and become a trend-setter to boost competitiveness in local and export markets.

We should respond quickly to customer demand by undertaking those key strategies to ensure our competitiveness, Phongsak said.

In an interview with The Nation, Phongsak said leading international sportswear brands such as Nike, Puma and **Nautica** needed a one-stop service from Thai exporters.

Under the strategy, Thailand would offer a package of services starting with raw-material sourcing, and including designing, shipping at certain dates and quoting at certain prices as required by customers.

In addition, fashion designs should look one step ahead or one season ahead to convince buyers about Thailands manufacturing efficiency and design ability.

Thai manufacturers should play a pro-active role by offering fashion designs ahead of China. If we can achieve that, Thailand can offer fashion trends two years ahead of China, he said.

The role of regional trend-setter is also an important strategy that the country should focus on, Phongsak said.

Regional brands will eventually be developed by Thailand, he said.

Textile liberalisation next year will give buyers more bargaining power. The marketing strategy of the worlds fashion brands will change to see them displaying new designs more frequently with more collections, he said.

For instance, the Spanish-based Sara fashion brand increases its collection from 14 to 20 sets every two weeks.

You can see newly-arrived designs almost every time you visit a Sara shop, he said. Sara has 200 designers travelling around the world to survey the market and produce designs in Spain.

Other brand names like Mango and H&M do have the same business culture as Sara. As a result, Thai exporters should meet directly with customers to let them know exactly what Thais can offer them. This will be the way to create business next year, he said.

To cope with the changing environment, Phongsak said cluster manufacturing could be used to match business alliances or synergy partners to encourage manufacturing.

He also said that a supply chain strategy has to be created to be a key support for the one-stop service concept.

Achara PongvutithamThe Nation

LOAD-DATE: October 27, 2004

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MLB WANTS TO MAKE SURE FANS GET THE REAL DEALPROGRAM AIMS TO STOP FAKE MEMORABILLIA The Boston Globe October 28, 2004, Thursday

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The Boston Globe

October 28, 2004, Thursday THIRD EDITION

SECTION: BUSINESS; Pg. B8

LENGTH: 838 words

HEADLINE: MLB WANTS TO MAKE SURE FANS GET THE REAL DEAL
PROGRAM AIMS TO STOP FAKE MEMORABILLIA

BYLINE: By Naomi Aoki, Globe Staff

BODY:
Deloitte & Touche accountant Cory Boss spent Game 3 of the World Series, collecting a couple dozen balls used in the game, four bases, a commemorative home plate and pitching rubber used for the first pitch, and both the Red Sox and Cardinals line-up cards signed by the team managers.

Before returning the items to Major League Baseball, Boss and two other Deloitte accountants attached holographic stickers bearing unique identification numbers to the collectibles to authenticate them as the real deal. They went to the players' clubhouses during the game to label the special World Series nameplates on the lockers.

"Who said being a CPA was boring?" said Boss, 27, who works in the accounting firm's St. Louis office. He doesn't get paid extra for the task, he said, but "it's certainly a desirable assignment."

Boss is one of about 150 Deloitte & Touche accountants nationwide trained to authenticate official baseball memorabilia at major league games and private signing sessions. There are one to three of them at any given game, putting stickers on everything from game balls to champagne bottles the Red Sox would use to celebrate a historic World Series win. They go to players' homes to witness and authenticate the signing of bats, pictures and gloves.

Deloitte says the program is in the interest of players, fans and major league baseball. Fans spent $2.7 billion in 2002 on licensed baseball merchandise, according to a report by Sporting Goods Manufacturers Association. That's more than they spent on National Football League or National Basketball Association licensed merchandise. Add in signed memorabilia sold at trade shows or on online auction sites like eBay and the tally climbs even higher.

The problem for baseball is that a good deal of the items are fake so much so that the Federal Bureau of Investigation launched Operation Bullpen in the 1990s to investigate forged sports merchandise. The FBI concluded that 75 percent of autographs out there were fake.

So the league decided to take action. Fans were reluctant to pay hundreds, even thousands, of dollars for collectibles they couldn't confirm were genuine.

"Fans were losing trust in baseball," said Colin Hagen, MLB's vice president of licensing.

In 1993, the league began putting holographic stickers on hats, T-shirts and other merchandise sold in the postseason. In 1999, it expanded the program to all official league merchandise.

Then, in 2001, the league teamed up with accounting firm Arthur Andersen in a separate effort to authenticate balls, bats, bases, and collectibles autographed at private signings. Deloitte & Touche took over the task two years ago. Since the program began, more than 600,000 signed and game items have been logged into a database fans can use to verify their authenticity, said Hagen.

Given the buying frenzy among Red Sox fans right now, the league is particularly vigilant about counterfeit activity. The hotter something is the more likely it is to be counterfeit. And Red Sox paraphernalia has never been hotter.

A perennial favorite of fans, Red Sox merchandise is flying off shelves these days. Fans are converging on the Souvenir Store on Yawkee Way in droves. Knit tocque hats, the locker room caps, and some Sox vs. Cardinals designs are sold out.

Sales at the store on Saturday and Sunday were four times bigger than any other single day this year , said Steve D'Angelo, vice president of Twins Enterprise Inc., which owns the Souvenir Shop and is a licensed maker of MLB hats. D'Angelo said retailers are ordering Red Sox gear at nearly five times the rate they're ordering Cardinals merchandise.

Rick Becker, vice president of sales and marketing at VF Corp., another major league licensee and the maker of brands such as **Nautica,** North Face and Wrangler, said the demand for playoff and World Series merchandise this year is twice as big as it was during the Subway Series when the Yankees faced the Mets.

"This only happens once every 86 years," said Fred Vona, who plunked down $450 for three Red Sox jerseys bearing the World Series patch one for his daughter, his wife and him. "You have to go with the best to break the curse."

And to be the best, it has to be authentic, Vona said.

Wearing a 1918 World Champs Red Sox hat with the holographic sticker on the lid, collector and fan Philip Dunlavey couldn't agree more. Whether it's merchandise or a signed ball, Dunlavey wants to know it's the real thing.

He's got balls signed by baseball greats Ted Williams, Mickey Mantle and Joe DiMaggio. If he decides to sell them, he'll have to prove their authenticity. Today's memorabilia will be easier to track, he said, and that stamp of authenticity is valuable on the open market.

"I tell my daughter that's her college education," he said.

Naomi Aoki can be reached at naoki@globe.com.

GRAPHIC: PHOTO

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A DAY AT THE RACES: 3 WAYS Australian Magazine October 30, 2004 Saturday

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Australian Magazine

October 30, 2004 Saturday

SECTION: MAGAZINE; Style / Fashion; Pg. 46

LENGTH: 172 words

HEADLINE: A DAY AT THE RACES: 3 WAYS

SOURCE: MATP

BODY:
WHAT TO WEAR

Dress up for the Cup, or dress down? Suit yourself.

1. The PUB

Calibre suit: jacket, $645, pant, $285; Calibre shirt, $195; Marcs tortoiseshell sunglasses, $189;

Nautica "finish" loafers, $220; bvLgari BLV Notte Pour Homme, 50ml, $85

2. MARquee

AG suit: jacket, $549, pant, $298; AG shirt, $169; Hugo Boss tie, $130, from Myer; Costume National

sunglasses, $418; Patrick cox shoes, $329, from myer; Tiffany & Co money clip, $305

3. Members'

Marcs suit: jacket, $675, pant, $325; Country Road shirt, $149; Country Road tie, $99; Ic! Berlin "sly" sunglasses, $490, from K-Optica; Calibre shoes, $345; Jurlique spray-on sun lotion SPF 30+, $60

STOCKISTS:

AG (03) 9827 3703

Costume National

(02) 9221 5598

Country Road 1800 801 911

Calibre (03) 9826 1288 Jurlique 1800 805 286

K-Optica (02) 9331 3400 Marcs (02) 8275 5500

Myer 1800 811 611

Nautica (02) 9690 0255 Tiffany & Co (03) 9639 7788 Bvlgari (02) 9695 5678

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WON THIS Independent on Sunday (London) October 31, 2004, Sunday

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Independent on Sunday (London)

October 31, 2004, Sunday

SECTION: First Edition; FEATURES; Pg. 12

LENGTH: 107 words

HEADLINE: WON THIS

BODY:
Last week, we teamed up with **Nautica** to award one lucky reader a chic and sporty Vertical Clipper watch worth pounds 115. Mounted on a stainless steel bracelet and waterproof to depths of up to 30 metres, the Vertical Clipper is equally suited to a day at the beach or a night on the town. The winner of this stylish timepiece is: C Chandler, from Wendover.The three runners- up, who each receive a watch from the **Nautica** range worth pounds 95, are: Mrs E Spires, Malvern; Mrs Sue Kinvig, Leicester; and M O'Sullivan, Huddersfield. For more details of the **Nautica** range and to find your nearest stockist: www.nauticawatches.com

LOAD-DATE: October 31, 2004

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Nautica Doubles Bath, Grows Welspun and Zorlu Lines Home Textiles Today November 8, 2004

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Home Textiles Today

November 8, 2004

SECTION: NEWS; Pg. 19

LENGTH: 280 words

HEADLINE: **Nautica** Doubles Bath, Grows Welspun and Zorlu Lines

BYLINE: By Michele SanFilippo

BODY:

New York — **Nautica** has doubled its bath offerings in its branded line with 10 new fully coordinated patterns featuring bath accessories and towels — now more of a concentration at the company.

A new merchandising strategy that ties back to collection beds is now in place along with more fabric-driven shower curtains and more traditional looks.

"We really invested in the bath category and wanted to show a broader range of offerings and fabrications," said Piera Onorati, **Nautica's** senior director-retail development.

Meanwhile, through its Welspun licensee, **Nautica** is merchandising brightly colored solid Crew Classics towels with jacquards in stripes and florals to coordinate back to collection beds or stand on their own. The Crew Classics towel wall is set up in color families that complement bedding. Crew Classics, which are solids with a double windowpane dobby, are priced at $9.99 on 30-by-56 bath towels in 18 colors in soft twist cotton with hollow yarns. Two coordinated jacquards in four colors retail for $12.99.

Also, a new design director for bath, Blair Tate, was hired by Welspun USA this past summer. Prior to working at Welspun USA, Tate worked at WestPoint Stevens for 12 years, most recently as bath design manager.

Through its partnership with Zorlu, **Nautica** will be offering an Oxford sheeting program in six fashion brights featuring the **Nautica** J-Class embroidered sailboat logo. This pinpoint oxford weave program will be sold as sheet sets for $59.99 queen. There is also a 450-count Stateroom Sateen Stripe sheet in six muted tones and a flannel program in duvets and sheet sets with yarn-dye stripes, buffalo check plaids and two-tone twill weave solids.

LOAD-DATE: November 11, 2004

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Terms: nautica and date(geq (1/1/2004) and leq (12/31/2004)) (Edit Search | Suggest Terms for My Search)

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Seeing the season through in style South China Morning Post November 12, 2004

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South China Morning Post

November 12, 2004

SECTION: Pg. 1

LENGTH: 679 words

HEADLINE: Seeing the season through in style

BYLINE: Red Door News

BODY:
They are things of beauty made by some of the world's top fashion houses, including Calvin Klein, Donna Karan and Armani. And it does not take 20/20 vision to see that they are not about to go out of style any time soon in Hong Kong.

A greater percentage of people here wear spectacles than almost anywhere else in the world. The territory has one of the highest rates of myopia, and experts have found the situation is worsening generation by generation.

By the time they reach the age of seven, more than 10 per cent of Hong Kong children suffer from myopia or short-sightedness, and that figure climbs steeply to 55 per cent by the age of 12 and a staggering 70 per cent at 17.

Young people in Hong Kong are twice as likely as their parents to need glasses by the time they reach the end of their teenage years, and projections by health experts see no prospect of the trend slowing down.

According to the Centre for Myopia Research at the Hong Kong Polytechnic University, there is a "huge difference" in the prevalence of myopia in the younger generation compared to the older generation in Hong Kong, and environmental influences are to blame.

Experts believe the key triggers for the deteriorating eyesight of younger people are Hong Kong's famously long office hours and a tendency for more and more "intensive close work".

It is a prognosis with which Jessica Lau, marketing manager for Marchon Asia -Pacific, which distributes designer glasses to shops across the city, agrees.

"Hong Kong people do wear glasses more than people in western countries," she said.

"In Hong Kong, people work too hard and they are sitting in front of a computer for a long time, and even young children have eye problems."

The combination of a high rate of short-sightedness and a strong concentration of sufferers among the young means Hong Kong spectacle wearers have an unusually high degree of preference for designer frames.

"They like to follow the trends in terms," Ms Lau said. "They follow the fashions from Japan, and western

countries and Europe when they buy their glasses."

Like the rest of the fashion world, sales are dictated by seasons and designer names. Marchon is currently stocking chains such as the Optical Shop and the Optical Centre with the autumn and winter collections from Calvin Klein, Donna Karan, **Nautica** and Nike.

A good pair of designer frames costs between $ 1,000 and $ 1,800, while some, such as Donna Karan with their "retro yet modern" styling, cost $ 2,000 and above.

Lines being brought to Hong Kong by Marchon this season include a range of "Vintage Titanium" **Nautica** glasses that combine lightweight durability and classic styling, and a Nike eight-strong Flexon Optical range which, in typical Nike-style, claims to offer "functionality for the zealous individual".

The peak season, however, is spring when fashion-conscious spectacle wearers, on top of the usual everyday glasses, start hunting for designer sunglasses to see them through the summer months in style.

Designs sold in Hong Kong - where Ms Lau said buyers are relatively conservative and tend to opt for conventional and practical styles - are predominantly American and European, but the glasses themselves are modified to fit the Asian face, particularly in the nose bridge.

At first glance, the market for designer frames in Hong Kong would appear to be one that has nothing but a dazzling upside.

There are, however, two potential long-term handicaps to growth in the market: laser treatment and disposable contact lenses.

Disposable lenses are especially popular with women who do not want to wear glasses, said Ms Lau, while more people are opting for corrective laser treatment, now that prices are coming down and safety fears are easing.

As always, it is fashion that dictates the trends - and as more celebrities get the laser treatment, its popularity will grow.

Singer Elton John has already done it. Given time, younger, more appealing trend-setters are sure to follow suit.

GRAPHIC: Nautica glasses (above left and right) in classic styling, while Calvin Klein eyewear (above) is the latest for autumn and winter.

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Take the winnings to nearby retailers; High-end stores vary AC's landscape The Record (Bergen County, NJ) November 12, 2004 Friday

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The Record (Bergen County, NJ)

November 12, 2004 Friday
All Editions

SECTION: GO!; Pg. G38

LENGTH: 409 words

HEADLINE: Take the winnings to nearby retailers;
High-end stores vary AC's landscape

BYLINE: By ED CONDRAN, SPECIAL TO THE RECORD, Wire Services

BODY:

"The Walk" on a sun-dappled autumn afternoon doesn't look or feel like Atlantic City. The plethora of mid- to high-end stores on Michigan Avenue offers a welcome reprieve from the lights and buzz of the nearby casinos.

But does New Jersey really need another strip of shops?

Well, Atlantic City and the new stores are perfect together.

The shops, the first of which opened in August, are between the Convention Center and the boardwalk.

"It makes me feel better to come home with some things from here as opposed to nothing," Susan Blake, 53, of Montclair said after shopping at Liz Claiborne. "It's also a nice change from the casinos. It's nice to do more than gamble and eat down here. It makes it more interesting in Atlantic City."

"The Walk" is part of AC's plan to become more than a gambling mecca.

The town would love to become a destination that couples and families visit for an extended period. The first quarter century of casino gambling, which began in 1978, attracted a great deal of folks who would drive to AC for the day or an overnight. But that was the pre-Borgata era. The Las Vegas-style hotel opened during summer 2003, and the hotel-casino-spa has been attracting a younger demographic, which is inclined to stay for an extended period.

"We have a great number of guests who come down for quite a few nights or a week," Borgata marketing director Michael Facenda said. "We have people come down here for the restaurants, shops and spa as much as they come for the casino experience."

Among the stores found on "The Walk" are Brooks Brothers, Izod, Geoffrey Beene, Coach, Tommy Hilfiger, **Nautica** and Kenneth Cole.

"I like shopping here," said Carol Foley, 46, of Clinton while looking over items at the Gap. "There's a lot of nice stuff and good prices. When I tell my friends about it they're surprised. There's more to Atlantic City than people know."

-*-

Philly soul man Musiq, who grew up with Gamble and Huff's TSOP (The Sound of Philadelphia), will share the Boardwalk Hall stage Saturday with Detroit smoothie Kem Owens.

-*-

If you're thinking Atlantic City for New Year's Eve, now is the time to book hotels. Space is always at a premium when it comes to the year-end celebration. It would also be wise to pick up tickets at this time for New Year's Eve shows. Among those on tap: The Brian Setzer Orchestra (Caesars), KC & the Sunshine Band (Hilton), Tony Orlando (Tropicana), Smokey Robinson (Resorts) and the Wailers (Trump Marina).

GRAPHIC: PHOTO, The smooth, soulful sounds of Detroit's Kem Owens come to Boardwalk Hall.

LOAD-DATE: November 12, 2004

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Spread a little comfort Fort Worth Star Telegram (Texas) November 13, 2004, Saturday

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Fort Worth Star Telegram (Texas)

November 13, 2004, Saturday FINAL EDITION

SECTION: HOME; Pg. 1E

LENGTH: 565 words

HEADLINE: Spread a little comfort

BYLINE: MEDA KESSLER; Star-Telegram Staff Writer

BODY:
Isn't it time to get cozy?

With the temperature finally dropping, we want to turn off the ceiling fans and curl up with a good book under a pile of soft blankets or watch old movies on the sofa, wrapped up in something warm.

Lucky for us, the fabrics we love to wear (buttery suedes, cuddly chenilles, comforting fleece) are available in fashions for the home. From discount stores to high-end retail shops, we found wonderful throws, pillows and bedding that will help take the chill off our North Texas winter.

"The trend has been to include furs, chenilles and suedes in the bedroom -- things that are soft to the touch and luxurious," says Jenn DeBarge-Goonan, home style expert for Marshalls, a Massachusetts-based off-price retailer.

"After a long day, when you slip into bed, you want it be cozy and comfortable."

You also want it to be easy to clean. While we love our deerskin suede shirt, for example, we've paid a small fortune at the leather cleaners to remove stains. Thanks to the inventive use of polyester (microsuede is a poly blend, sometimes with a touch of latex, for stretch), most of the suede/leather items we found for the home are washable (a big plus when your dogs love your microsuede duvet cover as much as you do), and the colors (loden greens, terra cottas, rich browns of every shade) add to the warmth.

Home television's Chris Madden, who now has her own line of

furniture and household goods through JC Penney, offers a coordinating group of micro-denier suede duvet covers, bedspreads, shams, pillows and window coverings. And there are matching microchenille throws, which also are washable. Madden, who has designed for celebrity heavyweights such as Katie Couric and Oprah Winfrey, offers a lot of style at affordable prices. The line ranges from $50 to $150 and features finishing touches such as quilting and corded edges.

At Mervyn's, we found microsuede throws for $19.99; we bought several to use throughout the house and for when holiday guests arrive.

You can even keep the dog out of your space by getting him a stylish bed of his own. We picked up a large fleece pillow with a beautiful chocolate fake-suede backing at PetSmart recently for less than $60. Now everyone's warm and happy.

Hot cocoa, anyone?

Meda Kessler, (817) 390-7736 mkessler@star-telegram.com

-PHOTO-
1. Photo:
Above, clockwise from bottom right: Fringed rayon/cotton throw, $350, Strings, 3425 W. Seventh St., Fort Worth; Chris Madden Collection terra-cotta micro- chenille throw, $50, J.C. Penney; lichen green microsuede throw, $19.99, and buff-colored microsuede down comforter, $89.99, Mervyn's Sierra Home Collection; Chris Madden Collection quilted micro-denier suede quilted sham, $50 for standard pillow, pesto green diamond-pattern duvet cover, $150, J.C. Penney.

2. Photo:
From Marshalls: Reversible throws in microsuede and Berber fleece, $19.99 for the fawn-colored throw; $29.99 for the chocolate-colored throw.

3. Photo:
From Bed, Bath & Beyond: A faux deerskin/suede throw, $29.99, is topped by **Nautica's** Aspen Ridge poly/cotton standard sham, $49.99, and a decorative pillow, $44.99, bottom.

4. Photo:
Polyester tufted pillow in polyester suede, $16.99, Marshalls/Hurst.

LOAD-DATE: November 16, 2004

IN-STORE: DON'T ASK, DO SELL; Brief Article Daily News Record November 15, 2004

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Daily News Record

November 15, 2004

SECTION: Pg. 15 ; ISSN: 1041-1119

IAC-ACC-NO: 124787202

LENGTH: 268 words

HEADLINE: IN-STORE: DON'T ASK, DO SELL; Brief Article

BODY:
After hearing the buzz on the newest addition to the Filene's Basement family, DNR sent an anonymous shopper to New York City's Union Square to get a firsthand look at all the off-price goods.

Sportswear boasted Belvedere cashmere zip cardigans for $ 199, Perry Ellis crewnecks for $ 69, DKNY jeans for $ 29 and Joseph Abboud corduroy pants for $ 49. Twelve-plus racks of tailored clothing showed off labels from Hickey Freeman and Zegna for $ 599 each, Ted Baker for $ 399, and Hugo Boss for $ 299. To wear under the suits, the shopper found dress shirts ranging from Claiborne to Missoni, and ties that included Geoffrey Beene and Gucci labels. And to wear under it all, underwear from Calvin Klein, 2(x)ist and RIPS in rows of large displays.

In the outerwear department, the shopper found leathers from Marc New York for $ 299 and Reaction Kenneth Cole for $ 199, Arnold Brant shearlings marked at $ 399 and **Nautica** Competition jackets for $ 79.

Finally, the shopper found the top-of-the-line merchandise in "The Vault," easily distinguishable by sparse racks, spacious displays and markdown stickers. Had shoppers already demanded lower prices on their luxury items? Pleated Prada pants were marked down to $ 107 from their original discounted price of $ 149. Other items from designers like Armani Collezioni, Dolce & Gabbana and Miu Miu were similarly stickered with further discounts.

The verdict? The concierge's inconvenient location on the store's third floor notwithstanding, the secret shopper looks forward to another visit, but next time without an assignment from DNR.

IAC-CREATE-DATE: November 22, 2004

LOAD-DATE: November 23, 2004

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VF'S PATH TO PROFITS IN CHINA. WWD November 17, 2004

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November 17, 2004

SECTION: Pg. 21B ; ISSN: 0149-5380

IAC-ACC-NO: 124935862

LENGTH: 1057 words

HEADLINE: VF'S PATH TO PROFITS IN CHINA.

BYLINE: Malone, Scott

BODY:
Byline: Scott Malone

The last time he was in China, VF Corp.'s Terry Lay saw something that provided a new perspective on the concept of markdown.

The chairman of VF's global jeanswear coalition stopped into a Carrefour, where "all women's jeans were on sale for $ 3.50, all local competitors, none of which you or I would probably know or recognize."

Through its Wrangler brand and other labels, VF is a dominant supplier in the mass market in the U.S. today. But in the U.S., that means selling jeans for more than five times that $ 3.50 price.

In China, he continued, "You'll be hard-pressed to find denim above $ 9 in the mass market today -- $ 5 drives the market. And local brands drive the market, and in some cases you have a button with no buttonhole cut. So it isn't at all what you'd expect to find here [in the U.S.]. Frankly, when we run through the equation, we're not sure we could buy the denim and meet that $ 5 price equation."

Nonetheless, the Greensboro, N.C.-based apparel giant's eight-year-old operations in China are profitable. Getting to that point has required climbing a steep learning curve, running the business on an entirely different model and carving out a new price niche.

In China, VF's jeans -- primarily the Lee and Wrangler brands -- sell for $ 60 to $ 160, about three times their typical selling price in the U.S. This is in a country where the per-capita gross domestic product of $ 5,000 is just 13.2 percent of that of the U.S.

Lay estimated that in China's 10 largest cities -- the home of most of the country's wealthy and middle-class residents and the source of most of its consumer spending -- shoppers buy about 10 million pairs of jeans a year. That compares with more than 400 million pairs in the U.S. The numbers reflect a vast cultural difference.

"A bolt of denim -- no one even saw that before the 1980s. And frankly, culturally, denim has not been where the Chinese have come from," he said. "It's so unlike when the Russian market opened and people

couldn't wait to get their hands on Levi's, or hopefully Lee and Wrangler. It's different here."

Just as the industry is different in its size and pricing, the way of selling in China would be completely foreign to the typical American apparel executive.

"Retail is quite fragmented, and it's a quite complex animal to get your arms around," Lay said. "The top 50 retailers in China represent less than 5 percent of total retailing there today. That is quite different from what you find in the U.S. or Europe, where those top 50 retailers are approaching a third of the market."

Another major structural difference is that in China, the leading retailers are in the real estate business, not in the business of buying and selling merchandise. Whereas in the U.S. the first step to introducing a line is typically meeting buyers and persuading them to allocate some of their budget to one's new brand, in China, one needs to find available space in a store and negotiate lease terms.

Lay sketched three models of entering the Chinese market:

- A Western brand can go on its own.

- It can find a distributor.

- It can license its brand out.

He led the Lee brand into China in 1996, and the company opted to go in on its own, trying to use what it learned about Chinese business practices through sourcing to drive a retail rollout. It was slow going, but today the Lee and Wrangler brands operate 82 of their own stores and sell to 125 wholesale accounts, for presence in a total of 207 stores. The division expects to reach the 310-store mark by 2006, Lay said.

"For eight years' work, to be in 207 doors, frankly the people looking over my shoulder wonder why we couldn't have gotten there quicker," Lay admitted.

Going solo in China is expensive, but can be rewarding, he said. "I would say it's ideal, but you've got to be prepared to invest," he said, a hurdle that's easier for the $ 5.21 billion corporate behemoth than it might be for smaller firms "Obviously, your investment is going to be much higher here, but you have the benefit of totally controlling your destiny and all the top-line and bottom-line rewards... It's a four-to- five-year road to profitability [in China]."

Two of VF's backpack brands, Jansport and Kipling, have opted to use distributors to enter China rather than operating their own retail locations.

Those brands are now sold at 60 points of sale, by distributors who handle a number of brands.

"Probably the best distributor partners... get their critical mass by leveraging multiple brands," he said. Besides wholesaling the brand to retailers who do operate on the Western buying model, the distributor also takes responsibility for opening branded stores, Lay said.

"We prefer a distributor who is running retail. That is the primary and fundamental piece," he said. Rapid retail expansion is one of the advantages of working with a distributor, Lay noted, saying, "You're really looking for the expertise to help you crack that retail infrastructure."

The North Face and **Nautica** operate in China through licensees, Lay said, with The North Face present in 45 retail locations and **Nautica** -- which has been operating in China for five years -- in 120.

Nautica's Chinese licensee, he said, has "brought the retail competency and knowledge and we've built out freestanding stores right through going into the department store space and [leasing] that space... We think it's important to stamp retail first and then move on to wholesale partners."

One of the advantages of working with a distributor or a licensee is that those businesses likely have detailed knowledge of the local market, which can help a brand to expand quickly. But Lay emphasized that it's critical for companies that are using such partners to study the market closely or they'll find that their business is beyond their control.

"Your partner has the local market knowledge, and frankly, they're going to know a lot about the consumer and the retailer," he said. "If you don't work hard to know something about that, they're in fact going to continue to retain that."

That said, he added, "You can scale faster if you have the right partner, for sure, and you'll do it with a lot less investment."

Caption(s): Terry Lay, VF

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LOAD-DATE: November 30, 2004

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The Na prikope mystique Prague Post (Prague, Czech Republic) November 18, 2004

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Prague Post (Prague, Czech Republic)

November 18, 2004

SECTION: Special Section Real Estate

LENGTH: 897 words

HEADLINE: The Na prikope mystique

BYLINE: Laurel Wamsley

BODY:
New ranking is imprecise but solidifies street's retail reputation By Laurel Wamsley For the Post The recent news that Na prikope ranks as the 18th most-expensive shopping street in the world confirmed the street's position as the prime retail spot in Prague. There are more glitzy and luxurious shopping streets, notably Parizska in Old Town. But no other street can match the cachet of Na prikope. "It's where you can find Mango, Benetton, Zara and the Myslbek gallery," says Natasa Milic at Jones Lang LaSalle. "It's where all the banks have their headquarters. And even in terms of the local customers, they're affluent. It's the prime retail pitch." British fashion chain H&M waited three years for a spot on Na prikope. H&M will soon open a flagship store in the Melantrich building on Wenceslas Square, but both Milic and Cushman & Wakefield Healey & Baker's Jan Kotrbacek note that H&M typifies the sort of retailer that does well on Na prikope. The street's ranking in the top 20 shopping locations in the world was compiled by Cushman & Wakefield Healey & Baker, though on closer inspection the numbers can be somewhat misleading. The ranking included only one top shopping street from each country; when all the world's cities are taken into account, Na prikope ranks 55th. It's tied with the North End of Croydon, a borough of London. ("Expensive" in this report refers to average rent prices, which on Na prikope are 1,800 euros [56,520 Kc/$2,340] per square meter per year.) But in practical terms, the ranking hardly matters. Na prikope is the most coveted retail location in the city, and there are more prospective tenants than there are places to put them. The retailers who come to Na prikope are hungry for the 52,000 pedestrians that stroll its broad sidewalks daily, according to data from Cushman & Wakefield. And as rents continue to rise, gradually the crystal shops and cafes are replaced by multinational retailers such as **Nautica,** Ecco and Lacoste. The consensus in the real estate world is that the change is good. "Many storefronts have changed," Potrbacek says, "and they have changed to better retailers." Kotrbacek compares Na prikope to Paris' Champs-Elysees, and it's an apt comparison. Not only are both streets now lined with similar retail chains, but in terms of local competition, nothing else comes close. Just as the rent on the Champs-Elysees is nearly twice that of the next most expensive street in France, Na prikope's rents are two and a half times higher than the country's No. 2 spot, the area around Brno's Svobody Square, where rents are 720 euros per square meter per year. Is it worth the price? Obviously the big retailers think so, and not just because the street is the main pedestrian thoroughfare in Prague. The storefront is also a marketing tool that aids brand recognition and solidifies a retailer's prominent reputation. People who don't have time to stop as they scurry down Na prikope during their lunch break may remember the brand when they see it at their local shopping center and decide to visit the branch when they have time to buy. The continuing upscale development of Na prikope is no accident. Real estate consultancies such as Cushman & Wakefield and Jones Lang LaSalle are working to create a consistent image of what Na prikope represents. "If a company comes to me and says, 'I want to be on Na prikope,' I say, 'What is your brand?'" says Potrbacek. "That is the most important thing to me. The most trendy, the most fancy brands should be here - but not necessarily expensive. But there are still a lot of brands missing here." Those brands may never get to Na prikope, which has essentially run out of

new space for retailers. "There are simply no units available on Na prikope and the bottom of Wenceslas," says Milic, noting that most of the tenants on the street have signed 10-year leases. Already, upscale retailers and hotels are moving up Wenceslas Square. Though it's geographically close to Na prikope, it's very different in terms of current retail outlets - though that's changing, too. "My view is that Wenceslas has a lot of potential at the moment," says Kotrbacek. "It has the same pedestrians, but Na prikope has more stores. Marks & Spencer recently opened a new store on Wenceslas Square. Nike, Adidas, Puma and Reebok are all located there. A new hotel will open there in the refurbished building. So this will move the prestigious brands further up. It will change completely." Milic is less confident that Wenceslas Square will be the next big shopping street. "With Debenhams and Marks & Spencer, it's certainly becoming more developed," she says, "but it will be a long time in coming. The buildings are old and narrow, and most of the development will be on the lower part. The upper part has a long way to go in terms of attracting big department stores." Still, future retail development will have to expand beyond Na prikope, and locations adjacent to the city's main shopping strip are the logical place to go. As developers and retailers eye these other locations, Prague is bound to grow in quality and sophistication as a shopping destination. It's not hard to imagine that someday the city's shopping district will stretch from namesti Republiky to the Vltava, as long as the Champs-Elysees. Laurel Wamsley can be reached at specialsection@praguepost.com

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Babes in Toyland;We've got you covered;Designers offer style, and maybe warmth, in winter coats The Houston Chronicle November 18, 2004, Thursday

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The Houston Chronicle

November 18, 2004, Thursday 2 STAR EDITION

SECTION: SPECIAL; Pg. 9

LENGTH: 325 words

HEADLINE: Babes in Toyland;
We've got you covered;
Designers offer style, and maybe warmth, in winter coats

SOURCE: Staff

BYLINE: JOY SEWING, Houston Chronicle Fashion Writer

BODY:
The holidays wouldn't seem festive without the perfect coat - even in Houston's mild weather.

And never mind warmth. Here, it's about form over function.

The holiday season ushers in a variety of stylish coats - from embellished wools to colorful furs - that make a statement for any winter wardrobe.

"There are few cities where you buy coats strictly for warmth," says Jamie Davidson, co-owner of the upscale Arkansas-based coat company Normandy & Monroe. "People want coats that are more in style."

The design house, which recently held a trunk show at Neiman Marcus, offers a silk-velvet checked coat that is perfect as a blazer or lightweight wrap for the office or even a holiday party. Made of Scalamandre fabric, typically used for upholstery, Normandy & Monroe coats are an unusual and stylish take on the traditional cover-up. The company also makes A-line coats with sweetheart necklines in brocade, cashmere and mohair.

For those who want lots of warmth in their coats, designers have gone crazy over fur - both real and faux. Trendsetter Marc Jacobs trimmed a car coat with fur for a glamorous '50s look, and Tracy Reese features a faux fur coat worn with cropped pants and camisole.

J. Mendel trimmed bolero jackets and capelets with sheared mink, and Ann Taylor went for a belted rabbit-fur jacket and a fur-felt fedora.

If you're looking for extra sizzle this season, try Tuleh's cropped fur jacket with pink collar, or Etro Milano's colorfully sequined wool coat.

If a full coat is a bit too much for holiday parties, colorful capes are a fashionable alternative.

In men's coats, almost anything goes. **Nautica's** double-breasted charcoal cashmere wool topcoat works for dressy occasions - worn over a suit - or for bopping around - paired with waterproof tech pants.

Bare-chested models at the Toronto runway shows went one step further by sporting giant fur coats and jeans - the ultimate fashion statement.

GRAPHIC: Photos: 1. TRACKING STYLE: Think form over function when selecting a coat for Houston winters. Mom and son wait at MetroRail's Preston Street Station, she in a fur-lined cape ($ 3,995), at Saks, he in a bomber jacket ($ 108), at Little Patooties. Donald J. Pliner boots ($ 360) and Yosca brooch ($ 220), at Saks, complete Mom's outfit. The child's khakis ($ 65) are at Little Patooties (color); 2. CHECK IT OUT: This stylish, cushy velvet coat is by Normandy & Monroe ($ 850) (color); 3. HOLIDAY GLITZ: Make a serious statement in this festive sequined wool coat by Etro Milano ($ 4,195), at Neiman Marcus (color); 4. IT'S A WRAP: Tuleh's cropped fur jacket with pink collar puts sizzle in the season (color); 5. FUR SURE: This black-and-white chinchilla fur from Saks ($ 8,995) is sure to be noticed this holiday season (color); ALL BUSTER DEAN PHOTOS : CHRONICLE

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Need a lynx hide? Or a Ralph Lauren shirt? Branson's got it, and more St. Louis Post-Dispatch (Missouri) November 21, 2004 Sunday

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St. Louis Post-Dispatch (Missouri)

November 21, 2004 Sunday
FIVE STAR LIFT EDITION

SECTION: TRAVEL & LEISURE; Pg. T03

LENGTH: 748 words

HEADLINE: Need a lynx hide? Or a Ralph Lauren shirt? Branson's got it, and more

BYLINE: By FROM STAFF REPORTS

BODY:

Christmas would be so much simpler if we all did our shopping at Dick's Old Time 5 & 10 in historic downtown Branson.

Dick's motto is "We got what you forgot," and where else can you find back-scratchers, Tinker Toys, Lincoln Logs, cap guns, pickup sticks, kaleidoscopes and paper dolls? The Wurlitzer jukebox and model trains running overhead aren't for sale, but add to the vintage dime store ambiance. Branson, of course, is known for its live entertainment. But between visits to the Baldknobbers or Shoji Tabuchi, you can squeeze in some world-class shopping at more craft stores, specialty shops and outlet malls than you can shake a stick at.

Outlets galore

Branson, in fact, boasts that it is one of the top outlet mall destinations in the country, with more than 200 retailers at Factory Merchants Branson, Tanger Outlet Center and The Shoppes at Branson Meadows. The malls say shoppers save 25 to 65 percent on designer-name goods including housewares, clothing, shoes, luggage, jewelry, accessories and specialty items.

The Tanger Outlet Center on Highway 76, for example, has more than 70 brand-name outlet stores, including Banana Republic, Polo Ralph Lauren, Mikasa and Bose. Tanger is luring shoppers this holiday season by offering a free toy snowman with sales of $150 or more, plus a chance to win a four-day vacation at an all-inclusive Mexican resort, no purchase necessary.

A holiday fact sheet, courtesy of Tanger, says the average man plans to spend $666 on presents this holiday season. In something of a surprise, the average woman will spend less, about $624. The easiest present to shop for: gift certificates. Four percent of consumers are last-minute shoppers.

The lineup at Factory Merchants Branson includes Izod, **Nautica,** Reebok, Rockport, Full Size Fashions and Ozark Mountain Quilts. The Shoppes at Branson Meadows has Leather Outlet, Tool Town, Golf USA and Christian Gift Outlet.

Art of the Ozarks is featured at the Engler Block, which has 27 individually owned shops. Artists will make pottery, candles, moccasins, jewelry, furniture, dolls and portraits while you wait.

Branson's IMAX Entertainment Complex also has some unique shopping, with a huge selection of gags and magic accessories at Dazzle Magic Shop and complimentary samples of body oils and demonstrations of massage therapy at Kelly's All Natural Pain Relief.

What has to be the best-named store is at Branson Mall, where Hicks from the Sticks sells gifts and nostalgia items. Alaska Down South on Highway 76 carries a line of items for the owner of a rustic cabin or hunting lodge who doesn't want to bag his own trophies.

"We have a good selection of badger, bear, mountain lion, wolverine and lynx hides," said Bob Gillespie, owner of Alaska Down South. "We have floor lamps made of elk antler, and antler chandeliers, which actually are made of a resin. We have all kinds of animal figurines and cold-cast bronze statues."

Prices range from $55 for a skunk hide and $140 for a white Arctic fox fur to $3,400 for a mounted mountain lion and $5,100 for a stuffed adult male African lion.

Don't forget Silver Dollar City

You can really get into the spirit at Silver Dollar City, which uses more than 4 million lights and 1,000 decorated trees to put on its dazzling Old Time Christmas. The event features a Holiday Light Parade with musical floats, a five-story tree with lights coordinated to blaze with the musical movements of carols, and a production of Charles Dickens' "A Christmas Carol" that includes flying spirits and vanishing ghosts.

At a re-creation of the ancient town of Bethlehem, the Living Nativity is staged at a two-story theater-in-the-round with actors and live animals presenting the birth of Christ.

Silver Dollar City also has the state's best collection of artisans and craftsmen at 40 shops, where a story comes free with the handcrafted items. You can buy handblown tree ornaments and glass angels, wheel-thrown pottery dinnerware and vases and handcrafted candles in holiday scents such as pumpkin spice, cinnamon and Scotch pine.

Among the master crafters demonstrating their wares are Donnie Ellison, who has been making heirloom oak baskets for 32 years; Rick Duckworth, whose carved-leather replica holsters and other Western gear are coveted by collectors; and Ray Johnson, whose Damascus steel knives are prized for their beauty as well as their strength.

For more information on events at Silver Dollar City, call 1-800-831-4386 or visit www.silverdollarcity.com.

mdl

GRAPHIC: photo
PHOTO by MATT BRADLEY - Heirloom baskets by Donnie Ellison at Silver Dollar City.

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Mackey McDonald, chairman and CEO of VF, discusses his company's brands and his customers CNBC News Transcripts November 22, 2004 Monday

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CNBC News Transcripts

SHOW: Kudlow & Cramer 5:00 AM EST CNBC

November 22, 2004 Monday

LENGTH: 1075 words

HEADLINE: Mackey McDonald, chairman and CEO of VF, discusses his company's brands and his customers

ANCHORS: DAVID FABER, JIM CRAMER

BODY:

DAVID FABER, co-host:

What's hot for the holiday shopping season this year? Well, we can ask Mackey McDonald. He's the chairman and CEO of VF Corporation, which has a lot more brands than just Wrangler and Lee jeans.

Mr. McDonald, thanks for being with us.

Mr. MACKEY McDONALD (Chairman and CEO, VF): Thank you, Dave.

FABER: Let's talk about what's hot. I mean, I'm looking right here at some outdoor wear, it would look like, sort of for sports type things, and you own a number of those brands. Is that going to sort of lead things?

Mr. McDONALD: Well, I think what you see in the consumer today, they're smart, they're frugal. Their main focus would be on performance products as well as value. And...

FABER: What's a performance product? What does that mean?

Mr. McDONALD: Well, a performance product is something not just replenishing an item you have in your closet, but something that does--that performs better than what you had before. It is--wrinkles less, it keeps you warmer, it keeps you drier. This is Nautex from **Nautica.** It's a bright fleece item that is very tightly knit so it keeps you extremely warm and at the same time it's lightweight and it wicks, it keeps you dry. So ...(unintelligible).

JIM CRAMER, co-host:

You can hold it up if you want, show everybody that.

Mr. McDONALD: Sure, yeah.

FABER: Yeah, take some marketing opportunity. Why not?

Mr. McDONALD: Yeah, certainly.

CRAMER: All right. Well, let me understand. We've had the outdoor fellow here and makes some great stuff, but it seems like you guys are always perennially looking for acquisitions of which--could you give me the process? You buy a company and then what happens? Because I know you keep the brand, but how do you make it so that that company fits in in a VF way?

Mr. McDONALD: Well, the real strength of the outfit is the fact that we don't try to totally integrate companies. We want to leave the marketing as it is. We want the brand to stand alone, stay where it is in the culture and environment in which it was born and grown. We want to bring a lot of synergies, the North Face, **Nautica,** other companies and brands we've bought. We bring operating skills. We're operators. We don't just acquire companies. We help improve the operation. So we get the product to the shelf, we get good cost, we manage the technology, we manage a lot of financial controls and other things that allow the brands to focus on their consumer and their product and their product development.

FABER: **Nautica,** North Face, JanSport are all growing a lot faster than the good old jeans business. But give me a sense in terms of your revenues how that comes out. I would assume jeans are still the larger part of the company.

Mr. McDONALD: They are still the larger part and they're a great part of it. They aren't growing as rapidly as some of our other businesses, but at the same time, they're very stable brands, they're growing their brand share in a tough market. They have great cash flow. They allow us to do a lot of things with the company to grow the company. So we like those categories. It's one of the more stable categories in the apparel business.

CRAMER: Mr. McDonald, on Friday, there was a lot of talk that Sears and Kmart could create together some sort of antitrust issue. As a big supplier to everybody, would you think that this would be an anti-competitive merger or a competitive merger, given the fact that I imagine you want to have more people to do business with than just Wal-Mart.

Mr. McDONALD: All right. Well, you know, yeah, we certainly--we're very happy with the situation there because they're both great customers of ours. They both are targeted different consumer groups. We sell different brands to each one of those customers. I think they will be able to operate more efficiently. They will probably move some of the stores and be able to accomplish some things strategically. They have a smart group of people working there. And we will continue to supply them our brand. So we don't think it would be a negative impact on their business or certainly on our business as a result of it.

FABER: Now Levis, of course, created an entirely separate line for Wal-Mart. What has your Wal-Mart business been like?

Mr. McDONALD: Our Wal-Mart business is very strong. They're a great customer of ours. We've had a long relationship with them. They...

FABER: Are they the single-largest customer of the company?

Mr. McDONALD: They are the single-largest customer of the company...

FABER: Yeah.

Mr. McDONALD: ...as they are for many consumer products companies. And we have a great business with them and a growing business with them. We've had new competition enter there, but our Wrangler Hero program is a great program. We've launched, also, our Wrangler Jeans Company line with them this year and it's been extremely successful, so it's a growing business.

FABER: Wal-Mart, of course, has been taken up in the debate about outsourcing, and, you know, your company, 10, 12, 15 years ago used to manufacture a lot of what you do here in the United States. You don't any longer. You manufacture around the world. When you're asked about this or you're even blamed by some, what do you say?

Mr. McDONALD: Right. Well, we stay competitive. The most important thing for any company is to have great products at great value. That's what the consumer's looking for, that's what they spend their money on, and that's what we've been doing as a company is keeping ourselves competitive. As a result of doing that, you create higher-paying jobs, you create jobs that aren't the lower end. Moving low-cost jobs offshore and increasing the number of higher-paying jobs is what this country's been built on. It's been going through that transition for years and will continue to go through it, and we're part of that.

CRAMER: Absolutely. All right, that's Mackey McDonald, chairman and CEO of VF Corp. In full disclosure, I own shares in Kmart. I asked a question about Kmart. I always disclose my holdings.

And, sir, have a good holiday season.

Mr. McDONALD: Thank you. I hope you do...

CRAMER: Thank you so much for coming on the show.

Mr. McDONALD: ...buy some VF products.

CRAMER: Ah, there you go. Next, Metal Management CEO. Just--we cover everything--Metal Management, U-Store-It, VF Corp., SIRIUS.

FABER: It's unbelievable.

CRAMER: Right.

FABER: I'm shocked.

CRAMER: How much do we cover here?

Anyway, he just got back from China. Keep it with K&C for a full report.

(Announcements)

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IT'S TURKEY-TIME, HONEST;MAGICAL MYSTERY SHOPPING BUS TOUR WAS A HUGE SUCCESS The Toronto Sun November 25, 2004 Thursday Final Edition

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The Toronto Sun

November 25, 2004 Thursday Final Edition

SECTION: LIFESTYLE; Pg. 75Strictly Savings

LENGTH: 1108 words

HEADLINE: IT'S TURKEY-TIME, HONEST;
MAGICAL MYSTERY SHOPPING BUS TOUR WAS A HUGE SUCCESS

BYLINE: BY RITA DEMONTIS

BODY:
WELL, WE made it! And with savings to spare! Yes, the first annual great Magical Mystery Shopping Bus Tour came off without a hitch last Saturday -- and everyone walked away a winner. We hit five major shopping spots -- including Ashley, Ganz, The Back Door Sale, Clearance Warehouse Sale and the famous Mr. B's --and along the way enjoyed a great breakfast courtesy of Melitta and Krispy Kreme doughnuts, a fabulous lunch from Quiznos (many thanks to the lovely Viviana Lagana and her great staff at the Quiznos Sub shop at Steeles and Hwy. 400). Plus kudos to Tourism Toronto for the bus, our bus driver Mike, VISA for the generous $500 cash prize, La Standa supermarket for the water and everyone who helped out. Big hugs and kisses to the CFRB gang including the famous John Donabie -- whose lovely wife, Ala accompanied us! -- the gorgeous Melissa Boyce and the great Nick Maiorano for keeping everything going smoothly. Last but definitely not least, Lori and her mom from the Toronto Sun's Promotion department for making the magic happen.

The bus tour was such an incredible success, we're going to do it again next year! -- bigger and better than ever!

* * *

FOR NOW, let's talk about one of our most favourite people in the city -- Honest Ed Mirvish. And keeping with the festive spirit, Mr. Mirvish and the gang are holding his annual Toronto Christmas tradition of giving away free turkeys and fruitcake for the holidays. This timeless event is taking place this Sunday, Nov. 28, at 10 a.m. at Honest Ed's. Son David Mirvish will be carrying on the family tradition with his dad's blessings! Along with free turkeys and fruit cake, there will be candy canes, cookbooks, treats and other goodies. Dress warmly -- and don't forget to go shopping for Honest Ed's deals afterwards!

Honest Ed's, 581 Bloor St. W.

KEEP THE Giant Christmas Warehouse Sale close to the top of your list. With two locations to choose from, you'll find all sorts of sports socks, sweaters, novelties, back packs, sweaters, shirts, denim jackets, belts, handbags, wallets, cosmetic bags and much more. Brand-name brands include Barbier, Nine West Samsonite and **Nautica.**

This is the perfect time to stock up on Christmas gifts, stocking stuffers, vacation goods and much more.

Giant Christmas Warehouse Sale, Nov. 25 to Dec. 12, 5900 Keaton Cres., Mississauga (off Matheson Blvd.), 905-829-1566, and 2616 Sheridan Garden Dr. in Oakville (QEW and Winston Churchill), Mon.-Fri. 11 a.m.-7 p.m, Sat.-Sun. 11 a.m.- 5 p.m.

ARTISTIC INNOVATIONS is having a terrific Christmas sale of wall decor, mirrors, framed art and more. Traditional, contemporary, juvenile -- hot designs in the home decor trade. Lots to choose from, sale's on only once a year, so get out early! Sale starts today to Saturday.

Artistic Innovations Inc., Christmas Sale, Nov. 25-27, 1295 Ormont Dr. (Weston and Steeles area), 416-638-3193, Thu.-Fri. 9 a.m.-5:30 p.m., Sat. 9 a.m.-4 p.m.

IF YOU HAVEN'T hit the big Procter and Gamble warehouse sale in the west-end yet, then you're missing some mighty fine deals -- especially since very fine high-end Swiss Army brand items have joined the sale. Goodies including watches, army knives, travel gear and luggage are all on sale at fantatic sale prices! There's new inventory available throughout the entire sale, with lots to choose from for the whole family! Sale's on until Dec. 5.

Procter and Gamble and Swiss Army Warehouse Sale, 2040 Dundas St. E. (near Hwy. 427), Mon.-Fri. 10 a.m.-8 p.m., Sat. 10 a.m.-6 p.m., Sun. 11 a.m.-5 p.m.

NAUTICA JEANS women's wear is having a total inventory blowout sale, with huge deals -- up to 80% off -- everything from outerwear to sweaters, knitwear and, of course, jeans. Lots to choose from, sale starts today to Sunday.

Nautica Jeans Co., Women's Wear Inventory Clearance, Nov. 25-28, 590 King St. W., 2nd Floor (near Portland), Thu.-Fri. 10 a.m.-6 p.m., Sat.-Sun. 11 a.m.-5 p.m.

THE GREAT Parkhurst Knits sale is now on until Dec. 11, with deals on sweaters and accessories. Look for savings up to 70% off the regular price. Lots to choose from, and stock is replenished daily.

Parkhurst Outlet Sale, 22 Research Rd. (two blocks east of Eglinton Ave. E., east of Brentcliffe, SE end of building.) Mon.-Fri. 10 a.m.-6 p.m., Sat.-Sun. 10 a.m.-5 p.m.

I'VE RECEIVED tons of calls for the Warnaco of Canada warehouse sale and the good news is the sale's now on. You can save up to 75% everything from underwear to bras, panties, sleepwear, T-shirts, boxers, briefs and more. Lots of discontinued end-of-season, ladies' and men's outerwear styles. New stock arrives daily.

Warnaco of Canada Warehouse Sale, 7751 Yonge St., Markham (south/east corner of Yonge and Centre St. north of Steeles), 905-731-7133, Mon.-Fri. noon-8 p.m., Sat. 10 a.m.-6 p.m., Sun. noon-5 p.m.

There's a one-day sale taking place this Saturday at Banff Designs, specialists in technical outerwear designed for comfort and performance. Jackets, pants and outerwear tops, plus a selection of fleece garments such as vests, jackets, mitts and hats.

Banff Designs, 66 Fraser Ave. (east of Dufferin St., south of King St.) Nov. 27, 8 a.m.-1 p.m.

DEFINITELY get out to the Decorating Details warehouse sale of all beautiful European-inspired, home decor accents, furniture, accessory items, designer bathroom vanities and more. Items are traditional, country and, of course European. There's accent furniture as well. Prices are up to 70% off the retail. This company is not normally open to the public, so if you're in the middle of redecorating your abode, or looking for the perfect gift, here's your chance. Sale starts today to Sunday.

Decorating Details, 6705 Tomken Rd., Unit 6 (south of Derry Rd., southest corner Tomken and Midway), 905-564-3358, to Nov. 28, Thurs.-Fri. 10 a.m.-7 p.m., Sat. 10 a.m.-6 p.m., Sun. 10 a.m.-5 p.m.

And just to give you a head's up, the famous Fern Group candle sale, offering huge savings on all sorts of

beautiful candles, potpourri, Christmas paper products and more is winding down this weekend.

Fern Group's Warehouse Sale, 175 Fenmar Dr., North York (2nd light north of Finch Ave., off Weston Rd.), Nov. 27 and 28, Sat. 9 a.m.-4 p.m., Sun. 11 a.m.-4 p.m.

KARCHER CANADA is having an interesting sale this Friday to Sunday. Look for big savings on items like electric pressure washers (starting at $47.82) and gas pressure washers for around $200. There's accessories and detergents as well.

Karcher Canada Warehouse Sale, Nov. 26-28, International Centre, Hall 4A, 905-672-8233, ext. 801, Karcher.ca, Fri. noon-8 p.m., Sat. 9 a.m.-5 p.m., Sun. 10 a.m.-2 p.m.

GRAPHIC: 2 photos; 1. QUIZNOS treated the shoppers to some wonderful subs: Karen White, Rita, Ainslie Murfitt, Viviana Lagana, Julia Belmonte.; 2. Honest Ed Mirvish and his annual turkey giveaway.

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Ready, get set: Charge! Asbury Park Press November 27, 2004 Saturday

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Asbury Park Press

November 27, 2004 Saturday

SECTION: A; Pg. 1

LENGTH: 1222 words

HEADLINE: Ready, get set: Charge!

BYLINE: JOSEPH PICARD and KAREN SUDOL/STAFF WRITERS

BODY:
FOLLOWING a day of being thankful for all the things they have, thousands of Shore area residents went out early yesterday to shop for more - and retailers were thankful for the business.

"First, we tried Kohl's (in Toms River), which opened at 5:30, to get this DVD player," said Dorothy Weston, 46, of South Toms River. She and her daughter, Lauren McCall, were shopping at the Target store on Hooper Avenue, Toms River.

"They (Kohl's) had 70 DVD players on sale, and we were customer 71. So, we hurried over here. Luckily they (Target) had still had some, and we bought two."

"If today is an indication of how the season will go, we'll have a great year," said Tom MacWilliams, store manager of Target in Toms River, echoing the sentiments of supervisors at other area stores.

Black Friday - the big, holiday-season opener for retailers nationwide - was well under way before dawn, with a number of stores in Ocean and Monmouth counties getting a jump on the traditional 6 a.m. unlocking.

Debra Panzarella, marketing director of the Freehold Raceway Mall in Freehold Township, said an early review indicated that business was greater than last year. While numbers weren't available at midday, Panzarella said she had polled several stores, which were reporting larger crowds.

"They said they were blowing away last year's numbers," she said. "Quite a few said they were up."

Business was brisk yesterday at the Ocean County Mall in Toms River, said mall marketing director Susan Howlett. "I got here at 6:45 a.m. and the lot was almost full."

KB Toys had close to 300 people waiting in line at 4:30 a.m., she said, intent on bargains for video games, Barbie dolls and a stuffed animal called a Luv Cub, she said.

Howlett said shoppers seemed to be "happy, not frantic."

Electronics, jewelry and toys drew shoppers to malls across the country, said a spokesman for the National Retail Federation. A survey commissioned by the Washington, D.C.-based organization showed that up to 130 million Americans will shop this weekend.

The federation forecasts that consumers will spend more than $219 billion this holiday season, up about 4.5 percent from last year.

5:30 a.m. frenzy

Alisa Girard of Howell denied herself sleep for one particular bargain - a Mintek 7-inch portable DVD player with carrying case, two headphones and remote control. Normally priced at $229.99, it was on sale yesterday for $159.99.

Girard, 44, shopping at Kohl's on Route 9 in Howell, said she was determined. She got up at 4 a.m., woke her son, Michael, and they reached the store by 4:45. They were among the first in line in a small vestibule jammed with shoppers queued up for bargains as the 5:30 a.m. opening approached.

As a store employee unlocked the doors, Girard - who had learned in advance where the DVD players were located - walked, then half jogged, toward the items while balancing a container of coffee.

Her 12-year-old son had taken off at a jog and was way ahead of her.

They were able to grab three players as a swarm of customers surrounded the stack of 50, bumping each other and snatching up the boxes as fast as they could. One player will be a Christmas present for Michael. The other two are for Girard's sister and a friend, she said.

In less than a minute, the 50 boxes were gone.

"Don't you put those down," Girard joked with her son about the DVD players. "You can't take your eyes off of them."

Rosemarie Suter, the store's housewares department supervisor, said customers had called on Wednesday asking her if she would consider hiding some of the DVD players in different areas of the store and disclosing the hiding places.

"I said, 'No,'" she said.

Old-fashioned shopping

Not all Black Friday shoppers headed for big-box stores or malls. Some were attracted to small-town main streets, such as Manasquan's.

Ingrid D'Alessandro and her mother, Christine Nadell, both of Cream Ridge, said they liked the atmosphere.

"They have everything here without the craziness of the malls," Nadell said. "I prefer to shop in a place like this."

Her daughter used the Black Friday sales to help her shop for her sister's Dec. 31 wedding.

Still, D'Alessandro said, she thought she'd be finished with her holiday shopping by the second week of December.

Carl Mertens, owner of Mertens Jewelers on Main Street, said Black Friday downtown is different than in a mall.

"I've been here 32 years and in all those years, I can't say yes, when Black Friday comes, people come pouring in to do their shopping," he said. "We're busy. Not overly busy, but we do see increased traffic on the weekend."

When the Target in Toms River opened at 6, a line of several hundred undaunted shoppers - braving a chill wind under the full moon - snaked far out into the parking lot.

"I have been here since 5 a.m. - and, as you can see, I was not the first," said Jennifer Tarmontano, a kindergarten teacher from Toms River.

"They're selling a digital camera for $97. That's a great deal. There's a limited supply," she said. "So, that's why I'm here in the dark freezing."

A wheel bargain

Bob Frolich, from Zanesville, Ohio, visiting his mother in Lavallette for Thanksgiving, had something else in mind.

"Hot Wheels!" he said, as the door opened and the line began to move briskly along. "They're 49 cents each. Yes, for my kids. But for me, too!"

Around noon at the Jackson Outlet Village on Route 537, the vast expanse of parking lots had long been full, and the surging human river of holiday shoppers was in full motion.

Most shoppers at the 70-store horseshoe-shaped mall yesterday used a simple strategy: Get there early and walk from one end to the other, hitting any interesting stores in between.

Sisters Cheryl Catoni of North Brunswick, Ceil McCarthy of South Brunswick, and Nancy Weir and Sharon Tiernan, both of Staten Island, met there at 8:30 a.m. Catoni said she's shopped there for about five years, while her sisters were there for the first time.

"We started at the other end and shopped to here," said McCarthy as the sisters headed toward the food court to refuel. "It's getting crowded now, but it was fine when we got here this morning."

"I really like it," said Tiernan, who had spent about $300 by noon on Christmas gifts for friends and relatives. "I like that everything is laid out in an easy circle."

While it was tough for the sisters to pick a favorite store - Weir said their plan was to hit "almost all of them" - they said they found the best deals at The Gap and **Nautica.**

John Cavanaugh, 41, of Jackson, was a newcomer to Black Friday's morning rush.

"I usually come in the evening, when the crowds have thinned out," he said. "But this year, I tried getting some discounted DVDs."

He started at 5 a.m. at the Brick ShopRite, where there was a sale on DVDs, but other shoppers beat him to the desired items.

"I then went to Kohl's, but once again I was too late," he explained. "I drove to Best Buy. I pulled in the parking lot, saw the crowd and pulled out again."

At last, Cavanaugh made it to CompUSA on Chambers Bridge Road in Brick, where he bought several discounted DVDs.

"Next year, I'm going back to evening shopping," he said.

Staff writers Michael Amsel, Bill Bowman and James Quirk and The Associated Press contributed to this story.

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MIRACLE ON 34TH, AND 59TH STREET TOO!department stores ; Column Daily News Record November 29, 2004

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HEADLINE: MIRACLE ON 34TH, AND 59TH STREET TOO!department stores ; Column

BYLINE: Gellers, Stan

BODY:
Byline: STAN GELLERS

Can me a retail junkie, but I'm always shopping the stores both here and in East Hampton. So writing a column about my two favorite "textbook" department stores -- Macy's East and Bloomingdale's -- for our Federated issue is really a busman's holiday. I thought I had them down pat. Which one carried which labels. The way each store draws a bead on its different customers. And how these giants stay ahead of the competition. In case you didn't see Federated's latest figures, they sure do. Its profits bounced up 10.4 percent in the third quarter.

I visited Macy's East and Bloomingdale's on 59th Street and in Soho a few weeks ago, and what amazes me is the way both keep reinventing themselves. Okay, Bloomie's has a new main floor in its uptown store that's fantastic. And Macy's thinks enough of men's wear to put it on four floors. But even with the same parent, they're as distinct in their approach as the corner of 34th Street at Herald Square is from 59th Street and Lexington Avenue.

At the crossroads of the retail world, Macy's certainly has something for everyone. When you watch the stream of customers pouring through the men's departments, you realize that's something of an understatement.

Bloomie's uptown is just as hectic, give or take a couple of Lincoln Towne Cars parked outside the entrance. When Marvin Traub ran the store years ago, he billed it as "Like No Other Store in the World." It still is, in my book, especially when you add in Bloomingdale's Soho, its downtown sibling that pinpoints its hip, 20-something men's customer with rifle-shot accuracy.

I'll skip the pages of notes and names in my steno book -- and jump to the big X's in the margin highlighting the really great stuff. There were 17 after shopping the one Macy's and two Bloomie's.

What did I find? At Bloomingdale's uptown, I stumbled over "Modern Factor," the brand-new tailored clothing department totally devoted to the sophisticated young dude. Then at Macy's I saw a quiet invasion of dress shirts and ties into the sanctum of the tailored department on the second floor. And at both stores

there was a lively, freestyle approach to young designer/street-urban/urban departments where serious suits and dressy topcoats shared the same rack with sport shirts, jeans and leathers. Hey, this guy is growing up.

BLOOMIE'S SUITS ITS MAN

The last time I shopped the young designers (Trend Corneliani, Theory, etc.) department at Bloomingdale's uptown, suits were hung with woven shirts, leather bombers, jeans, etc. Last week the suits were gone! They were all moved into Modern Factor, that new department nearby created especially for the high-end guy who wants his kind of body-conscious clothing his way.

It didn't happen overnight, and the store shows what's happening to clothing in a great, sixfold mailer to customers. It begins with a picture of a cool guy wearing a John Varvatos brown blazer and jeans, with the copy: "There was a time when ..." On successive spreads, the copy continues, "Being a 'suit' meant ..." "Bowing to convention ..." "But times have changed ..." "And so have the suits."

Page two shows a couple of 20-somethings, one with a blue pinstripe suit and striped sport shirt, the other in a solid navy with a striped, open-collar shirt and zip-placket navy sweater.

The following spreads -- with resources including Trend Corneliani, Mario Matter, Burberry, Hugo Hugo Boss, Z Zegna, Luca Venturini, Ted Baker London, Paul La Fontaine and John Bartlett -- show a mix of dressy, dark suits with and without ties; a three-quarter topcoat; and a few dressy blazers, one worn with warmup sweatpants and a knit skating hat.

The final shot is of a cool guy wearing a velvet blazer, flare-leg slacks and a Justin Timberlake knit skating hat.

The very informed sales associate in the department told me, "This department isn't in Soho," and after spending the next morning at the downtown store, I saw why. The Modern Factor clothing shop really is the next step up for the Soho guy who used to buy his suits, shirts and ties in the Designer Lab shop downtown. He's arrived and Bloomie's is dressing him for it.

More about the Designer Lab downtown (which began uptown): It's for the guy who picks through a rack that holds everything from expensive jeans to black jacquard formal jackets, navy blue striped suit jackets and trousers, dress and sport shirts, zip-placket knit pullovers and a leather bomber jacket or two. Why not? That's his lifestyle and probably the way he hangs his own clothes at home.

CLASSIFICATIONS FINALLY ADD A PARTNER OR TWO

At Macy's I started my tour on the huge clothing floor with designer row -- from Hugo Boss and Joseph Abboud to Michael Kors. The big surprise? Dress shirts and ties are stocked right next to suits in these shops, and the only thing missing, according to a friendly salesman, is a fuller range of shirts to take care of the tall and short guys who buy the suits. Which is why ties are all over the place.

What really grabbed me was Macy's Pulse department on the third floor with its lively brands (and background music to match) and racks loaded with a mix of cool jeans, suit coats and trousers hung separately, sport shirts, warmups and outerwear. This is truly jeans heaven, and I happened upon this intent shopper in his early twenties wearing an obvious hand-destroyed pair of jeans that was all tears, tatters and shreds.

He turned out to be a Fashion Institute of Technology design student and was looking for jeans. When I asked him how many pairs he owned, his answer was, "Uhh...." He admitted to "maybe 60 or 75 pairs." And when I asked how much he spent for them, he didn't lose a beat, saying, "Oh, over a hundred." About a half hour later when I left, I spotted him romancing a pair of Versace jeans.

Now for the punch line both at Macy's and Bloomie's in their street/urban shops: I discovered dressy, slim,

three-quarter topcoats and striped suits, hung on the same racks with jeans, sport shirts and suit jackets. That's how fast this market is changing. About the topcoats: My take is that they're really the next young, hip expression in outerwear just going to a new length to fit in.

The people in both stores are pros at bringing along their older sportswear customers with collections beamed at the 35-plus shopper. And what a cast of names: cK Calvin Klein, Kenneth Cole, Perry Ellis, Claiborne, H Hilfiger (at Bloomie's), **Nautica,** Sean John, etc. -- plus a powerful Polo shop.

To give you a taste of Polo at Bloomie's, the department has the rustic look of the Hamptons stores and the merchandise was more of the same. There were patch flannel plaid sport shirts, bottle-green corduroy pants, tartan plaid cargo pants and orange nylon bombers. And if that wasn't bright enough, I saw wool crewneck sweaters in colors that would make a plate of assorted Jell-O look like vanilla pudding. Wow!

Put it all together, and what a trip!

Comments? Write to Stan.Gellers@fairchildpub.com

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MIZUNO CHOOSES MITRA ADIPERKASA AS SOLE DISTRIBUTOR IN INDONESIA Antara - The Indonesian National News Agency December 1, 2004

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HEADLINE: MIZUNO CHOOSES MITRA ADIPERKASA AS SOLE DISTRIBUTOR IN INDONESIA

BODY:

Jakarta, Dec 1 (ANTARA) - The Japanese sports equipment company, Mizuno, has chosen the Indonesian retail company, PT Mitra Adiperkasa, as the exclusive distributor of its products in the country.

Mitra Adiperkasa advertising and promotions manager, Yuliana Panggabean, said here on Wednesday that the business cooperation between the company and Mizuno fulfills their commitment to bring high-quality sports products to Indonesian consumers.

Mizuno products used to be distributed through the retail network of Planet Sports and The Athlete's Foot.

Mitra Adiperkasa, which has 425 outlets across Indonesia, has the exclusive license and distribution right for some of the world's most famous sports products, such as Reebok, Wilson and Speedo, as well as Marks and Spencer, Morgan, Next, **Nautica** and Nine West.

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Pulling off the pullover The Toronto Star December 2, 2004 Thursday

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The Toronto Star

December 2, 2004 Thursday

SECTION: FASHION; Pg. C01

LENGTH: 980 words

HEADLINE: Pulling off the pullover

BODY:

Hideous novelty creations flourish this time of year

And now rappers are reviving the Coogi sweater Fashion writer David Graham begs holiday shoppers not to subject us to hideous knitsIn the men's fashion department this unfortunate pullover, all swirls and squiggles of contrasting colours, falls squarely into the infamous "what not to wear" category. File it under sartorial slip-ups along with loud plaid pants and pastel coloured suits.

They are to men's wardrobes what Jean Nate is to women's fragrance.

And they answer to many names. Call them fancy sweaters, novelty sweaters or party sweaters. They will come running, kicking and screaming. They are the loud person at the office party, a lot of volume, but nothing to say.

Menswear experts believe the grandfather of these bad boys is the Coogi, a wild and woolly creation from the Outback of Australia. In the '80s Coogi sweaters achieved international popularity among rich old dudes. Comedian Bill Cosby cracked us up in his expensive (up to $400) "overlay" sweaters with labyrinthine patterns and complicated weaves. He wore them on and off the set.

The Coogi's original popularity is a mystery, though generally it's believed the sweater was admired because it resembled a piece of modern art, or because it seemed to involve more craft than the usual monochrome cardigan. It became a conversation piece. But over the past 10 years its popularity has waxed and waned.

Knockoffs, however, proliferated and quality suffered.

Remarkably, after an extended period out of the limelight the authentic, Coogi has become a status symbol for rappers.

"It is pure upper-middle class professional garb," says Coogi spokesperson David Horowitz. "They are merely laying claim to this professional, well-off status."

That's fine for those struggling to afford the real McCoy. The problem is, however, that the market has been flooded with inexpensive, nauseating, spinning wannabes, that may capture the unsuspecting eye of a Christmas shopper.

In fact, the fancy/party/novelty sweater is cousin to the gimmicky "Christmas" sweater, covered in candy canes, holly, ice skaters or Santas.

December is a bad time for bad sweaters, as Hank Stuever of The Washington Post once mused.

"There are no critics at this time of year," he wrote. What we think goes "politely unexpressed. Maybe all of December is a huge fashion mistake, an exercise in extreme bad taste, a common horror. With no room for critics, it triumphs over all darkness: I like your sweater."

The Christmas sweater perfectly symbolizes the enforced happiness of the season, Stuever said.

"And whether it has tasteful snow flakes or a reindeer with a nose that actually lights up, the wearer is warning: "Watch out. I feel festive."

Despite their godawful reputation, at this time of year fancy sweaters of all varieties flourish. Over a matter of just a few days they will be purchased, wrapped, opened and exchanged.

According to The Scotsman, until the middle of the 19th century, knits were really only used as underwear or inexpensive work clothes for labourers. But the Victorians, who ushered in the sporting era including football, cricket and rugby, made knitwear a winter menswear staple.

"In 1922, Fair Isle sweaters were afforded the royal seal of approval when the Duke of Windsor donned a colourful example as Captain of the Royal and Ancient Golf Club in St. Andrews. The so-called "Prince of Style" became "the patron saint of modern knitwear" and his sanction created the template for jumpers (British for sweaters) to become the quintessential Christmas gift."

But somewhere along the line things went terribly wrong. And technology may be the culprit. The introduction of manmade fibres got sweaters on the wrong track. And as it turns out, the technology that allows knitting machines to turn out ever wilder designs and colour combinations made things worse.

That the original and its many copies have flourished baffles.

That it achieved new-found popularity in the hip-hop music world mesmerizes.

Coogi's Horowitz credits the late Notorious BIG (a.k.a. Biggie Smalls) with introducing the decades-old brand to the hip-hop generation.

"It's a status thing. At around $400 the sweaters have a lot of cachet," says Horowitz.

He suggests the popularity with rappers makes sense considering the degree to which the hip-hop community has embraced fashion labels such as **Nautica** and Tommy Hilfiger, and other status symbols including chrome-laden luxury cars and fine jewelry.

John Corallo, senior partner of The Coop, a contemporary menswear retailer in Toronto for the past 21 years, recalls the heyday of the Coogi sweater in the early '90s and he's amused that a youth market has embraced what had become a joke.

"Fashion is notorious for making 180-degree turns. Biggie Smalls was an artist who wanted to be noticed. He loved those sweaters because they fit him and because he loved the colours. He's the guy who wore a yellow suit."

The sweater is mentioned by name in the colourful lyrics of rappers including Angie Martinez and Lil Bow Wow.

At a recent hip-hop concert at New York's Avery Fisher Hall, reviewer Shaheem Reid enthused the audience

was filled with rap fans wearing Coogi sweaters, matching fitted caps, retro sports hoodies and Timberland boots.

In 2002, a group of U.S. investors including Norman and Bruce Weisfeld, who are partners in FUBU (For Us, By Us), bought Coogi and commenced plans to re-launch the brand globally under a variety of lines including Coogi Luxe, Coogi Collection and Coogi Authentic. Even with the revival that's been compared to the Burberry re-launch, hip-hop followers continue to covet the genuine vintage article and scour shopping sites such as eBay for the real thing.

Despite this new-found popularity, unless you wear your pants with the crotch down around your knees and a lot of bling around your neck, don't buy this sweater.

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YOUR SHIP HAS COME IN Daily News (New York) December 2, 2004 Thursday

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DAILY NEWS
NEW YORK'S HOMETOWN NEWSPAPER
Daily News (New York)

December 2, 2004 Thursday
SPORTS FINAL EDITION

SECTION: THERSDAY; ON SALE!; Pg. 58

LENGTH: 411 words

HEADLINE: YOUR SHIP HAS COME IN

BYLINE: BY BREANNE L. HELDMAN

BODY:

Despite yesterday morning's downpour, the **Nautica** Sample Sale isn't suggesting you sail down Madison Ave. Instead, they hope shoppers will enjoy men's sportswear and jeans, boys' clothing, men's and women's Earl jeans and men's and women's sleepwear at discounts below wholesale. Men's colorful cotton and wool cable-knit sweaters, originally $65-$160, are $30-$75; men's and women's jeans in different colors and washes are $20-$35 and men's and women's terrycloth and flannel sleepwear and robes are $20-$40, from $50-$65.

Dec. 6-8 (10 a.m.-6 p.m.) and Dec. 9 (10 a.m.-3 p.m.). 40 W. 57th St., eighth floor. (212) 822-8166. All major credit cards accepted.

WHAT A DOLL! The Madame Alexander Company Store opens its factory doors to offer fans their famous, high-quality collectible dolls, doll clothing and accessories at nearly 80% off. The classic 8" Wendy Dolls that retail for $100 are $40; 21" Cissy Dolls that run for $499 are $199. Fashion Dolls which typically cost $150 each are sold on a buy-one-at-$50/get-another-for-$25 basis.

Today and tomorrow (9 a.m.-6 p.m.) and Saturday (9 a.m.-5 p.m.), 615 W. 131st. St., between Broadway & 12th Ave. (212) 283-5900. All major credit cards accepted.

DESIGNER DEALS Staff International is rolling back prices for a sample sale of their fall/winter collections for Diesel, 55DSL, Dsquared2 Men & Women, DieselStyleLab and Martin Margiela. Jackets at $350-$1,000 are marked down to $150-$500; $100-$300 pants are $80-$200; $100-$250 skirts are $50-$100, and $100-$300 knitwear is $60-$200.

Today and tomorrow (10 a.m.-7 p.m.). 495 Broadway, eighth floor, between Broome and Spring Sts. (646) 613-8457. All major credit cards accepted.

BARGAIN BOULEVARD Sunday, the 18th Annual Miracle on Madison Avenue Benefit Event takes over the fashion freeway from 57th-86th Sts., and 20% of every purchase you make at any of the 125+

participating retailers will be donated to the Children's Aid Society. Participants include Bulgari, Calvin Klein, Cartier, Clarins Treatment Boutique, Furla, Jimmy Choo, Luca Luca, Prada, Ralph Lauren, Zitomer and more. Restaurants will provide samplings of signature items in the Taste of Madison Avenue tent at 67th St., the Spa tent at 72nd St. will offer luxury treatments, and complimentary gift-wrapping is available at the Bank of New York branch at 706 Madison Ave.

Sunday (noon to 5 p.m.) Madison Ave. from 57th-86th Sts. For more information, visit www.childrensaidsociety.org/miracle.

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SHOP WHILE THE DOLLAR Irish Independent December 4, 2004

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December 4, 2004

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HEADLINE: SHOP WHILE THE DOLLAR

BODY:

With cheap air fares, a strong euro and discounts of 60% and more, it's no wonder the big-spending Irish are hitting New York in unprecedented numbers. Angela Phelan reports

It was the morning after Thanksgiving, a week ago yesterday. Shortly after 4am the Manhattan street cleaners were in the middle of their nightly toil, traffic flowed easily through the city that never sleeps, mostly yellow cabs and commutersabout to start the early shift. The late revellers were making their way home after America's biggest holiday.

But around Macy's, on Herald Square and 34th Street, there was a distinct air of expectation. The legendary department store would kick off its biggest sale of the season within two hours and the queue snaked down 34th Street.

These were the early birds who had been queuing for at least an hour to guarantee that they snagged the best bargains when the store opened at 5.30am. As well as discounts of up to 60pc, there was a further 20pc discount for the first three hours as well as an additional 15pc off for overseas shoppers and yet another extra 15pc off for anyone who opened a store credit card account that day.

What was interesting about this queue was that most of the shoppers at the top of it were Irish. There were hundreds of them. They had set their hotel alarms for 3am and had already staked reconnoitered the labyrinthine store two days earlier. They knew immediately where the best bargains in Ralph Lauren, Calvin Klein, Armani, Donna Karan, Estee Lauder, Clinique, Samsonite and others were to be found. In the cellar they bought pots and pans, china and crystal and they almost created a run on bed linen and towels on the sixth floor.

By 10am they were back in their hotels surrounded by shopping bags and one of them laughed: "We've already saved the price of the flight this morning. The stuff is so cheap they're nearly giving it away."

The Irish shopper in New York has come a long way in a very short time. Aware that the fashion dictat in Manhattan is that only fools and tourists pay retail, they come armed with my guide to bargain shopping. So New York, Why You'll Never Pay Retail in the Big Apple Again (Eirsol, Euro 19.95).

For about the past 10 years, a pre-Christmas shopping trip to New York was the girlie thing to do. It was an

opportunity for the gals to get away together, see a show, have some nice meals and do a bit of pressie shopping during the day.

But shopping in New York is a now year-round phenomenon since air fares became cheaper. Another factor is the soaring value of the euro against the dollar (this year it's at a record high of $ 1.338). And then there's the sales, which have been run year-round since 9/11.

Like the Brits (five million of them have spent $ 1 billion in the Big Apple so far this year, according to BBC estimates) the Irish are taking to the streets and avenues of New York in unprecedented numbers this year.

Aer Lingus reports that 400,070 passengers flew from Ireland to New York last year while this figure will exceed 500,000 by the end of 2004.

Tour America confirms that over 7,000 people have taken New York shopping packages since October. It still has a few packages left for last minute pre-Christmas shoppers and is offering return flights and two nights hotel accommodation for Euro 469. For the January sales, the cost of that package falls to Euro 359.

American Holidays are booked out before Christmas but have a six-night New Year's Eve package, return airfares, airport transfers, six nights accommodation and a 90-minute cruise for Euro 1,000 per person.

Continental Airlines offers a daily service from Dublin and Shannon to Newark in New Jersey, which is about the same distance from midtown as JFK. Delta offers a service through Atlanta and the gals also travel to New York with British Airways, Virgin, American Airlines and United Airlines from Heathrow. And, of course, there is an increasing number of Irish private jet setters.

No wonder stores like Bloomingdales, Saks, Macys and Century 21 now actively seek out Irish shoppers.

The same is true of Woodbury Common, the Rolls Royce of outlet centers, an hour north of the city. The some 250 stores there include Chanel, Armani, Gucci, Dior, Versace, Prada, YSL, Marc Jacobs, Michel Kors, JP Tod, Frette, Escada, La Perla, Malo, TSE, Boss, Zegna and even Waterford Crystal and just about any American designer or store you've ever heard of.

Ralph Lauren, Calvin Klein, Gant, **Nautica,** Donna Karen, Miss Sixty and Juicy Couture all boast at least 60% off retail prices. And for the big Thanksgiving sale further discounts included an extra 65% off Prada for the first three hours of the sale.

Some stores there opened at 3am as the mercury hovered around zero. But, hey, who cares about shopping in the dark or in the freezing cold? These prices can't be beaten anywhere in the world.

Some of the shoppers were buying Ralph Lauren polo shirts for $ 18, sweatshirts for $ 19 and cashmere sweaters for $ 69. These items sell in Ireland for Euro 80, Euro 125 and Euro 460 respectively. "The price is so good you could sell them back home," one confided. Judging by the amount she had bought, that had to be part of her plan.

According to John Fitzpatrick, President of Fitzpatricks Hotels USA, both of his Manhattan hotels have been booked solid with Irish shoppers every weekend since September. "Irish shopping business in New York is up well over 20% on last year since September while Irish shoppers are now discovering Chicago too and business there is up 50%.

"The shoppers usually arrive on

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HOLIDAY '04: MEN'S SEEN PICKING UP MOMENTUM. Daily News Record December 6, 2004

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BODY:
Byline: Jean E. Palmieri, Deb Pahl, Brenda Lloyd, Adam Tschorn, Julie Vargo

DNR MARKET REPORT -- Good, but not great -- at least not yet.

That's how retailers summed up the kickoff to the 2004 holiday shopping season. Sales in general have been solid, if not spectacular, but stores are expecting the momentum to pick up as the days race by.

Men's wear overall has managed to hold its own so far with sportswear such as cashmere sweaters, and tailored clothing -- everything from suits to velvet blazers -- ringing registers around the country. Promotions are definitely prevalent, with door-buster sales and coupons flooding the market. But the sales were planned and retailers have not hit the panic button.

The National Retail Federation estimated that 133 million people shopped the stores over Thanksgiving weekend, spending $ 22.8 billion. Apparel, music and electronics, in that order, were the most popular items, the group said, noting that the average shopper spent in excess of $ 265 over the first three shopping days. Some 49.1 percent of shoppers surveyed purchased apparel or accessories. As reported, NRF is projecting that 2004 holiday sales will hit $ 219.9 billion.

"Retailers know that the holiday season is not a sprint -- it's a marathon," said NRF president and chief executive officer Tracy Mullin. "Black Friday weekend is just the beginning of a monthlong race to the finish line."

Michael Niemira, chief economist and director of research for the International Council of Shopping Centers, agreed: "Given that only 6 percent of consumers have completed their holiday shopping thus far, there still is a considerable amount of holiday shopping yet to be done."

NRF continues to project an increase of 4.5 percent in holiday sales this year over last year.

NORTHEAST

NEW YORK -- Men's wear got off to a strong start in the Northeast with everything from velvet jackets to

antique watches connecting with customers.

Although the business was promotional for many stores, the sales were planned and did nothing to dampen the spirits of merchants who were expecting a solid season.

"We did okay," said Kevin Morrissey, executive vice-president and general merchandise manager of men's wear for Macy's East. "The men's traditional collections business was very good," he noted, singling out sweaters, wovens and "basic giftables" as top performers.

In addition, the young men's area rebounded from what had been a soft trend, with fleece posting "particularly good" results. Morrissey also said furnishings, driven by shirts and ties, were performing, "especially at the upper end. And the clothing business was okay, led by suit separates and overcoats."

Overall, the business was not any more promotional than in the past, he said, noting that customers have come to expect sales today. "It's almost historical by now," he said.

Although Morrissey said he's "not feeling any sense of glee," he's optimistic that the categories that did well this fall will continue to perform, bolstered by a gift business. "We're off to a fairly good start and I think we'll see flat to low-single-digit increases," he said. "But the momentum we've seen so far is encouraging."

Cody Kondo, senior vice-president and GMM of men's for Saks Fifth Avenue, likened the start of the season to "the first leg of a triathlon. We've gotten off to a good start and we're pleased."

Highlights included collections from Zegna, Ralph Lauren Purple Label, Hugo Boss, Varvatos and Armani, as well as cashmere in several classifications including sweaters. Lacoste pique shirts, woven shirts and cashmere sport coats were also strong, he said, along with Armani and Zegna dress shirts and ties, and Charvet neckwear. Outerwear and jeans -- not traditionally gift items -- were popular as well, indicating men were shopping for themselves, he said. And Theory, Dolce & Gabbana and Prada designer collections were strong, along with jewelry, watches and cufflinks.

Kondo said the business was "slightly less promotional than last year" and he's optimistic that the season will end up on a high note.

Michael Gould, chairman of Bloomingdale's, said November was a "very solid month." And men's more than held its own. "We were very pleased with the men's business. It had a good increase over last year."

Performing best, he said, was "upscale, limited-distributed merchandise." In men's, the sportswear classification area was "extremely strong," as were collections. "And we had a good tailored month, even in a relatively warm month."

During the month, he added, the company "continued to de-emphasize sales. We had no pre-Thanksgiving sale this year -- and it used to be a big deal -- but we still made it." As a result, he said Bloomingdale's was "cautiously optimistic on the things we can control."

Tom Kalenderian, executive vice-president and GMM of men's for Barneys New York, said the start of the holiday shopping season was very good, particularly at the company's New York City and Los Angeles stores, which he characterized as "phenomenal." Manhasset, N.Y., and Seattle were also good but Chicago was a little tougher.

He said men were apparently buying for themselves, as evidenced by the strength of tailored clothing and outerwear. In fact, clothing sales in New York were up 40 percent on the Friday after Thanksgiving and "drove the store" in Manhasset that Sunday. This wasn't surprising, Kalenderian said, since clothing has been strong all fall. "It's very exciting to still see spurts this late into the season."

A "star key item" was the jacket in plush fabrics such as corduroy, moleskin and velvet. "Velvet works well with jeans and for black tie," he said. Also popular were dress shirts, ties and dress shoes.

In sportswear, the top category was Co-op, the company's more trendy merchandise, which Kalenderian said was "on fire. It's denim-based, technical outerwear from Prada Sport and footwear," he said. "And jackets were strong here too, to wear layered over jeans."

In general, the gift business was also strong, he said, citing among the sellers "gadget-y stuff," along with accessories, cold-weather items, belts, electronics, leather goods and jewelry such as cufflinks. In addition, personal furnishings such as pajamas, robes and boxers in "bright colors and fun patterns" were also popular.

Kalenderian said that while clothing was on sale, gifts were not, and he's hopeful that Christmas will be excellent and that the first quarter will be similarly good. "We're very optimistic."

At Bergdorf Goodman Men, strong fall sales continued into the holiday season, according to Robert Burke, vice-president and senior fashion director, and Margaret Spaniolo, senior vice-president and GMM of men's. "The overriding message is that the customer wants exclusive items," said Burke. Among the top sellers have been fur scarves and accessories that the store had made especially for its male customers with "masculine" skins such as coyote backed with men's wear patterns such as houndstooth.

Other hot items included Garrick Anderson colored tuxedo shirts, velvet bow ties and jackets, and vintage watches, said Spaniolo. Loro Piana fur-lined coats and tailored clothing, which has been strong all season, were also popular. "The men's designer floor was really busy," Burke added, mentioning Dolce & Gabbana, Etro and DSquared holiday sweaters as strong performers.

Helping add to their enthusiasm was the fact that the store "is not on sale," Spaniolo said, and won't break price until after Christmas. "We don't find it necessary." Burke believes that as long as the store continues to offer unique product, the strong sales will continue. "Our customer is discerning and willing to spend, but not on mediocrity," Burke said.

JEAN E. PALMIERI

MIDWEST

CHICAGO -- The Thanksgiving weekend may have brought gray, overcast skies and snow showers to the Midwest, but retailers here have reason to believe a sunny forecast is on the way for the 2004 holiday shopping season.

"We're expecting a very competitive season given this year's economic environment," said Jennifer McNamara, a spokesperson for Marshall Field's. Luxury seemed to reign supreme at the company's State Street flagship in Chicago where shoppers were met with an extravagant selection of unique and rather indulgent gifts. Private-label cashmere sweaters and shearling slippers from Cole Haan proved to be hot sellers. Apres-ski apparel, including the $ 695 Degree parka from Polo by Ralph Lauren, followed closely behind, according to McNamara.

Sweaters were a strong draw with shoppers at Sears, where door-busting promotions scored with customers at the kickoff of the season. The turnout "was a little heavier than last year," said Rochelle Mangold, a spokesperson. "There were a lot of customers waiting at the doors before the stores even opened."

Although no single price point stood out in the sweater category, a merino wool version from Structure attracted its share of attention. Outerwear from Lands' End also made a splash with gift-givers. "We think outerwear will be strong this year, especially with colder weather on the way," said Mangold.

Shoppers at Carson Pirie Scott also took note of sweaters, but a return to dressing up in the workplace made men's furnishings a surprise early winner.

"Our customers seemed to be more interested in dress shirts and ties than they have in years past," said Buster Crook, men's vice-president of the Milwaukee-based department store. "They made it clear that a shift to dressing up will make tailored a strong trend this season."

Patterned dress shirts from Claiborne and **Nautica** were clear hits with holiday shoppers at Carson's. Sport coats and camel hair blazers -- especially those from Oscar de la Renta -- also performed well, as did cashmere sweaters.

"Cashmere really got off to a strong start," said Crook. "The $ 90 to $ 100 price point seemed to be the sweet spot for customers looking for a good-quality cashmere sweater." In addition, softer, transitional colors such as light blue and butter yellow sweaters from Izod, also posted big gains. "We gave them a new palette and they responded," he said. "Overall, we're very pleased [so far and we'd] love to see this trend continue."

At Mark Shale, president Scott Baskin is expecting sales to continue to build as the holiday season progresses. Woven shirts were already off to a hot start in just about every color of the rainbow. "Color is important this season, period," said Baskin.

And though the Midwest has so far experienced an unseasonably warm fall and early winter, Baskin still expects the store's outerwear selection to take off. "We have high hopes for good outerwear sales this year, especially since there are a few extra shopping days before Christmas," he said. "We expect the last two weeks to be our biggest."

DEB PAHL

SOUTHEAST

ATLANTA -- Southeastern retailers were thankful for a strong opening weekend to the holiday shopping season, but major stores are still cautious.

Not so with specialty retailers. Scott Collins, general merchandise manager of Downtown Locker Room (DTLR) in Baltimore, said: "It should be a great December," and Billy Neville, owner of The Rogue & Good Co. in Jackson, Miss., also had a big weekend and is optimistic about strong holiday sales.

Toni Browning, president of the Proffitt's/McRae's division of the Saks Department Store Group, was pleased with the first weekend, but said, "The general consensus is that [the season] will be challenging. It will be a late Christmas. It's getting later and later." She added that it will be "an electronics Christmas, but I don't think men's wear will be hurt by that."

Shoppers bought sweaters, leather jackets, neckwear, dress shirts, flannel shirts, long-sleeved T-shirts, outerwear, suits and sport coats, and games. Also popular were sport coats in patterns, corduroy and microsuede; suit separates by Oscar de la Renta and Perry Ellis; dress shirts; pink or green ties; traditional sportswear by Polo and private brands; long-sleeved T-shirts and sweaters by Consensus (private brand); Ruff Hewn rugged outdoor sportswear; bottoms; Columbia Sportswear; Fossil accessories; and gifts, particularly poker casino games.

"It's shaping up to be a traditional Christmas with dress-up still important," Browning said.

Goody's Family Clothing, based in Knoxville, Tenn., had a strong opening to the season, according to chief executive Robert Goodfriend, who said sales were up in the mid-single digits. Hot items included technical fleece tops, leather jackets, flannel shirts and woven sport shirts, as well as poker games. "It was an item-driven weekend, rather than assortment-driven," he said.

Goodfriend noted that margins were "somewhat better" than a year ago. Still, he added, "I'd like some cold weather. Cold weather will keep people in the spirit and get them into the stores."

DTLR's Collins said same-store sales were up 11.1 percent at his 38 stores. "We did really great. People wanted to get out and start their holiday shopping. Our stock levels are good and margins are up. I have no complaints. I hope the rest of the holiday season is this good."

DTLR's hot items were long-sleeved thermal T-shirts, The North Face outerwear, military jackets, and boots by Nike and Timberland. Although the weekend was promotional, Collins said, gross profit was up. "Our inventories were cleaner, so we were able to take advantage of off-price buys."

The Rogue & Good Co.'s Neville said his sales were up 22 to 24 percent for the opening weekend. The better men's store used a lot of direct mail to attract customers, and also had five key-item promotions: a cashmere jacket, a leather jacket, an overcoat, a barn jacket and a cotton zip-front pullover. But 99 percent of the merchandise was full price, he said.

Hot items included cashmere in basic and fashion colors, suits, neckwear, cashmere sport coats, blazers in navy and black, Zanella trousers and sportswear, and sportswear by Gant, Scott Barber, Tailor Byrd, Tommy Bahama and Lacoste. The top sportswear item was cut-and-sewn striped sport shirts.

BRENDA LLOYD

WEST COAST

LOS ANGELES -- The start of the holiday season met with mixed results in the West, with smaller boutiques upbeat and bigger retailers disappointed. But many were of the opinion that they had yet to see their busiest stretch. Sport coats and outerwear were strong performers across the board with cashmere singled out as a star.

Paul Fitzpatrick, general merchandise manager of men's for Macy's West, characterized the Thanksgiving weekend as "not great" and "slightly down compared to last year," though he declined to provide specific numbers. He said promotions included a buy-one-get-one-free in moderate suits, and sale-priced leather coats and shoes.

Overall, Fitzpatrick said, the men's side was "a little less promotional than a year ago." Among the top sellers were cashmere and sport coats. "Kenneth Cole and Hugo Boss have done well," said Fitzpatrick, "and our private label Tasso Elba suit business has been excellent." Fitzpatrick said two categories that didn't perform up to expectations were neckwear and dress shirts. "They've been strong all season and we thought they would have done a little bit better over the weekend."

Scott Manson, GMM of men's for Fresno, Calif.-based Gottschalks, is expecting holiday sales to be last-minute this year. "We've done our own math and we think it's going to be a very late Christmas based on 1999 -- which is the last time Thanksgiving and Christmas were laid out like this. We're not in any kind of panic. It's coming in pretty much the way we anticipated. The customers are going to wait because they've got extra days."

So far, customers are responding to "outdoor wear," he said. "Columbia, Woolrich -- we've had great results with anything from them, specifically sueded fleece and Polarfleece at price points from $ 29.99 to $ 49.99." He also said the popularity of the striped woven had finally started to wane. "It's not happening like we anticipated. I think the whole updated men's concept is not pulling off as the way we thought it would."

Despite the chilly temperatures, Manson said the surf segment is a hot seller with brands such as Billabong, Hurley and Quiksilver topping the shopping lists. "We're having excellent sell-throughs on surf hoodies," he said. In non-apparel, anything poker-related proved popular, with chips, card shufflers and Texas Hold 'Em game boards flying off the shelves.

Men's Wearhouse executive vice-president and GMM Doug Ewert said the chain had "tremendous success" with black suits, french-cuff dress shirts, leather coats, wrinkle-free cotton pants and knit shirts.

The Thanksgiving weekend capped a comparatively strong month for Seattle-based retailer Butch Blum. "We were up significantly over last year -- double digits," said Blum, who is expecting sales to continue to strengthen as the season progresses.

"We're selling outerwear well, we're selling casual pants and we're selling sweaters well -- all across the board." Blum also singled out sport coats as relatively strong.

Sport coats were also a bright spot for Sy Devore Menswear in Studio City, Calif. "I wasn't sure how they'd do, but they're exceeding my expectations," said vice-president Danny Marsh about soft-construction sport coats, noting that anything from Zegna or Coat was popular, along with "a little line out of Germany called Venturo." Marsh said that while interest in outerwear was up, "leathers have been a little soft." He characterized the overall tenor of business as "okay but not great" so far, but he's expecting sales to kick in soon.

At Alpha, a new men's gadget and gear boutique in Los Angeles, co-owner Darren Gold said cashmere was a hot seller, especially scarves and $ 300 to $ 400 sweaters by local designer Cristi Conaway. Also popular for cooler-weather wear were olive green and black bomber-style jackets by southern California line Looseleaf at $ 165.

Gold forecast that his store, which offers a tightly edited upscale collection of apparel, accessories and gifts, had yet to see its busiest shopping days of the season. "We'll be busier much closer to the edge," he said. "There are tons of people coming through the store getting ideas. I think we'll do a good business at the very last minute."

ADAM TSCHORN

Caption(s): Young men's has rebounded for Macy's so far this holiday season. / Shoppers scooped up luxury goods at Bergdorf Goodman and others. / The Lenox mall in Atlanta / The Dallas Galleria

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DRESSING ROOM Gifts make good scents for under the mistletoe Arkansas Democrat-Gazette (Little Rock) December 7, 2004 Tuesday

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BYLINE: Helaine R. freeman

BODY:

Does Santa ever accidentally drop his big bag of gifts? If so, does the bag start to smell of the many perfumes and colognes whose containers were broken in the fall?

We wouldn't be surprised. After all, fragrances are among the most-touted Christmas gifts, if not the most given.

So in the spirit of the season, Dressing Room offers its usual odoriferous roundup of suggested scents. Hang on to your seats.

Noted jewelry house Boucheron presents its first women's fragrance - Boucheron Femme - in a limitededition, keepsake jewel case. The scent includes notes of Sicilian mandarin, orange blossom, ylang-ylang, tuberose and jasmine. The 1.6-ounce bottle is $90.

Elizabeth Arden has once again produced a variety of gift sets featuring its various fragrances ... Provocative Woman, Red Door and Red Door Revealed, and Elizabeth Arden Green Tea. There's also an Elizabeth Arden World of Color Holiday Makeup Collection. Prices range from $39.50 to $55; a tote bag comes free with any $35 purchase. (Dillard's carries Elizabeth Arden and Boucheron products.) The Garden Botanika catalog includes "mix your own blend" scents, with a choice of up to three fragrance notes to create that custom gift. The buyer chooses a base scent, then selects one of two more fragrance notes to complement the first.

Notes are grouped in such categories as musks; warm and spicy; cool and crisp; fruits and florals. The cost is $28; custom body products are also offered. Call (800) 968-7842 or go to: www.gardenbotanika.com. Victoria's Secret Beauty offers the perfect little stocking-stuffer: The Bejeweled Beauties Lip Gloss/Fragrance Rollerballs. This double-ended beauty accessory features a shimmery lip gloss on one end and, on the other, one of the chain's best-selling fragrances. Visit a Victoria's Secret store and choose from Basic Instinct, Very Sexy For Her or Very Sexy For Her 2. These come in three colors for $18.50. Burberry Brit Red is a specialedition fragrance "with an eccentric and playful British attitude," the news release about it says. The Oriental fragrance includes notes of green mandarin, jasmine, roses and vanilla. The fragrance is sold at select department stores. The 3.3-ounce bottle is $80, and Arkansans can get it via the Saks Fifth Avenue Web site, www.saksfifthav enue.com (do a search for "burberry brit red").

Smell great for less Want to save a few bucks? Absolute Fragrances is a familyowned, online designer fragrance boutique that sells more than 2,000 big-name perfumes and colognes for up to 60 percent off retail prices. Go to www.ab solutefragrances.com for such deals as Versace Red Jeans, regularly $40, $18.40; Light Blue by Dolce and Gabbana, regularly $80, $59; Versace Blue Jeans for men, regularly $40, $21.25; **Nautica** Men's, regularly $32.50, $24.25. Gift sets, lotions, body sprays, after-shave and soaps are also on hand. All scents are ready to ship the day they are ordered; shipping is available until Dec. 23 for Christmas. Customers may also choose from UPS overnight or Express delivery. Free ground shipping is thrown in for purchases totaling more than $59.

Cartier's back!

Thanks to the perseverance of owner Mindy Stewart, Powder and Smoke - the elegant gift boutique in west Little Rock's Pavilion in the Park - now has Cartier fragrances. Cartier had not been in this market for more than 10 years, Stewart says. Among the nine men's and women's scents available: Must de Cartier, which starts at $62; Le Baiser du Dragon ("Kiss of the Dragon"), which starts at $80; and the award-winning So Pretty, which starts at $58.

Powder and Smoke also features Emanuel Ungaro's Apparition, described as "a lush blend of ripe berries and sizzling cayenne pepper layered over soft blossoms [and] drizzled with warm patchouli." A 1.7-ounce eau de parfum costs $78.

Dressing Room is published biweekly. Fashion news, along with "Shop Spotlight" candidates from throughout the state, are welcome. Send releases at least 30 days in advance to Helaine R. Freeman, Arkansas Democrat-Gazette, P.O. Box 2221, Little Rock, Ark. 72203, or e-mail: helaine_freeman@adg.ardemgaz.com This article was published 12/7/2004

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HOLIDAY SALES, FROM LINENS TO BLOWN-GLASS ORNAMENTS Hartford Courant (Connecticut) December 9, 2004 Thursday

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BYLINE: KORKY VANN; SPECIAL TO THE COURANT

BODY:

Chester artist and designer Jill Butler opens her studio to the public for a Sample Sale today and Friday. The event features savings on items from her collection of French-inspired tableware. Butler's porcelain and melamine trays, napkins, dishes, place mats, serving pieces and coasters, featuring whimsical French themes, are sold at such upscale stores as Neiman Marcus, Crate & Barrel and Bloomingdale's.

Discounted merchandise includes one-of-a-kind, discontinued and sample dishes, serving trays, porcelain items, olive boats and framed prints, along with decorative paper napkins, plates and cards. Payment is by cash or check only; no credit cards accepted. All items final sale. The studio is at 4 Water St. in Chester (above the Wheatmarket Restaurant). Sale hours are 10 a.m. through 4 p.m. today and 10 a.m. to 7 p.m. Friday. Information, 860-526-5155 or www.jillbutler.com.

The annual Jen Violette Designs Holiday Glass Sale on Saturday in Granby features Venetian-style blown-glass holiday ornaments, vases, bowls, pitchers and glass jewelry at significant savings. Ornaments regularly $24 are $15 (seconds are $7); bowls, pitchers and vases, regularly $25 to $200, are $18 to $100 (irregulars even lower). Flame-worked glass jewelry will also be discounted. The sale is in a private residence at 30 Haven Drive (off Barndoor Hills Road), Granby, from 9 a.m. to 3 p.m. Payment is by cash or check only. Information: 860-653-7632.

For gifts for the bargain hunters on your list, visit www.karenrossi.com. Metal artist Karen Rossi, creator of whimsical, kinetic sculptures and fanciful home-decorating accents sold in higher-end gift shops and boutiques, offers occasional specials on merchandise on the website. A number of Rossi's creations feature shopping themes including a colorful ``Shopper'' banner emblazoned with the words ``Born To Shop'' ($10); a ``Shopper'' hanging plaque, decorated with credit cards and money; and a holiday ``Shopper'' frame ornament with the phrase, ``Shop 'till you drop'' ($20).

Today through Sunday, Dooney & Bourke, makers of luxury handbags and accessories, holds a Tent Sale at its factory in Norwalk. The event features deals on overstocks, discontinued and slightly imperfect bags; men's and women's wallets; briefcases; and one-of-a-kind samples. Hours are today, noon to 9 p.m.; Friday and Saturday, 10 a.m. to 6 p.m.; and Sunday, 11 a.m. to 3 p.m.

All sales are final. Payment is by cash, check or credit card. The factory is at One Regent St. in Norwalk, about 90 minutes from Hartford. Take I-91 South to I-95 South to Exit 16. Turn left on East Avenue, left on Fitch Street, left on Strawberry Hill Avenue and right on Regent Street. For information, see www.dooney.com/tent or call 800-347-5000.

For great holiday gifts at bargain prices, stop by the Greenhorn Trading Co. in Hartford on Saturday. The importer and manufacturer of European luxury bedding, linens, textiles and home products is having a holiday sale. Specials include Irish linen fabric suitable for upholstery, drapery, apparel and sheeting, regularly $35 to $120 a yard, now $5 to $15 a yard; cow parade towels, regularly $10.50, now $2.50; men's cashmere scarves, regularly $130, now $60; bathmats, originally $22, now $5; quilting scraps, 5 pounds for $1, along with sample linens, discontinued and one-of-a-kind items at bargain prices.

The Back Room at Greenhorn will feature treasures from around the world, including seconds of handcrafted bowls and salad servers, along with museum-quality sculpted pottery and more. All sales are final; payment is by cash, check or credit card. Hours are Saturday, 10 a.m. to 3 p.m. Greenhorn Trading is at 30 Arbor St., North Building, Hartford. Information: 860-236-4400.

Avi's Pottery, also at 30 Arbor Street North in Hartford, joins the Holiday Warehouse Sale with savings of 25 percent to 40 percent off all in-stock pottery.

Discount Outfitters, an independent off-price clothing shop in Hartford, celebrates its new location with special savings. Bargains include sweaters, fleece, boots, jackets and other items from such names as L.L. Bean, Banana Republic, Liz, **Nautica,** Timberland and more. Merchandise at the store is all first-quality overruns and closeouts from major department stores, mail-order catalogs and mail chains at savings of up to 70 percent off original retail prices. Payment is by cash, check or credit card. Discount Outfitters is at 529 Farmington Ave. in Hartford (a few doors away from its old location). Sale hours are Monday through Friday, 9:30 a.m. to 7 p.m.; Saturday, 9:30 a.m. to 6 p.m.; Sunday, noon to 4 p.m. Information: 860-232-0299. Are you a savvy shopper? Carry the bag that proves it. Send us information about your favorite bargain finds, special sales or local outlets. If we use your suggestion, we'll send you a free tote bag. (Businesses: Send sale info at least two weeks in advance.) Send suggestions to: Korky Vann, The Hartford Courant, 285 Broad St., Hartford, CT 06115 or Vann@courant.com.

GRAPHIC: PHOTOS: (B&W)
BLOWN- GLASS HOLIDAY ORNAMENTS are among the featured items at the Jen Violette Designs Holiday Glass Sale Saturday in Granby.

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VF NAMES VP OF M&A; Frank Terkelsen; Brief Article WWD December 16, 2004

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December 16, 2004

SECTION: Pg. 8 ; ISSN: 0149-5380

IAC-ACC-NO: 126321578

LENGTH: 143 words

HEADLINE: VF NAMES VP OF M&A; Frank Terkelsen; Brief Article

BODY:
Byline: Scott Malone

Greensboro, N.C.-based VF Corp. on Tuesday named Frank Terkelsen to the new post of vice president of mergers and acquisitions.

Terkelsen, 40, last served as manager of business development for GE Transportation. He reports to Bob Shearer, VF's chief financial officer, who also serves as vice president of finance and global processes.

His job will be to seek out potential new brands for the $ 5.21 billion company to acquire, and to oversee their integration into VF.

The company, which makes the Lee and Wrangler brands, has been on an acquisition tear over the past few years, snapping up brands such as **Nautica,** Vans, Earl Jean and The North Face. Chairman and chief executive officer Mackey McDonald has repeatedly said that much of VF's future growth will come through the acquisition of lifestyle brands.

IAC-CREATE-DATE: December 27, 2004

LOAD-DATE: December 28, 2004

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Ludhiana, India, firm is big player in world textile market The Economic Times December 16, 2004, Thursday

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December 16, 2004, Thursday

KR-ACC-NO: ET-TEXTILES-20041216

LENGTH: 689 words

HEADLINE: Ludhiana, India, firm is big player in world textile market

BYLINE: By Yamini Dhall

BODY:
LUDHIANA, India -- Everyday, as the 40-something Deepak Dumra walks into the facade of Greatway Private Limited in Ludhiana's dusty GT Road, someone in squeaky-clean Lancashire must be sneezing.

The Punjab township that has made its bones in the cut-throat global markets of the US and Europe is today avenging sweetly the former British textile capital which had long exploited Indian cotton only to sell it back as "finished products".

Mr Dumra, however, has little time for history. He'd rather write or knit it himself. For starters, Mr Dumra is a ready-made garment exporter whose produce -- cotton knit and woollen sweaters, under-garments, shirts, sweat shirts, and tops -- hit the high-street markets of the West.

But once his Greatway and Eveline brands cross the seas, they don some elite labels -- that of Tommy Hilfiger, Arrow, Izod, **Nautica** or Quick Silver. Ask Mr Dumra, he'll tell you he's more worried about Tirupur than dudes from Milan or Tuscany. With an annual turnover of Rs 80 crore that comes from the export of 1.6 million pieces of ready-made garments, his competitors may be Indian but the focus is clearly West-ward.

"We cater to the high-end leisure market in Europe and the US, which is the biggest," says Mr Dumra. Greatway also supplies finished products to ITC's brand Wills but is not very keen on building its own retail set-up. The reason: high-end corporate selling tastes sweeter. "It's far easier, plus it brings in the vol-umes necessary for our survival," says Mr Dumra.

This two-generation old brand has travelled the road to success on the technical strength of its retainers and has come to be one of the few surviving garment manufacturing units in the city. "Sound technical knowledge of the industry and an awareness of global trends has seen us through the times," explains Mr Dumra, who has studied textile engineering in Leicester, UK, before joining his father's hosiery busi-ness in Ludhiana.

"My father studied textile engineering in Ludhiana during the British times. That time the city had a technical college at the old fort, which is in ruins now. The firm was into manufacturing of woollens till the early 1970s but the upswing in yarn prices made us shift to cotton in 1975 and we were one of the first in the industry to shift to computer-ised knitting in 1990s," says he.

The firm stayed put when the business migrated to other parts of the country. The Dumras saved the day thanks to a keen understanding of global trends and technology garnered during the stint abroad and the internal economies that came from vertical integration of the manufacturing processes.

"Everything, right from trial process to the packaging and branding, is done at our factory at Ludhiana," he adds. "Currently, we are planning to invest Rs 10-15 crore in technical up-gradation in the dyeing unit rather than going for capacity enhance-ment," says Mr Dumra who believes that "unless the Indian industry upgrades technology, there would be no acceptance in the world markets."

Mr Dumra is cautious about the post-quota scenario and bases his theory on the premise that China would stay unbeatable in the num-bers game. "China is much ahead of us. Their scale is unbelievable, they must have started planning for it 30 years ago. While they specialise in mass production, we can survive because of our creativity and the flexibility that the Chinese lack due to their scales. Smaller scales would give us much more flexibility and we can adapt ourselves according to the changing fashion. Overall, we, the people in this part of the country, have always been survivors," he beams.

Listing his competitive strength that comes from the flexible production facility, Mr Dumra explains: "The world of textiles is very competitive. We have eight to ten seasons now while earlier it was just two seasons. Fashion changes quickly and the demand is not need based, it has to be actually created. We are good at this." Well, it shows.

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A company to watch Fossil has gone from garage to $1 billion enterprise THE DALLAS MORNING NEWS December 23, 2004 Thursday

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THE DALLAS MORNING NEWS

December 23, 2004 Thursday
SECOND EDITION

SECTION: BUSINESS; Pg. 1D

LENGTH: 947 words

HEADLINE: A company to watch Fossil has gone from garage to $1 billion enterprise

BYLINE: MARIA HALKIAS, Staff Writer

BODY:

More fashion watches under the Christmas tree this year were probably made by Fossil Inc. than any other company.

At the end of its 20th year, the Richardson company has evolved into a $1 billion enterprise with sights on doubling in five years.

Fossil designs, markets, manufactures and distributes watches in 90 countries for brands including Burberry, Diesel, Emporio Armani and DKNY.

Fossil-made watches are sold in more than 20,500 U.S. stores ranging from discounter Wal-Mart, which carries a $10 model, to luxury retailer Neiman Marcus and jeweler Bailey Banks & Biddle, which sell a $2,500 Michele brand.

While Fossil can deliver a large slice of the U.S. market, prospects elsewhere are helping it broaden its collection of brands.

The global watch business is estimated to be about $20 billion a year, with only $6 billion in the United States.

"They really are the leaders in a big business that's even bigger outside the U.S., and they've invested in a global infrastructure that maybe no one else has," said Ozarslan Tangun, director of research at Southwest Securities Inc. in Dallas.

Fossil's international business, which represents about 55 percent of total sales, is growing faster than its U.S. business.

Tempus International Corp., the Miami owner of hot MW and Michele watch brands, was courted by a

number of companies, but it chose Fossil in March.

Last month, Adidas-Salomon Group signed an agreement with Fossil to produce and distribute athletic watches worldwide by early 2006.

"These are the kinds of brands that have global recognition, and we can take their watch business anywhere. And from a worldwide perspective, a brand like Michele has legs and can be successful in handbags, jewelry and eyewear," said Randy Kercho, Fossil's executive vice president over finance and operations.

Owning the start-to-finish operation allows Fossil to significantly shorten the time it takes to deliver a product and improve its profit margins, Mr. Kercho said.

In April, American designer Michael Kors granted Fossil the license to make his watches, and they were in stores by fall.

Fossil owns three manufacturing plants in China and one in Switzerland. It has centralized distribution facilities in Dallas and Germany, with plans to open one in Asia by 2007. It also has offices, warehouses and distribution facilities in Europe, Asia and Australia.

Profit and sales have been rising about 20 percent a year.

Other accessories

The company doesn't rely solely on the watch business. It also sells a range of accessories such as handbags and sunglasses.

Eric Beder, a senior equity analyst at JB Hanauer & Co. who covers competitor Guess Inc., said accessories are a hot category.

"People like to buy fashion watches, handbags and accessories. It's a great way for people to differentiate themselves," he said.

The company expanded into leather goods in 1992, sunglasses in 1995 and apparel in 2000. In Europe, it's selling Emporio Armani- and Fossil-branded jewelry.

In 1996, it opened company-owned stores in high-traffic travel locations such as resorts and airports and added stores in shopping malls. It now has 137 locations.

Mike L. Kovar, the chief financial officer, said the company is testing a smaller Fossil store and a new concept called the Modern Watch Company, which sells watches made by Fossil and its competitors.

Fossil's domestic sales declined this year, but Wall Street seems to agree with Mr. Kovar's assessment that it's a cyclical issue.

In the under-$150 fashion watch business, Fossil, Guess and the Swatch Group remain the dominant players, analysts said.

Guess is also testing an accessories-only store, Mr. Beder said. And Swatch already operates more than 500 stores.

Movado Group Inc., based in Paramus, N.J., is smaller, with revenue of about $400 million this year, and it has the license to make watches for Coach.

Timex is probably the biggest U.S. watchmaker. Sales of the privately held company are estimated at $800 million. It makes **Nautica,** Guess and Versace watches.

Swiss company Swatch, with revenue of more than $2.5 billion, makes brands including Swatch and Flik Flak and the premium-priced Longines and Omega.

Longtime employees don't underestimate Fossil's ability to grow.

"When I joined the company in 1992, we had $70 million in sales," Mr. Kercho said.

Swatch stumbled in the United States for several years, and many have been waiting for Fossil to suffer a similar fate, Mr. Kercho said.

"It's remarkable what we've been able to do," he said.

Humble beginning

The chairman, Tom Kartsotis, 44, started the business in a garage office on Forest Lane. His brother, Kosta N. Kartsotis, 51, joined the business later and is president and chief executive.

Tim Hale, a 17-year Fossil veteran, is now senior vice president, overseeing more than 100 designers. He started working with Tom Kartsotis as a freelancer in 1985.

"Back then, the first watches we developed reflected our romanticizing of that post-World War II period. We had a penchant for that period of Americana," he said.

He recalled how Mr. Kartsotis found a tin at a French flea market and decided tin boxes would become Fossil's signature packaging.

"It gave us a platform," Mr. Hale said. "We're still designing from a fashion perspective with a retrospective attitude."

The Kartsotis brothers haven't granted an interview since before the company went public in 1993. A $1,000 investment held then would be worth $15,000 today.

The brothers stay in the background to keep the products in the foreground, said John Irvin, president of J.C. Penney Co.'s catalog and Internet operations. He was Kosta Kartsotis' boss years ago at Dallas-based Sanger Harris.

E-mail mhalkias@dallasnews.com

GRAPHIC: PHOTO(S): 1. (DAMON WINTER/Staff Photographer) Fossil-made watches are sold in more than 20,500 U.S. stores, including the Fossil Outlet in Hillsboro. 2. (RICK GERSHON/Special Contributor) Bahar Dave (center) shows off a watch to her father, Jay Dave, Tuesday at the Fossil Store in Stonebriar Centre in Frisco. 3. AN ARRAY OF FOSSIL WATCHES. GRAPH(S): (LAURIE JOSEPH/Staff Artist) TIME OUT. CHART(S): FOSSIL INC.

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Only 48 hours left Tips for last minute shoppers on where to go and what to buy Chicago Daily Herald December 23, 2004 Thursday

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Chicago Daily Herald

December 23, 2004 Thursday
Cook Edition

SECTION: NEIGHBOR; Pg. 1

LENGTH: 925 words

HEADLINE: Only 48 hours left Tips for last minute shoppers on where to go and what to buy

BYLINE: Matt Paolelli, Daily Herald Correspondent

BODY:

As throngs of bargain hunters rushed out to begin their holiday shopping the day after Thanksgiving, you sat at home and laughed. Isn't it a little early to start shopping for Christmas? Why deal with all of the lines and the traffic? Besides, you were going to buy all of your gifts online this year.

Unfortunately for you, time flies.

Now, it's two days before Christmas, it's too late to start any online shopping and you still don't have anything to give your mother-in-law when you show up for Christmas dinner.

But, fear not gift-giving procrastinators. You still have 48 hours and lots of options - provided you don't put it off any longer.

Today is the best day to catch up with everyone else, as major malls such as Randhurst Shopping Center in Mount Prospect and Woodfield Shopping Center in Schaumburg have extended holiday hours, giving you one last chance to browse through a myriad of stores for that perfect gift.

But, plan to spend 15 minutes looking for a parking space and don't expect to have the mall to yourself. It seems procrastination is a common problem.

"The myth that the busiest day of the year is the day after Thanksgiving is not true," said Marc Strich, general manager of Woodfield. "The busiest days are usually the days leading up to Christmas and the last weekend right before the holidays."

To avoid the evening rush, Strich recommends shopping as early as possible, even if you just want to purchase a mall gift certificate for those family members with indecipherable tastes.

"Our gift certificate business is up significantly this year, so if someone is planning to get gift certificates, I would buy them as soon as possible," Strich said. "It's a great last-minute gift because of all the specials that are going on right after the holidays, so people have been lining up for them."

By Christmas Eve, almost every major store will be closed by 6 p.m., with Wal-Mart and Big Kmart remaining open until 8 p.m. at certain locations.

If you manage to keep procrastinating until then, you'll have to resort to the last-minute shopper's final oasis-the nearest 24-hour convenience store.

Although it may not seem like the ideal place to pick up Christmas presents, Walgreens Pharmacy has more to offer than people expect, said Pat DiSarno, district manager of Chicago and Northwest suburban Walgreens stores.

"We range from electric razors to women's perfume to the latest DVDs," he said. "Usually, our sales peak on Christmas Eve and Christmas Day because we're the only store that's open."

If you don't want family and friends to know you've waited until the eleventh hour to buy their presents, Walgreens sells gift certificates for businesses such as Borders Books and Music, AMC Theatre, and the Olive Garden restaurant.

"If all else fails and you want to give out money, we've got a nice cash card you can put it on and it makes you look good," DiSarno said.

When Christmas has come and gone, you can rest easy in the knowledge that everyone on your list received a gift.

But, don't miss the after-Christmas sales - it's never too soon to start shopping for next year.

Top 10 last-minute gifts

It's Christmas Day, you're on your way to a holiday gathering, and then it hits you - you forgot to buy someone a gift. What can you do?

A rose from a gas station won't do. Since all Walgreens stores will be open 24 hours, including Christmas Eve and Christmas Day, Daily Herald Correspondent Matt Paolelli stopped in to the Des Plaines store to see what gift options there were (don't forget to pick up gift wrap and tape):

- Deluxe Poker Set, $29.99. Prepare your loved ones for the World Series of Poker with this beginner's set that includes 200 chips, two decks of cards and an aluminum carrying case.

- HoverCopter , $19.99. As seen on TV, this radio-controlled flying saucer can fly over 30-feet high. For children ages eight and up, the toy can be safely used indoors and recharges with the included AC adapter.

- HoMedics Shiatsu Massaging Cushion, $99.99. For anyone on your list who spends their day sitting behind a desk, this kneading cushion is easily attachable to office chairs and has three settings for upper, lower or full back massages.

- The Sopranos Trivia Game, $9.99. This board game is sure to be a hit for fans of the popular HBO show. Similar games for Sex and the City, Law and Order and CSI are also available.

- Sony CD Walkman, $59.99. It's no iPod, but teens will love this portable compact disc player that includes skip protection and plays CD-R and CD-RW formats.

- **Nautica** For Men, $29.99. This gift set for the men on your list features cologne spray and splash-on aftershave. The price tag is also much lower than it would be in a department store.

- Russell Stover Candy, $7.99. The perfect gift for the family member who is hosting Christmas dinner this year, these one-pound boxes of candy come in dark chocolate, caramel and other assortments.

- Dr. Scholl's Toe Touch Foot Spa, $12.99. With settings for heat, bubbles, massage or all three, this contraption is great for someone who spends all day on their feet or doesn't get to the spa as often as they might like.

- Chia Shrek, $15.99. It's the classic Chia Pet pottery plant made trendy for a new generation of kids. The kit features a decorative planter and enough seeds to "watch it grow" three times.

- Gift Cards for numerous stores, $10, $25 or $50. Walgreens offers gift cards for numerous other businesses including AMC Theatres, Corner Bakery Cafe, Maggiano's Little Italy, Chili's, Blockbuster and Toys R Us. Phone cards are also available.

GRAPHIC: schshop-2ne112604dw If you've procrastinated about buying your Christmas gifts, then your only option might be to fight the crowds at Woodfield Shopping Center. The mall is open until 11 p.m. tonight and from 7 a.m. to 6 p.m. Friday. Daniel White/Daily Herald shoprand-1ne112803jl With only two days until Christmas, there won't be time to leisurely browse for gifts in store after store. Better show up at the mall with a pre-thought-out list. Joe Lewnard/Daily Herald
Open late? It's not too late to run out and get some last-minute gifts. Here's a sampling of some of the popular suburban stores and their holiday hours. Please note, some chains close different stores at different times. So if you're going to visit a different store than the one listed, call first. Barnes and Noble, 13 W. Rand Road, Arlington Heights Today: 9 a.m. to 11 p.m. Tomorrow (Christmas Eve): 9 a.m. to 6 p.m. Christmas Day: CLOSED Best Buy, 900 E. Golf Road, Schaumburg Today: 8 a.m. to 11 p.m. Tomorrow (Christmas Eve): 8 a.m. to 5 p.m. Christmas Day: CLOSED Big Kmart, 1155 E. Oakton St., Des Plaines Today: 6 a.m. to midnight Tomorrow (Christmas Eve): 6 a.m. to 8 p.m. Christmas Day: CLOSED Borders Books and Music, 1540 E. Golf Road, Schaumburg Today: 9 a.m. to midnight Tomorrow (Christmas Eve): 7 a.m. to 7 p.m. Christmas Day: CLOSED Costco Wholesale, 1375 N. Meacham Road, Schaumburg Today: 10 a.m. to 8:30 p.m. Tomorrow (Christmas Eve): 10 a.m. to 5 p.m. Christmas Day: CLOSED Deer Park Town Center, 20530 N. Rand Road, Deer Park Today: 10 a.m. to 9 p.m. Tomorrow (Christmas Eve): 10 a.m. to 6 p.m. Christmas Day: CLOSED Meijer, 1301 Meijer Drive, Rolling Meadows Today: Open 24 Hours Tomorrow (Christmas Eve): Close at 7 p.m. Christmas Day: CLOSED Randhurst Shopping Center, 999 Elmhurst Road, Mount Prospect @* Department store hours vary@* Today: 9 a.m. to 10 p.m. Tomorrow (Christmas Eve): 8 a.m. to 5 p.m. Christmas Day: CLOSED Sportmart, 211 W. Rand Road, Mount Prospect Today: 8 a.m. to midnight Tomorrow (Christmas Eve) 8 a.m. to 6 p.m. Christmas Day: CLOSED Target, 679 E. Dundee Road, Palatine Today: 8 a.m. to 11 p.m. Tomorrow (Christmas Eve): 7 a.m. to 6 p.m. Christmas Day: CLOSED Toys R Us, 40 W. Rand Road, Arlington Heights Today: 8 a.m. to midnight Tomorrow (Christmas Eve): 8 a.m. to 6 p.m. Christmas Day: CLOSED Walgreens, all suburban locations Today: Open 24 hours Tomorrow (Christmas Eve): Open 24 hours Christmas Day: Open 24 hours Wal-Mart, 1455 E. Lake Cook Road, Wheeling Today: 7 a.m. to 11 p.m. Tomorrow (Christmas Eve): 7 a.m. to 8 p.m. Christmas Day: CLOSED Woodfield Shopping Center, Schaumburg @* Department store hours vary@* Today: 8 a.m. to 11 p.m. Tomorrow (Christmas Eve): 7 a.m. to 6 p.m. Christmas Day: CLOSED

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LUXE LOOKS FOR LOUNGING The Arizona Republic (Phoenix) December 24, 2004 Friday Final chaser Edition

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The Arizona Republic (Phoenix)

December 24, 2004 Friday Final chaser Edition

SECTION: YES; AGE PAGE; Pg. 6

LENGTH: 282 words

HEADLINE: LUXE LOOKS FOR LOUNGING

BYLINE: Kelly Ettenborough, The Arizona Republic

BODY:
Pajamas, robes and loungewear are time-honored gifts for the holiday season. How lovely would it be to have something great in advance? That way, you'll look great unwrapping presents and preparing brunch on Christmas morning.

Here are our picks, at every age, for the softest, prettiest looks.

20s

How cute are you? Wrap up in a cozy, sweet robe with fun pajamas and slippers and be fashionably comfortable.

The sherpa robe is $78, the cashmere blend tank, $35.50, silk pants, $44.50, and the slippers are $34.50, all at GapBody.

30s

Cashmere hoodies and matching pants are all the rage but very expensive.

Go with a bright alternative that still feels soft. The Mossimo acrylic hoodie is $24.99 and the matching pants, $19.99, both at Target. Wear with your favorite T and still have money left over.

40s

This velour feels and looks like velvet, giving you a classy, elegant look, not a just-got-out-of-bed look. The **Nautica** gray top is $32 and the matching pants are $39 at Dillard's. You can get a matching hoodie, not shown, for $49.

50s+

This could take you through a casual Christmas Day, from opening presents to an after-brunch walk around the neighborhood.

The Nuala top, $104 at At One Yoga, is part of the yoga collection by Christie Turlington and Puma. It feels

like (but doesn't look like) your favorite cotton shirt that's been washed over and over. Wear with these cropped-cotton yoga pants by Be Present, $69 at At One Yoga.

At any age

These really are the softest, coziest socks we've ever touched. Curl up in your cuddliest pajamas while wearing the Hue Furry Sock, in multiple colors, $8 at Dillard's.

LOAD-DATE: August 30, 2005

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The Land of the Free Stuff;The NCAA lets bowls give swag worth up to $ 350. What the players get--and how they like it Sports Illustrated December 27, 2004

Copyright 2004 Time Inc.
Sports Illustrated

December 27, 2004

SECTION: SI PLAYERS/BOWL-GAME GOODY BAGS; Pg. 55

LENGTH: 840 words

HEADLINE: The Land of the Free Stuff;
The NCAA lets bowls give swag worth up to $ 350. What the players get--and how they like it

BYLINE: Edited by Kostya Kennedy

BODY:
MPC COMPUTERS BOWL, Dec. 27 Fresno State vs. Virginia * Boise, Idaho Haul: Blue parka, football, backpack, blue wool skull cap, Mediasonic MV600 ETC digital camcorder

"Any gift bag with a camcorder is good," said Fresno State sophomore cornerback Marcus McCauley, whose Bulldogs received a lot of clothing at last year's Silicon Valley Football Classic. "It's good timing. I was looking into getting a camcorder and was thinking about saving the per diem we get from the bowl to buy one. Weird how that worked out." SI PLAYERS RATING: [3 gifts]

HOLIDAY BOWL, Dec. 30 California vs. Texas Tech * San Diego Haul: Tommy Hilfiger watch, fleece jacket, Mintek portable DVD player, twill cap

At last year's Insight Bowl, Cal players got a Sony digital camera, a Bulova watch and a blanket. "This year's stuff is better," says defensive back Donnie McCleskey (left), a junior from Chino, Calif., who was nonetheless envious when he heard what the Fiesta Bowl participants are getting. "You can't complain but... everybody likes an iPod." SI PLAYERS RATING: [3 gifts]

FIESTA BOWL, Jan. 1 Utah vs. Pittsburgh * Tempe, Ariz. Haul: iPod mini, silver Bulova watch, Nike nylon drawstring bag with Frito-Lay products

Utah defensive end Kite Afeaki has been in the market for an iPod for some time. "Ever since I first saw it," the 22-year-old says. "Man, to get it for free ... I'm married, I got two kids, I got another on the way--I was thinking about buying one for myself, but there was no way in hell I was going to be able to afford it." What's the first song the junior plans to download? "Bob Marley's Pimper's Paradise. I'd love to load it up with all the reggae I can." SI PLAYERS RATING: [4 gifts]

SUGAR BOWL, Jan. 3 Auburn vs. Virginia Tech * New Orleans Haul: Silver Nokia watch, Weber Baby Q Gas grill, APEX portable DVD player

Even with a grill in the offing, Tech DE Darryl Tapp (right) looks back longingly at the '02 San Francisco Bowl, when he got a Fossil watch and an MP3 player. "That was stuff I really wanted, plus it was my first bowl. I didn't know we'd get stuff like that, so it was a shock." Tapp still wears the Fossil watch, and he gave the Bulova he got at last year's Insight Bowl to his mother. Who'll get this year's wrist piece? Says the junior, "I don't know. It depends if I like it or not." SI PLAYERS RATING: [4 gifts]

ALAMO BOWL, Dec. 29 Ohio State vs. Oklahoma State * San Antonio Haul: Long gray-blue woolen jacket, Oakley Crush 2.0 watch, black Bishop fleece pullover, mini Alamo Bowl helmet, sling bag, video games (ESPN College Hoops and NBA 2K5)

Beware I-35 drivers: Oklahoma State safety Vernon Grant (above) uses the portable DVD player he got at the 2003 Cotton Bowl each time he makes the four-hour drive home to Duncanville, Texas. "I plug it in my car, pop a movie in and I'm on my way," says the 5'9", 180-pound junior, who had hoped for either a camcorder or an iPod this year. "Aw, man," he said upon learning of the Alamo gift list. "We're gonna have to get that iPod next year then." SI Players Rating: [2 gifts]

SUN BOWL, Dec. 31 Purdue vs. Arizona State * El Paso Haul: Silvertone analog watch, Armor Gear backpack, Sahara black cotton mock turtleneck, Sahara short sleeve shirt, two baseball caps, Vitalis hair dryer, commemorative coin, commemorative keychain, disposable camera

"How exciting do the gifts sound? Want my hair dryer?" asks Purdue's senior QB Kyle Orton (left). "I just like getting the rings Purdue gives us. I give those to my dad, who keeps them stored away. I was hoping for an iPod, but the better the bowl, the better the gifts." Ouch. SI PLAYERS RATING: [1 gift]

OUTBACK BOWL, Jan. 1 Wisconsin vs. Georgia * Tampa Haul: Gold ring with blue stone and fake diamonds, silver **Nautica** watch, football with team logos, baseball cap, GPX CD player

"We always get watches, so it's nice to finally get a ring," says Wisconsin defensive back Scott Starks (right), who received wrist candy at the 2003 Music City Bowl and 2002 Alamo Bowl. "It's not really free stuff because we work hard to get there, but it's a nice little pat on a back. We're getting stuff we need, but I'll probably give these things to my parents and family as Christmas gifts--that way I won't have to spend any money." SI PLAYERS RATING: [2 gifts]

ORANGE BOWL, Jan. 4 USC vs. Oklahoma * Miami Haul: Sony digital camera/recorder, Fossil watch and wallet, Nike small rolling duffel bag, commemorative mini helmet, Orange Bowl hat, team picture plaque

"I asked my family for a wallet for Christmas--I guess I should tell them not to get it for me anymore," says USC senior guard Travis Watkins, who regularly uses the watch and backpack he got at last year's Rose Bowl. "This stuff is not going to collect dust around me. I'll definitely use the camera--all I have is a 35-millimeter at home." SI PLAYERS RATING: [3 gifts]

BOX STORY:

[4 gifts] Goody-Goody!

[3 gifts] Goody!

[2 gifts] Good!

[1 gift] God!

GRAPHIC: COLOR PHOTO: DAVID E. KLUTHO (GRANT), TWO COLOR PHOTOS: MARTY SNORTUM (2, DRYER AND DVD PLAYER), COLOR PHOTO: KEVIN TANAKA/SPORTPIX (STARKS), COLOR PHOTO: JEFFREY A. SALTER (ORANGE BOWL BAG), COLOR PHOTO: MICHAEL HEAPE (RING), COLOR PHOTO: JONATHAN DANIEL/GETTY IMAGES (ORTON), COLOR PHOTO: DARREN CARROLL (OAKLEY), COLOR PHOTO: CHRISTOPHER BUTLER (MPC BAG), COLOR PHOTO: KOHJIRO KINNO (HOLIDAY DVD), COLOR PHOTO: JASON WISE (TOSTITOS BAG), COLOR PHOTO: TAPP (DAVID AILLIO/ICON SMI), COLOR PHOTO: RICK OLIVER (GRILL), COLOR PHOTO: ROBERT B. STANTON/WIREIMAGE.COM (MCCLESKEY), COLOR PHOTO, MPC Bowl; COLOR PHOTO, Pacific Life Holiday Bowl; COLOR PHOTO, Tostitos Fiesta Bowl; COLOR PHOTO, Nokia Sugar Bowl; COLOR PHOTO, Mastercard Alamo Bowl; COLOR PHOTO, Vitalis Sun Bowl; COLOR PHOTO, Outback Bowl Tampa Bay; COLOR PHOTO, FedEx Orange bowl

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BODY:

VF Imagewear, a division of VF Corporation, has signed an agreement to acquire substantially all of the assets of Holoubek, Inc., an apparel licensee of Harley-Davidson, Inc. for over 20 years. Terms of the deal were not disclosed. The transaction is expected to be completed in January 2005.

With sales in excess of $ 40 million, Wisconsin-based Holoubek produces t-shirts, fleece and other casual apparel products sold exclusively in Harley-Davidson dealerships around the country.

VF Corporation branded apparel includes jeanswear, intimate apparel, sportswear, outdoor products and workwear. Its principal brands include Lee, Wrangler, Riders, Rustler, Vanity Fair, Vassarette, Bestform, Lily of France, **Nautica,** Earl Jean, John Varvatos, JanSport, Eastpak, The North Face, Vans, Napapijri, Kipling, Lee Sport and Red Kap.

"Through this acquisition, we will continue to work with Harley-Davidson as a licensee, leveraging our expertise in apparel design and sourcing to provide the fashionable and high quality products that the Harley-Davidson consumer expects," said Ed Doran, President of VF Imagewear. "We look forward to working with the Holoubek team and with both Harley-Davidson and Harley-Davidson dealers to continue to grow this business."

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The bowls & the bountiful; Players score big with game freebies Chicago Tribune December 30, 2004 Thursday

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HEADLINE: The bowls & the bountiful;
Players score big with game freebies

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BODY:

Bowl etiquette used to be simple enough.

Take the trip. Take the souvenir ring--or souvenir watch or souvenir snow globe of El Paso. Play the game. Go home. Gloat.

But life in the age of bling is not so elementary. All around the country this week the traditional ceremonial rings and watches are being doled out. But so are DVD players, iPods and digital camcorders.

One-upsmanship used to extend to bowl purses and TV exposure; now it includes gifts that hospitality committees bestow upon the visiting conquerors. The NCAA, which spends 51 weeks a year dictating what players may not receive, has a separate set of regulations about what they may lug home after any of the

28 sanctioned Division I bowl games.

"Yeah, you can adjust to it real quick," University of Florida center Mike Degory said.

Each player from Florida and Miami, gathered in Atlanta for Friday's Chick-fil-A Peach Bowl, has been given an Xbox, Microsoft's popular computer game system, with a couple of video games. The players also received Peach Bowl Windshirts, Peach Bowl souvenir footballs and Chick-fil-A calendars--purportedly the best-selling calendar in the country with its $30 in Chick-fil-A coupons.

And, of course, there's the watch--but not a toss-in-the-drawer-and-forget-it watch. The Peach Bowl watch is from Fossil, the noted Dallas-based maker of collectibles and accessories.

The NCAA says it has a handle on all this giving. Bowls may spend no more than

$350 per gift pack (for years the limit was $300), and no more than 125 gift packs may be distributed to

each team.

Bowls also must furnish detailed reports of expenditures on hospitality. Before the first free meal is served or the first hospitality suite is unlocked, the bowl committees may have spent at least $1.2 million on trinkets for players.

If that sounds excessive, consider the players' perspective.

"We deserve it," Florida linebacker Travis Harris said. "We work real hard. We earn a lot of money for our schools. We don't get paid or anything. So these gifts, a lot of them I give to my family at Christmastime. It's special, something I always look forward to every year."

Most bowls know what the others are offering. The Football Bowl Association has yearly meetings for such information-swapping.

The FedEx Orange Bowl is giving Sony digital cameras this year. The Nokia Sugar Bowl is handing out Weber Baby Q gas grills. Plus both Sugar Bowl teams get outings at New Orleans' Rock 'N' Bowl, a specialized bowling alley that defines Big Easy hip.

Georgia Tech scored big not only on the Champs Sports Bowl scoreboard last week but also on the free stuff. Each player received a portable video camera, a DVD player, a watch and souvenir apparel.

In Tampa, the Georgia Bulldogs get Outback Bowl GPX CD players, silver **Nautica** watches, caps, footballs and gold Outback Bowl rings. The rings, with blue stones and faux diamonds, are valued at $185 each.

NCAA rules dictate that gift items may not be resold. And even though the schools and the NCAA monitor eBay offerings for bowl paraphernalia, the souvenir market is always a temptation.

Edited by Chris Malcolm (ccmalcolm@tribune.com) and Drew Sottardi (dsottardi@tribune.com)

NOTES: SPORTS

GRAPHIC: PHOTO (color): "We deserve it. We work real hard. We earn a lot of money for our schools. We don't get paid or anything. So these gifts, a lot of them I give to my family." --Travis Harris Florida linebacker. ASSOCIATED PRESS.
PHOTO

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