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Part 4 of 10



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

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The Associated Press June 8, 1993, Tuesday, PM cycle

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June 8, 1993, Tuesday, PM cycle

SECTION: Sports News

LENGTH: 384 words

BYLINE: By RON WORD, Associated Press Writer

DATELINE: JACKSONVILLE, Fla.

BODY:

A national youth sailing championship has been pulled from the Florida Yacht Club in the wake of the club's rejection of a prospective black member.

"The rationale of the decision was not to get the youngsters involved in a controversy of this type," John Bonds, who oversees competitive sailing for the U.S. Sailing Association in Newport, R.I., said Monday.

The decision came after a meeting on the controversy, which recently arose around the Jacksonville yacht club's decision not to allow a black dentist, Chester Aikens, membership in the all-white club.

A decision has not been made, Bonds said, on where to move the regatta, which was scheduled more than a year ago for June 18-25 at FYC's St. Johns River base.

The competition will feature 150 of the nation's best sail-racers under the age of 19, including several hopefuls for the 1996 Olympic Games in Savannah, Ga. The regatta is sponsored by **Nautica** International Inc., the New York-based sportswear manufacturer.

"We felt the remedy was to move to another venue to avoid the controversy," Bonds said.

After the competition later this month, a team will go to the world championships in Italy, he said.

"This is the major league for youth sailing," he said.

In addition to the sailing competition, the youths also will attend clinics by Olympians and other experienced sailors, he said.

A recording at the Florida Yacht Club said it was closed Monday and directed callers to return calls today. A call to Rusty Tanner, the regatta chairman in Jacksonville, was not immediately returned.

The racial controversy also sank plans by the Florida Yacht Club to use the Navy basin at Mayport Naval Station for a mooring area for another regatta in August. The Navy rejected that application last week,

saying it couldn't participate with any organization that racially discriminates.

Bonds said moving the regatta was a major hardship for participants and their families, who are from every state and from overseas territories.

"These kids have already gotten their airline tickets and their hotel accommodations, and they'd have to change all that if they could," Bonds said. "It's going to be a tremendous problem."

Jacksonville mayor Ed Austin recently dropped out of the exclusive organization because of its policies.

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YACHTING; Nominee Rejection Costs Club An Event The New York Times June 9, 1993, Wednesday, Late Edition - Final

Copyright 1993 The New York Times Company
The New York Times

June 9, 1993, Wednesday, Late Edition - Final

SECTION: Section B; Page 13; Column 1; Sports Desk

LENGTH: 855 words

HEADLINE: YACHTING;
Nominee Rejection Costs Club An Event

BYLINE: By BARBARA LLOYD

BODY:

An all-white yacht club's refusal to admit a black dentist for membership has caused national sailing officials to withdraw a major youth championship regatta scheduled to begin June 18 at the Florida Yacht Club in Jacksonville, Fla.

The membership rejection, which has drawn criticism from the United States Navy as well as Jacksonville city officials, has put the spotlight on a sport still known for its long-standing image of elitism.

The eight-day competition, the **Nautica**/U.S. Sailing Youth Championship, was expected to attract 150 sailors, mostly 13- to 18-year-olds, to the Jacksonville club. But the U.S. Sailing Association, yachting's governing body, decided on Monday to move the race series to another location, which is yet to be decided.

John Bonds, executive director of U.S. Sailing, said yesterday from his office in Newport, R.I., that his organization responded to a "difficult political situation" caused by the Florida club's rejection of Dr. Chester Aikens. U.S. Sailing sent its youth championship chairman, John Manard, of New Orleans, to Jacksonville last weekend to make an inquiry at the club.

'It's Not Fair to the Youngsters'

"His conclusion was that the whole situation is such that there is no way the sailing event could keep from getting involved," Bonds said. "It's not fair to the youngsters competing in it." Bonds said there was no way of knowing if any of the competitors are black because the event application does not inquire about race.

Although the yachting community in recent years has tried to dispel its image as a sport almost exclusively practiced by the white and wealthy, sailors from minority groups are still not major participants in recreational boating and professional competition. The Florida club is not the only one without black members; the San Diego Yacht Club, guardian of the America's Cup, has no blacks among its 1,800 members. It is too early to gauge whether this controversy will have any impact on the America's Cup, the world's most prestigious yachting event, which is not under the auspices of U.S. Sailing.

Bill Munster, an America's Cup official and member of the San Diego Yacht Club, said yesterday that his club did have black members in the past, mostly members of the military.

Munster said that the issue of blacks in yachting has not affected America's Cup sponsorship in the past. He

also added there is an all-black syndicate that is negotiating to enter the 1995 America's Cup.

Reaching Out

Bonds said U.S. Sailing has tried to encourage yacht clubs and community sailing programs to offer scholarships and free instruction to minority-group youngsters, many of whom live in cities with little access to boating.

Bonds said U.S. Sailing certified its first black instructor-trainer this year. Joey Harris, of the Columbia Yacht Club of Chicago, is now one of about 100 highly skilled teachers who train others to become sailing instructors.

The controversy over Aikens's admission to the Florida Yacht Club, which has 1,200 members, has been smoldering in Jacksonville for weeks. Two Jacksonville lawyers and the president of the city's chamber of commerce, Wally Lee, submitted the dentist's name for membership earlier this year. But Aikens was turned down because of a yacht club rule that allows five rejections to oust a prospective candidate.

"It's an all-white club with a significant number of members who were interested in holding on to their vestiges of segregation," Aikens said in a telephone interview yesterday. He said that the club's board of directors approved his nomination, but 10 letters followed from members who exercised their rights to reject Aikens.

The yacht club refused yesterday to comment on its actions. Brian Stiff, the yacht club's general manager, would only say, "It is a moot point; we're a private institution and it's not in our interest to discuss it."

Peter Ward, secretary of the New York Yacht Club, which held the America's Cup for 132 years, said yesterday, "There's nothing in the application or election process that discloses how many members are black." He said the club has at least one black member.

Navy Says No

The Naval Station at Mayport, Fla., about 15 miles east of Jacksonville, registered its opinion on the issue last week by refusing to allow the Florida Yacht Club to use its oceanfront land for parking boats during a local club regatta in August. The Navy was reacting to a letter sent to the yacht club by the Jacksonville Community Relations Commission, which said it deplored the membership rejection of Aikens.

U.S. Sailing stepped in after the Navy's decision. When the base commander, Capt. Timothy Zimmer, said he couldn't support the club's actions, said Bonds, it became a situation in which "Now we've got a U.S. government agency saying this."

Aikens, 42, who owns a 28-foot powerboat with his wife, Jean, and their two children, said that the club rejection extends far beyond yachting.

"A yachting club is microcosm of an entire community," he said. "The issue goes beyond it: what are we as a community?"

LOAD-DATE: June 9, 1993

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IN DESIGNERS' CLOSETS -- NEW TOYS, NEW CLOTHES COME AUTUMN, MEN CAN PLAY AND DRESS IN STYLE Buffalo News (New York) June 9, 1993, Wednesday, City Edition

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Buffalo News (New York)

June 9, 1993, Wednesday, City Edition

SECTION: LIFESTYLES; Pg. 7

LENGTH: 774 words

HEADLINE: IN DESIGNERS' CLOSETS -- NEW TOYS, NEW CLOTHES COME AUTUMN, MEN CAN PLAY AND DRESS IN STYLE

BYLINE: By SUSAN MARTIN, News Style Writer

BODY:

IT'S NO wonder some people called it fashion camp. What better way to describe three full days of seeing, touching and talking about suits, sportswear, outerwear, pajamas, accessories, fabrics and grooming products?

Some 70 designers and manufacturers gathered in New York last week for the fall/winter press preview of the Men's Fashion Association, now known as the Fashion Association.

Even though the MFA plans to expand to include fashions for women, children and even the home, the editors and reporters who attended the event last week were most interested in what's new for men.

There are new products. Men who like the **Nautica** name on their sportswear can now find it on a new collection of watches and minivans, licensed by Timex and Lincoln Mercury, respectively.

New technology. Scratched lenses may be a thing of the past once shade-wearers discover Ray-Ban Survivors, a new collection of sunglasses featuring a scratch-protection system developed by Bausch & Lomb.

And new designers. Playboy magazine presented a fashion show featuring clothes from four up-and-coming names, including Anthony McIntosh, the 30-year-old designer behind the new Duende Jass collection.

One idea: Shawl-collar shirts for men in rich paisleys and other necktie patterns, sandwiched between mock turtlenecks and sport jackets.

A few other highlights:

Designers are crazy about outerwear constructed from microfibers -- high-performance, man-made fibers that can be woven, knit or blended with other high-fashion fibers like cotton, wool, rayon or Lycra.

Designers especially like its versatility, strength, wind- and water-resistance and drape. Many microfiber, outerwear jackets have a soft brushed finish.

"Microfibers breath new life into synthetics," said David Chu, **Nautica's** president and designer.

One featured style by **Nautica** was an orange, brushed microfiber jacket filled with down and trimmed in leather. The jacket's fur trim around the hood is removable. It retails for \$ 335.

Ron Chereskin continues to blur the boundaries between activewear and sportswear by dressing up polar fleece and designing baseball-style jackets in luxurious fabrics such as suede.

"I'm making casual a little more elegant," said Chereskin.

One option: Polar fleece pants in a choice of gold, cornflower blue, purple or gray dressed up with a multicolored, textured sweater and coordinating baseball-style jacket in a drapey microfiber.

Cotton and silk could be the yarn-combo of the season. Designers like it because it's lightweight -- a must among men who get too toasty in wool.

"I think lighter-weight sweaters are important year-round. They're easier to pack, easier to layer," said Ron Chereskin.

Underwear continues to be a popular topic in men's wear. Wacky prints on boxers and sleepwear -- from glow-in-the dark bananas on blue gingham to cow heads on plaids -- keep flying out of Joe Boxer's underwear factory. And Jockey suggested that briefs and boxers aren't the only answer for men, by adding some minuscule bikini and French-cut styles normally reserved for women.

As for ties, silk satins and crepes may still be popular but wovens are the last word in neckwear. Knits, too, will be popular for fall, according to GQ magazine, a member of MFA. As far as color, golds and deep reds set the standard.

Vests are everywhere -- again. These range from dressy styles for suits to casual ones cut from Navajo blanket patterns.

With the latter, all a guy needs are his favorite jeans and shirt.

GRAPHIC: The "Fitzgerald" wool checked lapel vest and single-button sport coat, by Cesarani, above, are worn with black corduroy pants. At left, a quilted parka of microfiber with a leather shirt collar, from **Nautica**, is worn with checked, pleated trousers and lambswool argyle sweater.

LOAD-DATE: June 11, 1993

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

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Group moves youth championships USA TODAY June 10, 1993, Thursday, FINAL EDITION

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USA TODAY

June 10, 1993, Thursday, FINAL EDITION

SECTION: SPORTS; Pg. 2C

LENGTH: 331 words

HEADLINE: Group moves youth championships

BYLINE: Carolyn White

BODY:

The **Nautica**/US Sailing National Youth Championship is still June 18-25 but at a different site - the Indian Harbor Yacht Club in Greenwich, Conn.

The venue for the national championship for 150 of the USA's best youth sailors was switched following allegations the Florida Yacht Club in Jacksonville denied membership to black dentist Chester Aikens, based on race alone.

The organization says it did not withdraw because of the reported racism. "US Sailing is removing the young people from the situation," US Sailing executive director John Bonds wrote.

The withdrawal should not "be construed as a comment in connection with the underlying controversy," Bonds added. "We simply don't know the facts of that situation.

"If we found the club was guilty of racial discrimination, I would have referred it to our decision-makers immediately."

Indian River, already named host of the 1994 youth championships, stepped in. "People were able to accelerate their planning in a short period of time," Bonds said.

Aikens' five-page resume lists a host of community affiliations, from United Way to the Chamber of Commerce, from the Port Authority to the Boy Scouts. He did not apply for Florida Yacht Club membership. "You have to be recommended by an existing member and have three other people endorse you," he says.

Aikens, since invited to join other yacht clubs in Jacksonville, suspects some Florida Yacht Club members, aware of racial attitudes, nominated him to bring the issue to the fore.

Although unanimously approved by the board of directors, Aikens says 10 members wrote letters opposing his membership. "They only needed five."

Since the news reports, Aikens says he has been invited to join several other Jacksonville yacht clubs. "If we are to progress here in Jacksonville, it has to be done collaboratively. Everyone has to be involved. If we deny people an opportunity to be a part of any aspect of the community, the whole community will suffer."

GRAPHIC: PHOTO, b/w, Berisford Photography

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Race moved after denial of application St. Petersburg Times (Florida) June 10, 1993, Thursday, City Edition

Times Publishing Company
St. Petersburg Times (Florida)

June 10, 1993, Thursday, City Edition

SECTION: SPORTS; SAILING; Pg. 7C

LENGTH: 318 words

HEADLINE: Race moved after denial of application

SOURCE: Compiled from Staff and Wire Reports

BODY:

An all-white yacht club's refusal to admit a black dentist for membership has caused national sailing officials to withdraw a major youth championship regatta from the Florida Yacht Club in Jacksonville and to award it Wednesday to the Indian Harbor Yacht Club in Greenwich, Conn.

The membership rejection, which has drawn criticism from the U.S. Navy as well as Jacksonville city officials, has put the spotlight on a sport known for its long-standing image of elitism.

The eight-day competition, the **Nautica**/U.S. Sailing Youth Championship starting June 18, will attract 150 sailors, mostly 13- to 19-year-olds. The U.S. Sailing Association, yachting's governing body, decided Monday to remove the race series from Jacksonville.

John Bonds, executive director of U.S. Sailing, said from his office in Newport, R.I., that the organization responded to a "difficult political situation" caused by the Florida club's rejection of Dr. Chester Aikens. U.S. Sailing sent its youth championship chairman, John Manard of New Orleans, to Jacksonville last weekend to make an inquiry at the club.

"His conclusion was that the whole situation is such that there is no way the sailing event could keep from getting involved," Bonds said. "It's not fair to the youngsters competing in it." Bonds said there was no way of knowing if any of the competitors are black because the event application does not inquire about race.

Bonds said Indian Harbor was selected because it had been chosen to host the 1994 event and was able to accelerate its preparations.

The St. Petersburg Yacht Club and similar clubs in Sarasota and Sanford also were considered as substitute sites for this year's event but Bonds said they were unable to prepare for it in time. They will be candidates for the 1994 youth regatta.

- Staff writer Bruce Lowitt contributed to this report.

LOAD-DATE: June 11, 1993

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MAINSTREAM MAN FROM TONED-DOWN GRUNGE TO THE ANGLOPHILE PLUNGE, RETAILERS ARE; TAKING THE EDGE OFF RUNWAY TRENDS TO KEEP THE BOYS IN LINE. Sun-Sentinel (Fort Lauderdale, FL) June 13, 1993, Sunday,

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Sun-Sentinel (Fort Lauderdale, FL)

June 13, 1993, Sunday, SPORTS FINAL EDITION

SECTION: FEATURES LIFESTYLE, Pg. 3E

LENGTH: 697 words

HEADLINE: MAINSTREAM MAN FROM TONED-DOWN GRUNGE TO THE ANGLOPHILE PLUNGE, RETAILERS ARE;
TAKING THE EDGE OFF RUNWAY TRENDS TO KEEP THE BOYS IN LINE.

BYLINE: ROD STAFFORD HAGWOOD,; Fashion Editor

BODY:

This is men's month.

Oh sure, there's Father's Day. But what really gives June its male dominance is the retail world's flurry of activity for guys. Kicking off the month, the Men's Fashion Association staged its fall shows in New York last week.

This is real stuff. You know, names such as JCPenney, Dockers, Girbaud, Hartmarx and Levi.

Later this month, runways will feature men's designer collections from pricier names -- Donna Karan, Ralph Lauren, Calvin Klein and Joseph Abboud. The designer shows tell you what might, someday, somehow show up in a store or two where a fashion victim will pick up on it and give us all something to giggle about. The MFA show tells you what actually will be on racks this fall.

And it's not big-bucks outfits, according to JCPenney.

"Value, value, value is what's important," says the giant retailer's spokeswoman Lucille Klein. "Of course, it's perceived value, and that is different for everyone. But generally, we have found that a guy will spend about \$ 100 for a sports jacket that is lined and constructed."

"Quality and fit -- that's what men want," says menswear designer Cecilia Metheny. "Not a name. They don't care about a designer name. They want their money's worth."

But men also want a little fashion thrown in for good measure. As **Nautica** designer David Chu says, "Who needs another T-shirt? Who needs another jacket or pair of pants? No one. But if it has a little twist to it, if it has a little something to it ... ahhhh ... then it satisfies an emotional need."

Here's what manufacturers are betting will satisfy men's emotional needs this fall.

Grunge is selling out and going mainstream. It's still messy, but it's a more contrived messy. Basically,

men will look ... well ... less grungy. Maybe it's the influence of hip-hop music, or maybe it's just hard to persuade men to pay top dollar to look so very poor.

Whatever it is, it's going to be available in a big way from giant retailers such as Sears and JCPenney. The style is oversized silhouettes, plenty of layering, head gear such as caps and hoods, all wrapped, tied and draped with abandon -- calculated abandon, that is.

If you want to be "on the trend," tie a flannel shirt around your waist and slap a sock cap on your head (that's the hip-hop influence). If you don't know what a sock cap is, find another trend to follow.

Or look for other flannel expressions: clothes that are low on grunge factor, high on comfort. Remember: Flannel in light, bright tones was all the rage in Palm Beach, circa 1929, and a gray flannel suit was the mainstay of menswear in the late '40s.

Expect to see the fabric in everything from outdoorsy jackets and parkas to boardroom suits and tailored shirts. Just remember that you're in Florida, and those who wear too much flannel spontaneously combust.

Everyone's trying to knock off that natty Savile Row look. The buttons are higher on the suit. Collars and cuffs take on architectural constructions. Accents in tailored clothing include belted backs, leather buttons and ticket pockets.

Fabrics associated with good British tailoring include donegal tweed and lamb's wool interpreted in plaid and checked sport coats. Cover the whole thing up with a bigger-than-life trench coat a la Bram Stoker's Dracula, and Sherlock ain't got nothing on you.

That Edwardian look, with the long-waisted, side-vented jacket and stovepipe trousers, had a revival in the '60s during the Peacock era. And it's back again. Expect to see the look go mainstream, mostly in longer jackets with narrower lapels and more buttons, and vests with more buttons for an elongated line.

Brown shoes. Brown jackets. Brown suits. Brown everything.

The color for fall is -- you guessed it -- brown. From leather to accessories, manufacturers are offering menswear and furnishings in tobacco, cappuccino, chocolate and mocha.

In other words: brown.

"I think it's more of a casual color," says Paula Garrett from Johnston and Murphy shoes. "I think the men say they want to be more relaxed and more comfortable. Brown does that. I think the cognac is simply beautiful."

GRAPHIC: PHOTOS 4, (color) Photos by ROD STAFFORD HAGWOOD. Plaid zipper shirt jacket, left, by Faded Glory over a black T-shirt from Jockey and cotton jeans by Guess?. Plaid shirt by Boston Preparatory and suede belt by Tempo Libero. Arrow Sport's plaid flannel shirt.; A tweed sport coat with belted back by Fumagalli's over charcoal worsted flannel trousers by Austin Reed and sweater from Essay by Linda Larson. **Nautica** tie.; Olive brown, nubuc and tan leather Oxfords from Johnston and Murphy.; Cocoa suede bomber jacket, shirt and trousers by Ron Chereskin. Sunglasses by Ray-Ban.

LOAD-DATE: May 30, 1996

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Suits Dad to a Tee ; Golf Themes Put Fun Spin On Father's Day Chicago Sun-Times June 13, 1993, SUNDAY , LATE SPORTS FINAL

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June 13, 1993, SUNDAY , LATE SPORTS FINAL

SECTION: SECTION 2; FEATURES; Pg. 44

LENGTH: 785 words

HEADLINE: Suits Dad to a Tee ;
Golf Themes Put Fun Spin On Father's Day

SOURCE: Jim Frost; Lezli BittermanJim Frost; Lezli Bitterman

BYLINE: Lisbeth Levine

BODY:

It's hard to make par when it comes to giving Father's Day gifts, since most are met with all the excitement of an invitation to wallpaper the bathroom.

But if he happens to be one of the country's 19.6 million male golfers, you shouldn't have to struggle to find a great gift for June 20.

Golf paraphernalia used to serve a specialized niche, but this season the sport has become a major theme. Merchandise ranges from polo shirts depicting Bugs Bunny tackling 18 holes to leather golf bags with turn-of-the-century styling. Much of the clothing is meant to show his allegiance to the sport rather than be worn on the green.

And while one team shirt seems to satisfy a basketball fan, a typical golfer is not hampered by such a limited appetite.

"Golfers can't get enough novelty sweaters and golf shirts," said Ken Seiff, founder of Pivot Sportware, which makes updated golf-themed clothes for a younger generation of players. "With golf, they're making a statement that this is part of their lifestyle."

Here's a sampling of gifts for golfers available around Chicago. Some may be available in stores other than the ones listed. CLOTHING AND ACCESSORIES Pivot Sportware was conceived to "bring fashion to the golf world," Seiff said, poking fun at the sport with a reputation for madras and polyester. "Just because you play golf doesn't mean you have to look like you do."

Sweaters, jackets, shirts and French terry vests (all in natural fibers) bear clever colorful appliques of players in action. A trademark is the discreetly embroidered golf flag on one sleeve. The collection ranges from \$ 39-\$ 90 and is carried at Bigsby & Kruthers, Bloomingdale's, Marshall Field's, Nordstrom in Oak Brook and Saks Fifth Avenue. Golfers who wear Italian designer suits by day tend to gravitate to the Bobby Jones line when they tee off. The collection is designed for players as well as spectators. Game references are subtle, such as golfers running down the seam tape inside the shirt placket. Prices are steep for the

Italian-made line, with herringbone and striped polo shirts going for \$ 125 at Neiman Marcus. Looney Tunes characters are engaging in golf in a big way this season. Warner Brothers Studio Stores, which are located in Chicago, Schaumburg and Oak Brook, are stocked with pique shirts (\$ 24-\$ 26) embroidered with Bugs Bunny, Daffy Duck and the Tasmanian Devil dressed for a golf outing. Chambray shirts, \$ 42, are embroidered with Taz chomping on a golf ball as Bugs tips his tam. A limited edition Taz golf watch sells for \$ 95. In lounge wear, **Nautica** offers a cotton robe with framed golf scenes for \$ 50 at Lord & Taylor. Joe Boxer's cotton pajamas are striped with a "King of Golf" motif, \$ 36 at Neiman Marcus. Silk boxer shorts by Nicole Miller bear a vivid green pattern, \$ 57, at Bigsby & Kruthers, while Joe Boxer's depict a golfer amid stripes of green and brown, \$ 22 at Lord & Taylor. Every major men's department has its own version of a golf-themed tie this season. Socks are also plentiful. Falke's are patterned with trophies and bags for \$ 14 at Bigsby & Kruthers, while Tommy Hilfiger's mix mini-argyles and golfers go for \$ 10.50 at Lord & Taylor. Black suspenders by Crookhorn Davis are patterned with silver bags, \$ 80, available at Bigsby & Kruthers. Crystal cuff links depict colorful golfers, \$ 50, while a silver-finish key chain sports a golf shoe charm, \$ 50, both at the Cole-Haan store. GEAR AND GADGETS Plain white balls just aren't as much fun as their flashier counterparts. Hammacher Schlemmer carries a boxed set of six balls for \$ 29.95, each painted like a basketball, baseball, soccer ball, etc. Available at the stores and through the catalog by calling: (800) 543-3366. Favorite Looney Tunes characters grin from balls at Warner Brothers Studio Stores, where a set of six sells for \$ 18. Golf balls by Polo, \$ 19.50 for six, come with crests at Lord & Taylor and the Polo logo at Neiman Marcus.

Edible golf balls? Why not, if they're made of chocolate. A 12.6-ounce box sells for \$ 12.50 at Neiman Marcus. A combination umbrella and golf ball retriever that extends up to 9 feet sells for \$ 49.95 at Hammacher Schlemmer. A Golf Club Cleaning Kit for \$ 15 at Lord & Taylor contains everything you need to shine those clubs. For trips to faraway courses, Hammacher Schlemmer's \$ 199.95 Traveler's Golf Bag provides hard-sided luggage protection. Furry club covers from Warner Brothers Studio Stores bear the likeness of Bugs, Daffy and Taz and cost \$ 10 each.

For a touch of Old-World style, the 1904 Golf Bag from Hammacher Schlemmer in leather and canvas, \$ 199.95, makes you look as if you belong at St. Andrews.

GRAPHIC: ABOVE: Golf-themed gifts provide an easy way to please dad on June 20. He's wearing a cotton robe with framed golf scenes by **Nautica**, \$ 38, available at Lord & Taylor. For a touch of humor, a colorful leather bag carries Bugs Bunny's image, \$ 599, and plush club covers are in the form of Daffy Duck and the Tasmanian Devil, \$ 10 each. From Warner Brothers Studio Stores in Chicago, Schaumburg and Oak Brook. RIGHT: Rain or shine, this stylish appliqued cotton sweater, \$ 89, worn with khakis, \$ 48, brightens him up. Both from Pivot Sportware, available at Bigsby & Kruthers, Bloomingdale's, Marshall Field's, Nordstrom and Saks Fifth Avenue. The child is wearing a pink pique polo embroidered with a golfing Bugs Bunny, \$ 18, Warner Brothers Studio Stores. Great for putting around (from top): Cole-Haan's saddle oxford shoes, \$ 170. Available at Cole-Haan stores. Black socks with game motifs by Falke, \$ 14, at Bigsby & Kruthers. Golf balls are dyed to look like balls from other favorite sports, \$ 29.95 for a set of 6. At Hammacher Schlemmer or through the catalog, (800) 543-3366. Bugs Bunny wears retro golfing duds on this silk tie, \$ 28, Warner Brothers Studio Stores. A putter made of St. Andrews fine bone china is painted with a golfing scene, \$ 159.95. Available at Hammacher Schlemmer.

LOAD-DATE: June 30, 1993

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

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Date/Time: Friday, March 24, 2006 - 4:23 PM EST



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NEW POSITIONS *Newsday (New York) June 14, 1993, Monday, NASSAU AND SUFFOLK EDITION*

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Newsday

Newsday (New York)

[View Related Topics](#)

June 14, 1993, Monday, NASSAU AND SUFFOLK EDITION

SECTION: BUSINESS; Pg. 35

Other Edition: City Pg. 35

LENGTH: 491 words

HEADLINE: NEW POSITIONS

BYLINE: Compiled by Lisa Doll

BODY:

BANKING.

Dominic V. Geraci of Farmingville, branch manager at Chemical Bank in Selden, has been promoted to vice president.

The Bank of Great Neck has appointed Arnold Gruber of Great Neck to the board of directors. Gruber is a managing partner at the accounting firm Marks Shron & Co.

ENTERTAINMENT

Oyster Bay-based Acclaim Entertainment Inc., a publisher of games for Nintendo, Sega and other systems, has promoted Wesley Trager of Bayville to vice president for engineering and advanced technologies and Sandy DeGennaro of Hampton Bays to vice president for accounting.

FOODS

Bernard D. Kennedy of Point Lookout has been elected to the board of the Food Marketing Institute, a nonprofit association conducting programs in research, education and public affairs. Kennedy is president and chief operating officer of King Kullen Grocery Co.

NONPROFIT

Sharon Lippman of Sayville has been awarded the 1993 American Artist Art Service Achievement Award. Lippman is executive director of Art Without Walls Inc., a nonprofit independent arts council based in Sayville.

PUBLIC RELATIONS

Manhattan-based Lobsenz-Stevens Inc. has promoted Scott Tangney of Rockville Centre to senior vice president of the corporate financial division.

PUBLISHING

SIGS Publications, a publisher of computer magazines in Manhattan, has hired James O. Spencer of Smithtown as director of business development.

SECURITY

Remy M. Bell of Riverhead has been named director of operations for SCAN Security, a full-service security company based in Bridgehampton.

SOFTWARE

Joseph Giella of Dix Hills has been appointed director of marketing for Arvee Systems Inc., a software development firm in Bohemia.

BRIEFLY

Telephonics Corp., Farmingdale, has been awarded an initial \$ 3.8 million contract by IBM Federal Systems Co. for helicopter communications systems. With options, the contract could be worth at least \$ 16 million more to Telephonics by 1997. The company, a subsidiary of Jericho-based Instrument Systems Corp., supplies information and communications systems to government and commercial markets.

Margolin, Winer & Evens, a major Long Island accounting firm, is moving to 400 Garden City Plaza, a 5-year-old office building adjacent to the Roosevelt Field mall. The firm will occupy 35,900 square feet. Joseph Farkas of Koll Management Services, leasing agent for the building, said the 15-year deal represents the largest new office lease in Nassau County this year.

A Corning/Revere housewares store is to open in early July at the Stony Brook Village Center.

Northern Brands Inc., a subsidiary of Plainview-based Northern Group, has been named the duty-free distributor in Canada of Halston and **Nautica** fragrances.

Standard Microsystems Corp., a Hauppauge-based manufacturer of computer network systems, has opened an office in Singapore.

GRAPHIC: Photos- 1) [Arnold] Gruber. 2) [Bernard] Kennedy. 3) [James] Spencer

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

Terms: [nautica and date\(geq \(1/1/1993\) and leq \(6/30/1993\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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All-Star field ... // Youthful sailors ... USA TODAY June 17, 1993, Thursday, FINAL EDITION

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USA TODAY

June 17, 1993, Thursday, FINAL EDITION

SECTION: SPORTS; Pg. 1C

LENGTH: 92 words

HEADLINE: All-Star field ... // Youthful sailors ...

BODY:

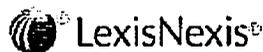
All-Star field . . . Pro football Hall of Famer Jim Brown heads the field this weekend for the first event of the new Pro Athletes Golf League. Eight two-man teams will compete in a best-ball format in the \$ 220,000 Michelob Invitational at Eureka, Mo. Other athletes in the field include Rick Barry, Jim Rice, Brett Hull, James Worthy and Walter Payton. Youthful sailors . . . The **Nautica**/U.S. Sailing Youth Championships begin this weekend at Indian Harbor Yacht Club in Greenwich, Conn. It features 150 of the nation's top youth sailors.

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

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KNEES, PLEASE The Toronto Star June 17, 1993, Thursday, AM

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The Toronto Star

June 17, 1993, Thursday, AM

SECTION: FASHION; Pg. FA1

LENGTH: 403 words

HEADLINE: KNEES, PLEASE

BYLINE: By Carola Vyhnek TORONTO STAR

BODY:

GREG AMBEAULT has a theory about men and shorts: "If men wear suits all day at work, they really feel underdressed when they put on shorts."

Anne Rhajani has another theory: "Maybe they just have ugly legs."

Whatever the reason, some men seem just a little reluctant to bear their gams.

But with so many great looks in shorts these days and Father's Day happening on Sunday (who can say no to a gift?), now's the time to cast aside inhibitions, along with those long pants.

"I used to have just those **Nautica** type that double as bathing suits and a couple of pairs of cotton ones," says Ambeault, 30, a manager/buyer for Calderone Shoes. "But now, most stores are carrying a much bigger selection, especially in dress shorts."

Outside work, he wears shorts "everywhere," from the golf course to backyard barbecues. For dressier occasions, he'll team pleated linen shorts with a sport jacket or, for more casual looks, brushed cotton or linen shorts with a silk bomber jacket or polo shirt and sweater.

"I've got these skinny little peg legs but I figure I'm stuck with them so why not?"

Besides, he adds, "women seem to like it (the look) because it's different."

Rhajani, a business woman who prefers the men she dates to have "more wrinkles and more hair (on their bodies) than I do," believes, however, that legs that are "too hair or not hairy enough" should be kept covered.

So what's a guy to do?

Michael Stephenson is only 7 1/2 but he's already set his priorities. Despite some concern over his "furry legs," he's a committed shorts man. "They're cool and they're awesome," explains Michael, who prefers "any kind of jean shorts."

Adrian Morassut, 26, is another sold-on-shorts kinda guy. As a hairdresser, he's not bound by the more rigid dress code of the corporate world so he regularly opts for abbreviated pants.

"It's just too hot for long pants in the summer," he explains.

Perhaps the best advice is to just do your own thing and the rest of the world can like it or lump it.

One recent shorts convert, who begged for anonymity, tells his story:

"I have these really ugly legs that I'm self-conscious about. But my wife bought me a pair of shorts and insisted I wear them.

"They were great, so comfortable that I started wearing them all the time. Then my wife decided I was right, my legs were too ugly.

"Now she gets mad every time I wear them."

GRAPHIC: Star color photos (Beaty, Eglinton): MAIN PICTURE: Greg Ambeault trades in long pants for Armani pleated linen shorts and Hugo Boss linen jacket from Harry Rosen; TOP: Garfield Bennett rollerblades in sweats over cycling shorts, topped off with open-weave golf hat; CENTRE: Steve Morgan prefers plaid boxers - "they're my undies" - for volleyball on the beach. ABOVE; Hairstylist Brian Davidson, of Jason Kearns salon, strolls down Yorkville Ave. in pumpkin linen shorts and black blazer; RIGHT: Steve Roy, owner of Oz hair salon, finds cool comfort in green cotton knit shorts as he chats with Oz hairdresser Learie Scarlett in black cotton knit; Star photos (Beaty): HAND-MADE COOL: Hairstylist Adrian Morassut cut his shorts from pants; (Eglinton): JUST COOL: For some people shorts have never been in or out of style.

LOAD-DATE: May 12, 1999

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

Terms: [nautica and date\(geq \(1/1/1993\) and leq \(6/30/1993\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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STRIPES AHOY Orange County Register (California) June 17, 1993 Thursday

Copyright 1993 Orange County Register
Orange County Register (California)

June 17, 1993 Thursday MORNING EDITION

SECTION: LOOK; Pg. H03

LENGTH: 372 words

HEADLINE: STRIPES AHOY

BYLINE: Lisa Lytle, The Orange County Register

BODY:

Where the sea and sun meet this summer, sails and stripes merge as well. Horizontal and vertical stripes have long been associated with the nautical lifestyle. This sporty and leisurely tradition is typified by comfortable pique or jersey polo shirts in bold colors.

More recently, two-tone or multicolor stripes have become the pattern du jour for summer, surfacing in widths from pencil-thin to rugby-shirt-thick on graceful, light sundresses; twill trousers; pajama-inspired trousers; and cropped tops.

It's easy to pair stripes with solids; but it's definitely more interesting to mix them, as Ralph Lauren does, on tops and bottoms.

Here, clothes that stripe it rich on sea and land.

Page Design by David Medzerian

Models: Colette O'Connell and Scott Nelson/Fontaine, Newport Beach

Styling: Michele Stojakovich/Celestine

Hair and makeup: Alexander Becker/Celestine

Photo assistant: Ken Steinhardt

Styling Assistant: Charlene Chamberlain

Schooner: Spike Africa of Hornblower Dining Yachts/Spike Africa

Sailing Charters

Special thanks to Spike Africa crew Monika Sloan, Bill Zabolski and David Dawson

Where to buy it: At South Coast Plaza: Calvin Klein clothing from the Calvin Klein boutique, Emporio Armani clothing from the Emporio Armani boutique; Polo by Ralph Lauren clothing and accessories at the Polo by Ralph Lauren boutique; J. Crew clothing and accessories from the J. Crew boutique; Cartier watches from the Cartier boutique; Privilege earrings at the Privilege boutique; all stores are in South Coast Plaza.

At Fashion Island, Newport Beach: **Nautica** clothing at the **Nautica** boutique; Rigoberto and Citigold jewelry at Moonlight Accessory

Gallery; Axis chambray shirt at At-Ease; all stores are in Fashion Island, Newport Beach.

At Brea Mall, Fashion Island and South Coast Plaza: Eddie Bauer clothing and accessories at Eddie Bauer stores in Brea Mall, Fashion Island, Newport Beach and South Coast Plaza.

GRAPHIC: COLOR PHOTO; ON THE COVER; Colette wears a wrap dress (\$ 168) from J. Crew and earrings (\$ 20) from Privilege. Scott wears a cotton dress shirt (\$ 120) and silk tie (\$ 85), all from Calvin Klein. Leather belt (\$ 65) from Polo by Ralph Lauren and leather loafers (\$ 98) from J. Crew.; All hands on deck; Colette wears white cotton shorts (\$ 28) and a navy leather belt from J. Crew (\$ 42), chambray shirt (\$ 45) by Axis, water sport shoes (\$ 35) from Eddie Bauer, leather-strapped watch (\$ 1,175) from Cartier, sterling silver and 14K gold rings (\$ 495 for the set) by Rigoberto and silver bracelet (\$ 49) from Moonlight Accessory Gallery. Scott wears a jacket (\$ 58) and polo shirt (\$ 34) from J. Crew and water sports shoes (\$ 35) and shorts (\$ 14.99) from Eddie Bauer.; Striping pair; Scott wears navy trunks from Emporio Armani (\$ 48) and a cotton terry robe from **Nautica** (\$ 95). Colette wears a striped T-dress (\$ 170) and espadrilles (\$ 22) from J. Crew and leather-strapped watch from Cartier (\$ 1,175).; Within striping distance; Colette wears a man's cotton shirt (\$ 46) from J. Crew with a silver necklace (\$ 325) by Citigold. Binoculars (\$ 150) from Eddie Bauer.; Spectator style; Colette wears a hooded swimsuit (\$ 130) and fisherman's hat (\$ 160) from Emporio Armani; Scott wears trunks (\$ 24) from J. Crew.; Porthole panache; Diver's watch (\$ 9,100) from Cartier; octagonal silver bracelet and ring (\$ 495 with two other rings sold as a set) from Moonlight Accessory Gallery.

LOAD-DATE: March 12, 1997

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

Terms: [nautica and date\(geq \(1/1/1993\) and leq \(6/30/1993\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Pendleton looking to Far East sites to produce men's shirts The Business Journal-Portland June 21, 1993

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Business Dateline;
The Business Journal-Portland

June 21, 1993

SECTION: Vol 10; No 17; Sec 1; pg 4

LENGTH: 629 words

HEADLINE: Pendleton looking to Far East sites to produce men's shirts

BYLINE: Anita Marks

DATELINE: Portland; OR; US

BODY:

Competition from department store private-label brands is pushing Pendleton Woolen Mills to look to Hong Kong for production of some of its men's non-woolen sportswear.

The primary target is a line of knit sport shirts Pendleton sells for spring and summer under its Lobo label, said Dick Poth, company president. The plan is to begin with a test run at an undisclosed Hong Kong garment plant.

"We are looking for certain commodities that have become difficult to access economically like men's knit shirts," Poth said. "No all-wool merchandise is under consideration."

Pendleton will work with the same network of Japanese trading companies that have been supplying many of its non-woolen fabrics since the late 1970s, he said. Poth declined to name the trading companies involved.

Unlike most U.S. apparel labels, Pendleton still makes nearly all of its products at company-owned plants in Oregon, Washington, Nebraska, Iowa and New Hampshire. Pendleton's competitors--upscale sportswear brands such as Evan Picone and **Nautica**--contract out virtually all of their wares to third-party garment makers overseas to trim labor costs.

The growing popularity of private-label merchandise at department store chains puts an even bigger squeeze on Pendleton and other brand-names labels. Anxious to distinguish themselves from other chains carrying the same brand names on the other side of the shopping mall, department stores like Nordstrom and Macy's are increasingly offering house labels.

Buying directly from garment factories overseas, the department store chains avoid markups and can offer lower retail prices for comparable merchandise. While a men's polo-style shirt from a brand-name maker typically retails for \$ 35 to \$ 40, a comparable private-label garment may go for as little as \$ 25 to \$ 30.

"You have to view them (department stores) as a direct competitor," said Poth. "We compete with them for space in their stores, and for the consumers' dollars."

Pendleton first tested foreign labor last fall when it sent a sample run of women's blouses to a Mexican plant. Results were mixed, though the company will soon start making certain men's shirt styles there.

Going into the test, the company's concerns had centered on quality control. Pendleton has made its reputation as a stickler for tailoring detail, and was concerned quality might slip so far from home. As it turned out, while quality was acceptable, turnaround time was not. "It wasn't a matter of quality, it was a matter of logistics," said Poth.

The size of orders needed to make third-party factory runs economical proved a sticking point as well, he said.

Pendleton's selling strategy is built around selling several interchangeable, color-coordinated wardrobe components. While basics like blazers are produced in fairly large quantities, coordinating garments like blouses are done in small runs to provide several style choices. "Our approach is hard to square with big factory runs," said Poth. "Big commodity purchases are not for Pendleton."

One product line does jibe well with those conditions, however. Pendleton will begin manufacturing its short-sleeved men's madras plaid shirts in Mexico for the spring 1994 season, he said. Menswear is more feasible in large runs because there are few style variations compared to women's blouse lines.

Despite tough competition from other sportswear labels, Pendleton's traditional Western wear lines are riding tall in the saddle courtesy of Garth Brooks and the 150th anniversary of the Oregon Trail.

The recent resurgence of country music and dancing has turned the traditional Pendleton styles into fashion items, and sales are reflecting the change. Western wear sales are sporting "double digit increases," said Poth.

UMI-ACC-NO: 9359423

LOAD-DATE: October 23, 1995

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

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Henry's to close doors on last Wichita store; Henry's of Wichita; Brief Article Daily News Record June 23, 1993

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Daily News Record

June 23, 1993

SECTION: Vol. 23 ; No. 119 ; Pg. 10; ISSN: 0162-2161

LENGTH: 226 words

HEADLINE: Henry's to close doors on last Wichita store; Henry's of Wichita; Brief Article

BYLINE: Sharoff, Robert

BODY:

WICHITA, Kan. -- Henry's of Wichita is in the process of liquidating and plans to close its doors for good at the end of July.

Pat Neville, president, said no Chapter 11 is planned. "We're not bankrupt. We just looked in the mirror and realized that the business was struggling and not likely to get any better."

He added that the store was not profitable last year and "we didn't see that turning around this year."

Neville said the company hopes to pay its creditors either in full or "as close to its as we can."

Henry's, which was founded in 1911, is considered Wichita's premier fashion retailer. At its peak in the early '80s, the company had four stores. There is currently one store, a 40,000-square-foot unit at suburban Towne East Mall. Annual volume is about \$ 12 million.

About 40 percent of the merchandise is men's with key lines being Polo, Perry Ellis, Tommy Hilfiger, **Nautica** and Guess.

The store has about 150 employees, about 60 of which are in the men's area. There are three men's buyers.

Neville owns about 40 percent of the company's stock. The rest is mainly in the hands of the founding Levitte family. The Levittes have not played an active role in running the store for a number of years.

Neville joined the store in 1984 after working as a consultant to troubled retail companies for some years.

SIC: 5621 Women's clothing stores ; 5611 Men's & boys' clothing stores ; 5651 Family clothing stores

IAC-NUMBER: IAC 13970758

IAC-CLASS: Trade & Industry

LOAD-DATE: September 07, 1995

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

Terms: [nautica](#) and [date\(geq \(1/1/1993\) and leq \(6/30/1993\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Blind skipper plots Atlantic crossing USA TODAY June 24, 1993, Thursday, FINAL EDITION

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USA TODAY

June 24, 1993, Thursday, FINAL EDITION

SECTION: SPORTS; Pg. 10C

LENGTH: 412 words

HEADLINE: Blind skipper plots Atlantic crossing

BYLINE: Carolyn White

BODY:

Blind sailor Hank Dekker is both a visionary and a realist.

Beginning July 26, the Novato, Calif., sailor will sail his 30-footer, named NFB, from Baltimore's Inner Harbor across the Atlantic Ocean to Plymouth, England.

While the 3,450-mile journey would test the skills and stamina of any sighted sailor, Dekker seems undaunted by criticism that he's taking on too much of a challenge.

"Most good skippers sail by feel," says Dekker, who lost his sight to glaucoma 16 years ago. "Guys sailing at night can't see well, either. Fear is something you can't overcome. You have to control it, understand it."

Dekker's trip, sponsored by the National Federation of the Blind (hence, the name, NFB), will be equipped with special navigational aids. His navigational charts are "brailled up." Not only does he have a braille compass but also a global positioning system, developed by NFB electronic research and development. Dekker can "push a button and it speaks to you."

Dekker's transatlantic attempt reinforces NFB's philosophy: Given opportunities and training, a blind person can compete with a sighted person. Dekker, who survived a hurricane at sea in 1983, proved that again in 1986: He finished third in the Single-Handed TransPac Race from San Francisco to Hawaii.

YOUTH CHAMPS: Competitors in the **Nautica/US** Sailing Youth championship at Indian Harbor Yacht Club in Greenwich, Conn., got a real workout Wednesday. Winds gusting to 25 knots set the stage for numerous capsizes - a direct contrast to Monday's 0-5 knots of wind. Going into today's finals, 1996 Olympic hopefuls David Ames, 16, of Miami and P.J. Buhler, 15, of Coral Gables, Fla., lead in boys 470 competition. Joey Harris, the first black certified US Sailing instructor, is one of the coaches.

RIVALS: While Dennis Conner tunes up his Whitbread 60 Winston by sailing as an unofficial entry in the Storm Trysail Block Island Race Week in Rhode Island, his 1992 America's Cup nemesis, Bill Koch, will compete in the Shake-A-Leg Wall Street Challenge. Koch's America Foundation was one of five corporations donating \$ 25,000 to compete at the Newport (R.I.) Challenge. Crews will include one disabled sailor. Shake-A-Leg, known for its sports programs for athletes with spinal cord injuries, got support from a number of star sailors, including 1992 Olympic silver medalist Kevin Mahaney, who heads a 1995 America's Cup defense, and 1992 America's Cup strategist John Bertrand.

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

Terms: [nautica and date\(geq \(1/1/1993\) and leq \(6/30/1993\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Why middle America waltzes to Tennessee; Inside Outlets Daily News Record June 25, 1993

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Daily News Record

June 25, 1993

SECTION: Vol. 23 ; No. 121 ; Pg. 8; ISSN: 0162-2161

LENGTH: 745 words

HEADLINE: Why middle America waltzes to Tennessee; Inside Outlets

BYLINE: Lloyd, Brenda

BODY:

PIGEON FORGE, Tenn. (FNS) -- When it comes to outlet centers, Pigeon Forge is a Southeast kingpin and it's one of Tennessee's prime resort areas.

And, for the several hundred outlet stores located in this vacation destination, the steady flow of hordes of travelers in cars and campers means business.

Even on a rainy afternoon out of season in late March, the four large factory outlet malls in Pigeon Forge and nearby Sevierville are packed with bargain shoppers. In Pigeon Forge, there's the Belz Factory Outlet, the area's largest, with 80 stores. Then, there's Red Roof Factory Outlet, formerly known as Factory Merchants. Nearby is the Tanger Factory Outlet Center. And about a mile away in neighboring Sevierville is the Five Oaks Factory Stores center.

These outlets feature the best designer labels and major brands in men's wear, but at prices geared for Middle America, which floods this vacation mecca every year.

Pigeon Forge is the gateway to the Great Smoky Mountains National Park. And vacationers flock to east Tennessee to see the rich, green landscape in the summertime and the colorful foliage in autumn.

Prices at Pigeon Forge and Sevierville outlets range from 20 to 70 percent below regular retail for designer apparel, such as Polo/Ralph Lauren and Liz Claiborne--plus for a vast array of men's sportswear and activewear brands.

According to James Murphy, former head of Phillips-Van Heusen's retail group and now president of J.J. Murphy Co., retail consultants, Bridgewater, N.J., "It's one of the most successful outlet centers in the country. Pigeon Forge has had a steady and impressive growth in volume and expansion for the last eight years.

In agreement is Bob Negron, president, Outlet America Corp., who calls the area a successful market that will continue to grow. "The outlets are representative of the outlet industry, catering to and attracting moderate-to-upper-moderate shoppers."

Comparing Pigeon Forge to other Northeast and California centers, he describes the Tennessee outlets as "a little weaker in designer-type stores, but most are manufacturers offering good quality and good value."

Pioneering the outlet movement here is the Red Roof Factory Outlet center, which opened 11 years ago. It has more than 200,000 square feet of space and approximately 50 stores, including Geoffrey Beene, OshKosh B'Gosh, Boston Traders, Sergio Tacchini and Bass.

"It's a Middle America center," comments Melody Webb, Red Roof's on-site manager, "and the grandfather of them all."

Easily recognizable by its red roofs, the center is currently 99 percent occupied. Its average in-season daily traffic count is an astounding 10,000 to 12,000 cars with two to three people in each car.

Interestingly, the various mall managers insist the centers work "well" together. Webb, for example, reports, "If I don't have an item at Red Roof, I tell my customers where they can get it. And the others do the same.

For Stanley Tanger, president of Tanger Factory Outlet Centers, Pigeon Forge is "a marvelous phenomenon." His center, which opened in 1988, has 100,000 square feet and 30 stores, including Liz Claiborne, Reebok, J. Crew, Coach, Harve Benard, Izod/Gant, Swank and London Fog.

Right across the street from Tanger's center is the Belz Factory Outlet World with 85 tenants.

The original enclosed mall has a modern, Tinkertoy look compared to later adjacent strip center annexes. Together they include such high-visibility names as Gitano, Converse, Hush Puppies, Ruff Hewn, Van Heusen, Bugle Boy, Generra, Levi Straus, Etienne Aigner, Nike, Duck Head and Members Only.

The most upscale and prettiest of the centers is the newest, Five Oaks Factory Stores, owned by Epoch Projects, Inc. It opened in June 1992 and tenants include Adolfo II, Brooks Brothers, **Nautica**, Woolrich, Jones New York, Guess and Polo/Ralph Lauren.

If there's one thing these mall executives believe in, is the great location of the area with its constantly growing tourism. The town is so busy that an alternate route is under construction to help alleviate traffic problems and open up new areas for retail expansion.

Today, the area is a learning experience for outlet hopefuls eager to find out about about Middle America's shopping habits. Outlet America's Negron insists, "Every new player who gets into the outlet business needs to look at Pigeon Forge. It's an established market. It's a home run."

GRAPHIC: Photograph

SIC: 6512 Nonresidential building operators ; 5990 Retail Stores, NEC

IAC-NUMBER: IAC 13979314

IAC-CLASS: Trade & Industry

LOAD-DATE: August 24, 1995

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

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Swimwear fails to make a big splash for '93; delayed hot weather in most areas hurt retail sales. Daily News Record June 29, 1993

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Daily News Record

June 29, 1993

SECTION: Vol. 23 ; No. 123 ; Pg. 3; ISSN: 0162-2161

LENGTH: 924 words

HEADLINE: Swimwear fails to make a big splash for '93; delayed hot weather in most areas hurt retail sales.

BYLINE: Salfino, Catherine

BODY:

NEW YORK -- Although summer '93 might not be yielding a gang-buster swimwear business, not everyone is doing the crawl.

Most vendors report that sales were better than last year, even though the late-breaking hot weather waterlogged retailers' efforts to move merchandise early -- or place a lot of reorders. However, inventories are said to be clean, since manufacturers said they were prepared for a less than splashy season.

"The swimwear business has been flat; it's been equal to last year," said buying officer executive Carol Hydovitz, merchandise manager for the men's division of the Donegar Group. "Swimwear started to sell very early, and then it died down with the late-breaking weather. Most recently it's picked up again."

Since swimwear is a short selling season as it is, a late spring cuts it even more, Hydovitz said, explaining, "Swimwear is a buy-now-wear-now item. So stores should have some assortment of swimwear on their floors to extend the season and clean out their stock. They'll have shorts on the floor, so they should have swimwear too."

Hydovitz said consumer purchasing has been split between nylon and cotton this season. The popular lengths tend to run long at about 17 inches. And the volume price is \$ 19.99, but prices vary, depending on the retailer and vendor.

"Tommy Hilfiger had a swimwear line this spring and it's had an excellent season," she said. "And Jantzen, **Nautica**, Gottex, Newport Blue and Dash continue to be mainstays for specialty and department stores."

Nautica's swimwear business has been very good overall, according to David Chu, president and designer.

"For the past few years the swimwear business was going down, but it picked up the pace this year," he said of his suits, which retail from \$ 35 to \$ 45. "Our shorter trunks have been selling better -- those that are 16 and 15 inches. Also our primary color group, featuring classic colors in bold diagonal stripes, has done very well." A Greek concept print helped **Nautica's** second delivery do quite well, he said. And a surprise for the season was the popularity of the nylon tactile fabrication. Chu said **Nautica's** offerings were right on target.

"We do have some classic styles ready for reorder but, in general, our inventories are pretty clean," he said. "We're ready to ship for holiday."

Speedo, of Van Nuys, Calif., has had a "huge" solid business in nylon, according to Jamie Madden, vice-president, merchandising.

"We had some standout styles this season," she said. "Last year we introduced our Surf Runner. It's a cross between a running short and swim trunks. Well, this year we added prints to it and it has been phenomenal for us. It's \$ 20 to \$ 22 retail."

Speedo also had an extremely good print year, Madden said. The swimwear featuring prints from Bali and Africa did really well, as well as hook-up T-shirts and jackets. The \$ 32 Gunston trunk, an active-style suit with bold, multicolored graphics across the body, has had some of the best sell-throughs the company has seen in years, Madden said.

The company added a classic collection this season, which includes swimwear, tops and jackets. Although the line as a whole sold well, Madden said the jackets, which retail at \$ 60, happened to be the standout performer. Spurred on by the new categories, Speedo's swimwear business is ahead of last year's by about a healthy double-digit percentage, Madden said.

"We don't over-inventory," she said. "We sold out of the classic line totally, and we're sold out of the Bali and African prints. We're shipping some new batches of '94 for certain clients. Rather than keep old stuff going, we try to ship new product for some special people. But we keep our basics in stock, like our black trunk."

A Speedo piece that didn't do too well: the seersucker pull-on short.

There were no surprises really for Irvine, Calif.-based Newport Blue, according to Nat Norfleet, director of design. Although the company has performed well at retail, men's swimwear has been soft in general, Norfleet said.

"Newport Blue has performed well at retail, and the sell-throughs are as good as any out there," he said. "Last season, we probably booked more, but sell-throughs are better this year. But sell-throughs are so low--they're 2, 3 and 4 percent. The rain and weather have been a problem. And business is down all over. We're performing all right. But it's still no pleasure trip."

Norfleet said Newport Blue's inventories are pretty clean, with spring sold out and summer 90 percent sold. Prints and color-blocked suits have been strong for the company, he said. And the fabric that has done best is the 100 percent cotton featuring Bali and mixed prints. These volley-style suits, which retail for \$ 36, have a 15-inch upseam and dry faster than nylon. Some 15-inch, nautical color-blocked styles, did well at \$ 36 retail.

"I think basics--the basic nylon and basic cuts--which have been a big part of our business, are becoming tough because that part of the business is going private label," Norfleet said. "We came out pretty clean on it, though."

Most of Newport Blue's fashion items--primarily prints, and some color blocking -- are kept on reorder. The company is showing its holiday line now.

"We're getting a good response, but you can't predict what will happen," he said. "It's been very soft. See, we haven't had a problem selling to retailers. It's the retailers who have the problem selling to consumers. That's the way it is right now."

GRAPHIC: Photograph

SIC: 2339 Women's and misses' outerwear, not elsewhere classified ; 2320 Men's and Boys' Furnishings ; 2329 Men's and boys' clothing, not elsewhere classified

IAC-NUMBER: IAC 13988986

IAC-CLASS: Trade & Industry

LOAD-DATE: August 24, 1995

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Recreation Notebook; Sailing The Houston Chronicle July 8, 1993, Thursday, 2 STAR Edition

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The Houston Chronicle

July 8, 1993, Thursday, 2 STAR Edition

SECTION: OUTDOORS; Recreation Notebook; Pg. 14

LENGTH: 65 words

HEADLINE: Recreation Notebook;
Sailing

BYLINE: Staff

BODY:
Sailing

HIGH FINISHERS: Three Texans had high finishes recently among the 150 competitors in the **Nautica**/U.S.Sailing Youth Championships at Indian Harbor Yacht Club, Greenwich, Conn.

Will Stout and Ryan Mimms, of Houston, placed fifth and sixth, respectively, in single-handed competition. In the heavyweight boardsailing division, Chad Allen of Corpus Christi finished fifth.

LOAD-DATE: July 9, 1993

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SAILING / RICH ROBERTS; STAGGERED STARTS LEAVE FINISH AN OPEN QUESTION IN TRANSPAC Los Angeles Times July 10, 1993, Saturday, Home Edition

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July 10, 1993, Saturday, Home Edition

SECTION: Sports; Part C; Page 9; Column 1; Sports Desk

LENGTH: 1140 words

HEADLINE: SAILING / RICH ROBERTS;
STAGGERED STARTS LEAVE FINISH AN OPEN QUESTION IN TRANSPAC

BYLINE: By RICH ROBERTS

BODY:

It took sailors years to realize they didn't need boats that were fast upwind to win the Transpacific Yacht Race, because most of the race was off the wind -- a sleigh ride to Hawaii.

Thus, the 70-foot ULDBs, designed to fly with the wind from abeam or behind, have dominated the race since Merlin's record-setting victory in 1977.

When that got boring, organizers looked for ways to put new life in the event. Under Leon Cooper, commodore of the Transpacific Yacht Club, the current 37th biennial race not only added Performance Handicap Racing Fleet (PHRF) classes for boats lacking ocean-racing ratings but staggered the starts over four days.

The hope was that the head starts would give boats other than the ULDB 70s a chance to finish first, and it seems to be working out that way. It apparently is touch and go whether the sleds will be able to catch a couple of boats that started a day earlier, and nearly half the remaining 39 boats may finish within 24 hours starting late Tuesday.

Generally, trophy winners are determined after actual time is corrected for handicaps, rewarding those who sailed their boats nearest their potential. But a coveted goal has always been the first spot on Transpac Row that goes to the boat that is first past Diamond Head.

The figures change daily with the wind, but as of Friday, John DeLaura's Santa Cruz 70 Silver Bullet was projected to finish at 10:07 p.m., Honolulu time, next Monday night, 27 minutes ahead of Neil Barth's Excel 53 Persuasion. Hasso Plattner's Reichel/Pugh 50 Morning Glory from Germany and Peter Tong's new SC 70 Orient Express were looking at a dead heat at midnight.

*

The biggest and oldest boat in the race is HMCS Oriole, a 72-year-old Canadian Navy training ketch (two masts) skippered by Lt. Cmdr. Michael Cooper with a crew of 25, also the race's largest.

Numbers are needed. The boat has no winches to help trim the sails.

For a while it seemed that if the crew was going to see Hawaii, it would have to catch a plane. The wind was so light at their start that the heavy boat was unable to overpower a one-knot current running away from the line toward Point Fermin.

Race chairman Joe Cutting said: "We thought she was going to go aground because she was getting closer and closer to shore. They'd get up to the line, and then the current would carry them back."

Finally, an hour and a half after the starting gun, the Oriole struggled across. The race committee's sigh of relief was the strongest breeze of the day.

For the first two days the daily position reports listed the Oriole with "no report." Its radio was fine, it knew where it was, but its position was so far behind the others that the committee tried to save it the embarrassment.

Finally, Oriole found its wings. The latest projection is that it will finish Thursday night, well in time for the trophy dinner.

*

There have been three hard-luck dropouts: Barbara Colville's Harlequin because of electronics and steering problems, John Kerslake's Kingfish with a broken headstay and Starfish I with a split mainsail.

Bob Kahn, who sailed his own boat Jano in previous Transpacs, was aboard Harlequin for his 14th consecutive Transpac. Although Harlequin is a new Schock 55, apparently some bugs hadn't been worked out, so the decision was made to turn around after 200 miles. A ruling may be needed on Kahn's streak.

"I figure I've gone 13 1/10 Transpacs," he said.

Tough luck also befell Starfish I, Roy Disney's old Pyewacket, which owner Mike Holleren lent to a crew headed by David Delo, Jeff Silver and Mike Elias. The boat did well in tuneup races and was fourth to Santa Catalina Island after the start, but the 5-year-old mainsail ripped apart at 80 miles.

Elias said: "But what's weird is that in the last Transpac two years ago, Starship broke its boom -- one minute earlier in the race and within three miles of where we were this time."

Sailing Notes

WHITBREAD ROUND-THE-WORLD -- Dennis Conner might be the world's best-known sailor, but he has never been known as a long-distance ocean racer. He still doesn't know how many legs he'll sail in the nine-month race, starting Sept. 25 in England, but the New York-to-Southampton Transatlantic Gold Cup will help him decide. The race, which started a week ago, is for Whitbread entries who have to sail across the Atlantic to get to the start, anyway. At the latest report, Conner's Winston, a Whitbread 60, was second overall. Winston will be one of two American entries in the main event, along with Nance Frank's US Women's Challenge.

MATCH RACING -- Australia's fifth-ranked Peter Gilmour defeated San Diego's third-ranked Peter Isler three in a row in the finals of the Rothman's Cup event at Sardinia. Rod Davis, now of Australia, was third, followed by Ed Baird, U.S., and Paul Cayard, U.S. New Zealand's Russell Coutts and Chris Dickson, ranked 1-2, did not compete. Cayard lost crewman Steve Erickson early in the competition when his boat was hit by a strong gust, spun out of control and Erickson fell into the boat, breaking two ribs. . . . The sixth World Championship of Match Racing, won by Coutts at Long Beach last year, is scheduled on the Swan River at Perth, Western Australia, Sept. 20-26.

EVENTS -- The second annual Tom Collier Memorial Regatta to benefit the American Cancer Society is scheduled at King Harbor YC July 25. The first event raised \$4,369.63 in memory of Tom Collier, a

champion sailor who died at 31. It is not necessary to race to participate. Details: (310) 376-2459. . . . The Area J finals of the US Sailing Assn.'s women's regatta will be at Santa Monica July 24-25 in Martin 242s. . . . The South Shore YC's 17th Crew of Two Around Catalina Race is scheduled July 24-25, including cruising classes that don't require yacht club membership.

INTERNATIONAL -- Coach Bill Wakeman's Newport Harbor High School team won the International School Team Racing Championship at Datchet Water, England, this week, topping 12 English and Irish teams in tight competition. Skippers were Capt. Danny Zimbaldi, Nathan Dunham and Steve Kleha, and crew members were Mandy McDonnell, Casey Hogan and Cortney Polovina, with Jack Hogan an alternate.

Bill Hardesty, 18, of San Diego is the only Californian among eight U.S. sailors competing in the IYRU **Nautica** World Youth Sailing regatta on Lake Garda at Gargnano, Italy, concluding this weekend. Entering the weekend he was in third place, the highest of any U.S. sailor. The U.S. team was 10th among 39. Hardesty qualified by winning the U.S. single-handed title in a 60-boat fleet of Lasers. . . . In the lull between Olympics, the United States is ranked first in only one of the 10 classes: gold medalists Mark Reynolds and Steve Erickson in Stars. No other American man or woman is ranked higher than fourth.

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Optimistic Raiders get jump on NFL brethren USA TODAY July 12, 1993, Monday, FINAL EDITION

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USA TODAY

July 12, 1993, Monday, FINAL EDITION

SECTION: SPORTS; Pg. 11C

LENGTH: 909 words

HEADLINE: Optimistic Raiders get jump on NFL brethren

BYLINE: David Leon Moore; John Bannon

BODY:

The Los Angeles Raiders became the first NFL team to open training camp Sunday. They'd like to be the last to finish the season, too.

While that is quite a reach - from a 7-9 team a year ago to the Super Bowl - low-key Raiders coach Art Shell was bordering on ebullient at the Oxnard, Calif., camp.

"I'm more excited about this team than any other team since I've been coach here," said Shell, whose first full season (1990) resulted in a 12-4 record and a berth in the AFC championship game. "There's a certain freshness, newness and energy running through this football team. I can feel the kind of enthusiasm we had before 1990."

There certainly are changes. Gone are high-profile veterans such as running backs Eric Dickerson and Marcus Allen, safety Ronnie Lott and quarterback Jay Schroeder.

"We've lost some veteran leadership, but I'm not so sure that that leadership was always the right kind of leadership," said Shell. "We have guys who will step forward."

Newcomers are free agents Jeff Hostetler at quarterback and Gaston Green at running back. - David Leon Moore

FOOTBALL: The Green Bay Packers are the first team to reach contract agreement with all their drafted players, including first-round pick George Teague. They also signed former New Orleans running back Alan Pinkett.

TENNIS: Spaniard Sergi Bruguera, in his first tournament since winning the French Open, won the Swiss Open Sunday in Gstaad, beating Karel Novacek of the Czech Republic 6-3, 6-4.

Also: Greg Rusedski, 19, of Canada became the youngest winner of the Hall of Fame championships in Newport, R.I., outlasting Javier Frana of Argentina 7-5, 6-7 (7-9), 7-6 (7-5) in Sunday's final. . . . Alexander Volkov of Russia and Amanda Coetzer of South Africa were men's and women's winners at the Gunze World tournament in Tokyo. Volkov beat top-seeded Petr Korda of the Czech Republic 4-6, 6-4, 6-2. Coetzer beat the USA's Lisa Raymond, two-time NCAA champion, in her first pro final 7-6 (7-1), 7-5. . . . Unseeded Radka Bobkova upset top-seeded Mary Pierce of France 6-3, 6-2 to win a women's tournament at Palermo, Sicily. . . . Austrian Horst Skoff, won the Swedish Open, beating Ronald Agenor of Haiti 7-5, 1-6, 6-0 in Bastad.

SAILING: According to current speed estimates, the Dennis Conner-skipped yacht Winston should arrive in Southampton, England, shortly after noon Friday, six hours ahead of No. 2 Broomstick in the Gold Cup Transatlantic Ocean Race. Conner leads by 33 miles.

Also: Silver Bullet, a Santa Cruz 70, led Persuasion, an Andrews 53, by 15 minutes Sunday in the Transpacific Yacht Race to Honolulu. The finish is tonight. . . . Bill Hardesty (fourth in boys Laser) of San Diego, Danielle Brennan (fifth in girls Laser) of New York and David Ames and T.J. Buhler of Florida (fifth in Laser 2) were the top U.S. finishers in the **Nautica** World Youth Championships at Gargnano, Italy.

COLLEGES: The NCAA received a record 267,498 ticket applications for next year's Final Four in Charlotte, nearly doubling the previous high of 143,829 requests, set in 1991 for the games in Indianapolis. Only 2,014 tickets are available in the lottery and were mailed last month.

Also: The Pacific 10 Conference didn't renew the contract of basketball official Tom Harrington, who worked the last two NCAA title games. No reason was given, and Harrington is undecided if he will appeal. . . . Carl Polite, one of the candidates to replace NFL-bound running back Garrison Hearst in the Georgia backfield this season, has left the team, citing personal problems. . . . Boston officials want Boston College to give scholarships to local residents and ticket proceeds to neighborhood charities as a condition of allowing the school to expand its football stadium. School officials favor the proposed conditions.

SOCCER: Milutin Soskic, 55, was named full-time goalkeeping coach for the U.S. national team. He has been in a similar position the last three years with Partizan Belgrade of the Yugoslavian first division, where he starred as goalkeeper from 1954-66.

HOCKEY: The first World Hockey Summit, sponsored by USA Hockey, ended Saturday in Boston with participants suggesting the conference should be a regular event.

BOXING: Steve Robinson retained the WBO featherweight title with a ninth-round knockout of Britain's Sean Murphy Saturday. Robinson made his first defense of his title in his hometown of Cardiff, Wales.

Also: Julio Cesar Vazquez won a unanimous decision from Venezuela's Alejandro Ugueto to retain his WBA junior middleweight title Saturday in Tucuman, Argentina.

ELSEWHERE: The California Horse Racing Board fined Inglewood's Hollywood Park \$ 1,000 for prematurely announcing a possible \$ 500,000 payoff on a Pick Six May 22. The horse involved eventually finished fourth. . . . By winning the Tucson Open Saturday, Walter Ray Williams Jr. became the ninth bowler to win as many as five PBA tournaments in a season. . . . Three-time Olympic medalist Joe Fargis of Southampton, N.Y., rode Cor D'Alme Z to the day's only penalty-free ride to win the \$ 50,000 Budweiser I Love New York Grandprix in Lake Placid. . . . Anita Martini, 53, who in 1974 became the first female sportscaster to enter a major league locker room, died in Houston.

QUOTE OF THE DAY "Call me Jose Feliciano." - Cincinnati Reds pitcher Jose Rijo, who says he's changing his name. Teammate Roberto Kelly went to Bobby and made the All-Star team.

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AT TIMEX, THEY'RE POSTIVELY GLOWING Business Week July 12, 1993

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Business Week

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July 12, 1993

SECTION: MARKETING; Number 3327; Pg. 141

LENGTH: 835 words

HEADLINE: AT TIMEX, THEY'RE POSTIVELY GLOWING

BYLINE: Chris Roush in Middlebury, Conn.

HIGHLIGHT:

Luminescent dials and pricier styles show a lot of promise

BODY:

In 1982, a Swiss company approached Timex Corp. and asked it to do worldwide marketing for a new product. Timex executives passed, believing the garish plastic timepieces wouldn't sell. You guessed it: They were Swatches, destined to score a fashion megahit. Now, Timex President C. Michael Jacobi admits having made "a big mistake".

Such mistakes used to be common at the watchmaker. The industry leader since 1960, Timex, based in Middlebury, Conn., was resting on its laurels, cranking out the simple, low-cost watches that were its bread and butter. When digital technology revolutionized watches in the 1970s, Timex stuck to analog timepieces, losing money and market share. "One of the problems of companies with successful pasts is that they often get mired in that past," says Jacobi. FASHION SENSE. Jacobi, who became marketing vice-president in 1981, began working to snap Timex out of the past. Instead of writing off consumers' desires as passing fads, he beefed up market research. Fashion consultants from New York and Paris now visit twice a year to give previews of clothing styles for the coming six months -- trends that might translate into watch styles. Jacobi and other executives also regularly travel to retailers and trade shows in other industries, such as sporting goods, to sniff out fashions. And in 1989, he began opening Timex stores, now in eight cities, that act as test markets to help assess products and pricing.

Timex has capitlized on that homework since the 51-year-old Jacobi became president in 1992. Its big error, Jacobi says, was failing to keep up with the watch's evolution from a functional object to a fashion accessory. Japanese rivals such as Seiko and Citizen were introducing a wide variety of styles in a growing price range, figuring consumers would want different watches for different looks. They were right: According to the Jewelers of America, the average consumer today owns five watches, compared with one-and-a-half 30 years ago. Says Jacobi: "We were struggling along with a one-brand company while the rest of the industry was going multibrand."

To expand its lineup, Timex in early 1992 bought rivals Guess and Monet Jewelers, gaining a presence in upscale department stores. Early this year, it licensed its name for a line of wall clocks and clock radios, due out this summer. A deal with **Nautica** Apparel Inc. in May gave Timex its first dressy men's watch. And last month Timex started making watches with Disney movie characters, such as Snow White. Both new lines will be in stores later this year.

But Jacobi says the biggest revenue jump will come from Indiglo. Introduced last November, this patented technology uses energy from the watch battery to excite electrons in the watch face, lighting up the entire dial. Unlike other luminescent watches, an Indiglo doesn't need to be charged by exposure to the sun or a lamp. How well does it work? When New York City's World Trade Center was bombed in February, a man led a group of stranded people down 34 darkened flights of stairs with his Indiglo. Timex plans to spend its entire \$ 10 million ad budget this year on television and print ads for Indiglo and will use the technology in 10 to 30 watch styles.

Timex' product line now totals 1,500 styles, up from 300 in 1970, ranging in price from \$ 20 to \$ 300. After the sportswatch craze began, the company in 1985 introduced its Ironman, now a Bill Clinton favorite. A plastic line called Watercolors was developed to counter Swatch. Then, deciding that fashion would turn conservative again, Timex brought out Carriage, a line with a more classic look. RISKY LEGACY. The strategy has brought sales increases at Timex while the rest of the industry stays flat. Jacobi says sales were up 15% in 1992, and he expects another 15% jump in 1993, to \$ 500 million. Timex, which is wholly owned by Norwegian investor Frederick Olsen, won't disclose data on profitability, but Jacobi says it has been "reasonably profitable" since 1984. He adds that its total market share is around 30%, up a couple of percentage points since the mid-1980s.

Much of Timex' newfound energy is due to a structural overhaul that speeded product development. Jacobi says the company he joined in 1970 was a "slow-moving organization." When he took over, he split up the company along product lines, creating separate business units for sport, fashion and core Timex watches and giving each one autonomy over design and development. One payoff: The Fashion & Children's Watch Div. churned out the Disney line in just six months, down from as long as two years before the reorganization.

With all the changes, Timex' most valuable asset may still be its brand. The 1992 Gallup Watch Brand Survey found that 98% of consumers knew the Timex name. Seiko came in second, with 87%, but that recognition is a legacy of Timex' illustrious history. And as Jacobi knows all too well, a dazzling past can be risky if it blinds a company to the present.

URL: <http://www.businessweek.com/index.html>

GRAPHIC: Photograph, JACOBI WILL SPEND \$ 10 MILLION TO ADVERTISE TIMEX INDIGLOS PHOTOGRAPH BY JOHN S. ABBOTT; Illustration, KEEPING TIMEX TICKING -- Acquiring the Guess, Monet, and **Nautica** names gives it an entry

into upscale stores. -- Indiglo watches use patented technology that will show up in more than 20 watch styles this year. -- A line of wall clocks and clock radios will soon roll out, thank to two new licensing agreements. -- A new computer system helps retailers manage inventory. Stores send Timex sales data daily. ILLUSTRATION BY FRANK O'CONNELL

LOAD-DATE: July 09, 1993

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

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

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Australia coasts to easy Nautica Cup win : IN BRIEF Herald Sun July 13, 1993 Tuesday

Copyright 1993 Nationwide News Pty Limited
Herald Sun

July 13, 1993 Tuesday

LENGTH: 429 words

HEADLINE: Australia coasts to easy **Nautica** Cup win : IN BRIEF

BODY:

AUSTRALIA has won the **Nautica** Cup with the best performance of the record 39 nations competing in the International Yacht Racing Union's world youth sailing championships on Lake Garda, Italy.

Australia finished with 122 points with France second (110), followed by Great Britain, Sweden, and New Zealand.

MICHELLE Martin, the world women's squash No. 1, has been seeded at the top for the New Zealand Open in Auckland next month.

The four leading confirmed entries are all Australians - Martin, world No. 3 Liz Irving, No. 8 Sarah Fitzgerald and and No. 9 Carol Owens.

GERMAN Olympic high jump champion Heike Henkel has claimed that athletes who cheat with drugs will still manage to compete at next month's world athletics championships in Stuttgart because of slack doping tests. Asked if all athletes at the Stuttgart event would be clean, Henkel said: "No way. Some will still be full up to the eyeballs. There is still a lot of sloppiness with testing internationally."

OLYMPIC champion Vitaly Scherbo made it three all-around championships in a year by taking the gold at the World University Games men's gymnastics competition yesterday in Buffalo, New York.

University Games medals table: US 8 gold 6 silver 3 bronze 17 total. Japan 1-4-7-12. Italy 1-3-4-8. Canada 3-1-2-6. Ukraine 2-2-2-6. Also: Australia 1-0-0-1.

US SPORT Major League Baseball: National League - Montreal 5 San Diego 4. San Francisco 10 Philadelphia 2. Pittsburgh 3 Cincinnati 2. Colorado 4 St Louis 1. Houston 10 Chicago 1. Atlanta 6 Florida 3. American League - Chicago 11 Baltimore 5. Texas 11 Toronto 6. Milwaukee 5 Minnesota 4. Kansas City 6 Detroit 2. California 3 New York 2 (14 innings). Boston 3 Oakland 2. Seattle 5 Cleveland 4 (11 innings).

STANDINGS AMERICAN LEAGUE East Division

W L % GB Toronto

49 40 .551 Detroit 48 40

.545 New York 48 41 .5391 Baltimore 47 41 .534 1 Boston 45 42 .517 3 Cleveland

40 48 .455 8 Milwaukee 37

49 .430 10 West Division

W L % GB Chicago 45 41 .523 Kansas City 44 42

.512 1 Texas 44 42 .512

1 Seattle 44 44 .500 2

California 43 43 .500 2 Oakland

38 46 .452 6 Minnesota 36 49 .424 8 NATIONAL LEAGUE East Division W L % GB Philadelphia 57 32 .640
St Louis

51 36 .586 5 Montreal 48

40 .545 8 Pittsburgh 42 46

.477 14 Chicago 41 45 .477

14 Florida 37 50 .425 19

New York 27 60 .310 29 West Division W L % GB San Francisco 59 30 .663 Atlanta

50 39 .562 9 Houston 46

41 .529 12 Los Angeles 46 41 .529 12 Cincinnati 45 45

.500 14 Colorado 33 54 .379

25 San Diego 33 56 .371 26 - AGENCIES

END OF STORY

LOAD-DATE: November 28, 2003

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

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State-O-Maine changes name to Nautica Enterprises; Brief Article Daily News Record July 15, 1993

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Copyright 1993 Capital Cities Media Inc.
Daily News Record

July 15, 1993

SECTION: Vol. 23 ; No. 134 ; Pg. 8; ISSN: 0162-2161

LENGTH: 173 words

HEADLINE: State-O-Maine changes name to **Nautica** Enterprises; Brief Article

BODY:

NEW YORK -- State-O-Maine, Inc., has changed its corporate name to **Nautica** Enterprises, Inc., effective immediately.

Harvey Sanders, president of **Nautica** Enterprises, told DNR that the name was changed because the **Nautica** name "is better known today than State-O-Maine is. It gives us a little more visibility in the investment world." Its **Nautica** men's outerwear and sportswear division will continue to be called **Nautica** International. Its other division is Van Baalen Pacific Corp., which produces men's dress shirts, neckwear and loungewear under the **Nautica** label and activewear and robes under the Christian Dior label.

Sanders said that he doesn't anticipate any confusion over the fact that **Nautica** Enterprises and **Nautica** International now have similar names.

Nautica Enterprises' common stock will now trade on the over-the-counter market and be quoted on the National Market System of the National Association of Securities Dealers Automated Quotation System under the trading symbol NAUT. The symbol was SOME.

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

IAC-NUMBER: IAC 14074674

IAC-CLASS: Trade & Industry

LOAD-DATE: August 24, 1995

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

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

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FASHION NOTEBOOK Orange County Register (California) July 16, 1993 Friday

Copyright 1993 Orange County Register
 Orange County Register (California)

July 16, 1993 Friday MORNING EDITION

SECTION: IMAGE; Pg. Q02

LENGTH: 785 words

HEADLINE: FASHION NOTEBOOK

BYLINE: LISA LYTLER, The Orange County Register

BODY:

Glow-at-night **Nautica** watch features handy sailing gadget
 Glow by Timex, sailing design by **Nautica**. The luminous dial from
 the new men's diver-style watches made by Timex under a licensing
 agreement with **Nautica** will come in handy for the true yachtsman.

The black and white analog-digital styles feature signal flag
 markings, bright resin straps and an alarm, tachymeter and bearing
 rings to calculate speed in kilometers, nautical miles and statute
 miles. Price: \$ 70.

The **Nautica** collection includes other styles such as stainless
 steel designs and tanks with subsecond dials and crocodile-grain
 straps. These don't have Timex's Indiglo Night-Light. Prices:
 \$ 70-\$ 200.

Available in September at the **Nautica** boutique in Fashion
 Island, Newport Beach.

Jurassic mark: When a movie sparks a licensing bonanza, as it has
 with "Batman" and "Jurassic Park," some items appear to fall into
 the gray area between parody and copyright infringement, according
 to the Los Angeles Daily News.

Beaverton, Ore.-based T-Line Design has yet to hear any
 complaints about its "Hasidic Park" T-shirts, in which the dinosaur
 in a "Jurassic Park"-like logo sports sidelocks, the long curly
 sideburns worn by Hasidic Jews.

Another shirt seen around town features the likeness of a
 ferocious-looking Bart Simpson in the logo. Its label: "Jurassic
 Bart. "

The public relations company hired by Universal to represent its
 licensing program said studio officials would not respond to
 questions about piracy.

Bodyguard style: European ready-to-wear designer Nino Cerruti and costume designer Erica Phillips made Clint Eastwood's day when he was filming "In the Line of Fire," now showing in theaters.

"Nice threads, huh? " Eastwood would say many mornings as he walked onto the set.

The actor plays a Secret Service agent.

"The quality of the Nino Cerruti suits was something that Clint recognized right away," Phillips said. "He felt good in them and knew they were right for the character he was playing.

"I had to remember that these men are supposed to blend into the crowd, not stand out, yet I wanted to ensure that Eastwood's character would stand out slightly from the others.

"Staying within the blue and gray family of colors and working with a few pinstripes, I was able to create a slightly different look with a multistripe to set him apart from the other characters who wore traditional pinstripes.

"Because an agent has to be ready to react immediately, a single-breasted jacket was a must to allow him to get to guns or cuffs. The silhouette was a soft shoulder with a notch collar, flap pockets and center vent. We had to have Cerruti make the jackets specifically since his suits are generally non-vented. "

Country cachet: Hitting the top of the music charts for some artists seems to mean it's time to put their names on a clothing line. Suzy Bogguss leaves her mark on leather jackets. Now, Brooks & Dunn have a signature shirt collection by Panhandle Slim Western Wear in Fort Worth, Texas.

Brooks favors vivid prints, such as the "flame shirt," which has tongues of flame reaching down from the shoulders. Dunn prefers the subtle look of solids. The Brooks & Dunn collection will be available in men's, women's and boys' sizes for \$ 31-\$ 45 at Howard & Phil's stores in MainPlace, Brea Mall and South Coast Plaza.

Pare it: What is tops on men's list of fashion turnoffs at the gym?

Women who wear makeup and jewelry there, said 73 of the 100 men in their 20s and 30s surveyed by Fitness magazine. "There are five or six women at my club whom I call posers," said Douglas Turner of Pittsburgh. "The clothing always matches their shoes and wristbands. Their makeup is perfect. It's too much for a gym atmosphere. "

The publication did not survey women.

"People would say I was wearing a hairpiece, but by the time I could object, I was. "

TED DANSON, actor, in GQ

FOOTNOTE: All clothing and accessories featured in "Black Abloom," July 9 Accent, are available at Wet Seal stores in Orange County.

GRAPHIC: BLACK & WHITE PHOTO; **NAUTICA;** Diver-look watches priced at \$ 70 have Timex Indiglo faces.; WELL-SUITED; Nino Cerruti dresses Clint Eastwood in 'In the Line of Fire.'; WILD WEST; The flame shirt, right, is part of the Brooks & Dunn collection.

LOAD-DATE: March 12, 1997

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

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

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SAILING Newsday (New York) July 18, 1993, Sunday, NASSAU AND SUFFOLK EDITION

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Newsday (New York)

July 18, 1993, Sunday, NASSAU AND SUFFOLK EDITION

SECTION: SPORTS; ACTIVITY NOTEBOOKS; Pg. 20

LENGTH: 271 words

HEADLINE: SAILING

BYLINE: Dave Rubinstein

BODY:

A major new yacht racing championship is coming to Long Island, thanks to the Seawanhaka Corinthian Yacht Club and Rolex. It's the IMS International Championship, and it will be sailed on the Sound from Oct. 7-11, according to race committee chairman Bruce Cook. The event, which is expected to become one of the nation's premier IMS races, will be staged in alternate years to the European-based Rolex Commodore's Cup. Yachts ranging from 35-90 feet are expected to compete for specially engraved Rolex Oyster Perpetual timepieces. The event replaces the IMS East Coast championship formerly sponsored by Seawanhaka. For more information, contact Cook at 922-6200.

The Michelob Newport Regatta goes off this weekend. The new JY-15 class is the largest of 12 one-design groups. Among those competing will be Sag Harbor's John Niewenhou, Ken Kalbacker, George Martin and David Whelan. From Blue Point will be David Dennison and Paul-Jon Patin. From East Hampton are John Shanholt and Jim Sorensen. Regatta officials said there were 287 boats entered and more than 1,000 sailors will compete in the ninth running of the races.

New Yorker Danielle Brennan finished seventh in the recent **Nautica/US** Sailing Youth Singlehanded Championships held in Connecticut. And the team of Scott Thomson of Sands Point and Lucas Leigh of Cold Spring Harbor finished 10th in the Youth Doublehanded Championships. Brennan recently competed in the 1993 IYRU/**Nautica** World Youth Sailing Championships in the women's singlehanded, finishing fifth. That event was held on Lake Garda in Gargano, Italy and wrapped up last week.

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

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Milan proposes, Des Moines disposes Forbes July 19, 1993

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July 19, 1993

SECTION: MANAGEMENT/CORPORATE STRATEGIES; Pg. 88

LENGTH: 789 words

HEADLINE: Milan proposes, Des Moines disposes

BYLINE: By Suzanne Oliver

HIGHLIGHT:

Models are thin and can dress rich. But as Tom Gould of Younkers stores well knows, most American women are neither thin nor rich.

BODY:

BODYSUITS ARE HOT in the Midwest this year. The Des Moines-based Younkers department store chain was selling its stock of 4,000 so quickly that it ordered another 8,000 in March, 25,000 in April and 3,000 in May. By May 30 Younkers had sold 18,000 bodysuits for \$ 288,000 and a gross profit of \$ 138,000. Yes, designers like Donna Karan and Calvin Klein were selling bodysuits a year ago. But the trend just hit the Midwest. "It's not what is selling in Milan but what is selling in Des Moines that's important to us," says Younkers Chairman W. Thomas Gould.

From his office on the fourth floor of a Des Moines Younkers store, Gould, 47, a veteran of Allied Stores and Gimbel's, knows his customers. Since joining Younkers in 1985 he has transformed this retailer, increasing net income from \$ 730,000 on sales of \$ 181 million to \$ 17.6 million on sales of \$ 473 million in the fiscal year that ended Jan. 30. A lot of that growth came from acquisitions, but not all. Last year same-store sales climbed 8%.

Since going public a year ago April at 12 1/2, Younkers stock has climbed to 27 1/4. That's still comparatively cheap. It's 10 times the \$ 2.73 earnings per share that Dean Ramos of Dain Bosworth expects for the fiscal year ending January 1994. (That's off a bit from fiscal 1993 because of dilution from an additional share offering and the absence of some one-time gains.)

Gould's formula is simplicity itself. It can be summed up as: It doesn't matter what trendsetters propose in New York, Paris and Milan that people should wear. What matters is what folks in Omaha and such places will wear. The two are not the same thing. "Former management thought the American consumer had gotten thin and rich over night," says Gould, who realizes that Americans may think thin but often eat fat. Younkers does a larger than normal 25% of its women's apparel sales in sizes 14 and higher, and features large women in its catalog and fashion shows. Revenue from the large-size departments is growing at 50% a year.

Younkers has the dominant market share in most of its 54 locations, competing against the likes of WalMart and Dillard as well as J.C. Penney and Sears. The company carries tried-and-true labels such as Liz

Claiborne, Carole Little, Tommy Hilfiger, Ralph Lauren and **Nautica**, but nearly 20% of its apparel carries store labels. Younkers' private-label long-sleeve knit shirt sells for \$ 20, for example, while a similar one at J. Crew goes for \$ 28.

While Gould often puts trendy merchandise on sale, he offers many basics at everyday low prices that don't go on sale. These items, identified by "value price" signs in stores, were bought cheaply from manufacturers, and Gould passes the savings along to his customers.

Thus, Younkers sells for \$ 22 men's Dockers twill shorts that a competing store sold for \$ 32, then reduced to \$ 25. Shoppers can trust the consistency of Younkers' value pricing, observes Bernard Olsoff, president of Frederick Atkins Inc., a retail consultant in New York City. "A [Younkers] customer doesn't have to be suspicious like he does at Macy's about what the product will cost on Thursday or Sunday."

There's more than number crunching here. Says Gould, who grew up in backwater Greensboro, Fla. and went to work on a tobacco farm at age 6, "I was born poor, and I don't intend to die that way."

Gould's gross margin has averaged a comparatively high 38%. But his net margin of 3.7% is on the low side. He aims to take more of that gross profit to the bottom line by cutting overhead with a new computer system and by continuing to motivate his selling staff.

In the fashion of the late Sam Walton, Gould runs motivational meetings for his sales executives. The style trickles down. At a recent daily meeting of the staff at a Younkers store, floorwalkers were giving spirited presentations about the Mother's Day gifts that could be found in their departments. Later they gave an ovation to the top salesperson of the day before. The store manager handed out silver dollars to two employees for top reviews from secret shoppers. Cheap inspirational tools make a big difference in a low-wage industry.

Gould is confident enough of his methods that he isn't afraid to buy underperforming retail chains and raise them to his standards. Younkers paid 30% of sales for Green Bay-based Prange and 67% of sales for Omaha-based Brandeis. In comparison, Dayton Hudson paid one times sales for Marshall Field, and Saks Fifth Avenue went for 125% of sales to an international group. But let the others chase the glamour names and the glamour images. Tom Gould will concentrate on selling stuff to ordinary folk at prices they can afford.

GRAPHIC: Picture, Younkers Chairman W. Thomas Gould, Kevin O. Mooney

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The Crinkles Are Cool When It's Made of Linen Chicago Sun-Times July 21, 1993, WEDNESDAY , LATE SPORTS FINAL

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July 21, 1993, WEDNESDAY , LATE SPORTS FINAL

SECTION: SECTION 2; FEATURES; MALE CALL; Pg. 34

LENGTH: 580 words

HEADLINE: The Crinkles Are Cool When It's Made of Linen

BYLINE: Lois Fenton

BODY:

Q. You seem to really like linen, and clearly the top men's stores use it in many of their clothes. It seems to me just to be a fabric that wrinkles very easily. What's so good about it, and how can you wear it without looking like Columbo? W.O. - San Francisco

A. Suits and pants made of linen drape and tailor elegantly, have an aristocratic air and are deliciously cool. And, yes, they do wrinkle - a lot. That is why they are best worn for weekend and social dressing, not for business.

Linen shirts fit all of those same descriptions. The fabric screams "natural." It has snob appeal, a Gatsby look. Some men, particularly younger ones, don't mind the wrinkles. They wear them like a badge of honor. Almost no business or dress shirts are made of linen, but a large variety of wonderful (translation: expensive) sports shirts are fashioned of linen in white, solid colors and great prints. They can be found in fine men's clothing stores, usually in the designer shirt department.

Linen shirts require a great deal of maintenance: They are best for people who love to iron or who don't mind making trips to the laundry.

As for ties: Try introducing the variety of all-linen or cotton-and-linen neckties to your summer wardrobe, giving some of your favorite silk ties a brief vacation. Linen is slightly cooler around the neck than silk and a lot cooler than (ugh) synthetic ties. Linen neckties, if tied carefully, maintain their crisp, fresh look. They don't wrinkle the way linen suits and pants do.

With a khaki or olive summer suit and a striped shirt, consider the terrific look of a linen tie in solid yellow, pink, or even white. Q. What is your feeling about which type of shoes go with which suits? For example, wingtips or loafers - which kind of suits do they go with? F.K.M. - Wichita, Kan.

A. The general rule is: With a dressier suit, wear a dressier shoe. The most formal man's suit short of black-tie attire is the dark blue pinstripe. We commonly think of this as the suit to wear with black wingtip shoes. But a lot of men dislike the formality of wingtips. If you don't like them, don't wear them.

Either the cap-toed shoe or the smooth plain-toed oxford - the next step down in dressiness - works equally well with a dressy suit and is ideal with all the medium-dark business suits in your closet.

The loafer is not just for loafing. It is no longer relegated to weekend wear. True, slip-ons work particularly well with blue blazers and gray flannels, but they are also fitting for more casual business suits such as medium-toned gray and blue suits, summer khakis, olives and seersuckers.

Avoid mixing extremes. A navy pinstripe suit seems out of kilter with casual loafers, just as a sports jacket and chinos do not look right with wingtips.

To help you equate shoe color and formality, remember that black is dressier than either dark brown or cordovan (a slightly reddish shade of dark brown) in any type of shoe, wingtip, cap-toe or loafer.

Weight is another factor. A lightweight European-influenced dress shoe with a slim sole has more elegance than a heavier brogue, and a low-cut tassel slip-on has more dash with a suit than a chunky penny loafer.

Every second Wednesday, image consultant Lois Fenton answers men's questions on perfecting their image. Send questions to Male Call, Fashion Department, Chicago Sun-Times, 401 N. Wabash, Chicago, 60611. We regret that individual replies are not possible.

GRAPHIC: Linen jackets have an aristocratic air, but because they wrinkle, they're best suited to casual wear. Linen blazer by **Nautica**.

LOAD-DATE: July 31, 1993

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

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Out-of-town races pull sailors onto high seas St. Petersburg Times (Florida) July 29, 1993, Thursday, City Edition

Times Publishing Company
St. Petersburg Times (Florida)

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July 29, 1993, Thursday, City Edition

SECTION: CITY TIMES; SAILING; Pg. 5

DISTRIBUTION: CITY TIMES; NORTH PINELLAS TIMES; CLEARWATER TIMES; LARGO-SEMINOLE TIMES

LENGTH: 645 words

HEADLINE: Out-of-town races pull sailors onto high seas

BYLINE: AMY E. SMITH

BODY:

While sailing is slow on Tampa Bay right now, out-of-town races continue to pull local sailors onto the high seas.

Star trek: The St. Petersburg Star-boat team of Cindy Johnson and Doug Weatherby will be competing in Keil, Germany, in the Star World Championships.

Ladder competition: Bay area teams have performed impressively in several of the U.S. Sailing Ladder Championships. These events, sponsored by the national ruling body of the sport, involve three levels of competition: state-wide, regional, and national.

St. Petersburg skipper Nancy Graham won the semifinals of the Adams Cup Ladder Championship last weekend. She sailed for the St. Petersburg Sailing Association against teams from around the Southeast. She and crew Betsy Robertson, Kathy Geerhaerts and Lisa Hoffer will travel to Marblehead, Mass., for the national finals.

Davis Island yacht club skipper David Clement won the Sears Cup semifinals. The next level pits Clement and crew Nate Miller and Cory Thompson against sailors from around the country in Houston, Texas.

Rod Koch, also representing the Davis Island club, took first place at the Malory Cup semifinals. He and crew Mark Dufany and Ed Collin will compete in the finals at Marblehead in September.

Sunfish Championships: Jeff Linton of Tampa took first place at the Sunfish North American Championships last week. Jeff Olsen of Sarasota won the junior division at that competition, which took place in the rain in Springfield, Ill.

Other Sunfish racers at the regatta were Charlie Clifton of Sarasota, who placed sixth, and Bill Wingrove of St. Petersburg, 16th in a field of 80-plus boats. Rod Koch, who won the event last year, placed 12th.

Chip Clifton of Sarasota placed third among the juniors and 13th in competition with adults. Cory Thompson of Tampa took fifth place in junior competition.

Youth competition: The St. Petersburg Sailing Center youth team is taking to the roads and skies in the coming weeks. Here's the itinerary from coach Jay Kehoe, who calls it "the strongest team yet to travel so far":

The European International Optimist Dinghy Association (IODA) Championships will be held during the first week of August in Belfast, Ireland. St. Petersburg youngsters Jessica Drapkin, Anne Marie Casesa and Clay Eich will be competing in the small, square-ended sailboats.

The IODA Great Lakes Championships will be held in Chicago Aug. 6-8, with Corey Durako, Steven Cox, Matt Mullock, Mike Quinn and Dave Calahan sailing for St. Petersburg.

The Optimist National Championship regatta will be Aug. 9-13 in Lake Geneva, Wis. The St. Petersburg program will send Christina Bickley, Geoffrey Sherman, Anne Marie Casesa, Aubry Eich, Clay Eich, Corey Durako, Kevin Reali, Sean Gurd, Sean Doyle, Scott Douglas, Matt Mullock, Dave Calahan, Mike Newell, Chris Shakespeare and Jessica Drapkin.

In Kingston, Ontario, the Optimist North American Championships are planned for Aug. 16-20. Matt Mulock, Geoffrey Sherman, Sean Doyle, Dave Calahan, Aubry Eich, Clay Eich and Anthony Mittermayr will be carrying the St. Petersburg burgee.

In other youth sailing, skipper Christina Bickley and Stephanie Doyle competed at the International Yacht Racing Union **Nautica** World Youth Sailing Championships in Gargnano, Italy, last month. Although they finished in the bottom half of the competition, coach Kehoe saluted their hard work. "Just to be selected was a tremendous honor for them," he said.

Stephanie Doyle and Molly Slocomb, along with Katie Dixon and Annie Hirt of St. Petersburg, will travel to Houston early in August for the Lieter Cup.

Later in the month, Slocomb and Mike Casesa, along with Christian Obenshain and Chris Russick, will travel to Oysterville, Mass., for the 420's North American Championships.

GRAPHIC: BLACK AND WHITE PHOTO, FRED VICTORIN; Lloyd Everett, who will compete in Clearwater in the state Senior Championships.

LOAD-DATE: July 29, 1993

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

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TAKING COMFORT IN THE CLASSICS St. Louis Post-Dispatch (Missouri) August 1, 1993, SUNDAY, FIVE STAR Edition

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St. Louis Post-Dispatch (Missouri)

August 1, 1993, SUNDAY, FIVE STAR Edition

SECTION: STYLE PLUS; Pg. 1

LENGTH: 2118 words

HEADLINE: TAKING COMFORT IN THE CLASSICS

BYLINE: Lucyann Boston

BODY:

SINCE WHEN have a gray flannel suit, a tweed sport coat, a glen plaid vest, a plaid shirt and a pair of corduroy trousers been considered trendy men's fashion? Don't head for the library or flip through an ancient photo album for the answer. It's right in front of you. The basics are back in men's fashion. Creativity and innovation among designers and manufacturers are being tempered by considerations of price and lasting value, according to designers at the recent Men's Fashion Association (MFA) preview of 1993 fall and winter fashions in New York. Tom Julian, fashion director of the MFA, called fall '93 "a kind of reality check" for designers. While the fashion community is "continuing to generate new styles, colors and novelty ideas," those facets of the industry are being modified "to satisfy the public's tilt toward essentials," Julian noted. According to trend forecaster David Wolfe, creative director of the New York firm Doneger Design Direction, there is a "sensible-clothes-for-sensible-guys" movement in the fashion industry. In a presentation sponsored by Men's Health magazine, Wolfe noted that this back-to-basics mood has slowly evolved in the industry until it has become a trend in itself. Fueling the movement is the relaxation of rigid business dress codes by many companies and the institution of "dress-down Fridays" in some businesses, according to Wolfe. Those factors have allowed such basics as plaid shirts, tweed jackets and corduroy trousers on occasion to become part of business dress. What previously had been two opposing forces in men's fashion - casual and tailored clothing - are joining forces, he said. "Men are realizing that this (dressing down) is the way they want to look, and they're turning it into a fashion trend. Pretty soon you're going to have dressed down Mondays, Tuesdays, Wednesdays, Thursdays and Fridays." "The menswear industry is going through a basic change," said Mari Jo Winfrey, who manages the Joseph A. Bank Clothiers store in St. Louis. "Men are dressing down more," she explained, noting that men who used to wear suits to work are finding sport coats more acceptable, and those who wore sport coats are occasionally opting for cardigan sweaters or casual vests. "They're being casually creative," she continued. "Tailored clothing is still important, but it's going to be very relaxed. I don't think we'll ever go back to the clothing that was so restrictive." "There are lots of young guys in soft careers," noted Carla Felumb, co-owner of the Mr. Guy stores in Clayton and Ladue. To take advantage of that market, Felumb plans to open a men's casual clothing department at the Ladue store, which had previously stocked only women's clothing. In their dress-down mode, men are opting for the basics because of the look's longevity and versatility, according to Patti McGrath, menswear communications manager for Pendleton Woolen Mills. "The beauty of a classic style is that it can be reinterpreted in a variety of ways," she said, adding that the same plaid shirt that can be dressed up with a sport coat also can be worn with jeans and a turtleneck or tied around the waist for a teen-age grunge look. Shirts are a particularly important ingredient of the dressed-down look, said Susan Tierney, creative merchandising manager for Famous-Barr Co. "The whole movement has created a much wider assortment of casual shirts," she pointed out, noting the popularity of shirts with banded collars, denim and chambray shirts and shirts with western detailing. "We're also seeing a lot of interest in casual,

braided-look belts and braces (suspenders)." Designers are using creativity in their reworking of the basics. For instance, Ben Narasin, who designs the Boston Preparatory Company line, has revamped the classic denim shirt by adding a printed canvas back featuring an antique world map. Men have become comfortable with a wide variety of reinterpretations because they "are more fashion-conscious and involved in their apparel," suggested Joe Sapienza, divisional vice president/director of merchandise development for men's clothing for JCPenney department stores. "They're receptive to change." Here are some ways men will find the basics reinterpreted this fall. Classic tailored clothing at old-fashioned prices. Forget Elvis. It's Cary Grant who's alive and well and being sighted in menswear departments all over America. Think of the dapper, easy styles depicted in movies from the 1930s and 1940s and you have the look top menswear designers are bringing to the mainstream market. Sal Cesarani says his goal is to tailor elegant, affordable (\$325 to \$425 for a suit) clothing with such a relaxed fit that a man can sit comfortably with his jacket buttoned. Whether a man selects single-breasted, double-breasted or three-button styling has become a matter of personal choice in much the same way women are opting for a variety of skirt lengths. Both double-breasted and two-button, single-breasted styling are already well established. A spokesman for Dillard's called the increasing interest in three-button styling "another positive twist to the business." Jacket shoulders are wide but naturally rounded to prevent a boxy look. Jackets are slightly longer. "The fancy sport coat business continues to be good, with an emphasis on lux fabrics such as camel's hair and cashmere," according to the Dillard's spokesman. It's the right time for the return of the classics, according to pricey (\$2,000 per suit) designer Garrick Anderson, who recently created a lower priced line (\$425 to \$600), which will be introduced at Neiman-Marcus. "If people are going to spend a lot of money for a suit, they want something worthwhile," he said. "The classics are always good and always will be good." No matter how terrific the styling or elegant the look, the real secret to success in the tailored clothing market is a price point that doesn't turn away customers. "Be realistic. Don't touch the consumer in his pocketbook," cautioned Confezioni Riserva designer Luciano Franzoni, whose basic \$300-per-suit price point has remained stable for the past five years. Vested interests. Vests are the season's single most important accessory, according to Sapienza. Instead of seeing them as a matching component of a three-piece suit, tailored clothing designers are creating complementary vests in checks, tweeds and plaids that can provide a sporty accent for a suit or a dressy look for a sport coat. "It's a component that makes other components work," said Cesarani. Designers are marketing tailored vests as separate items alongside suits. This gives customers a vest option without driving up the cost of the basic suit. In sportswear departments vests in fabrics ranging from silk to denim are envisioned as replacing jackets, particularly in the young men's market. Rugged, multipocketed vests are a strong component of the outerwear market and being aimed even at guys whose idea of outdoor adventure is hunting a parking place at the mall on a Saturday afternoon. British incursions. The tweeds, checks, suede elbow patches, ticket pockets, comfortable corduroy trousers, hacking jackets and waistcoat-style laped vests will be as popular in men's fashion as rumors about Charles and Di are in the tabloids. Colors usually associated with English gentry looks - browns, greens and rusts - also are an important factor in the men's market. Dress shirts with contrasting collars, tattersall checks and stripes on a white background are other British touches that are showing up for fall. The one difference between the British-influence classics created for fall 1993 and their ancestors is in the weight of the garments. At a time when ease and comfort are clothing buzzwords, manufacturers are opting for lighter-weight versions of traditionally heavy English woolens. A Corbin sport coat that the manufacturer notes would "historically have been done in a heavy shetland" is now being made from a worsted/lamb's wool combination that is woven in Scotland. The fabric was created to appeal to today's consumer who is interested in softer fabrics with a more luxurious feel, according to the company. Toned-down ties. You can have Tabasco on your tie without spilling a drop or "Follow the Yellow Brick Road" from your neck to your navel, as everything from favorite food stuffs to classic American movies invades the tie market. But even those trendy patterns will be much more subtly woven into ties than in previous years. In addition to the fashion novelty business, there will be a strong trend to what Tierney calls "updated traditionals," in which patterns such as paisleys and geometrics are blown up to create bold but not blatant designs. "Black and yellow are the new fashion colors," she added, in part because they show up well against denim. Northern exposures. Led by such classics as plaid flannel shirts and bold, buffalo-check wool jackets, rugged outdoor styling continues to be an important trend, even in areas without a moose on Main Street. Wildlife motifs are showing up in everything from flannel pajamas and print shirts to ties. Rugged boots, polar fleece tops and hunting-style jackets also are components of the trend. Jackets that extend past the hip are more popular than waist-length bomber styles. The popularity of flannel shirts has found Sears stores in the right place at the right time, according to Meg Rist, divisional vice president and general

merchandise manager for men's fashion. "We've always been known for flannel shirts; now all of a sudden flannel is in fashion and we have a great product." Western roundup. "What started out as a trend is now a style, and it's not going away," said Pendleton's McGrath of the westernwear boom that's as firmly planted in American fashion as a bad guy on Boot Hill. Fueled by the twang of country and western songs and the footwork of the Texas two-step, folks in all 50 states are continuing their romance with the West. The driving force behind the men's sportswear business continues to be denim, according to a spokesman for Dillard's. This fall, noted the MFA's Julian, men can expect to see the addition of detailing such as whip stitching and classic Navajo patterns to give denim and its lighter-weight cousin chambray a slightly different look. Also booming is the western boot business. Code West, which manufactures a western-style boot with city-slicker comfort features, has seen distribution points double and business increase 65 percent over the past year, according to Chris Cunningham, marketing representative. Workwear influence. If you want to couch this movement in fashion terms, it might be called "construction worker casual." Basically, it's a mix of outdoor styles and westernwear with some steel-toed boots and thermal underwear thrown in. Leather. When everybody had bought a leather bomber jacket, the leather business declined. Now it's on the way back with hip-length leather jackets and motorcycle styles leading the pack. Leather detailing on fabric jackets, shirts and vests also is important. Sweaters. During the last few years stores have sold "enough sweat shirts to sink a ship," said designer Ron Chereskin, who pioneered the cotton sweater movement in the late 1970s. Men are going back to sweaters because they have "multiple uses," he theorized. Leading the way are expected to be sweaters in luxurious fabrics such as lamb's wool and cashmere and those with interesting texture and patterns, according to Karen Doll, fashion coordinator of Saks Fifth Avenue. Comfortable shoes. Baby boomers grew up in sneakers, and the consensus among shoe manufacturers is that even when boomers dress for business, they want shoes that feel like sneakers. Companies are stepping lively in their efforts to create new lines of easy-to-wear shoes. Casual Hush Puppies has launched a line of comfortable dress shoes, while Allen Edmonds, well known for expensive dress shoes, has gone into the casual-wear business. Recently, Dockers launched a line of comfort dress/casual shoes, made by Johnson & Murphy. One step up the price ladder from Dockers, where prices for lace-up dressy looks average around \$88, will be Johnson & Murphy's own comfort-oriented collection. Ranging from \$90 to \$140 per pair, it's the first new line to carry the Murphy name in 143 years. Taking license. From the pages of comic books to the movie screen, from center field to the open road, licensing is a hot ticket in the clothing industry. Tastes run from Tweedy Bird to a Harley Hog as Americans - and the world in general - proclaim their loyalties by what they wear.

GRAPHIC: PHOTO; (1) Color Photo - ABOVE: In his new transatlantic collection, designer Sal Cesarani offers classic wardrobe components that a man can combine in a variety of ways. Here, a black and cream glen plaid sport coat and matching vest are worn with cream-colored flannel trousers. (2) Color Photo - LEFT: Cesarani's glen plaid vest gives a classic, double-breasted pinstripe suit a new sense of style. (3) Color Photo - Layers create versatility and style for fall. Tempo Libero's geometric print shirt with collar and cuffs in a contrasting print is worn over a mock turtleneck shirt and topped with a sandwashed denim jacket. (4) Color Photo - Texture is an important ingredient in fall sweaters. This fractured plaid, wool/alpaca blend crewneck is from the Pronto Uomo collection. (5) Color Photo - A wardrobe mainstay, the classic duffle, is reinterpreted in vibrant red wool by designer David Chu in the **Nautica** collection. (6) Color Photo - Outdoor basics are layered to create a look a man can wear for years. The rugged down vest, horizontal striped flannel shirt, both from St. John's Bay, and Arizona Signature colored denim jeans are available at most J.S. Penney stores.

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FAMILY LIFE: HOW-TO BOOK FOR BOOMERS Pittsburgh Post-Gazette (Pennsylvania) August 5, 1993, Thursday,

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Pittsburgh Post-Gazette (Pennsylvania)

August 5, 1993, Thursday, SOONER EDITION

SECTION: ENTERTAINMENT, Pg. C4, MAGAZINES

LENGTH: 550 words

HEADLINE: FAMILY LIFE: HOW-TO BOOK FOR BOOMERS

BYLINE: BILL STEIGERWALD

BODY:

A lot of people are going to have trouble buying into Family Life, the newest magazine from Jann Wenner's house of Rolling Stone.

Family Life will debut Tuesday, joining Rolling Stone, US and Men's Journal at Straight Arrow Publishing. Oversized, fat with ads for everything from Nike and Ivory soap to **Nautica's** nifty 1993 off-to-kindergarten ware, it is a perfectly politically correct how-to manual for upscale Baby Boomers who have recently made the ultimate acquisition: children.

Its editor, Nancy Evans, promises Family Life will be intelligent, sophisticated, helpful, supportive, broad-minded, and it won't talk down to its target audience, the country's 49 million parents of kids aged 3 to 12. It'll address the big issues -- violence, racism, drugs -- plus the everyday issues, such as which bike is the best one to buy or which videos children should watch. It'll have a sense of humor and be kid-friendly.

In pursuit of these goals, the premiere issue of Family Life is crammed with dozens of articles. There's everything from a profile of Tipper Gore and a report on a Chicago public school that works, to guides to school fashions, affordable family weekends and tips on how to get your kid a good haircut.

The values of helping others, eating healthy, becoming politically active and saving the Earth from environmental ruin are continuing messages -- sometimes even in the ads.

But those wholesome liberal values can't compete with the many odes to the joys of conspicuous consumption -- whether it's an article on computers or an ad for BMW's new 530i Touring, a model that apparently is about to supplant the Volvo as the perfect family car for shuttling your three daughters back and forth to their ballet classes.

All good parents want to be actively involved in creating happy and fulfilling lives for their children. But if they want to do it Family Life-style, many of them could go broke.

PEOPLE REDUX: Another new magazine that's already among us is In Style, which is being sold as "the new celebrity lifestyle magazine."

Brought to us by Time Inc. and the editors of People magazine, the current issue is actually a test issue. As it promises, it delivers exactly what so many social critics say America so desperately needs more of -- "more celebrity homes, parties, and fashion than you ever dreamed possible."

Editor Martha Nelson defines "style" as not fads or labels but personality, and she aims to show what "choices people make about their homes, their fashions, their pastimes and their passions."

Annette Bening and her stylish legs are splashed on In Style's first cover. Inside, the piece on her is mostly photos of her lounging around her expansive Beverly Hills home. Hubby Warren Beatty and their baby Kathryn are nowhere in sight. It's all Annette.

Along with many important tidbits about how she's coping with motherhood and stardom, we learn that Annette prefers showers to bubble baths -- though she poses for In Style in the bubbles of her Jacuzzi.

Based on the Benning spread and a fast flip through similar exposes of Jodie Foster, Ivana Trump and rodeo-rider-turned-actor Brad Johnson, In Style has managed what many would have said was impossible: It has made People look serious and substantial.

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FASHION;WHO'S BEEN SITTING IN MY CHAIR The New York Times August 8, 1993, Sunday, Late Edition - Final

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The New York Times

August 8, 1993, Sunday, Late Edition - Final

SECTION: Section 6; Page 43; Column 1; Magazine Desk

LENGTH: 173 words

HEADLINE: FASHION;
WHO'S BEEN SITTING IN MY CHAIR

BYLINE: By Alison Moore

BODY:

For a kid, a day at the office can be better than a theme park. Where else can you play video games on a Quotron machine (see Nicholas Helfenstein, right), or Xerox your body parts?

Of course, what to wear on these important occasions is no small question. But fortunately, for fall, everything from rugged, tough-guy clothes to refined separates is a workable option.

For children who like their fashion cutting-edge, dresses with rough, reversed hems have made their way straight from the runways of the avant-garde to the local girls' department. Black-and-white lumberjack plaids mixed with sweatshirt fabric give boys' shirts that homeboy look. And dainty vintage prints, so popular with the grown-ups, are now showing up on elephant-width palazzo pants.

If making an impression is what really counts, you can always go classic in a tried-and-true double-breasted navy blue blazer, oxford button-down shirt and yellow slicker. But whatever you decide, just remember, when it comes to clothes, you're almost the boss.

GRAPHIC: Photos: THE DESK SET -- When her kids needed to learn fractions, Hope Helfenstein did what any good stockbroker would: she taught them to play the market. Today, they're so financially adept, they refuse to eat at McDonalds, preferring to put their money where their portfolio is -- at Taco Bell! Genevieve, 11, is wearing a rayon vest, \$38, pants, \$34, and a cotton T-shirt, all by Adrienne Vittadini Girls. At Bloomingdale's. Macy's Northeast. Nicholas, 9, is wearing a wool blazer, \$110, cotton shirt, \$30, and flannel trousers, \$55, from Brooks Brothers. Silk handkerchief and bow tie from Giorgio Armani Junior. Shoes from Mighty-Joe. Hope Helfenstein's clothes from Episode. (pg. 43); DIFFERENT STROKES -- Though her mother paints at home, that doesn't entitle Simone Humphrey to instant access. When Emily Cheng's studio door is closed, Simone understands that "business hours" won't be over until 6 P.M. With a decided preference for dresses over pants, Simone, 6, struts her stuff in a cotton jersey dress with reverse seams and elbow patches from Say 10, \$36. At Me-Ki Kids at Screaming Mimi's, 22 East Fourth Street. Lace-up grunge boots, \$14.99. At Kmart. Socks from Trimfit. (pg. 44); A CHIP OFF THE OLD BUTCHER'S BLOCK -- Michael Sternberg, who was a lawyer and a banker before buying a wholesale meat company in Greenwich Village, was stunned when his son, Alexander, 4, recently asked, "Why did you choose this business?" Dressed for a cold day in a meat locker, Alexander wears a bomber jacket with knapsack from Wild Ones, \$130. At Barneys New York. Bebe Thompson, 98 Thompson Street. Jeans from Giorgio Armani Junior, \$118. Hat by Sonya Fassih, \$24. To order, at 212-233-7687. Boots from Haflinger. (pg. 45); HOT PURSUIT

-- Considering how much fun it is to climb on the rigs and lift weights with Ladder Company 23, Catrina White wanted to know, can you be a "fire girl"? Her father, John, corrected her: "fire fem." Catrina, 9, is wearing a cotton Henley shirt, \$44, and cotton thermal long johns, \$44, both from DKNY Kids. At Saks Fifth Avenue. Strawbridge & Clothier, Philadelphia. Long johns also at Dillard's. Fleece firefighter's hat from Ham & Eggs, \$28. At Barneys New York. Socks from Trimfit. (pg. 46); CENTER OF ATTENTION -- The last time Zack Oates, 7, attended a practice session of the New York Giants with his father, Bart, the team's center, the "guys" dunked him in the Jacuzzi -- with his clothes on. An aspiring writer, Zack thinks football games take too long and amuses himself with pad and pen. His cotton flannel shirt, \$23, and sweat pants, \$21, from Jonathan Stone. At Morris Bros., 2322 Broadway, in September. Denny's, Little Neck, Queens. Sneakers from Spalding, \$24.99. At Kmart. Socks from Trimfit. (pg. 47); CATCH OF THE DAY -- Although she could do without the smell of dead fish, Hailey Kohlus, 7, likes to trawl the waters off Montauk with her father, David, a charter fisherman. Her biggest catch? A 12-pound striped bass. Her jacket, part of a rain suit, \$37, through Columbia Sportswear, 800-622-6953. Sweater, \$150, vest, \$155, and cap, \$50, from Giorgio Armani Junior. At Emporio Armani, 110 Fifth Avenue. Pants from Deckleberry Frye, \$56. At The Chocolate Soup, 946 Madison Avenue. Boots from L. L. Bean. (pg. 48); HORSING AROUND -- As befits the child of a Connecticut veterinarian, Claire Manganiello, 5, has no fear of animals. In fact, she's so involved in the practice of her mother, Susan Aberle, that she often asks to see the X-rays. Claire's Egyptian cotton riding coat, \$219.50, and lined rubber Wellington boots, \$39.50, both from Barbour. At Lederer, 613 Madison Avenue. Cotton overalls, \$41. At Jacadi, 787 and 1281 Madison Avenue. Hat, \$12.50, and cotton denim shirt, \$22. At Gap Kids. (pg. 49); SUGAR, DADDY? -- John Fireman, 12, whose favorite foods are lobster and caviar, has a palate his dad, Sheldon, relies on. When the chef flubs a sauce at his dad's restaurant, Trattoria dell'Arte in New York, John's feedback is invaluable. John, who assisted the restaurant's pastry chef last summer, is wearing a cotton sweater from **Nautica** Boys, \$80. At the **Nautica** Store, 216 Columbus Avenue, and Newport Beach, Calif. Burdines, Dadeland, Fla. Macy's West. Denim shirt, \$24, and classic jeans, \$24. At Gap Kids. (pg. 50)(Photograph by Michael O'Brien for The New York Times)

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Genesco's growth path strewn with brands. Footwear News August 9, 1993

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Footwear News

August 9, 1993

SECTION: Vol. 49 ; No. 32 ; Pg. 23; ISSN: 0162-914X

LENGTH: 500 words

HEADLINE: Genesco's growth path strewn with brands.

BYLINE: Rieger, Nancy

BODY:

NEW YORK - Do not tell the executives at Genesco Inc. that it is an overbranded world out there. The Nashville-based company, which has acquired or launched several brands within the past year, has remained faithful in brands' abilities to generate repeat sales with good margins.

"A brand-driven consumer product company" was how E. Douglas Grindstaff, president and ceo, described Genesco to the financial community. Private label footwear accounts for only 10 percent of Genesco's shoe business, he said.

While the company's men's suit business has been hit broadside by the shift to casual, less-pricey clothing, Genesco's brand growth philosophy has been producing sales increases in footwear wholesaling. Footwear accounted for 30 percent of net sales in fiscal 1992, 38 percent in fiscal 1993 and is estimated to comprise 47 percent in 1994.

Much of the sales increase has come from the Code West and Laredo Western boot businesses, said Grindstaff. "We have not seen our business grow just because of the Western market; we have been stealing share," he noted.

The addition of new brands such as Dockers and **Nautica** is also contributing to Genesco's footwear sales, as is the May 1992 acquisition of the worldwide rights to the Mitre trademark. Still, brand development requires a patience for profits. While footwear wholesale revenues in the first quarter of this fiscal year increased almost 50 percent over a year ago, earnings increased by 10 percent.

Advertising dollars, sales staff additions and a first half that is always slower than the second half in sales, accounted for much of the difference, explained Grindstaff. The company is also investing in the development of University Brands, which it acquired late last year, J. Murphy, a less expensive casual and dress addition to its Johnston & Murphy brand just hitting retail now; and Domani, its own line of Italian-made men's shoes.

Grindstaff, asked to identify Genesco's single biggest opportunity, said it was "probably in retailing," followed by several shoes brands. Retail revenues increased by only 0.3 percent in the first quarter over the year-ago figure, but that figure does not give an accurate picture of Genesco's entire retail operation. Same stores sales were up 7.7 percent in the last fiscal year and they were up 4 percent in the first quarter of 1993.

The number of Genesco stores dropped from 540 at the end of January to 533 at the end of April. Of these, Grindstaff said 40-50 are losing money; some will improve, others will be closed. The Johnston & Murphy stores are the most profitable while "the weakest has been Journeys," he said.

"Some (Journeys) make \$ 150,000 at the store level, some lose \$ 60,000 at the store level," he continued. Grindstaff attributed difficulties to prior management's bad location decisions, a need for more private label, and a 107-unit chain that is not large enough to meet the overhead requirements of high-volume fashion retailing.

GRAPHIC: Photograph

SIC: 3140 Footwear, Except Rubber ; 3143 Men's footwear, except athletic ; 3144 Women's footwear, except athletic ; 5139 Footwear

IAC-NUMBER: IAC 14500691

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Crain's New York Business August 9, 1993 - August 15, 1993

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Crain's New York Business

August 9, 1993 - August 15, 1993

SECTION: PROFILES; Executive Moves; Pg. 28

LENGTH: 1426 words

BYLINE: Carmen Feliciano

BODY:

ACCOUNTING

Price Waterhouse -- Denis O'Connor, 36, was named partner. He was formerly senior manager.

Randall J. Dalia, 35, was named partner. He was formerly senior manager.

Leo F. Naughton, 41, was named partner. He was formerly senior manager.

ADVERTISING

McCann-Erickson Worldwide -- Ira Carlin, 45, was promoted to executive vice president and worldwide media director. He was formerly executive vice president and media director for McCann-Erickson North America and media director for McCann-Erickson New York.

Robert A. Becker Inc. -- Linda Meredith was promoted to senior vice president. She was formerly group vice president/account supervisor.

APPAREL/RETAIL

GFT USA Corp. -- Ann M. Byron, 35, was appointed vice president-human resources. She was formerly assistant general manager of administration at Saks Fifth Avenue in Miami.

R.H. Macy & Co. -- Richard Leto, 41, was promoted to merchandising president for the company's east division. He was formerly group senior vice president and regional director of southern stores.

USA Classic Inc. -- Nicole Bushway, 38, was promoted to design director for the **Nautica** boys and girls divisions. She was formerly boys wear designer.

CONSUMER PRODUCTS

Mootch & Muck Inc. -- Michael Hoare was promoted to regional sales supervisor in charge of the southern district of New York for the Brooklyn, N.Y.-based company. He was formerly New York area sales manager.

FINANCE

BT Variable -- Mitchell R. Katcher, 40, joined as executive vice president in charge of product development.

Parsons Brinckerhoff -- William S. Roman, 49, named senior vice president for the engineering and planning firm. He was formerly vice president and manager of the hazardous materials division of TRC Environmental Consultants Inc. in Windsor, Conn.

Stephen Weinstein, 50, was named director for transportation policy in the New York office. He was formerly vice president-public finance at Lazard Freres & Co.

Segal Co. -- Robert Krinsky, 56, was named chairman. He was formerly president and chief executive.

Dale B. Grant, 50, was named vice chairman and chief strategic planning officer. She was formerly executive vice president.

Howard Fluhr, 50, was named president and chief executive. He was formerly executive vice president.

Toyota Tsusho America Inc. -- George Pirece was named general counsel and assistant vice president. He was an associate at Mudge Rose Guthrie Alexander & Feldon.

UNICEF -- Dr. Gwendolyn Calvert Baker was named president and chief executive. She was formerly national executive director of the YMCA of the USA.

Vitt Media International Inc. -- Len Lieboff was named senior executive vice president/corporate media director of the media buying company. He was executive vice president.

Weidlinger Associates -- Dr. Jeremy Isenberg was named chief executive based in the New York City office of the engineering firm. He was principal in charge of the San Francisco office.

GRAPHIC: Photo 1, I. Carlin; Photo 2, S. Friedman; Photo 3, J. Grant

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

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

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FID FAX THE DALLAS MORNING NEWS August 11, 1993, Wednesday, HOME FINAL EDITION

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THE DALLAS MORNING NEWS

August 11, 1993, Wednesday, HOME FINAL EDITION

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

LENGTH: 166 words

HEADLINE: FID FAX

BODY:

POWER PARTY

It was such an important party that Esquire publisher Alan Stiles offered \$ 100 for a hard-to-find issue of a menswear journal containing a story about it.

He eventually got his copy of the Daily News Record, free, and those who attended got stories to tell. ("Did you see Nick Hilton hiking up his trouser legs to show off his calves? Did you see the photos of Alexander Julian's new baby - and the huge new house addition to hold everybody?")

The Council of Fashion Designers of America, along with Details, GQ and Esquire, threw the party in New York to celebrate Men's Fashion Week, an almost week-long showing of designer menswear collections. For several hours in the atrium of the chic restaurant Remi, turning around meant bumping into Calvin Klein, Donna Karan, Alexander Julian, Barry Bricken, Ron Chereskin, Tommy Hilfiger, Joseph Abboud, Eddie Rodriguez, David Chu (founder of **Nautica**), E.G. Smith and even Boy George. The most notable no-show? Ralph Lauren.

GRAPHIC: PHOTOS 1. Alexander Julian 2. Elizabeth and Barry Bricken 3. Jhane Barnes 4. Donna Karan 5. Tom Julian, Derrill Osborn.

LOAD-DATE: August 13, 1993

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

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

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*VENDORS ADD SPICE TO CITY LIFE; FRAGRANCE SALES PROVIDE A LIVING Buffalo News (New York)
August 13, 1993, Friday, City Edition*

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Buffalo News (New York)

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August 13, 1993, Friday, City Edition

SECTION: NEWS; Pg. 1

LENGTH: 1014 words

HEADLINE: VENDORS ADD SPICE TO CITY LIFE;
FRAGRANCE SALES PROVIDE A LIVING

BYLINE: By KEVIN COLLISON, News Staff Reporter

BODY:

Whiffs of fragrances from vendors selling oils and incense are joining the aroma of grilled hot dogs and fresh farm produce along Buffalo Place.

"Get your body oils, incense, bangles," pitched one man to downtown passengers leaving the Metro Rail at Lafayette Station on a recent morning. "Small price to smell nice."

The vendor, Eddie T., 31, of Lackawanna, was dressed sharply in a black shirt, black tie and gray slacks. His address was a folding table at the entrance to the former Courtyard Mall.

Eddie, who described himself as a recovering drug addict, said his new job is an opportunity to find a life away from the streets or the unemployment line.

"Everybody likes to smell nice," he said as he unpacked rich-colored oil vials from his gym bag. "It's better than selling somebody drugs. It's honest."

Richard Reinhardt, Buffalo Place executive director, said the licensed vendors are good for downtown and for helping people get started in business.

"The vendors add to the street life, making it more interesting for people," he said. "It also helps small entrepreneurs get started."

Buffalo Place, along with City Hall, rewrote regulations about four years ago governing peddling in downtown Buffalo. Special locations were allotted for more than 30 vendors.

Debra Chernoff, manager of planning for Buffalo Place, the architect of the law, said hot dog vendors were the first to arrive, but now the products are diversifying.

"My personal feeling is you're adding life and vitality to the street," said Ms. Chernoff.

Body oils, incense and similar wares have been sold on the streets of New York City for some time. In fact, the Buffalo vendors say their orders are filled from New York manufacturers.

But it has only been this summer that the trade has opened here. Besides downtown, scent merchants operate tables occasionally in other areas, including Main and Utica, Grant and Ferry, and Jefferson and Utica.

It costs \$ 315 for an annual permit, \$ 52.50 for a 14-day permit or \$ 10.50 for a daily permit. One vendor said sales range from \$ 130 to \$ 500 a day. James McHenry, who operates his own stand as well as Eddie T.'s, said the market for oils began in the African-American community, but is beginning to catch on among other ethnic groups.

"Mostly Muslim and black people are familiar with the oils," he said. "Caucasian people haven't been properly introduced to oils, but a lot are now."

The oils, which are packaged generally in \$ 5, \$ 10 and \$ 20 vials, are referred to by brand names of similar perfumes. Fahrenheit, Eternity, **Nautica** and a host of other names familiar to the cosmetic counter are sold. The products are apparently unregulated.

McHenry, 39, who said he also is a recovering addict, said vendors get around patent laws by describing their wares as "Eternity-type."

"We also sell natural oils like jasmine," the Buffalo man said. "Hippies from way back like that. I have the best patchouli (a scented oil) in the city."

Keith Alford, president of A M & A's Co., said he has heard of no complaints from the perfume manufacturers who stock his cosmetic counters regarding the sale of scent knock-offs.

"As far as I know, there's been no discussion about this particular problem," he said.

Oils offer an attractive alternative to perfumes for followers of the Muslim faith, McHenry said. They contain no alcohol, which Muslims are prohibited from using.

Abdul Malik, 22, a college student from New York City, said he began selling oils in New York because there were no other jobs available. He also offers other products such as jewelry.

Asked why there is more such activity in Buffalo these days, he replied.

"Maybe people are tired of filling out unemployment applications and want to do for themselves."

Daric Harris, 28, a Houston native who moved here two years ago, said he appreciates learning about a life beyond the confines of his former days as an addict.

"It's like a new world," he said, as he stood behind a table in front of the old L.L. Berger Store.

"It gives the individual a chance to do something productive in the community plus make a life for themselves. It also gets you interested in business."

"I'd never gotten a license in my life and it felt good."

GRAPHIC: RONALD J. COLLERAN, Buffalo News, James McHenry, left, and Eddie T. offer their wares in front of the former Courtyard Mall.

LOAD-DATE: August 15, 1993

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

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

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

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Flannel everywhere for men Daily Oklahoman (Oklahoma City, OK) August 22, 1993, Sunday

Copyright 1993 The Sunday Oklahoman
Daily Oklahoman (Oklahoma City, OK)

August 22, 1993, Sunday CITY EDITION

SECTION: ACCENT; Pg. 7

LENGTH: 453 words

HEADLINE: Flannel everywhere for men

BYLINE: Linda Miller, Fashion Editor

BODY:

What will men be wearing this fall?

Real clothes, according to the Men's Fashion Association, which views the new season as kind of a reality check for designers.

The association's forecast includes:

Flannel Flair - Men have recognized the comfort of flannel for decades. Flannel trousers date back to 1918, reaching their peak of popularity in 1929 Palm Beach. The gray flannel suit was a mainstay in 1948.

Today, flannel is used for everything.

For fall, Nicholas Graham uses flannel printed with polar bears for boxer shorts. Ben Narasin at Boston Preparatory Co. gives his flannel shirts color in gold, orange and black plaid. And Botany 500 updates the gray flannel suit with double-breasted styles and pin stripes.

Natty English - Back in 1923 the Prince of Wales inspired American stores to promote the English style. Popular items at the time included hacking jackets, knickers, the white collar shirt and waistcoats.

Today, designers again are capitalizing on English themes with Donegal tweed, lamb's wool, plaid and checked sport coats that feature belted backs, leather buttons and ticket pockets.

Nautica's casual brushed-wool sport coat features lots of patch pockets and quilted lining. The English driving cap is also making a comeback.

Treatments and trims - The zipper - the most visible treatment in menswear today - first appeared on men's shoes, though it wasn't

until 1930 that it was used on men's trousers.

For fall, designers use contrasting fabrics to trim garments, add whipstitching to give textural interest and place zippers for fantasy as well as function on vests, shirts, sport jackets and sweaters.

Sweater story - What began as a garment for warmth and utility has evolved over the years into a kind of fashion statement.

The khaki sweater emerged during World War I, followed by the golfing sweater in the '30s, the Perry Como cardigan in the '50s and Bill Cosby's fashion sweaters of the '80s.

The sweater cycle is on the upswing again, including styles that feature roll necks and varied textures in deep masculine tones of heather, teal, hunter green, aubergine and amethyst.

Buttoned-up suits - It's doubtful many Americans will rush out to buy the frock coats Italian designers showed on the runways. The coats may fit in the movie "Dracula," but most men don't buy into that look for real life.

The American version is a longer jacket and narrower lapels with four- or five-button closures. Vests also get more buttons for an elongated line.

Double-breasted suits still make a fashion-forward statement for many men, and today's versions are getting inspiration from Hollywood in the '40s with fuller silhouettes.

GRAPHIC: Cube print cotton sport shirt and matching cardigan and wool knit plain-front charcoal gray pants are by Jhane Barnes, from Joe Frank in Nichols Hills Plaza. Model is from Fullerton Modeling & Casting Agency. - Staff Photo by Doug Hoke

LOAD-DATE: March 16, 1998

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

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

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Midtown store will specialize in casual styles Memphis Business Journal August 30, 1993

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Business Dateline;
Memphis Business Journal

August 30, 1993

SECTION: Vol 15; No 16; Sec 1; pg 3

LENGTH: 626 words

HEADLINE: Midtown store will specialize in casual styles

BYLINE: Nicky Robertshaw

DATELINE: Memphis; TN; US

BODY:

Years ago the midtown stretch of Union Avenue was lined with clothing shops such as Helen's of Memphis, Julius Lewis and Pappagao.

Most of these are long gone, forcing women living in Midtown to go to malls and shopping centers out east to shop for clothes.

"I live here in Central Gardens, and I have the same dilemma," says Karen Davis. "There's not anywhere nearby to buy a pair of jeans or khakis or even to pick up a pair of pantyhose."

Davis, a former private investigator who has retail clothing and jewelry experience, is doing more than complaining about the situation. She has opened her own store, Perceptions, that she believes will take care of the problem in style.

Perceptions, which opens this week, has fashionable casual sportswear for women and men with a wide range of prices. Davis thinks the unstructured style of the clothes, the natural-fiber fabrics and moderate prices will appeal to Midtowners.

The leased store features a peach-colored interior with art deco trim and fixtures. It is located in a high-traffic area at 1525 Union, across from the post office.

Davis believes that it's a good time to revive the Midtown clothing store. She points to the influx of younger people into Midtown, which makes it a stronger market than it was 10 years ago, for example.

Other clothing stores do business in the area, including Trousseau, Casual Corner and several boutiques. But Davis thinks that for the customer she wants to attract, Trousseau's clothes are too mature, Casual Corner's look like chain-store clothing and the boutiques are too expensive.

Davis intends to cultivate relationships with Midtown residents, so that she can provide personalized service for her customers in the same way such neighborhood institutions as Stewart Bros. Hardware and the Toddy Shop do for their clients.

"I want someone to be able to call me and say, 'I need a cream sweater, do you have one I can come by to see?'" Eventually, she wants to be able to go to market with particular customers in mind.

That's where she plans to draw on her investigative skills as well. "You've got to be able to read your customers."

Perceptions will start out with about 60% of its merchandise in women's clothing and the remainder in men's.

The 1,300-square-foot store will feature women's labels such as Anne Pinkerton, Laundry, Cambridge Dry Goods and British Khaki in a wide range of prices. Prices range from \$ 39 for a sweater to \$ 250 for a jacket, and a dress could cost \$ 89 or \$ 190. The selection includes pants, skirts, jackets, dresses, jewelry and accessories such as purses and belts.

Welcome news to Midtown women is that Perceptions carries Hanes and Evan Picone pantyhose, addressing a common complaint about having to drive miles to purchase quality hose.

"There's something in this store for everyone, and at prices that everybody can afford," she says. She adds that while it's great if someone buys a whole outfit, "you can buy one piece and find something in your closet to match it."

For men Perceptions sells pants, jeans, shirts, sweaters and ties--including funky artist ties. Prices for a pair of pants, for example, range from \$ 20 to \$ 90, and brands include B.D. Baggies, **Nautica**, Tango, Byford and Perry Ellis. The aim is for an updated relaxed traditional men's look, she says.

Davis's business experience comes from working at Dillard's, Dreyfus Jewelers and the jewelry wholesaler Domaine. As well, she says she loves the people aspect of running a store. She has a partner in the business, Memphis attorney Tohn Cannon, who is more involved in the financial end.

As for the future, Davis hopes to have a good solid customer base to serve by the end of the year. Eventually she'd like to expand.

GRAPHIC: Photo

UMI-ACC-NO: 9379435

LOAD-DATE: October 24, 1995

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

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Two classic labels downsize; Polo/Ralph Lauren and Nautica Youthwear Children's Business September, 1993

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Children's Business

September, 1993

SECTION: Vol. 8 ; No. 9 ; Pg. 14; ISSN: 0884-2280

LENGTH: 198 words

HEADLINE: Two classic labels downsize; Polo/Ralph Lauren and **Nautica** Youthwear

BYLINE: Williams, Stan

BODY:

Two big names in apparel are scaling-down their well-known looks for smaller sizes. Polo Ralph Lauren will be putting the infamous horse and rider on newborns', infants' and toddlers' apparel and accessories, thanks to a licensing agreement with the Schwab Company of Cumberland, Maryland. And USA Classic, Inc., in New York, is adding infants' and toddlers' sizes to its classic-styled **Nautica** Youthwear collection.

To be designed by Ralph Lauren in conjunction with Schwab's design team, the Polo collection is slated to make its retail debut in spring 1995 in Polo/Ralph Lauren stores, as well as in department and specialty stores. The line is expected to be available to retailers in August 1994 at the Schwab Company's New York showroom. Sizes will start at newborn and go up to size 4T, complementing Polo for Boys, which was introduced in 1978 and begins at size 4.

Nautica's new toddlers' line, which includes casual wear outerwear and sweaters for boys and girls, will be launched for spring '94. And it can be seen for the first time at this month's Men's wear In California Guild (MAGIC) show in Las Vegas. The infants' line, however, will debut for fall '94.

SIC: 2311 Men's and boys' suits and coats ; 2321 Men's and boys' shirts ; 2341 Women's and children's underwear ; 2369 Girls' and children's outerwear, not elsewhere classified ; 2331 Women's & misses' blouses & shirts ; 2360 Girls' and Children's Outerwear ; 2300 APPAREL AND OTHER TEXTILE PRODUCTS

IAC-NUMBER: IAC 14417061

IAC-CLASS: Trade & Industry

LOAD-DATE: November 09, 1995

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WATCH: IT'S ALWAYS TIME FOR FASHION Pittsburgh Post-Gazette (Pennsylvania) September 5, 1993, Sunday,

Copyright 1993 P.G. Publishing Co.
Pittsburgh Post-Gazette (Pennsylvania)

September 5, 1993, Sunday, FIVE STAR EDITION

SECTION: LIFESTYLE, Pg. G2

LENGTH: 704 words

HEADLINE: WATCH: IT'S ALWAYS TIME FOR FASHION

BYLINE: BARBARA CLOUD

BODY:

Time on your hands? Little wonder. Everybody, but everybody, is doing watches.

And I don't just mean those fellows who stand on New York City street corners with knockoffs of big-ticket items like Gucci and Rolex.

The watch has become a major accessory for both men and women. Having a wardrobe of watches is getting to be the norm.

So, not willing to miss out on a good thing, watch manufacturers with popular names like Timex and Swatch are being joined by others -- all hoping to get in on time.

You've heard of **Nautica**. It's a very upscale men's sportswear line, which now has a licensing agreement for watches with Timex.

If **Nautica** president David Chu could take on an automobile as a licensee, which he did recently for a Villager mini-van for Lincoln Mercury, why not a watch? This is Timex's most upscale licensee.

It will target 25- to 54-year-old males, the primary consumers of **Nautica** clothing.

The **Nautica** line is going to incorporate Timex's very successful Indiglo lighting technology in diver-style watches with signal-flag markings and brightly-colored resin straps.

The watches are to debut this month and prices will range from \$ 60 to \$ 295.

Timex is doing well in other ventures.

It has been more than thrilled that President Clinton continues to wear its under-\$ 50 Ironman sport watch.

It has a licensing agreement with Walt Disney Corp., and that watch line coincided with the release of "Snow White."

There are 20 styles based on the movie and you can bet the watch face featuring Dopey has been a winner, retailing for \$ 19.95 for youth styles. Limited-edition styles are \$ 50.

There are other Disney character watches, too, inspired by "The Little Mermaid," "Beauty and the Beast" and "101 Dalmatians."

Timex president C. Michael Jacobi admits he made a major blunder in 1982 when a Swiss company asked Timex to market a new product. The garish plastic timepieces wouldn't sell, he and other Timex executives said then.

You guessed right. They were Swatches. And Swatch made more than a small dent in the watch business, without Timex. Simple, low-cost watches were the bread and butter of the Timex company. Even when digital technology took hold, it held fast to what it had been doing since 1960.

But business fell off fast.

Eventually Timex brought in fashion consultants and opened Timex stores. Jacobi said the company concluded that watches must be functional, but must also be considered a fashion accessory. Timex bought Guess and Monet Jewelry in 1992. Since then, it's been busy.

Timex now has 1,500 styles in its product line. It even created a plastic line called Watercolors, to combat Swatch. Jacobi recently told Business Week he would spend \$ 10 million to advertise the Indiglo treatment, which uses energy from the watch battery to excite electrons in the watch face. That lights up the dial.

Swatch, on the other hand, has teamed with Magic Johnson for its first stopwatch and it hopes to donate a large amount of money to the Magic Johnson Foundation, a charity devoted to HIV/AIDS care, education and prevention. The stopwatch has its official launch this month. Cost is \$ 50.

And there's more. Nicole Miller, whose name is almost synonymous with conversational neckties, is moving into the fashion-watch business. She has a worldwide licensing agreement with Gemtime.

It's a fashion watch, a bit more expensive than those already mentioned. There are about 50 styles with themed prints -- it wouldn't be Nicole Miller without some prints -- on the straps. Lips and dice -- her signature images -- are just two of the prints.

The line was launched in May in Switzerland. Each watch will be a limited edition with 2,000 or fewer available in the U.S. market.

One of the first large-face watches I owned, which I loved, was a Fossil. The brand, founded in 1984, is still out there. It considers itself one of the top three vendors of fashion watches to major department stores. It's no surprise that Swatch and Guess (now under Timex) are its principal competitors.

I have a Spiro Agnew watch I am holding onto. I just feel sure it will have value some day, just like the original Mickey Mouse watch. Think so?

LOAD-DATE: September 20, 1995

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

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

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Evelyn Lauder; launches breast cancer research promotion campaign; Brief Article WWD (Women's Wear Daily) September 24, 1993

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WWD (Women's Wear Daily)

September 24, 1993

SECTION: Vol. 166 ; No. 59 ; Pg. 4; ISSN: 0149-5380

LENGTH: 1263 words

HEADLINE: Evelyn Lauder; launches breast cancer research promotion campaign; Brief Article

BYLINE: Born, Pete

BODY:

NEW YORK -- Last May, when Catalyst was launched, it was the first time in 17 years that the Halston name made a major splash in the fragrance market.

Halston Borghese Inc. is ready to take its second step next spring with Catalyst for Men.

But this time, the company will be more methodical in mapping its strategy. Even the packaging -- reminiscent of test tubes, beakers and flasks -- will smack of laboratory analysis and scientific method.

The spring launch of Catalyst was an exclusive with Saks Fifth Avenue. The women's fragrance is being rolled out to 600 department store doors this fall, and expect to top out at 800 doors this year.

David Horner, president for North America at Halston Borghese, said he plans to introduce Catalyst for Men in a different way: through a series of regional exclusives with department store retailers.

Although discussions with stores are still in the early stages, Horner estimated that Catalyst for Men will be launched in 300 doors next spring, then roll out to 500 more in the fall.

That total is roughly the same as the women's fragrance, but the men's distribution would be more targeted to specific retailers in particular markets, Horner said.

"We changed our strategy for Catalyst for Men," he said. "It's different than for Catalyst."

He identified Saks as a probable launch store on a national basis, although discussions have just begun with store executives. Horner plans to be making presentations over the next month. Horner said he intends to seek launch partnerships with dominant department stores in different markets. He cited Dayton's, Hudson's & Marshall Field's plus select divisions of May Department Stores Co. as possible regional partners.

Allen Burke, divisional merchandise manager of DH & Field's, said a strategy combining a high visibility specialty retailer on a national basis with powerful regional department stores seems like "a plan that makes good sense."

Steve Bock, vice president and divisional merchandise manager at Saks, said Catalyst ranked in the store's top 10 for spring, then slipped to the top 20 this fall after its distribution was widened, although it "continues to do well." Bock said Saks is "very enthusiastic" about the new scent, and described it as "very different." Launch details are still under discussion.

Although the product is still under development, the basic ideas have been fleshed out.

"The name Catalyst has something to do with a chemical reaction," said designer Marc Rosen, who also did the Catalyst packaging. "That is what made me think of the beakers and test tube stands."

"That's what men and women are about -- chemistry," said Horner.

He noted that different products will come in the differently shaped packages. A silver stand holding three 1.7-oz. test tubes will contain an eau de toilette, after shave and a moisturizing cream with an SPF of 6. The cream will be marketed as a protective product to be worn outdoors, said Horner.

The trio of test tubes will be sold as a \$ 35 value set.

The flask will hold 3.4 ounces of eau de toilette and the beaker will hold the bath gel, Horner noted, adding that a miniature flask is being produced for fragrance sampling.

Horner said he is also toying with an idea of coloring the liquids green or blue for a soothing effect.

Another idea under consideration is to manufacture the product with liquid components separated into blue and white that would blend into pale blue after being shaken.

The items will range from \$ 30 to a 3.4-oz. moisturizing after shave balm to \$ 47.50 for a 3.4-oz. spray. A 1.7 oz. eau de toilette spray will be \$ 35, the same price as a 3.4-oz. after shave.

Competitively speaking, the pricing is higher than Aramis and Ralph Lauren's Polo and below Lancaster's Cool Water, Horner said.

The fragrance, being developed by Firmenich, is 90 percent finished, he said. He described it as a fresh spicy scent.

In plotting distribution, Horner's aim is to find partners. "We would rather be in fewer doors and be more important in the long term," he said. "I want to be careful that we and the accounts understand what is required."

Horner maintained that the only way to develop a brand beyond the launch period is to form strong partnership with retailers.

"Exclusive distribution by market and intensification by brand are the way of the future," he said.

Referring to the sharpened competition for shelf space, triggered by the abundance of new launches this year, Horner noted retailers have become choosier.

"Everybody is not willing to make commitments until they see who is spending the most money with the newest thing," Horner said. "We are not building classics any more."

His long-term goal, Horner said, is to double his fragrance volume to \$ 100 million by 1995. That would include Halston's 1975 signature women's fragrance, the two 1976 men's scents, Z-14 and 1/2, Catalyst and Catalyst for Men, plus the **Nautica** brand that the company acquired in December.

Although the men's line is still in development, Horner said the fragrance will probably be introduced in May to get a jump on Father's Day business.

He declined to discuss numbers, but sources indicate that the firm is shooting for first-year wholesale volume of \$ 10 million, compared with the Catalyst women's plan of \$ 12 million this year. The promotion and launch budget for the men's fragrance also is estimated at \$ 10 million. That figure includes funds for co-op TV, Horner said, noting that the women's fragrance was not advertised on television.

He maintained that a TV campaign, which probably will be broadcast in 10 to 12 markets, is more effective in the men's fragrance market.

"There's a dual market," he said. "Both women and men purchased the fragrance and react to the commercials. There's more bang to the buck."

Horner noted that the firm probably will use about 30 million Scent Seal inserts -- as it had for the Catalyst launch -- in store catalogs and magazines. The company also will hand out vials on cards, deluxe replicas of the eau de toilette bottles and scented blotters.

Evelyn Lauder is mobilizing her company to raise money for breast cancer research. During October, four divisions of Estee Lauder Cos. -- Estee Lauder USA, Clinique, Prescriptive and Origins -- will be distributing coupons that consumers can mail in with donations of \$ 10 or more in exchange for an enamel pin symbolizing the breast cancer research movement.

Lauder, who is senior corporate vice president of the company, estimated that the effort will involve 5,000 cosmetics counters.

"If one woman a day at every counter donated \$ 10," she speculated, "we conceivably could raise \$ 50,000 a day."

The money will be funneled through the Breast Cancer Research Foundation, set up by the Lauder organization, to eight medical research organizations.

Lauder, who outlined her plans for the fund-raising drive Thursday at the firm's New York headquarters, said her company's printers and other vendors donated close to \$ 100,000 worth of materials and services toward the effort.

She and her husband, president and chief executive Leonard Lauder, financed the production of the enamel pins that will be given to donors. She said between one million and three millions pins are expected to be produced at a cost of 8 cents apiece, or \$ 80,000 to \$ 240,000.

Lauder said she hopes other cosmetics companies will get involved, giving the newly established foundation "a life of its own."

SIC: 2844 Toilet preparations

IAC-NUMBER: IAC 14437031

IAC-CLASS: Health; Trade & Industry

LOAD-DATE: August 25, 1995

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

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A Day In DONEGAL Forbes September 27, 1993

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September 27, 1993

SECTION: FORBES FYI; Features; Pg. 168

HEADLINE: A Day In DONEGAL

HIGHLIGHT:

The back OF A HORSE IS KEY TO RAMBLING IRELAND'S LOVELIEST TRAILS. YOU MUST SADDLE UP IF YOU WANT TO "PIERCE THE DEEP WOOD'S WOVEN SHADE," AS A MR. W.B. YEATS, A POET AND TOUR GUIDE OF SOME LOCAL RENOWN, ONCE SUGGESTED.

GRAPHIC: Photograph 1, In the lane to Gashelard, ALL PRICES APPROXIMATE. DETAILS, LAST PAGE. HIS OILED COTTON COAT, \$ 470, AND BOOTS, \$ 85, BY BARBOUR. DONEGAL TWEED SPORTCOAT, \$ 350, AND WALKING STICK, \$ 125, BY BURBERRYS. COTTON SHIRT, \$ 70, AND CASHMERE SWEATER, \$ 349, BY PAUL STUART. TIE BY POLO BY RALPH LAUREN. PANTS BY TOMMY HILFINGER. \$ 50 HER WOOL JERSEY JACKET, \$ 895, SKIRTS, \$ 495, AND TURTLENECK, \$ 295, BY GUCCI. SHOES BY STUART WEITZMAN. \$ 150. GLOVES BY HERMES. \$ 395. NECKLACE BY ERICKSON BEAMON AT SHOWROOM SEVEN. \$ 150. HAIR AND MAKEUP BY MEL RAU FOR AMY KIRKMAN AT SEM & M.; Photograph 2, Breakfast at Thalassa House, RIBBED CASHMERE SWEATER, \$ 695, AND CABLED CASHMERE SWEATER (DRAPED OVER LEGS), \$ 725, BY BALLANTYNE CASHMERE.; Photograph 3, On the road to Ardara, WOOL-TWEED SUIT, \$ 1,100, COTTON SHIRT, \$ 112, AND CASHMERE TIE BY POLO BY RALPH LAUREN, SHOES BY WALK-OVER, \$ 130.; Photograph 4, Tunnel of Love, Knather Forest, HIS TWEED HACKING JACKET, \$ 575, CORDUROY SHIRT, \$ 90, AND LEATHER JODHPURS, \$ 595, BY POLO BY RALPH LAUREN. BOOTS BY RALPH LAUREN FOOTWEAR. HER TWEED-AND-SUEDE JACKET, \$ 1,520, WOOL BODYSUIT, \$ 395, AND JODHPURS, \$ 250, BY GUCCI. SUEDE BOOTS BY ANNE KLEIN II. \$ 195. CHOKER BY ERICKSON BEAMON AT SHOWROOM SEVEN. \$ 295.; Photograph 5, Between Kinlough and Buckode, HIS COTTON RAINCOAT, \$ 575, TWEED SPORTCOAT, \$ 634, AND CORDUROY VEST, \$ 199, BY PAUL STUART. COTTON/WOOL SHIRT BY NICK HILTON COLLECTION. \$ 97. SILK TIE BY COUNTESS MARA. \$ 65. JEANS BY **NAUTICA**. \$ 60. MAINE HUNTING BOOTS BY L.L. BEAN. \$ 79. TWEED CAP BY WORTH & WORTH. \$ 40. STEEL GMT WATCH BY TAG HEUER. \$ 750. HER MERINO WOOL KNIT CARDIGAN, \$ 250. TURTLENECK, \$ 210, AND PANTS, \$ 225, BY ARDIENNE VITTADINI.; Photograph 6, Riding on Fullan Strand, HIS WOOL JACKET, \$ 1,725, CASHMERE TURTLENECK, \$ 950, WOOL VEST, \$ 525, JODHPURS, \$ 950, AND BOOTS, \$ 600, BY HERMES. SUNGLASSES BY CUTLER & GROSS. \$ 145. MARINER 500 18K GOLD WATCH BY CONCORD. \$ 12,500. HER FLEECE-LINED LAMBSKIN COAT, \$ 7,850, WOOL/CASHMERE PULLOVER, \$ 600, JODHPURS, \$ 725, AND BOOTS, \$ 1,000, BY HERMES.; Photograph 7, At Wardtown Castle, WOOL/COTTON SWEATER, \$ 168, AND COTTON/CASHMERE TOP AND LEGGINGS, \$ 148 EACH, BY COUNTRY ROAD AUSTRALIA. CORDUROY HAT BY STEPHEN JONES AT SHOWROOM SEVEN. \$ 130. BOOTS BY BARBOUR. \$ 100.; Photograph 8, Sweeny's Pub in Ballyshannon, HIS JACKET, \$ 820, VEST, \$ 340, SHIRT, \$ 430, AND TROUSERS, \$ 465, BY GIORGIO ARMANI. GOLD-PLATED WATCH BY WITTNAUER, \$ 160. HER JACKET BY GIORGIO ARMANI. \$ 1,315. CHOKER BY ERICKSON BEAMON AT SHOWROOM SEVEN. \$ 295.; Photograph 9, Greevykeel Court Cairn, HIS WOOL SPORTCOAT, \$ 765. TROUSERS, \$ 400, AND CASHMERE POLO SHIRT, \$ 1,425, BY DONNA KARAN. SUEDE BOOTS BY WALK-OVER. \$ 130. SOCKS BY POLO/RALPH LAUREN HOSIERY. \$ 18. HER JERSEY DRESS BY GEOFFREY BEENE. \$ 2,550. NECKLACE BY JAY STRONGWATER. \$ 140; Photographs 1 through 9

PRODUCED AND STYLED BY Mark Grischke, NOEL SUTHERLAND

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Nautica to more than triple number of in-store shops; sees growth in licensed products; Nautica Enterprises Inc. Daily News Record September 30, 1993

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Daily News Record

September 30, 1993

SECTION: Vol. 23 ; No. 187 ; Pg. 3; ISSN: 0162-2161

LENGTH: 516 words

HEADLINE: **Nautica** to more than triple number of in-store shops; sees growth in licensed products; **Nautica Enterprises Inc.**

BYLINE: Ryan, Thomas J.

BODY:

Sees growth in licensed products

SAN FRANCISCO (FNS) -- **Nautica Enterprises, Inc.**, sees the potential to more than triple its in-store shop program within department stores, from 428 today to more than 1,350.

"We have tremendous growth opportunities with macy's and Federated groups, and we still have opportunity with our Dillard's and May Co.," Harvey Sanders, **Nautica's** president and treasurer, said Wednesday at Montgomery Securities' annual investment conference here.

In addition, Sanders said he sees substantial room for growth in the specialty store market and with **Nautica's** successful licensing programs. Sanders said the company's business with specialty stores has done "tremendous well."

He gave no time frame for the expected growth.

Nautica currently has 543 specialty accounts, with sales per unit ranging from \$ 25,000 per season to \$ 200,000 a season. Sanders said the specialty store group "is an area we take pride in because it's an area many other manufacturers shy away from these days."

Nautica's licensed products area now makes up about 25 percent of total sales and includes boys' wear, girls' wear, dress shirts, ties, robes, shoes and luggage. This year, the **Nautica** name will be introduced to watches, caps, men's hosiery and Lincoln Mercury Villager vans.

"We've had a nice run with our licensing program," Sanders said. "David Chu and his design staff do a fantastic job of keeping the look and image of **Nautica** consistent."

He added that the company has successfully licensed out retail stores under the **Nautica** name in foreign countries, including 10 in Korea, nine each in Mexico and Japan, as well as others in Brazil, the Caribbean, Chile, Columbia, Belgium, England, Italy, Greece, New Zealand and Australia, among others areas.

In addition, the company owns a store on Columbus Avenue in New York City and another in Newport

Beach, Calif. Sanders said these stores provide a showcase for merchandising standards and provide consumer input.

Nautica also has 18 outlet stores, which are used to "keep inventories as clean as possible," Sanders said. **Nautica** plans to open two more outlet stores this year and five or six next year.

Other growth opportunities include the company's recently acquired Bayou Sport line and the private-label program set up last years. Sanders pointed out that Bayou Sport, which was acquired in August 1992, is "small now but has a lot of promise." The line, which includes moderately priced knit shirts, woven shirts and swimwear, is targeted for the mainfloor classifications in department stores.

The private-label program was set up through **Nautica's** Van Baalen Pacific Corp. and sells merchandising to department stores including J.C. Penney and Sears Roebuck, as well as Phillips-Van Heusen/ Sanders said the company has also benefited from building stronger relationships with retailers through quick replenishment programs set up over the last year.

In the year ended Feb. 28, earnings rose 40 percent to \$ 10.5 million, while sales gained 24.6 percent to \$ 151 million.

SIC: 6794 Patent owners and lessors ; 2300 APPAREL AND OTHER TEXTILE PRODUCTS

IAC-NUMBER: IAC 14474189

IAC-CLASS: Trade & Industry

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Nautica Enterprises Inc. reports earnings for Qtr to Aug 31 The New York Times October 5, 1993, Tuesday, Late Edition - Final

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October 5, 1993, Tuesday, Late Edition - Final

SECTION: Section D; Page 6; Column 1; Financial Desk

LENGTH: 72 words

HEADLINE: Nautica Enterprises Inc. reports earnings for Qtr to Aug 31

BODY:

**** COMPANY REPORTS ****

Nautica Enterprises Inc.

Qtr to Aug 31	1993	1992
Sales	51,864,590	34,526,574
Net inc	b4,052,315	2,241,691
Share earns	.51	.29
6mo sales	82,605,002	57,721,228
Net inc	b5,199,444	3,109,385
Share earns	.65	.40

b-Included gain of \$ 825,556, or 10 cents a share, from life insurance proceeds after the death of the chairman, in the quarter and 6 months.

LOAD-DATE: October 5, 1993

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GETAWAY In Chattanooga, go from something fishy to something artsy, something historical The Atlanta Journal and Constitution October 6, 1993, Wednesday

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October 6, 1993, Wednesday

SECTION: LIVING; Section B; Page 6

LENGTH: 457 words

HEADLINE: GETAWAY In Chattanooga, go from something fishy to something artsy, something historical

BYLINE: By Howard Pousner

BODY:

Chattanooga - They're still packing them in like sardines at the Tennessee Aquarium, but it's hardly the only show in town. Here are a few suggestions for things to do and places to see:

The Hunter Museum of Art (615-267-0968) hosts "Between Two Worlds," an exhibit of prehistoric Native American art from east Tennessee through Oct. 17, and opens an exhibit of Pogo drawings and paintings by Walt Kelly on Saturday for a run through Nov. 21.

A trip to the Hunter is greatly enhanced by a visit to two galleries within walking distance. Rising Fawn Folk Art (615-265-2760) carries works by the likes of Woody Long, Lonnie Holly and James Harold Jennings. And the chi-chi River Gallery (615-267-7353) offers an array of fine crafts - ceramics, wood carvings, textiles, basketry and more - as well as rotating art exhibits.

Warehouse Row (615-267-1111), a slew of designer factory outlets in converted railway warehouses downtown, is such a handsome complex you don't feel cheap while saving some bucks. Shops include Guess?, Colours by Alexander Julian, Perry Ellis, **Nautica**, Ruff Hewn, Adrienne Vittadini and Coach.

Most visitors consider the Tennessee Aquarium (800-262-0695) the ultimate fish story. More than 7,000 animals - including (yikes!) a 50- pound catfish, gators and red-bellied piranhas - await your gaze.

Natural wonders - and a few man-made ones - never cease on Lookout Mountain at Rock City Gardens (706-820-2531), Ruby Falls (605-821-2544) and the Incline Railway (615-821-4224).

If you've gotten your quotient of culture, repair to Sir Goony's Family Fun Center (615-892-5922), a playland for children and adults where 70 colorful sculptures of Humpty Dumpty, Sir Goony's Castle and the Goonysaurus dot three miniature golf courses. There's also go-kart racing, bumper boats and batting cages. Weeknights and weekends only in October.

The Chattanooga Area Convention and Visitors Bureau (800-322-3344) has developed nifty, self-guided historical and architectural tours to four sections of town: Broad and Market streets; St. Elmo neighborhood; Market Street and Georgia Avenue; and Fort Wood neighborhood. The brochures/maps are available at the new Chattanooga Visitors Center next to the aquarium. While at the center, be sure to check out "Marks on the Land," a 22-minute, 27-projector slide show insightfully tracing the city's history.

Opened in 1909 as Terminal Station, the Chattanooga Choo Choo (800- 872-2529) is the rail thing - an

architectural wonder that survived and has been restored even though the last train pulled out in 1970. Four rail-themed restaurants, a model railway, shops and a formal garden attract visitors. Holiday Inn operates the hotel, which includes 48 real sleeper cars.

LOAD-DATE: October 8, 1993

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

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WATCH IT;KEEP AN EYE ON THE LATEST SPORTS WATCHES: THEY FIT MORE FUNCTIONS INTO;SMALLER PACKAGES. Sun-Sentinel (Fort Lauderdale, FL) October 10, 1993, Sunday,

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 Sun-Sentinel (Fort Lauderdale, FL)

October 10, 1993, Sunday, ALL EDITIONS

SECTION: LIFESTYLE, Pg. 3E

LENGTH: 382 words

HEADLINE: WATCH IT;
 KEEP AN EYE ON THE LATEST SPORTS WATCHES: THEY FIT MORE FUNCTIONS INTO;
 SMALLER PACKAGES.

BYLINE: ROD STAFFORD HAGWOOD; Fashion Editor

BODY:

When the World Trade Center was bombed Feb 26, one man led a group to safety down 34 flights of stairs in total darkness ... except for the light of his Indiglo watch.

After that, President Clinton said he wanted an Indiglo, made by Timex for Guess Watches. He didn't understand how it worked - the watch battery excites electrons in the watch face - but he wanted one.

Although Indiglo caught the limelight, it represents a slew of multiple-function watches - or sports watches - that are driving sales in the watch market. From a small, upscale, male audience 15 years ago, the customer base for sports watches has grown to include men and women of all ages and socioeconomic groups, according to the Watchmakers of Switzerland Information Center, a trade group in New York.

Those multiple functions range from calculators to scuba decompression tables to star charts.

"Actually, a watch does more than a person will need it to," said Susie Watson, a spokeswoman for Timex. "I've seen that trend, and the company certainly has. People like lots of bells and whistles."

Even if they don't know how to operate them. "People suppose they know how to use (the features), when in fact they don't have a clue." Watson said. "But they look cool. And they are authentic. They can be used by the serious athlete."

Seiko's Joe Whall said the trend started in the '70s and gained strength in the health-conscious '80s.

"In the '80s, the technological capabilities were refined. We could add more and more functions like dual alarms and world-time functions. Of course, every watch now has to be water-resistant - that's from the '80s. People now want watches with intelligent calendars that automatically shift the date for leap year."

In the past, multiple-function watches had to be larger to accommodate the mechanisms, he said. But with new technology, a watch can have many features and still look fashionably slim.

"Why does a sports watch have to be ugly?" asked Nannette Lawrenson, vice-president of Tiffany & Co., Palm Beach. "It doesn't. Not now. People want their watch to have these extras and look good."

And they can have them at a wide range of prices - quality watches range from \$ 80 to \$ 3,800, depending on functions and what the bracelet is made of.

GRAPHIC: PHOTOS 4, (color) The **Nautica** marries function with classic form.; (color) Timex is lighting up the watch world with the Indiglo Watch for Guess (above). Timex, which also makes the Essentials line (right), is one of many watchmakers that have seen an uptick in sales of sport watches.; (color) A Cartier watch isn't just a pretty face. Steel is used in the rugged, waterproof Pasha model.

LOAD-DATE: May 30, 1996

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

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SERVICE AT HEART OF NEW MENSWEAR SHOP AT KINGSDALE Columbus Dispatch (Ohio) October 12, 1993, Tuesday

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October 12, 1993, Tuesday

SECTION: FEATURES ACCENT & ENTERTAINMENT; Pg. 1B

LENGTH: 474 words

HEADLINE: SERVICE AT HEART OF NEW MENSWEAR SHOP AT KINGSDALE

BYLINE: Marshall Hood

BODY:

Selling clothes is only part of the formula for Lee Reeves at Oxley's Clothiers, a menswear shop that will open next week in Kingsdale Shopping Center.

"I'm trying to bring back the service and services that used to be common in the business," said Reeves, who managed the Walkers store in Tremont Center for almost nine years.

The contemporary, -3,000-square-foot store, next to the MCL Cafeteria, will offer suits and sportswear from Hart Marx, Joseph Abboud, Krizia, Austin Reed, Tallia, Kenneth Gordon and Timberland. It will have a 50-50 mix of traditional and more-fashion-forward clothing.

"I'm going after the middle market (in price and style) with the best service and affordable goods. There are not a lot of us doing that in Columbus," said Reeves, 36, whose background includes a stint in New York retailing.

The store will keep three tailors on the staff.

"That's a lot, but I don't want customers to have to wait weeks to get a suit altered," he said. "I pride myself on our tailoring."

Other service-oriented touches will include a shoeshine stand, large dressing rooms, a TV-equipped lounge and refreshments.

"Men don't like to shop," Reeves said. "So you cater to them as much as you can and make it as easy for them as possible."

Jeffrey Thomas expands

Across from Oxley's Clothiers are the new digs of Jeffrey Thomas, a longtime haven for fans of classic men's sportswear with a twist.

The store's recent move from the Northwest Boulevard side of Kingsdale to the Tremont Road side, co-owner Jeff Ross said, "doubled our size (to 3,000 square feet) and allowed us to expand into women's

sportswear that complements our men's lines."

The womenswear labels include Barry Bricken, Ruff Hewn, British Khaki and Tricot St. Raphael.

On the men's side, the store carries expanded lines from **Nautica**, Tommy Hilfiger, Robert Comstock and Gerbaud, plus men's collections from Barry Bricken, Ruff Hewn and British Khaki.

'Business casual' at Walkers

The trend toward more casual attire in the workplace heeds the belief that employees become more productive when given greater freedom to express their individuality.

But it's causing a crisis in the closet.

"Many of our customers, quite frankly, have a 'wardrobe gap' due to this new relaxation of company dress codes," said Robert Kunec, district manager for the Walkers stores in central Ohio. "While there are not many corporate rules established for this new business look, employees are scrambling to find appropriate attire that falls between their suits and weekend clothes."

To that end, Kunec said, Walkers has created a "business casual" collection of business-appropriate sportswear.

The mix - from makers such as Austin Reed, Gant and Henry Grethel - is intended to give businessmen more options.

LOAD-DATE: July 5, 1994

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

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Check out the new plaid-itude The Vancouver Sun (British Columbia) October 19, 1993, Tuesday, FINAL EDITION

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The Vancouver Sun (British Columbia)

October 19, 1993, Tuesday, FINAL EDITION

SECTION: STYLE; MAN STYLE; Pg. C3

LENGTH: 687 words

HEADLINE: Check out the new plaid-itude

BYLINE: GUY SADDY; SPECIAL TO THE SUN

BODY:

As a high school student in the late 1970s, my wardrobe consisted of flared jeans the bottoms frayed from dragging in the snow a pair of sneakers, and an oversized red flannel shirt worn like a jacket over a black T.

In those peculiar times, the flannel shirt was more than a practical defence against the onslaught of another frigid Edmonton winter. It was a code, indicating membership in a deviant teenage subculture.

Long hair and the ability to recite Led Zeppelin's Black Dog by rote accessorized the look. But as I got older, I changed. And so did the flannel shirt.

Once the sturdy companion of ranchers, loggers and men who kill small things with big guns, the flannel shirt has adopted a decidedly more urban attitude of late.

In the early 1980s, the gay community discovered the fabric. Combined with mustaches, suspenders, hiking boots and a political agenda, the flannel shirt completed a look that screamed emancipation.

Today, environmentalists wear flannel, the politically correct weave of planetary evangelists. Grunge rockers and Riot Grrrls also wear flannel, putting a youthful, anti-authoritarian spin on a once-staid standby.

But the casual, folksy appeal of the flannel shirt transcends age, gender, politics or sexual preference. And it transcends the ins and outs of fashion.

According to the Encyclopedia of World Costume, we can trace the fabric back to Wales, where it was manufactured before the 16th century in a plain weave. In the 1800s, flannel really took off, and was used to make a variety of garments including scarves and jackets. Red flannel was the hot shade for underwear.

While technically speaking, flannel is made from wool, the term describes anything from cotton (also known as flannelette) to polyester. These days, "flannel" refers more to a soft, almost felt-like texture rather than to a specific type of cloth. Although you still see a few wool flannel shirts around, most are now made of cotton. (It's cheaper, less scratchy, and the shirt breathes, making it a better choice for milder climes.)

This season, most retailers offer variations on a flannel theme. Plaid patterns, as usual, predominate.

For a more conservative look, try a cotton Van Heusen in green or purple (\$ 29.99). For something a little different, both **Nautica** and Tommy Hilfiger make a cotton flannel shirt with a contrasting corduroy collar for \$ 125 and \$ 95, respectively. All are available at Eaton's.

Big Steel has a big steal: Blue Rodeo cotton flannel shirts with a large, bold pattern that's repeated diagonally on the pockets (\$ 29.99). The Gap, that perennial arbiter of casual good taste, has a windowpane plaid cotton number for \$ 48 in blue, green, mustard, white and red-based shades.

A big, oversized shirt that can easily double as a jacket is available from Club Monaco. Made from a blend of natural and synthetic fibres wool, acrylic, polyester, and "unknown" it will set you back \$ 89.

Boys' Co carries a poly-cotton blend by Haupt. With visible outer stitching, it's available in charcoal or beige for \$ 115. Another standout is Otto Kern's cream and charcoal plaid shirt-jacket with a zippered front (\$ 135, also at Boys' Co).

Holt Renfrew offers a bumper crop of flannel shirts. Among the best is a polyester variation made of exceptionally soft flannel (\$ 150), and a cotton one with a large windowpane plaid pattern (\$ 125, both by Signum). For you wool purists, Holt's also carries a soft 80-per-cent wool flannel shirt by Moreno Martini in two neutral shades (\$ 235). A true "classic."

Which is, of course, a term that aptly describes the flannel shirt generally. It is ageless.

I, however, am not. I now look a bit silly in flared denim. My once-jet-black hair is cropped short to minimize the grey. Led Zeppelin broke up years ago, if my fading memory serves me correctly.

But I still feel pretty good when wearing flannel. See, while the flannel shirt takes other men back to the woods, it takes me back to my youth. And even though I'm aging rapidly, you should know I can still quote the lyrics to Black Dog. From memory.

GRAPHIC: FROM GRUNGE TO GENTRY: casual plaid shirt/jacket by Dnomm Vincent at Paradise Garage (above)

collegiate look (left) with a cable-knit cardigan over a Gant plaid cotton flannel shirt

a more sedate plaid look (top right) by Boston Preparatory in black-and-white Glen plaid in classic cotton

LOAD-DATE: October 20, 1993

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

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Top small companies USA TODAY October 25, 1993, Monday, FINAL EDITION

Copyright 1993 Gannett Company, Inc.
USA TODAY

October 25, 1993, Monday, FINAL EDITION

SECTION: MONEY; Pg. 4B

LENGTH: 869 words

HEADLINE: Top small companies

BODY:

Searching for a good return on your investment? Or a job? One of these companies may be the place to start looking. So says Forbes magazine, which put these 35 firms at top of its list of the best 200 small businesses in 1993. Forbes says its picks were made on a number of factors, including annual revenue, earnings growth and stock performance. Winners were ranked based on their average annual return to investors over the past five years. Forbes says the list is designed to showcase the job-creating potential of small business.

5-year

average

Company, business	Market value(1) (millions)	annual return on equity	1993 price change(2)
1. Lone Star Steakhouse & Saloon Steak restaurants	\$ 877	100.0%	+38.2%
2. Nautica Enterprises Men's apparel	\$ 202	100.0%	+86.9%
3. Fossil Fashion wristwatches	\$ 212	100.0%	NA
4. Roper Industries Pumps, valves and controls	\$ 513	90.7%	+290.3%
5. DIY Home Warehouse Home-improvement centers	\$ 95	84.1%	NA
6. Southern Electronics Distributes microcomputers	\$ 85	65.0%	-10.0%
7. Apple South Applebee's rest. operator	\$ 327	64.1%	+117.2%
8. Aames Financial Mortgage brokerage	\$ 52	57.4%	+12.7%
9. Taco Cabana Mexican restaurants	\$ 249	48.4%	+38.4%
10. Zoom Telephonics			

	Fax/modems, commun. sftwr.	\$ 72	45.2%	-30.4%
11. Schuler Homes				
	Home builder in Hawaii	\$ 555	44.8%	+69.5%
12. Franklin Quest				
	Time management	\$ 527	42.5%	+32.1%
13 Physicians Health Services				
	Health maintenance organ.	\$ 153	41.9%	NA
14 Intergroup Healthcare				
	Health maintenance organ.	\$ 363	39.2%	+41.0%
15. Bed Bath & Beyond				
	Bedding & housewares stores	\$ 1,097	39.0%	+75.7%
16. Copley Pharmaceutical				
	Pharmaceuticals	\$ 901	37.3%	+108.7%
17. American Power Conversion				
	Computer power supply mfr.	\$ 1,784	36.5%	+42.9%
18. United American Healthcare				
	Management, consulting srvcs.	\$ 68	36.1%	+12.0%
19. Outback Steakhouse				
	Steak restaurants	\$ 925	35.7%	+20.7%
20. R&B				
	Automotive & marine parts	\$ 69	35.6%	+51.9%
21. Zebra Technologies				
	Bar-code label printers	\$ 564	35.5%	+95.8%
22. Stephan				
	Hair care, per. grooming prods.	\$ 57	35.2%	+7.6%
23. Sierra Health Services				
	Health maintenance organ.	\$ 222	34.7%	-16.8%
24. NCI Building Systems				
	Metal building materials	\$ 110	34.4%	+107.7%
25. Speizman Industries				
	Industrial knitting machines	\$ 25	32.6%	+354.6%
26. Mercury Finance				
	Used-car purchase financing	\$ 2,310	32.4%	+79.3%
27. Adobe Systems				
	Graphics software	\$ 865	32.2%	+22.2%
28. Score Board				
	Trading cards, memorabilia	\$ 163	31.8%	+63.2%
29. BMC Software				
	Commun., database sftwr.	\$ 1,482	31.4%	-22.2%
30. Utah Medical Products				
	Medical devices	\$ 101	31.4%	-28.1%
31. Medicus Systems				
	Health-care industry software	\$ 73	31.3%	+33.3%
32. Interling Software				
	Software for mortgage lenders	\$ 46	30.9%	NA

33. Homecare Management			
Drug therapies, services	\$ 69	30.8%	-20.0%
34. Supreme International			
Men's apparel	\$ 38	29.9%	NA
35. SciMed Life Systems			
Cardiac care supplies	\$ 732	29.5%	-18.2%

1 - includes all share classes; 2 - through Oct. 8 Source: Forbes

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

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Forbes names 3 metro firms as best small companies The Atlanta Journal and Constitution October 25, 1993, Monday

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The Atlanta Journal and Constitution

October 25, 1993, Monday

SECTION: LOCAL NEWS; Section B; Page 5

LENGTH: 317 words

HEADLINE: Forbes names 3 metro firms as best small companies

BYLINE: By Shelia M. Poole STAFF WRITER

BODY:

Three metro Atlanta companies made the honor roll of Forbes magazine's 14th annual list of the best small companies in America.

In all, 200 companies were included on the list, which represented a diverse field of businesses from the makers of fashion wristwatches and snowmobiles to health-care firms and restaurants.

"What they have in common is a terrific record in terms of their five-year average return on equity - at least 10 percent," said Stewart Pinkerton, Forbes assistant managing editor.

Return on equity measures annual profits as a percentage of a company's net worth.

"The survey shows these guys are doing well, and they are creating jobs," Pinkerton said.

The metro Atlanta companies were Southern Electronics Distributors. The distributor of microcomputers and peripherals ranked sixth, with a five-year return on equity of 65 percent. Atlantic Southeast Airlines ranked 80th, with a return of 21.2 percent; and Cagle's, the poultry processor, ranked 171st, with a return of 13.4 percent.

Other Georgia companies included in the list and their rankings were:

Roper Industries. The Commerce-based maker of pumps, valves and controls ranked fourth with a return of 90.7 percent.

Apple South. The Madison-based operator of Applebee's restaurants ranked seventh with a return on equity of 64.1 percent.

Total System Services. The Columbus-based bank card data processor ranked 77th with a return of 21.4 percent.

Forbes evaluated more than 5,000 companies with latest 12-month sales between \$ 5 million and \$ 350 million. To make the list, a company's five-year average return on equity had to be at least 10 percent.

Lone Star Steakhouse & Saloon of Kansas, which operates a chain of steakhouses, captured the magazine's top spot. Second and third were **Nautica** Enterprises of New York, which makes men's apparel; and Fossil

of Texas, which makes fashion wristwatches.

LOAD-DATE: October 28, 1993

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

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*WRISTS 2 WATCH.;GOOD-LOOKING WAYS TO WHILE AWAY THE HOURS AS DAYLIGHT-SAVING TIME GOES
BY Chicago Tribune October 28, 1993 Thursday, DU PAGE SPORTS FINAL EDITION*

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October 28, 1993 Thursday, DU PAGE SPORTS FINAL EDITION

SECTION: TEMPO; Pg. 11; ZONE: NED; Tempo Fashion.

LENGTH: 175 words

HEADLINE: WRISTS 2 WATCH.;
GOOD-LOOKING WAYS TO WHILE AWAY THE HOURS AS DAYLIGHT-SAVING TIME GOES BY

BYLINE: Text by Lisa Skolnik.

BODY:

There may be lots of reasons to roll up our sleeves and show a little wrist, but the best ones tick. The watches we wear today are everything from imagemakers to style-shapers, fashion-forward to funky.

But looks aren't everything. Function holds as much appeal as form, and the newest wristwatches perform all sorts of tricks. They light up like fireflies, tell time interminably, or break time down in myriad ways.

While Timex and Guess' Indiglo watches cast a cool, blue light, Seiko has developed kinetic quartz movements that never need winding or new batteries and are powered by the movements of your arm. Advanced technology has brought the price of a multi-function chronograph down from a fortune to affordable-as evidenced by Swatch's styles for \$80. Swatch has also managed to make a stopwatch that is the same size as its regular quartz styles.

The only thing left to invent may be the watch that resets itself, something we all have to remember to do Sunday-else our sophisticated wristwatches will be a full hour off.

GRAPHIC: PHOTO

PHOTO (color): Left arm

Swatch Sound Chronograph (from left), \$80 at Bloomingdale's, 900 N. Michigan Ave.; **Nautica** classic strap watch, \$60 at Four Squires stores, and Future Wrist by Seiko, \$250 at Rogers & Hollands stores.

Right arm

Guess Four-Wheel-Drive chronograph (from left), \$80 at Bloomingdale's, 900 N. Michigan Ave.; Swatch Andale stopwatch, \$50 at Marshall Field's stores; Relative Time by Largely Literary Designs, Inc., \$40 at Rizzoli, Water Tower Place, 835 N. Michigan Ave., and Oakbrook Center, Oak Brook; Fossil water-face watch, \$50 at Bloomingdale's, and Seiko alarm chronograph with rubber strap, \$395 at Rogers & Hollands stores.

Ben Berger satin spandex gloves, \$15 at Marshall Field's stores. Photo by Bob Fila.

LOAD-DATE: December 7, 1993

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) Terms: [nautica and date\(geq \(7/1/1993\) and leq \(12/31/1993\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#)) Select for FOCUS™ or Delivery*Picking America's best small companies Forbes November 8, 1993*

Copyright 1993 Forbes, Inc.

Forbes
Forbes**November 8, 1993****SECTION:** ON THE COVER; Up & Comers; The Best Small Companies In America; Pg. 230**LENGTH:** 16690 words**HEADLINE:** Picking America's best small companies**BODY:**

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

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

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

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

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

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

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

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

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

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

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

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

* Not on last year's list.

n1 Includes all share classes.

n2 1994 estimate.

NA: Not available or not applicable.

Sources: *William O'Neil & Co.; Institutional Brokers Estimate System, via OneSource Information Services.*

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

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

November 14, 1993, SUNDAY, FIVE STAR Edition

SECTION: TRAVEL; Pg. 4

LENGTH: 1520 words

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

BODY:

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

Adolfo II: Women's apparel.

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

American Tourister: Luggage and business cases.

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

Barbizon: Women's lingerie and swimwear.

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

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

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

Boot Factory: Western boots and clothing.

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

Bruce Alan Bags, Etc.: Leather goods.

Bugle Boy Factory Store: Sportswear for young men.

Buxton: Wallets and other leather goods.

Cape Isle Knitters: Sweaters for men and women.

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

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

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

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

Chaus Factory Store: Women's clothing.

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

Colours by Alexander Julian: Men's casual clothing.

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

Dansk Factory Outlet: Contemporary tabletop goods.

De'Nicole Designs: Jewelry and accessories.

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

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

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

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

Etienne Aigner: Shoes and leather accessories for women.

Evan Picone: Women's clothing.

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

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

Famous Footwear: Shoes for men, women and children.

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

Gant: Palm Beach suits and Gant sportswear for men.

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

Geoffrey Beene: Menswear.

Gold Toe: Socks for men, women and boys.

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

Harve Benard: Dressy women's cloths.

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

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

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

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

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

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

Jonathan Logan: Misses and petites women's clothing.

Jones New York: Career and sportswear for women.

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

Kids Zone: Children's clothing.

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

Leather Loft: Coats and leather goods.

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

Lenox Factory Outlet: Tableware.

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

London Fog Factory Store: Outerwear for men and women.

Maidenform: Lingerie and swimwear.

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

Mikasa Factory: Tableware.

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

Nautica Factory Store: Men's sportswear.

Nike Factory Store: Athletic shoes and clothing.

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

Oneida Factory Store: Flatware and holloware.

Oshkosh B'Gosh: Children's clothing.

Pepperidge Farm: Cookies, crackers and other packaged food.

Perfumania: Designer fragrances.

Pfaltzgraff: Tableware.

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

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

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

Publishers Warehouse: Wholesale prices on books.

Reebok Factory Direct: Athletic shoes and clothing.

The Ribbon Outlet: Ribbons and trims.

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

Rocky Mountain Chocolate Factory: Handmade chocolates and other goodies.

Serio Tacchini: Italian-designed activewear.

The Sunglass Company Outlet: Name brand sunglasses.

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

Toys Unlimited: Toys at discount prices.

Trader Kids: Children's clothes.

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

Wallet Works: Small leather goods.

Welcome Home: Home accessories.

Westport Ltd.: Women's clothing.

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Ranking those water warriors Herald Sun November 18, 1993 Thursday

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Herald Sun

November 18, 1993 Thursday

LENGTH: 602 words

HEADLINE: Ranking those water warriors

BYLINE: ANDERSON J

BODY:

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

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

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

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

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

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

Natasha Sturgess - world youth champion.

Peter Gilmour - America's Cup tactician.

Lars Kleppich - Olympic bronze medallist.

Syd Fischer - champion ocean racing skipper.

Neville Wittey - Laser Masters sailor.

Colin Beashel - Admiral's Cup helmsman.

Iain Murray - America's Cup helmsman.

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

- 2: John Bertrand - America's Cup winner, heads One Australia Challenge for 1995 America's Cup.
- 3: Mitch Booth-John Forbes - Tornado catamaran bronze medal at Barcelona, second world title.
- 4: Syd Fischer - Admirals Cup skipper, former Sydney-Hobart winner, head Sydney America's Cup bid.
- 5: Glenn Bourke - Barcelona Finn dinghy rep for Australia, and three-time world Laser dinghy champion.
- 6: John Dransfield - 470 dinghy class national champion, and three-times world Fireball class dinghy champion.
- 7: Peter Gilmour - Australia's top international match-racing skipper, former world champion in various classes.
- 8: Fiona Taylor - world open Windsurfer champion and Barcelona women's sailboard rep for Australia.
- 9: Natasha Sturgess - world women's Mistral sailboard champion, three-time International Yacht Racing Union youth world sailboard champion.
- 10: Paul McKenzie - twice world A-class catamaran champion, now campaigning for Atlanta in Finn dinghy.

Campbell Rose, Vic. Yachting Council director:

- 1: John Savage - twice Etchell 22 world champion, Australian and State champion.
- 2: John Bertrand - America's Cup 1983, bronze medallist in 1976 Olympics (Finn class), 4th 1972 Olympics.
- 3: Lars Kleppich - bronze medallist in 1992 Olympics, sailboard class.
- 4: Natasha Sturgess - three-time **Nautica** world youth champion.
- 5: Rod Davis - gold medal in 1984 Olympics, Soling class; silver in 1992 Olympics, Star class.
- 6: Peter Gilmour - tactician in America's Cup victory, ranked No.2 on world match-racing list.
- 7: Glenn Bourke - America's Cup crewman in 1983, Laser world champion three times.
- 8: Syd Fischer - Admiral's Cup winner, Sydney-Hobart winner in 1992, winner in 1991, 1992 50-foot World championships.
- 9: Jeni Lidgett and Addy Bucek - eight-time Australian women's champion, Bucek was 1991 Swedish champion.
- 10: Mitch Booth and John Forbes - bronze medal in 1992 Olympic games.

END OF STORY

LOAD-DATE: November 28, 2003

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

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

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Date/Time: Wednesday, May 3, 2006 - 5:19 PM EDT

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

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

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

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Copyright 1993 Capital Cities Media Inc.

Daily News Record

December 1, 1993

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

LENGTH: 139 words

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

BODY:

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

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

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

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

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

IAC-NUMBER: IAC 14685989

IAC-CLASS: Trade & Industry

LOAD-DATE: September 07, 1995

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

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

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Break open a sailpack; Nautica introduces men's outerwear/accessories line; Accessories for Men; Brief Article Daily News Record December 3, 1993

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Daily News Record

December 3, 1993

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

LENGTH: 189 words

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

BODY:

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

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

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

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

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

GRAPHIC: Photograph

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

IAC-NUMBER: IAC 14695327

IAC-CLASS: Trade & Industry

LOAD-DATE: September 07, 1995

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

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

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

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

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The Commercial Appeal (Memphis)

December 5, 1993, Sunday, FINAL EDITION

SECTION: IMAGE, Pg. F1

LENGTH: 839 words

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

BYLINE: Barbara Bradley; The Commercial Appeal Fashion Editor

BODY:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

LOAD-DATE: January 31, 1996

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

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

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Crain's Chicago Business

December 6, 1993

SECTION: REAL ESTATE; Storefront; Pg. 20

LENGTH: 573 words

HEADLINE: Run of the Mills: the trouble with Gurnee

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

BODY:

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

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

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

For starters, a mall too big to shop reasonably.

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

Second, there aren't enough genuine outlets.

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

Gurnee Mills actually is a retailing hybrid.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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Squeezing hip looks out of kids' clothes USA TODAY December 9, 1993, Thursday, FINAL EDITION

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USA TODAY

December 9, 1993, Thursday, FINAL EDITION

SECTION: LIFE; Pg. 14D

LENGTH: 386 words

HEADLINE: Squeezing hip looks out of kids' clothes

BYLINE: Elizabeth Snead

BODY:

Talk about a baby boom.

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

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

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

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

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

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

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

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

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

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

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

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

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

Copyright 1993 The New York Times Company
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December 12, 1993, Sunday, Late Edition - Final

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

LENGTH: 733 words

HEADLINE: YACHT RACING;
 Weight Jackets Banned

BYLINE: By BARBARA LLOYD

BODY:

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

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

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

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

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

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

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

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

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

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

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

Main Concern for Younger Sailors

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

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

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

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

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

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

MAKING WAVES

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

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

LOAD-DATE: December 12, 1993

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

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

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

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BRANDWEEK formerly Adweek Marketing Week

December 13, 1993

SECTION: NEW PRODUCTS; Pg. 4

LENGTH: 258 words

HEADLINE: Linking a Clothes Line to Golf

BYLINE: By Elaine Underwood

BODY:

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

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

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

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

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

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

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

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

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

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

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December 14, 1993

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

LENGTH: 162 words

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

BODY:

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

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

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

Sales climbed 20.7 percent to \$ 67.6 million from \$ 56.1 million.

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

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

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

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

IAC-NUMBER: IAC 14723337

IAC-CLASS: Trade & Industry

LOAD-DATE: September 07, 1995

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

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December 17, 1993, Friday

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

DATELINE: NEW YORK, Dec. 17

BODY:

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

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

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

LOAD-DATE: December 18, 1993

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

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

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*Natural instincts; wilderness wear turns into '90s office wear; men's shoes and boots Footwear News
December 20, 1993*

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Footwear News

December 20, 1993

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

LENGTH: 543 words

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

BYLINE: Schneider-Levy, Barbara

BODY:

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

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

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

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

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

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

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

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

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

GRAPHIC: Photograph

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

IAC-NUMBER: IAC 15161492

IAC-CLASS: Trade & Industry

LOAD-DATE: September 07, 1995

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

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Daily News Record

December 22, 1993

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

LENGTH: 1258 words

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

BYLINE: Walsh, Peter

BODY:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

IAC-NUMBER: IAC 14743533

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

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The Washington Times

December 24, 1993, Friday, Final Edition

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

LENGTH: 4761 words

BYLINE: Bob Storck; SPECIAL TO THE WASHINGTON TIMES

BODY:

CHEVROLET S-SERIES/GMC SONOMA

PRICE RANGE - \$10,100-24,000

ENGINE - 4.3 liter 195 hp V6

FRONT ENGINE/REAR/4W DRIVE

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

NISSAN QUEST/MERCURY VILLAGER & NAUTICA

PRICE RANGE - \$16,500-26,000

ENGINE - 3.0 liter, 151 bhp V6

FRONT ENGINE/FRONT DRIVE

MPG (city/hwy) - 17/23

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

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

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

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

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

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

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

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

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

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

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

MITSUBISHI MONTERO

PRICE RANGE - \$24,500-29,000

ENGINE - 3 liters, 151 bhp V6

FRONT ENGINE/4-WHEEL DRIVE

MPG (city/hwy) - 15/18

TOWING - 4000 lbs.

AIRBAGS - D=yes/P=no

ABS - std.

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

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

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

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

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

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

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

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

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

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

TOYOTA T100 PICKUP

PRICE RANGE - \$15,100-25,000

ENGINE - 3.0 liter, 150 bhp V6

FRONT ENGINE/REAR-4W DRIVE

PAYLOAD/TOWING - 2570/5000 lbs

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

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

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

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

What does this mean to the buying public?

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

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

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

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

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

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

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

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

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

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

GRAPHIC: Photos, A-Q) NO CAPTION

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

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

BYLINE: DONNA LARCEN; Courant Staff Writer

BODY:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

GRAPHIC: Michael McAndrews/The Hartford Courant

Time is stylish in these fashion watches by, from top, BUM by Benrus, Swatch, **Nautica** by Timex, Swatch and **Nautica** by Timex.

LOAD-DATE: December 28, 1993

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

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Daily News Record

December 28, 1993

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

LENGTH: 692 words

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

BYLINE: Vargo, Julie

BODY:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

GRAPHIC: Photograph

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

IAC-NUMBER: IAC 14666488

IAC-CLASS: Trade & Industry

LOAD-DATE: September 07, 1995

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

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

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

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Daily News Record

December 29, 1993

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

LENGTH: 114 words

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

BODY:

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

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

SIC: 2300 APPAREL AND OTHER TEXTILE PRODUCTS

IAC-NUMBER: IAC 14672920

IAC-CLASS: Trade & Industry

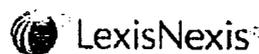
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FASHION FLASHES Orange County Register (California) December 31, 1993 Friday

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Orange County Register (California)

December 31, 1993 Friday MORNING EDITION

SECTION: ACCENT; Pg. Q04

LENGTH: 182 words

HEADLINE: FASHION FLASHES

BYLINE: KATHERINE BLAKE, The Orange County Register

BODY:

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

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

Available at **Nautica**, Newport Beach.

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

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

GRAPHIC: BLACK & WHITE PHOTO

LOAD-DATE: March 17, 1997

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

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

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IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

NAUTICA APPAREL, INC.,

Opposer,

v.

MARTANNA LLC,

Applicant.

Mark: GET NAUTI

Serial No. 78610037

Filed: April 15, 2005

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PURSUANT TO 37 CFR §2.122(e)**

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The excerpts are identified in the attached summary by date, name of publication, page, and article headline. Copies of the excerpts are attached immediately following the summary.

Dated: December 3, 2008

Respectfully submitted,

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Shannon H. Bates, Esq.
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/Neil B. Friedman/
Neil B. Friedman

NAUTICA APPAREL, INC.

January - Jun 1994

Third Party Articles

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

NAUTICA APPAREL, INC.

January – Jun 1994

Third Party Articles

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

NAUTICA APPAREL, INC.

Jul - Dec 1994

Third Party Articles

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

NAUTICA APPAREL, INC.

Jul – Dec 1994

Third Party Articles

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

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

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SHOW: CNN Specials 8:41 pm ET

January 12, 1994

Transcript # 271-3

TYPE: Package

SECTION: News; Domestic

LENGTH: 411 words

HEADLINE: Little Things Make Big Differences to Modern Car Buyers

BYLINE: ED GARSTEN

HIGHLIGHT:

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

BODY:

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

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

1st MAN: All right, sold.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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January 19, 1994, Wednesday, Late Edition - Final

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

LENGTH: 816 words

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

BYLINE: By Michael T. Kaufman

BODY:

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

As come-ons go, not bad, right?

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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WWD (Women's Wear Daily)

February 3, 1994

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

LENGTH: 83 words

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

BODY:

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

Nautica, a leading designer and manufacturer of men's activewear, sportswear and outerwear, was named the second-best small company (\$ 5 million-\$ 350 million) in America in the November issue of Forbes magazine, according to **Nautica** president, David Chu.

GRAPHIC: Photograph

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

IAC-NUMBER: IAC 14967639

IAC-CLASS: Trade & Industry

LOAD-DATE: August 25, 1995

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

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The Boston Globe

February 3, 1994, Thursday, City Edition

SECTION: LIVING; Pg. 45

LENGTH: 402 words

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

BYLINE: By Julie Hatfield, Globe Staff

BODY:

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

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

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

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

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

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

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

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

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

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February 6, 1994, SUNDAY, Late Sports Final Edition

SECTION: ss; AUTO SHOW CLOSEUP; Pg. 14

LENGTH: 606 words

HEADLINE: Lincoln-Mercury Adds Safety, Power Features

BODY:

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

"Consumers tell us in our frequent customer clinics that

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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Newsday (New York)

February 20, 1994, Sunday, CITY EDITION

SECTION: SPORTS; ACTIVITY NOTEBOOKS; Pg. 44

LENGTH: 273 words

HEADLINE: SAILING

BYLINE: Dave Rubinstein

BODY:

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

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

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The New York Times

February 20, 1994, Sunday, Late Edition - Final

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

LENGTH: 1488 words

HEADLINE: Cyberfakes

BYLINE: By CLIFFORD J. LEVY

BODY:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

LOAD-DATE: February 20, 1994

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

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

BYLINE: JANE CRAWFORD, POST-GAZETTE STAFF WRITER

BODY:

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

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

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

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

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

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

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

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

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

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

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

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

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

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March 2, 1994, Wednesday, HOME FINAL EDITION

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

LENGTH: 860 words

HEADLINE: FID FAX

BODY:

RICHARD MARTIN GALLERY TALK

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

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

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

FASHION TO DRIVE FOR

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

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

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

America. Land of the status minivan. Oy.

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

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

Gianni Versace --- Dodge Viper

Liz Claiborne --- Ford Taurus station wagon

J. Crew --- Volvo 850 GLT sedan

Claude Montana --- Lamborghini Diablo

Contempo Casuals -- Chevy Camaro

Anna Sui --- VW bus

Wrangler --- Dodge Ram truck

-- Valli Herman

FOR LITTLE LIVING DOLLS

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

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

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

- VH

BEHIND THE SEAMS

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

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

-- VH

MARIE CLAIRE ACCENTS THE AMERICAN

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

- VH

IDENTIFYING THE SHORTS CIRCUIT

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

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

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

- VH

MORE OLYMPIC GOLD

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

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

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

- VH

Betsey's here

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

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

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

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

LENGTH: 828 words

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

BYLINE: Ryan, Thomas J.

BODY:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

GRAPHIC: Photograph

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

IAC-NUMBER: IAC 15177550

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

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March 10, 1994 THURSDAY

SECTION: LIFESTYLE

LENGTH: 934 words

HEADLINE: IN VOGUE

BODY:

For a good cause

Tired of that old suit? Take it to Jos. A. Bank Clothiers in the Arboretum and they'll donate it to charity and give you \$50 off a new one. Trade in two and you get \$75. The deal works for men and women with all used clothing benefiting the Battered Women's Center. Offer ends April 3. For information, call 502-9180.

Square preview

Get an up-close look at spring finery at Saturday fashion show at Barton Creek Square. The event will feature business, party and prom wear with clothes from Pastille, KG Men, Petite Sophisticate, Merry Go Round, Express, Networks, Balina Bridal, Structure and Stuart's. Three stages will be set in the mall's common area from 1 to 4 p.m.

Back to basics

Don't be distressed if you see moving crates at St. Thomas Sport on Friday. Riley Silvas and Tomas Estebef are moving their Arboretum store two spaces closer to their original St. Thomas boutique. The new store will carry sportswear and accessories including some new lines.

Bright prediction

Color is back. That was the prediction from Olivier Echaudemaison, international creative director for Givenchy Beauty during a visit to Foley's at Barton Creek Square. "After all, neutral can get very boring. I think Texas women will welcome color because they have a sense of fun and they like to look feminine and sexy. Texas women are just marvelous." Echaudemaison was in town to promote his new powder prism, a single powder composed of four pyramids of colors that can be mixed and matched "according to her mood or whim."

Specialty catalog

Responding to the specific needs of African American women, Spiegel offers its "E Style" catalog. With help from Ebony magazine, the catalog company conducted extensive research to determine the fashion preferences and to fit the needs of black women. Their findings indicate that the "E Style" customer is confident, assertive and not afraid to be noticed. She is more interested in "head-to-toe" outfits than she is in "add-to-your-existing wardrobe" basics; she wants a broader assortment of colors and considers hats an important fashion accessory. Another tidbit: African American

customers spend more than \$7.5 billion per year on fashion.

Jewels on display

One of the world's rarest collections of exotic jewels will be on display at Benold's Brodie Oaks store at 6:30 p.m. today. Gem hunters Gary and Bonita Bowersox (a.k.a. Mr. and Mrs. Indiana Jones) will bring their jewels and present an audio-visual show on the Afghan political situation, culture, history and growing gem industry.

Making scents

If you're a '90s kind of guy, chances are you wear a fragrance. Yes, an artificial body scent. In a 1990 Gallup survey, nine out of 10 men said that they had worn aftershave and/or cologne within the past six months. Half of the 808 respondents said that they had worn aftershave and/or cologne five or more times within the week before they were interviewed. The growing market for men's fragrances - colognes and aftershave - now contributes as much as a third to the \$5 billion fragrance industry, said Annette Green, president of the the Fragrance Foundation in New York City, the educational arm of the fragrance industry. Observers - should we say, sniffers? - say the proper fragrance is the finishing touch for today's well-groomed gentleman. But it's not just the men who are wearing them, it seems. Some retailers report women buying such scents as Escape, Eternity, **Nautica** and Claiborne for Men - for themselves. "I think they have warmth," says one. "They're not sharp; they're subtle. And they're more appropriate to wear with weekend wear - with jeans and a T-shirt."

Got a tip?

Items for this column are drawn from wire reports, personal observation and comments from readers like you. Write your suggestions, tips or questions to Austin Style, Lifestyle Department, Austin American-Statesman, P.O. Box 670, Austin 78767.

THURSDAY LIFESTYLE JUMP PAGE D3

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

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

Nomination categories are:

n Arts.

n Business/Professions/Entrepreneurships.

n Community Service (volunteers).

n Education (preschool to higher education).

n Health/Human Service.

n Public Service (all levels of government work).

n Science/Technology.

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

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

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

Fear of rejection separates 'wannabes' from doers

Nominations sought for awards program

Continued from D1

PLUG HEREAS NEEDED

Continued from X1

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

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March 18, 1994, Friday, Final Edition

SECTION: WEEKEND; PAGE N64

LENGTH: 727 words

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

SERIES: Occasional

BYLINE: Warren Brown

BODY:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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SECTION: MONEY; Street Talk; Pg. 3B

LENGTH: 955 words

HEADLINE: Small stocks likely to keep winning big

BYLINE: Daniel Kadlec

DATELINE: NEW YORK

BODY:

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

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

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

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

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

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

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

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

Sanfill \$ 22 25 / 13 1/2 1%

Nautica \$ 25 1/2 28 1/2 / 11 1/2 -4%

1 - through Thursday Source: USA TODAY research

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

Global surge

Avg. annual

return(1)

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

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

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

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

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

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

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

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

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

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

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

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

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WWD

April 6, 1994

SECTION: No. 66, Vol. 167; Pg. 1; ISSN: 0149-5380

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LENGTH: 1516 words

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

BYLINE: Gellers, Stan

BODY:

NEW YORK -- Plaid who?

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

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

Plaid is also a very private company.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

range of private label clothing under its Custom Label program.

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

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

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

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

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

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

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

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

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

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

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

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

Can Plaid turn around GFT?

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

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

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

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

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

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

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

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

GRAPHIC: Illustration; Photograph

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

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Daily News Record

April 12, 1994

SECTION: Vol. 24 ; No. 69 ; Pg. 3; ISSN: 0162-2161

LENGTH: 800 words

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

BYLINE: Brumback, Nancy

BODY:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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The Record (Kitchener-Waterloo, Ontario)

April 15, 1994 Friday Final Edition

SECTION: WHEELS; Pg. F9

LENGTH: 273 words

HEADLINE: Less costly Windstar to be offered

SOURCE: SPECIAL TO THE RECORD

BODY:

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

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

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

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

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

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

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

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

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

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

LOAD-DATE: September 21, 2002

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

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

Copyright 1994 Crain Communications, Inc.

Crain's New York Business

April 18, 1994

SECTION: TAKEOUT; Commercial Real Estate; Pg. 32

LENGTH: 1064 words

HEADLINE: Back-office locations clamoring for tenants

BYLINE: By CHUCK STRUENSEE

BODY:

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

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

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

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

Queens beckons, too

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

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

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

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

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

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

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

Pent up demand

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

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

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

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

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

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

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

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

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April 25, 1994

SECTION: PRODUCT PROFILE; Pg. 30

LENGTH: 1540 words

HEADLINE: Indiglo Watch Lights Up Better Times For Timex

BYLINE: By Elaine Underwood

HIGHLIGHT:

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

BODY:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Current hot fashion brand Fossil takes the same tact.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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APRIL 30, 1994, SATURDAY, SOONER EDITION

SECTION: BUSINESS, Pg. A1

LENGTH: 1500 words

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

BYLINE: CRISTINA ROUVALIS, POST-GAZETTE STAFF WRITER

BODY:

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

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

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

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

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

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

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

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

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

will likely be let go.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Like Horne's, Federated went through a damaging leveraged buyout itself.

Federated, which posted sales of \$ 7.2 billion last year, filed for bankruptcy in 1990 after an ill-fated and overpriced takeover by Canadian developer Robert Campeau in 1988.

But the company has rebounded in the past few years by cutting costs, centralizing its buying and putting fresher merchandise on the floor. The chain earned \$ 193.2 million on sales of \$ 7.2 billion for the fiscal year ended Jan. 29.

"May Company is at the top of the department store industry in terms of profitability," says analyst Poneman. "Federated is improving strongly and striving to get back at the top that they used to share with May."

Federated owns Bloomingdales in New York, Abraham & Straus and Jordan Marsh in the Northeast, the Bon Marche in the Northwest, Burdines in Florida, Rich's in the Southeast and Stern's in the Northeast. It recently bought a stake in R.H. Macy & Co., which is reorganizing under protection of Chapter 11 of the bankruptcy code.

Horne's milestones

1849: The first Joseph Horne Co. store, importer and retailer of dry goods, opens at 63 Market Street. Busy from the start, it employs 11 clerks to take care of the retail trade on the street floor and wholesale trade on the two upper floors. The street numbers change from 63 to 73 and then to 77.

1860: Christian Bernard Shea joins Horne as a partner. Shea handles finances, while Horne does the buying.

1862: Horne acquires the store next door.

1865: Major Albert Pressley Burchfield joins as a partner to look after the growing wholesale business. A wheelbarrow becomes the company's first delivery vehicle.

1871: The wholesale business takes over both Market Street stores and the retail business moves into Library Hall on Penn Avenue.

1893: The company moves to its current location at Penn Avenue and Fifth Street (now Stanwix). The new building is lauded for its modern features -- hydraulic elevators, a power plant and a pneumatic tube system. Horne's disposes of its wholesale business to concentrate on the retail trade.

1897: The company moves into temporary quarters after fire destroys the new building. An even finer store is built within a year.

1900: Yet another fire and and yet another building that climbs to new heights.

1903: Additions to the new building mean Horne's now occupies an entire block on Penn Avenue, from Stanwix to Duquesne Way. Horne's introduces the first motorized truck to Pittsburgh.

1909-1919: Horne's helps form the Retail Research Association and Associated Merchandise Corp. to enjoy the advantages of group buying while remaining individually owned. Camp Horne is opened to give employees free vacations.

1923: Horne's opens its eight-story North Building.

1932: The Downstairs Store is opened to provide merchandise at moderate prices.

1937: Horne's becomes Pittsburgh's first completely air-conditioned department store.

1945-1959: Horne's adds a store in Mt. Lebanon. Stores in Brentwood- Whitehall and Natrona Heights are added in the 1950's.

1959-1970: The fourth suburban store is opened in East Hills in 1960. It's followed in the 1960s by stores at Northway Mall, Greengate, and South Hills Village.

1986: Associated Dry Goods, parent company of Horne's, announces it has rejected two takeover bids from

May Department Stores, parent of Kaufmann's. A merger of the two companies is approved later that year but Horne's executives and Pittsburgh investment firm MMC Group Inc. buy the chain from May in a leveraged buyout.

1988: MMC signs an agreement to Edward J. DeBartolo Corp., of Youngstown Ohio, and Dillard Department Stores. But Dillard and DeBartolo walk away from the sale after they claim Horne's misled them about the deteriorating financial condition. Horne's later sues Dillard and DeBartolo, claiming they disrupted inventories and chased away key employees after backing away from the deal.

1992: Horne's settles with DeBartolo and Dillard out-of-court by agreeing to sell its five Ohio stores for \$ 26 million.

1994: Federated Department Stores of Cincinnati announces it has signed a letter of intent to buy Horne's and make the stores part of its Lazarus division.

KRTBN

NOTES:

Staff reporter Jim McKay contributed to this report.

GRAPHIC: PHOTO (2), INFORMATIONAL GRAPHIC, Tony Tye/Post-Gazette

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SWIMSUIT EDITION SOME MEN PREFER SWIMSUITS THAT CAN DOUBLE AS SHORTS Charleston Gazette
(West Virginia) May 1, 1994, Sunday

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May 1, 1994, Sunday

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HEADLINE: SWIMSUIT EDITION SOME MEN PREFER SWIMSUITS THAT CAN DOUBLE AS SHORTS

BODY:

Duality is the word in men's swimsuits this season.

"Double-duty is the point," says Tom Julian, men's fashion specialist for the Fashion Association in New York. Men are looking for swimsuits that can double as shorts, he says.

"We're seeing more details in swimwear that have the elements of walk shorts. The length for walk shorts is about 17 inches and that's about the same for swimsuits," Julian says. In addition to longer lengths, he points to the increasing popularity of side seams, side-entry pockets, elastic and drawstring waistbands.

With designers such as Tommy Hilfiger and **Nautica's** David Chu selling swimsuits alongside their sportswear rather than in swimwear departments, Julian says, some men "don't even realize they're buying swimsuits."

Jeff Gazelle, the San Francisco designer behind the Gazelle label, concurs.

One of Gazelle's most popular designs is his "rugby" suit, which he says is styled much like a pair of rugby shorts. "Men love it. It has a pocket and support underneath so they can go swimming

and later add a tank top or a T-shirt and be presentable in a restaurant at a resort area."

Gazelle's 14-year-old label is most often identified with bikini and brief styles. In Europe and South America, his sales are almost exclusively bikini styles, while in the United States it's a mix of bikinis, briefs and boxers.

Beyond the dominant trend of swimsuit as shorts, the other news is in color and pattern.

"It's either crayon bright tropical or scenic prints; nautical brights; or washed blue tones inspired by pinstripes or batiks, mixed with darker blues and navy," Julian says.

Novelty print swimsuits, reminiscent of novelty print neckties by designers such as Nicole Miller, are also a strong trend, he says

. "Whether it is Gauguin, surf Hawaii, retro or fashion forward, we're going to see a lot of novelty prints. There's no question about it."

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SUITABLE FOR SWIMMING WOMEN SEEK OUT A FIT THAT FLATTERS Detroit Free Press May 2, 1994
Monday METRO FINAL EDITION

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May 2, 1994 Monday METRO FINAL EDITION

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HEADLINE: SUITABLE FOR SWIMMING WOMEN SEEK OUT A FIT THAT FLATTERS

BYLINE: MARY GOTTSCHALK Knight-Ridder Newspapers

BODY:

Less is no longer more in the world of women's swimsuit fashion.

Concern over skin cancer, cellulite and expanding figures is resulting in changes by designers and manufacturers.

"The style that has come on strong is a high-neck, one-piece that comes all the way up to the neck," says Linda Minjares, women's swimwear buyer for the Emporium chain. "High necks are more popular, where before it was a scoop neck. Some customers want to avoid tanning around the vulnerable chest area."

Some of the high-neck suits have mesh or sheer insets, while others don't, but all still have "a sexy feeling," Minjares says.

Coverage is equally important in areas besides the neck and not only as a way of avoiding the sun. Some suits have longer legs, including ones with boy-cut legs or skirts, and it's more common to find arm holes and waistlines cut higher -- all intended to camouflage problem areas.

A suit that flatters the figure is what women are most concerned with, according to a recent nationwide survey for catalog retailer Lands' End. Of the 800 women ages 24 to 65 surveyed, 98 percent said a suit that flatters the figure is the single most important factor in their buying decisions. Interestingly, fashion was important to less than three-fourths of the respondents, who rated it behind factors such as not riding up, providing adequate coverage, being appropriate for intended use, providing adequate support and wearing well.

Kindest Cut swimwear is the Lands' End offering to flattering fit. Suits come in three torso sizes -- short, regular and long -- and have additional fabric through the bust and seat for ease of fit. Torso fit is unrelated to height, so a petite woman could have a long torso while a tall woman might have a short torso, and long legs.

Land's End has also introduced its first mastectomy swimsuit with a higher neckline and underarm cut, wide

straps and a constructed soft cup bra with openings for a prosthesis. Suits like this can benefit thousands of women. This year alone, there will be 182,000 new cases of breast cancer diagnosed, according to the American Cancer Society. (For a Land's End catalog featuring swimwear, call 1-800-356-4444 anytime.)

Mastectomy swimsuits are also available through What Women Want Customized Swimwear in San Jose, Calif. For information, call 1-408-997-0188 anytime.

Other retailers addressing the fit and flatter issue include Target and JCPenney. At Target, the Figure Help line includes control panels to help flatten stomachs, inner bra construction for support and skirted bottoms to minimize hips and thighs. At JCPenney stores, color-coded tags guide you to the body type the suit is designed to flatter in a program called A Fitting Suit.

Manufacturers are also tuned into guiding the customer toward flattering looks. Robby Len uses color-coded tags to steer women toward suits that minimize problem fit areas such as the waistline or bust line. Jantzen's line includes skirted suits that are kind to large hips and thighs.

Whatever your decision, here are the key trends in women's swimwear to consider this year:

TEXTURE: Crochet, macrame, lace, mesh insets, eyelet, zippers, seersucker, jacquard and pucker textures. For real flash, look for the velvet suits and the new metallics in gold, silver, blue or pink.

COLOR: Black dominates the solid color suits, which often do double duty as exercise clothes. Close behind is navy and other shades of blue such as chambray, with red coming on strong. White and neutral or earth shades are also major players.

PRINTS: Look for florals, plaids, tie-dye, batiks, stripes, checks, animal prints, ethnic motifs, tropical prints and patriotic stars and stripes.

SEPARATES: At least one retailer this year is selling tops and bottoms separately. At Target, Sun Separates allows you to mix-and-match prints and patterns. More important, these pieces, priced at \$13 each, allow you to buy different size tops and bottoms, or just a top to wear with shorts or a skirt.

MAXIMUM SUN: The Tan Thru Suit line -- patent-pending in the United States -- includes one and two-piece suits for women as well as men's suits that allow tanning UV rays to penetrate. Tan Thru Suits actually debuted nine years ago, but early versions turned transparent when wet and weaving patterns in later versions often caused uneven tanning.

These suits remain opaque when wet and allow for all-over tanning. They're priced \$56 to \$79 for women and \$35 to \$40 for men and are available in selected tanning salons and catalogs such as Frederick's of Hollywood and International Male.

Men's swimsuits do double-duty

Duality is the word in men's swimsuits this season.

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Time to accentuate the positive

Here are tips for choosing a suit:

HEAVY HIPS AND THIGHS

- * Look for suits with a skirted bottom or with shorts attached.
- * A dark, solid-color suit is more slenderizing. If you want two colors, keep the darker color on the bottom.
- * Moderately high-cut legs can create an elongated, slimmer thigh look.
- * A wide shoulder strap with crisscross back draws eyes away from the lower body.
- * A suit with a constructed top or design details attracts the eye up and away from the lower body.
- * Avoid elastic that binds or tight belts that create bulges.

THICK WAIST, STOMACH BULGE

- * Look for suits with tummy control.
- * A suit with knots, belts or sashes at the waist gives more definition.
- * Gathers, pleats or shirring conceal stomach bulges, as do bold prints.
- * A suit with V-stripes at the waist and hips, diagonal accents or bands of dark color around the middle can give the illusion of an hourglass figure.
- * Suits with lower-cut legs de-emphasize the stomach area.
- * Dark side panels slenderize.

LONG TORSO

- * A cummerbund suit or blouson tank will break up your figure.
- * If you prefer a two-piece, look for a high-waisted bottom.
- * High-cut legs shortens a torso.

LARGE BUST

- * Blouson tops camouflage the bust.
- * For support, look for halter tops with wide straps, underwire, and/or wide straps that crisscross in back.

* Vertical stripe patterns make the bust look smaller.

* A bandeau or tank suit minimizes the bust line.

SMALL BUST

* Prints and horizontal stripes on top maximize the bust.

* Draped, shirred and ruffled fronts accentuate the bust.

* Bandeau tops with a shirred or knotted center help create cleavage.

* A suit with light colors on top and dark on the bottom will make the bust look larger. A print top with solid bottom does the same.

* Look for suits with molded cups or underwire, push-up bras.

NOTES: FASHION

GRAPHIC: Photo;

S:

Keiko gives the standard stripe some zing in kiwi and periwinkle, with the boy-cut legs for greater coverage.

Anne Cole gets nostalgic for the '20s with this retro-style navy blue suit with tunic style bottom and white stripes.

Two trends come together in these swim shorts from **Nautica** by David Chu. The longer shorts, which can double as walk shorts, are in a cotton patchwork of bright red, blue, green and yellow.

Jantzen's Electric Beach line includes this high neck tank suit with high-cut legs and lacy crochet insets.

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COLLEGES USA TODAY May 3, 1994, Tuesday, FIRST EDITION

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HEADLINE: COLLEGES

BYLINE: Harry Blauvelt

BODY:

Texas wide receiver Mike Adams needed 50 stitches to close a wound in the palm of his left hand caused by a weekend knife fight with former Longhorns basketball player Al Segova. Adams, who gained 1,854 all-purpose yards last season as a receiver and kick returner, says he suffered some nerve damage and loss of feeling in his ring finger. But he said doctors told him the feeling should come back and his football future shouldn't be affected. No charges have been filed.

BASKETBALL: William L. Wall, longtime executive director of USA Basketball, has won the John W. Bunn Award, presented by the Basketball Hall of Fame for outstanding contributions to the game.

Also: Former NBA player Craig Hodges, 33, a member of the Chicago Bulls' 1991 and 1992 title teams, Monday was named Chicago State men's basketball coach. . . . Connecticut assistant Dave Leitao, 33, Monday was named men's basketball coach at Northeastern, replacing Karl Fogel, who was reassigned to other duties at the end of the season.

SAILING: PACT95, a defender syndicate vying for a chance to represent the USA in the 1995 America's Cup, announced its three key sponsors (Ford's Lincoln Mercury Division, Duraflame, **Nautica** International) and showed off the unusual graphics for its new boat, Young American, Monday in New York. Pop artist Roy Lichtenstein has created a psychedelic-looking green and white design with a mermaid painted on the side. He also will paint two sails with sunbeams reflecting the water and the sky. Construction begins in June for a December launch.

ELSEWHERE: Paul Hornung, former sports editor of The Columbus (Ohio) Dispatch who covered 326 consecutive Ohio State football games, died Monday of cancer at 78. . . . Swiss cyclist Toni Rominger won Monday's eighth stage of the Tour of Spain in 48: 44, stretching his overall lead to four minutes, 10 seconds, and moving him closer to an unprecedented third consecutive Tour of Spain title. . . . Team USA (3-2) lost its second consecutive game, 7-2 to Finland, at the World Hockey championships in Italy but qualified for the medal round beginning Wednesday in Milan. . . . Irish jockey Declan Murphy, 27, who began his racing career in New York in 1983, was in critical condition with severe head injuries Monday after falling in a race at Haydock Park in England. . . . Equestrian Julie Gomona of Lake Oswego, Ore., rode Treaty to victory Sunday in the Rolex Kentucky Three-Day Event CCI at Lexington.

GRAPHIC: PHOTO, color, Richard Drew, AP

Source: News & Business > Combined Sources > News, All (English, Full Text) []

Terms: nautica and date(geq (1/1/1994) and leq (6/30/1994)) (Edit Search | Suggest Terms for My Search)

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Whitbread jury hears weather case USA TODAY May 6, 1994, Friday, FINAL EDITION

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USA TODAY

May 6, 1994, Friday, FINAL EDITION

SECTION: SPORTS; Pg. 9C

LENGTH: 441 words

HEADLINE: Whitbread jury hears weather case

BYLINE: Carolyn White

BODY:

The international jury for the Whitbread Round the World race had its first day of hearings in Fort Lauderdale, Fla., Thursday. It hopes to reach a decision on its most controversial issue sometime today.

The jury, an independent body that decides race protests, must determine whether Yamaha skipper Ross Field received illegal weather information from Adrienne Cahalan, who was navigator on another Whitbread boat.

After winning the fifth of six Whitbread legs, Yamaha leads the 10-boat Whitbread 60 class.

Cahalan, an Australian lawyer, was an original member of the U.S. Women's Challenge. But she and several other crew quit after the first leg, dissatisfied with skipper Nance Frank.

When Frank withdrew from the race because of a lack of funds, Ocean Ventures Ltd. repossessed the boat and continued it in the race under another skipper. Cahalan and six other members rejoined the boat, renamed Heineken.

Frank gave the committee recordings from the boat's computer discs.

One from Cahalan to Field, according to Frank, says, "I see you're in trouble down there. Best to give you the big picture. . . . Don't worry. I erase all this correspondence."

From Field to Cahalan: "Adrienne: Would you tell me what breeze you have, please. Urgent. I owe you another."

Frank is waging a \$ 15 million lawsuit against Ocean Venture - which owns Yamaha and Heinken - the Whitbread and Heineken, which is also a race sponsor, saying they colluded to prevent her from continuing in the race.

Passing weather information from one boat to another, in most instances, is illegal.

Worst-case scenarios: Yamaha could be disqualified; Ross and Cahalan could be disqualified; their boats could get a time penalty.

AMERICA'S CUP: Kevin Mahaney will skipper defender syndicate PACT95's \$ 16 million campaign. John Kostecky will be his tactician. Both are Olympic silver medalists. Other PACT95 news:

-- In addition to three key sponsors (**Nautica** International, Lincoln Mercury and Duraflame), PACT95 says four U.S. corporations will be technology partners: Science Applications Int., which has been involved in America's Cup research since 1984; Boeing, which will analyze and design appendages for the boat; super computer giant Cray Research; and Ford Motor Co.

-- Walter Cronkite is the syndicate's official spokesman.

-- Three universities - Michigan, MIT and Maryland - will conduct computer analysis, tank testing and wind tunnel tests.

-- Its \$ 4 million education program will include a TV series on PBS and linkages with on-line computer systems.

-- Construction begins in late June and should be done by Thanksgiving.

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

Terms: [nautica and date\(geq \(1/1/1994\) and leq \(6/30/1994\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Date/Time: Monday, March 27, 2006 - 10:02 AM EST



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Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]Terms: [nautica](#) and [date\(gteq \(1/1/1994\) and leq \(6/30/1994\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#)) Select for FOCUS™ or Delivery*Nautical news; new fashions from Nautica Apparel Inc.; Brief Article Daily News Record May 6, 1994*

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ASAP

Copyright 1994 Capital Cities Media Inc.

Daily News Record

May 6, 1994**SECTION:** Vol. 24 ; No. 87 ; Pg. 4; ISSN: 0162-2161**LENGTH:** 408 words**HEADLINE:** Nautical news; new fashions from **Nautica** Apparel Inc.; Brief Article**BODY:**

Function is always important," says **Nautica** designer David Chu. And his holiday '94 collection stays true to his word, with an impressive array of functional outerwear and coordinating easy sportswear.

Concentrating on the sport-specific "Hydro-Nautic" aspect of the collection, **Nautica** offers brightly colored seaworthy bib overalls, parka and bomber jackets, and pullon pants, all in Nautex, the hightech, waterproof, yet breathable, fabric that Chu developed several seasons back.

As sponsor and official outfitter of the PACT 95 team, one of the groups slated to enter a yacht in the competition to represent the U.S. in the 1995 America's Cup, Chu has customized a special "mini-collection" for the team that incorporates sport-specific Nautex pieces, casual sportswear looks and even tailored clothing. All these pieces will then be added to the mainstream collection going forward.

Addressing the needs of sportsmen of all kinds (from the true hardcore sailing aficionado to the weekend warrior), **Nautica** offers fabrics that range from a simple water-resistant poplin to a rugged coated canvas to high-tech Nautex or Tactel nylon. The Sailsport jacket and parka in durable rip-stop cotton/polyester microfiber with a quilted lining are stylish examples of true foulweather gear. This season's outerwear features more-subdued color combinations with less emphasis on color blocking, contrasting trims and logos than in seasons past. This is especially true of the fashion pieces: the reversible poplin field coat; a tobacco canvas 3/4-length jacket, or more luxurious offerings like a sueded lambskin parka or bomber in tobacco or loden.

Casual sportswear is another key component, especially the kind of activewear-inspired pieces that mix easily with the outerwear. The best looks here revolve around easy weekend wear knits. Polar fleece continues to be important and Chu is using it more than ever. The strongest pieces incorporate sportswear styling, like the reversible Black Watch plaid parka, the vest, halfzip overshirts and a pull-on pant. French-terry items in muted plaids and bright solids add another easy option.

Dressier offerings round out the equation with a resort group in linen/cotton in a serene color palette of midnight, ecru and kelly, sparked with batik prints. Swimwear pieces work back with all the groups and spotlight a new, shorter athletic style trunk in a "running short" silhouette.

GRAPHIC: Photograph**SIC:** 2329 Men's and boys' clothing, not elsewhere classified ; 2320 Men's and Boys' Furnishings ; 2300 APPAREL AND OTHER TEXTILE PRODUCTS

IAC-NUMBER: IAC 15424141

IAC-CLASS: Trade & Industry

LOAD-DATE: September 07, 1995

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Crain's New York Business May 9, 1994 / May 15, 1994

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Crain's New York Business

May 9, 1994 / May 15, 1994

SECTION: EARNINGS; Pg. 17

LENGTH: 604 words

BODY:

Alexander & Alexander Services Inc., Manhattan, reported a loss for the first quarter of \$ 4.4 million, or 15 cents per share, compared with net income of \$ 13.2 million, or 30 cents per share, from the same period of a year ago. Operating revenues were flat at \$ 323 million.

Ark Restaurants Corp., Manhattan, reported a loss for the second quarter, ended April 2, of \$ 1 million, or 32 cents per share, compared with a loss of \$ 43,000, or one cent per share, from the same period ended April 3, 1993. Net sales rose 3.1% of \$ 11.6 million. For the first six months of the year, the company reported a loss of \$ 74,000, or two cents per share, compared with net income of \$ 273,000, or nine cents per share. Net sales increased 2.6% to \$ 26.8 million.

Celadon Group Inc., Manhattan, reported net income for the third quarter, ended March 31, soared 255% to \$ 796,000, or 11 cents per share, from \$ 129,000, or one cent per share. Total revenue rose 13.6% to \$ 43.3 million. For the first nine months of the year, the company reported net income leaped 251% to \$ 1.9 million, or 40 cents per share, from \$ 552,000, or nine cents per share. Total revenue rose 12% to \$ 131.6 million.

Graff Pay-Per-View Inc., Manhattan, reported net income for the first quarter declined 71.5% to \$ 70,000, or one cent per share, from \$ 247,000, or three cents per share. Revenues soared 92.5% to \$ 8.1 million.

Greater New York Savings Bank, Manhattan, reported net income for the first quarter fell 63% to \$ 2.6 million, or eight cents per share, from \$ 6.9 million, or 49 cents per share. Total assets rose 2% to \$ 2.51 billion.

Grow Group Inc., Manhattan, reported net income for the third quarter, ended March 31, declined 29.3% to \$ 1.3 million, or eight cents per share, from \$ 1.8 million, or 13 cents per share. Revenues from continuing operations rose 10% to \$ 91.2 million. For the first nine months of the year, the company reported net income leaped 40% to \$ 7.3 million, or 45 cents per share, from \$ 5.2 million, or 38 cents. Revenues from continuing operations increased 10.1% to \$ 262 million.

Lumex Inc., of Bay Shore, L.I., reported net income for the first quarter fell 16.6% to \$ 851,000, or 20 cents per share, from \$ 1 million, or 24 cents per share. Net sales rose 8.9% to \$ 29.3 million.

Metro Bancshares Inc., of Jericho, L.I., reported net income for the second quarter, ended March 31, rose 26.3% to \$ 3.3 million, or 60 cents per share, from \$ 2.6 million, or 48 cents per share. For the first six months of the year, the company reported net income climbed 103% to \$ 10.1 million, or \$ 1.86 per share, from \$ 4.9 million, or 93 cents per share. Total assets rose to \$ 1.01 billion.

Omnicom Group Inc., Manhattan, reported a loss for the first quarter of \$ 9.1 million, or 27 cents per share, compared with a loss of \$ 14.5 million, or 50 cents per share, from the same period of a year ago.

Commission and fee income increased 11% to \$ 376.5 million.

Nautica Enterprises Inc., Manhattan, reported net earnings for the year, ended Feb. 28, leaped 60.2% to \$ 16.8 million, or \$ 1.35 per share, from \$ 10.5 million, or 90 cents per share. Net sales rose 27.8% to \$ 192.9 million. For the fourth quarter of the year, the company reported net earnings climbed 58.4% to \$ 5 million, or 38 cents per share, from \$ 3.1 million, or 27 cents. Net sales rose 15% to \$ 42.8 million.

TR Financial Corp., of Garden City, L.I., reported net income for the first quarter decreased 8.9% to \$ 2.8 million, or 27 cents per share, from \$ 3 million. Total assets increased 7% to \$ 2.14 billion.

LOAD-DATE: May 16, 1994

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#)

Terms: [nautica and date\(geq \(1/1/1994\) and leq \(6/30/1994\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Fashion Flashes Orange County Register (California) May 13, 1994 Friday

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Orange County Register (California)

May 13, 1994 Friday MORNING EDITION

SECTION: ACCENT; Pg. Q02

LENGTH: 223 words

HEADLINE: Fashion Flashes

BYLINE: KATHERINE BLAKE, The Orange County Register

BODY:

Have the stripes on your spring/summer sportswear separates faded?

Designers have created a variety of fresh striped designs, some more daring than others, to freshen up your wardrobe.

Nautica designer and president David Chu has been giving stripes a timeless nautical look that's great on surf or turf since he founded the company in 1983. One of his newest offerings is a long-sleeve white cotton twill shirt featuring "boldy graphic but softly hued" red, blue and green stripes (\$ 55). Cotton twill "whitecap" shorts (\$ 35) provide the perfect match. At **Nautica**, Newport Beach and Bullock's Men's Store, South Coast Plaza, Costa Mesa.

The DKNY line tests the limits of fashion with the uncommon appearance, at least in the United States, of a man wearing a skirt. A variety of DKNY striped linen beach wraps (\$ 95 each) is available at Traffic, Los Angeles.

No, that's not Dad's old tie from the 1960s. It's one of the highlights of the Emporio Armani spring/summer sportswear collection. Wear it with a contemporary vest for an updated look.

The tie (\$ 70) is available at Emporio Armani, South Coast Plaza, Costa Mesa.

GRAPHIC: BLACK & WHITE PHOTO; B&W pictures

LOAD-DATE: March 17, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]

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Date/Time: Monday, March 27, 2006 - 10:00 AM EST

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FELLOWS LEAVES HIS TIGER ON THE TRACK *The Toronto Sun* May 21, 1994, Saturday,

Copyright 1994 Toronto Sun Publishing Corporation
The Toronto Sun

May 21, 1994, Saturday, Final EDITION

SECTION: SPORTS, Pg. S17, YOU ARE WHAT YOU DRIVE!

LENGTH: 304 words

HEADLINE: FELLOWS LEAVES HIS TIGER ON THE TRACK

BYLINE: MARYANNA LEWYCKYJ

BODY:

During a recent visit to Toronto, three-time world driving champion Jackie Stewart jokingly described his post-retirement driving style as "early grandmother."

According to Stewart, race car drivers use up all their enthusiasm for speed on the track, and have no desire to push the limits on public roads.

The theory holds true for Toronto Trans-Am driver Ron Fellows.

While he's one of the most aggressive drivers behind the wheel of his 650-hp AER Manufacturing Ford Mustang Cobra race car, Fellows is "pretty tame" on family outings, said wife Lynda.

"It's a 180-degree difference," said Fellows, who finished second in the Trans-Am standings in 1993.

"I'm passive and defensive on the road. They're contrasting styles for sure."

With a five-month-old son, Sam, and daughter Lindsay, 9, Fellows seeks space rather than speed off-track.

Fellows will be gunning for his first Trans-Am victory of 1994 tomorrow at Mosport in the second race of the season.

FIRST CAR: 1981 Ford Escort SS.

WORST CAR: Lotus Formula 1600.

WORST AUTOMOTIVE EXPERIENCE: In his first full-time job out of high school, Fellows was at the wheel of a dump truck towing a backhoe through a snowstorm when he hit a cement truck while ascending a hill, knocking the cement truck on its side. "My employer was less than thrilled," recalled Fellows.

VEHICLES CURRENTLY OWNED: 1994 Mercury Villager **Nautica** van; 1994 Ford Explorer.

FAVORITE: 1994 Ford Explorer.

WHY?: Goes anywhere in any weather, anytime. Comfortable as they come.

PREFERRED COLOR: Blue.

WORDS THAT FIT YOU AND YOUR VEHICLE: Adventurous, comfortable and never on time.

DREAM CAR: Jaguar XJR 220.

DREAM CHAUFFEUR: David Letterman.

ADVICE TO CARMAKERS: "Keep listening to the needs and wants of the people who buy your products!"

GRAPHIC: photo by Chris Wahl HAPPY FELLOWS ... Toronto Trans-Am race car driver Ron Fellows and his favorite car, a 1994 Ford Explorer.

LOAD-DATE: July 23, 1996

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) ⓘ

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Commercial Property/Midtown South; Funky Area Lures Not-So-Funky The New York Times May 22, 1994, Sunday, Late Edition - Final

Copyright 1994 The New York Times Company
The New York Times

May 22, 1994, Sunday, Late Edition - Final

SECTION: Section 10; Page 17; Column 1; Real Estate Desk

LENGTH: 1408 words

HEADLINE: Commercial Property/Midtown South;
Funky Area Lures Not-So-Funky

BYLINE: By CLAUDIA H. DEUTSCH

BODY:

LAST December, when Mark J. Berman moved his six-person marketing communications company, Townsend Consulting Group, down to 5 West 19th Street, he did it for one reason only: Economics.

He was getting twice the space for half the money he was paying at 1633 Broadway, at 50th Street. He figured his clients would turn their noses up at the area, but that was an easy fix: He'd simply go meet them uptown.

Now, scarcely six months later, Mr. Berman is sold on his high-ceilinged space, on the eclectic mix of restaurants, on the ease with which he gets cabs, on his whole life style. What's more, his clients are sold, too.

"I keep offering to go visit my clients and they keep opting to come down here," Mr. Berman said. "It's just more casual and more comfortable than midtown."

Is that only a small-company perspective? Hear Ralph Ammerati, partner in the huge advertising firm Ammerati & Puris. In 1981 he moved from Citicorp Center to 36,000 square feet in 100 Fifth Avenue, at 15th Street. He, too, just wanted to save money.

Today, he has more than 100,000 square feet in 100 and its sister building, 104 Fifth Avenue. It's not a perfect situation. The floors are small, so he's spread out over 10 of them. And he's had to put in interior staircases because the elevators are so slow. Still, he wouldn't consider moving back uptown.

"We seldom go uptown for anything anymore," Mr. Ammerati said.

Until recently, midtown south -- the area between 14th and 34th Streets, river to river -- had only one *raison d'etre*: It was a cheap alternative when rents in midtown got too high. But lately, midtown south has turned into a neighborhood of choice itself.

"In the 80's a great majority of deals were midtown tenants going to midtown south to save \$7," said David A. Falk, a senior director at Williams Real Estate. "Now it's people moving within the neighborhood, going to a better building a few blocks away."

Midtown south is by no means a boom town, though. The area has traditionally attracted entrepreneurial

companies, many of which went bankrupt in the last recession. And those tenants who still preferred a fancy midtown address to a funky midtown south one suddenly could afford to move uptown.

MarketSearch, a company in Rye, N.Y., that tracks building vacancies, says midtown south's vacancy rate was about 16.6 percent this month; two years ago, it was 11.6.

But now, with midtown rents starting to firm up -- and with large blocks of midtown space growing increasingly scarce -- tenants are starting to look at midtown south again. And brokers report the tenants are doing so with a great deal more enthusiasm.

"There's just less resistance to midtown south now," said Mitchell Konsker, an executive managing director of the real estate firm Galbreath Riverbank and the leasing agent at 345 Park Avenue South, at 25th Street.

Robert A. Silver, a director at Newmark Real Estate who is leasing agent at 111-115 Fifth Avenue, at 18th Street, concurs.

"A lot of midtown people are coming down to take a look," he said. Over the last 15 months, he said, activity has been so brisk that his buildings are nearly 95 percent full.

Leasing is frenzied throughout the area. Edward S. Gordon, the real estate company, says that some 693,000 square feet of midtown south space was leased in the first quarter of 1994, a 219 percent increase over the same quarter of 1993. Moreover, rents topped \$17 for the first time in several years.

And it is not only the "artsy" entrepreneurial companies moving in. The fashion industry is embracing the area en masse. Last year Perry Ellis International moved its offices and showrooms to 115 Fifth Avenue, while J. Crew expanded to more than 100,000 feet at 625 Avenue of the Americas, at 18th Street. **Nautica** Inc. took 22,000 square feet at 11 West 19th Street. And now The Gap is moving its East Coast offices from 3 East 54th Street into 150,000 square feet at 620 Avenue of the Americas, at 18th Street.

"This really legitimizes the area," said Randy Kohana, a managing director at E.S. Gordon who represented the Gap. "Here's a huge corporate tenant moving to midtown south, and that tells other tenants that this is an O.K. area for a prestigious company."

Indeed, several mainline companies are looking at the neighborhood with a fresh eye. First Boston is said to be seriously considering buying 11 Madison Avenue, the old Metropolitan Life building on 24th Street. Prudential Securities has taken 185,000 square feet at 111 Eighth Avenue, at 16th Street; and Beth Israel Hospital bought 300,000 square feet of office space at 10 Union Square East.

"This whole neighborhood has gone through a substantial demographic revolution," said Martin Turchin, a vice chairman at Edward S. Gordon.

Nonetheless, the influx of conservative companies has not substantially changed the neighborhood's laid-back feeling. That's one reason that 20th Century Fox is opening its new FX Cable Network in 70,000 square feet at 212 Fifth Avenue, at 26th Street. The network intends to do man-in-the-street types of interviews at various times of day.

"They don't want just button-down businessmen who disappear at 5 P.M., and they don't want a backdrop of wedding-cake buildings," said David L. Hoffman, a broker with Colliers ABR who represented Fox.

Actually, to think of midtown south as a unified neighborhood is a bit misleading. Until fairly recently, Fifth Avenue and Park Avenue South were considered the area's only "good" streets. Lower Fifth had become a bustling shopping street, and Park Avenue South had enough tall buildings and restaurants to qualify as a poor man's midtown.

But lately, Avenue of the Americas and points west have taken off, too. Ladies' Mile -- 17th Street to 23d

Street -- has turned into a discount retail corridor, with Bed Bath & Beyond, Barnes & Noble and numerous other stores opening in the last two years. And office tenants are following down.

IN a sense, the real estate recession immeasurably helped many of the area's buildings. Unlike midtown, where many buildings are owned by rich real estate families or deep-pocketed institutions, midtown south's commercial buildings have traditionally been in the hands of undercapitalized individuals or partnerships. Many of those owners lost their buildings to their mortgagees. Those institutions -- or companies who bought the buildings from them -- have given the properties new life.

Three years ago, 345 Park Avenue South was about 70 percent empty, "a real white elephant," recalled Mr. Konsker. But then Park Avenue South Armory, a Bankers Trust-dominated partnership, foreclosed on the property and spent more than \$3 million to put in new windows, elevators, telecommunications wiring and the like. Since then the New York Law Journal, Bill Communications, Kaleidoscope Companies and others have moved in, to the point where the 12-story building has only two empty floors.

Madison Square -- 15 East 26th Street -- is a 345,000-square-foot building that three years ago was in bankruptcy, in disrepair, and only half full. Schroeder Real Estate took it over, refurbished it and started marketing it to giftware companies and nonprofits.

"We have no space left," said Howard Simson, a Cushman & Wakefield director and the building's leasing agent.

S.L. Green Real Estate, a well-heeled landlord that continuously poured renovation money into its six midtown south buildings throughout the recession, has almost no space left in its buildings either. There's been plenty of turnover, but the space has rarely remained vacant for long.

"We don't necessarily command higher rents, but we rent quicker than our competitors," maintained Stephen Green, the company's chairman. "When you consider that carrying vacant space costs as much as 30 cents a foot a month, that's pretty important."

Because the renovated buildings remain in the minority, there has been a lot of intra-neighborhood movement as local tenants try to trade up their space; 345 Park Avenue South grabbed the Law Journal from 111 Eighth Avenue. And many of Madison Square's recent sign-ons, including Harcourt Brace Jovanovich and Covington Fabrics, are moving from just a few blocks away.

"The building is modern enough to accommodate the computer systems that we want to install," said Abby Gilmore, Covington's president. "But it still has a small building feel, in a neighborhood that is our home."

GRAPHIC: Photos: Mark J. Berman in his offices at 5 West 19th Street; the building is at right. (Philip Greenberg for The New York Times)

LOAD-DATE: May 22, 1994

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

Terms: [nautica and date\(geq \(1/1/1994\) and leq \(6/30/1994\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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The Wagonmaster takes on the Vanmeister; JOHN R. WHITE The Boston Globe May 29, 1994, Sunday, City Edition

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The Boston Globe

May 29, 1994, Sunday, City Edition

SECTION: AUTOMOTIVE; Pg. A45

LENGTH: 1558 words

HEADLINE: The Wagonmaster takes on the Vanmeister;
JOHN R. WHITE

BYLINE: By John R. White, Globe Staff

BODY:

Ever since it invented the front-drive minivan, Chrysler has had a lock on the market. Not that competitors haven't taken a run at Chrysler. Everybody's tried.

At first glance, the Chrysler minis didn't look all that formidable. Basically a spinoff of the K platform - remember the K car that saved the company? - the vans tended to be underpowered; the 2.2-liter base 4-cylinder was not quite enough to pull a loaded Voyager or Caravan up hills with any vigor and the 2.6-liter 4-cylinder Mitsubishi engine wasn't a whole lot better. But, like the bumblebee that doesn't know that, aerodynamically speaking, it really can't fly, Chrysler Corp. minivans pulled hills, carried the kids to college, took the team to practice - did all those suburban jobs once reserved for station wagons. People loved them.

Underpowered they might have been, but they were low to the ground, roomy inside and roomy under the hood, and they handled well. In winter, they fared better than rear-drive vans and, when it came to maintenance, the Chrysler minis were a snap compared to the traditional rear-drive monsters that virtually had to be disassembled to get at a spark plug.

The Japanese, who had succeeded with the concept of small in this country where others had failed - witness the Henry J and the Crosley? - had been exporting passenger versions of Home Islands' delivery vehicles, one of Japan's few failures since the end of hostilities in Tokyo Bay in 1945. Toyota, Mitsubishi and Nissan came here with vans that had the engine buried under the floor, a maintenance nightmare for Americans. They didn't handle particularly well and the interior layout, with its engine hump behind the driver/passenger, put a barrier between the front occupants and the rear. In 1982, Japan owned the minivan market with a mere 12,846 sold. In 1983, Chrysler landed with its K vans.

The Japanese countered with improvements. Mazda introduced a van that survives, but it is small and doesn't sell well. Honda, Mitsubishi and Nissan gave us vanlike small cars that sold but didn't really dent the van market. Nissan came up with another version of a van that was quite nice, the Axxess, but it proved too small.

Ford scaled down a rear-drive van and came up with Aerostar, a van that retained all the drawbacks of the traditional rear-drive vans in a smaller more aerodynamic package.

General Motors came out with a rear-drive small van and a larger front-drive van with swoopy lines and an

innovative seating arrangement - individual seats that were light and easily removable. But the innovation came in a package full of handicaps - underpowered, poor handling and severe visibility problems.

Meanwhile, Chrysler had upped the ante with bigger engines, styling changes, air bags, all-wheel drive; could anybody compete with these guys? Last year Chrysler sold 472,795 minivans, more than twice as many as its closest competitor.

Ford gave more than a hint of competitive ability in a joint venture with Nissan that gave us Mercury Villager and Nissan Quest. Nissan couldn't build a van that would sell but, with input from Ford at the design stage, came up with a terrific little front-drive van that eliminated the vexing problem of getting at a transverse-mounted V-6 engine's rear spark plugs; in a Villager/Quest, you go in from the front with a wrench extension that passes through wide gaps between the intake manifold runners. Ford builds it; Ford and Nissan sell it. It is a luxury edition van in Lincoln-Mercury dealerships, to be sure, starting at a shade over \$ 18,300 delivered for a cargo version and topping out with the **Nautica** edition at a bit over \$ 25,000. But, it is unquestionably the best handling of the bunch and very carlike.

Now comes Ford's masterstroke, the Windstar, a van powered by Ford's best engine, the same 3.8-liter V-6 that powers the Lincoln Continental, and on the road the most carlike van yet produced by anybody. Chrysler gave us the van-with-airbag. Ford has countered with dual air bags and antilock brakes standard in the Windstar, a stylish front-drive van that starts at a whisper over \$ 18,000 delivered, jumps to the \$ 19,800 GL and tops out at \$ 23,540 delivered for the LX. Suddenly, Chrysler has serious competition on its sacred turf; Ford the Wagonmaster is threatening to become the Vanmeister.

The Windstar handling may lack the crispness of the **Nautica** Villager but it is still a very pleasant, very nimble, very competent vehicle to maneuver through traffic. The handling is very good; the Windstar corners obediently, cleanly. It executes lane changes - even fast-lane changes - about as well as Villager, that is in a manner that instills confidence, with none of the panic-inducing slop of some of the competition. The ride is soft, forgiving, but not mushy; ruts, bumps, trolley tracks, potholes all are handled well without jarring the occupants.

Acceleration is good; the 3.8-liter V-6 steps out quite smartly - and quietly. There is a significant difference from other vans; the Windstar is quiet - not like a van quiet, but like a luxury sedan kind of quiet. You can speak in a Windstar and be heard. The electronically copntrolled 4-speed automatic transaxle is very smooth.

There is plenty of leg room and head room all around, and 7-passenger seating still leaves room for significant luggage. There is room enough to move around, too; the side aisle is wide enough for comfortable passage.

The Windstar can be ordered with child seats built into the individual second-row seats and comes with a childproof lock on the sliding door. It also meets the automobile side-impact protection standards for 1997 and has a bumper designed to withstand a 5 m.p.h. impact without damage.

The dash arrangement is akin to something out of Star Trek, a two-level arrangement with a convenient array of gauges and controls on the lower level. The glove box is modest but the Windstar comes with bins, cupholders, innovative air-conditioning ducting, a 36,000-mile/36-month bumper-to-bumper warranty and lots of good stuff standard - and a long list of optional bells and whistles.

Fuel mileage is listed as 17 m.p.g. city, 34 highway, pretty good EPA numbers. Over a distance of 1,061.7 miles measured, the tested Windstar delivered 20.035 m.p.g. overall in mixed driving over a variety of terrain and with a variety of loads. The writer showed it no mercy; it showed the writer considerable virtue. The Windstar is a van with which to be reckoned; but do not expect Chrysler to sit still and wait for Ford, as the saying goes, to eat its lunch. Ford's leap forward will likely generate improvements in the Chrysler lineup, a boon to minivan buyers.

The oddest thing about Windstar is Aerostar, the van the Windstar was scheduled to replace. Aerostar, with the exception of the all-wheel-drive version, had nothing in particular to recommend it other than that it is

roomier than most of the Japanese competition, has a dependable drivetrain and offers reasonably good, but not outstanding, handling. Its weakness - except as an AWD version - was winter; its strength was towing capacity. A rear-drive van can considerably outhaul a front-drive when it comes to trailers.

If you were expecting a fan club to be forming around a vehicle, you would not expect it to be grouping around an Aerostar. So, when Ford announced the demise of its venerable stopgap in the van wars, Ford was totally unprepared for the storm of protest. Where did Aerostar get all these friends?

The uproar was sufficient to cause Ford to decide to keep Aerostar; the problem was keep it where? Factory space is at a premium in the corporation and finding a loft, unoccupied corner or someplace to build it presented an unexpected headache.

But, as of this writing, Ford is bent on keeping Aerostar as its minivan price leader. Right now, the base XL starts at \$ 15,150 plus the \$ 540 destination hit and soars to about \$ 27,000 delivered for an extended-length AWD Eddie Bauer version. It is doubtful that Ford will keep all 16 Aerostar variants currently offered now that Windstar is here.

The Mercury Villager/Nissan Quest is not precisely the same vehicle in each camp; Mercury offers four versions beginning with the cargo version and moving up to to the pricey **Nautica**. Nissan offers two choices, an XE 7-passenger van for just under \$ 20,000 delivered and a \$ 24,000 GXE. There are differences in trim and appointments - the radio controls of the Quest were less convenient than the sampled Villager, for example.

Either way, in the passenger van you get seats that double as tables, slide hither and yon - a very versatile choice of load configuration - and the choosing is done without strain. The Nissan is a little softer in the handling department, judging by samples tested, but the handling is quite good. A tested **Nautica** was positively crisp in the corners.

The engine is a Nissan 3.0-liter V-6 that powers the Villager/Quest more than adequately - it is a smaller van than Windstar. Antilock brakes are standard, and for '94 the Villager/Quest comes with driver's-side airbag but for now retains the motorized belts. A measured 405 miles in a Quest offered up fuel economy of 21.69 m.p.g.

Ford is on a roll.

GRAPHIC: PHOTO

LOAD-DATE: June 1, 1994

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) 

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Young sailors hit the summer circuit St. Petersburg Times (Florida) June 3, 1994, Friday, City Edition

Times Publishing Company
St. Petersburg Times (Florida)

June 3, 1994, Friday, City Edition

SECTION: LARGO-SEMINOLE TIMES; SAILING; Pg. 4

DISTRIBUTION: LARGO-SEMINOLE TIMES; CLEARWATER TIMES; NORTH PINELLAS TIMES; CITY TIMES

LENGTH: 331 words

HEADLINE: Young sailors hit the summer circuit

BYLINE: AMY E. SMITH

BODY:

With spring about over, "Our season is just beginning," said coach Jay Kehoe of the St. Petersburg Sailing Center.

Summer is the peak season for youth sailing. Upholding its world-class training reputation, the St. Petersburg center will send teams of youngsters around the globe starting this month.

Already, the St. Petersburg High School team has placed 13th in the country at the high school championships. Matt Mulock, Christina Bickley, Steph Doyle and Aubry Eich competed at the event.

Brad Funk of Clearwater placed 11th in the single-handed division of the high school championships. He represented Clearwater Central Catholic.

Another Sailing Center alum, John Wood, finished 18th in the single-handed division. He sailed for Lakewood High.

The summer circuit begins with the **Nautica** Youth Championships. St. Petersburg sailors Matt Mulock, Christina Bickley, Steph Doyle, Mike Casesa and John Wood will compete June 17-23 in Chicago.

The International Optimist Dinghy Association World Championships will be July 1-15. Sean Doyle and Anthony Mittermayr will represent the United States in Sardinia, Italy. Kehoe will travel with the children as their coach.

According to Kehoe, "heaps of kids" - too many to name - will compete in July at the IODA National and North American Championships.

Dave Mendelblatt will coach the IODA European Championship Team. Mendelblatt, a many-times youth champion himself, will accompany Clay Eich, Jessica Drapkin and Ann Marie Casesa to Istanbul, Turkey, for a week of international competition at the end of July.

Coming soon, maybe: U.S. sailors have been dreaming about racing to Cuba for years. In the mid-'70s, the last such race headed for Havana from St. Petersburg.

Now, it looks as if local salts will have their chance. Sarasota is moving ahead with plans for a chase to

Havana on June 10. So far, the event has navigated safely around political and logistic snags.

LOAD-DATE: June 4, 1994

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

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FASHION FLASHES Orange County Register (California) June 3, 1994 Friday

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Orange County Register (California)

June 3, 1994 Friday MORNING EDITION

SECTION: ACCENT; Pg. E02

LENGTH: 206 words

HEADLINE: FASHION FLASHES

BYLINE: KATHERINE BLAKE, The Orange County Register

BODY:

How do you thank a man for giving you such things as life and love?

You can show your appreciation this Father's Day by giving him an accessory to suit his personality.

If your dad is a sports buff but already has season tickets, you might want to consider a tie with the logo of his favorite team.

The RM Style collection, left, includes styles from major-league baseball, the National Football League and the National Basketball Association for \$ 35-\$ 40. The neckwear is sold at The Broadway and J.C. Penney.

Ralph Lauren offers something for dads who prefer serene, sandy beaches over multiscreen sports bars. His walks along the water will be stylish in these brown distressed-leather sandals (below, \$ 115). At the Ralph Lauren shop, South Coast Plaza, Costa Mesa.

Fathers who are always on the run can keep track of time with these bold diver-style watches (about \$ 70) by **Nautica** (above). The styling features Indiglo night-light faces, signal-flag markings and brightly colored resin straps. At the **Nautica** store, Newport Beach.

GRAPHIC: BLACK & WHITE PHOTO; B&W PHOTOS.

LOAD-DATE: March 17, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

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Well-Suited The Denver Post June 3, 1994 Friday

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The Denver Post

June 3, 1994 Friday 2D EDITION

SECTION: LIVING; Pg. E-01

LENGTH: 514 words

HEADLINE: Well-Suited

BYLINE: Francine Parnes, Denver Post Fashion Editor

BODY:

'A man's style is either the smartest or the dumbest thing he can say about himself,' Denis Boyles, contributing editor to Men's Health magazine, once said.

When it comes to swimwear, the odds can get pretty dicey. There you are, scanning swimwear departments for that yard of fabric that allows your body to undergo public scrutiny and keep your ego unscathed.

You quickly discover there's a fine line between looking stylish and looking stupid. Rather than up the ante, you lower your expectations, and your modest goal is simply not to embarrass yourself. The swimsuit issue will have to run without you this year.

Deliver us from the less-than-flattering shots of swimsuit-clad President Clinton and Boris Yeltsin that ran recently in GQ. Not exactly a sight for sore eyes.

"Though the (white male middle-aged) politician does not look after himself properly," said the article, "he has no compunctions about subjecting the world at large to a view of a body that should never, ever be seen in such an unclothed state, except by a spouse or physician.

"As a rule, the looper and more self-deluded the politician is, the skimpier his swim trunks are. The very sensible Clinton's thigh-climbing shorts are nothing compared to the borderline-pornographic thongs of Yeltsin and, most disturbingly, Russian ultranationalist Vladimir Zhirinovskiy."

Fortunately today, more flattering bathing suit options abound. Boring boxers and briefs are giving way to more fashion-conscious men's swimwear.

This is the year of retro swimwear, and trunks are returning to their surfing roots. Inspired by the revival of authentic boardshorts, nylon mesh shorts and volleys, designers are bringing back the best of flattering styles from the '50s and onward.

Among the trends for days at the beach: Keep an eye peeled for eye-popping brights; iridescent hues; retro batiks and madras; and offbeat woodblock Polynesian floral prints.

Case in point: a blue/green tropical print Supplex nylon boxer trunk from Lands' End. Perfect for whiling away a lazy summer afternoon.

Here's the usual lingo: trunks (about a 4-inch inseam); volley (6-inch inseam); and surfer (9-inch inseam). That's the general explanation from J. Crew; your mileage may vary.

Then there are form-fitting athletic styles, such as Elvis Presley-inspired Lycra square-cut bikinis, and bike pants.

For traditionalists, nautical prints are still in the swim. Choose from green flag print cotton boxer trunks from Gant, and red, white and blue boxer trunks from Tommy Hilfiger or **Nautica**.

Other popular beach resources include Speedo, Jantzen, Gottex, Champion, Ocean Pacific and Jimmy'z. Flowered shorts look best when set off against something basic, like a khaki or white T-shirt.

Speaking of basics, uninhibited minimalists are stepping out in Ibiza's stringless thong bikini. About \$ 30 through the Playboy catalog, it covers the bare essentials. Sold in medium and large only.

No size small? Call it a guy thing.

WHAT'S WHAT

TRUNKS: 4-inch inseam

VOLLEY: 6-inch inseam

SURFER: 9-inch inseam

GRAPHIC: PHOTOS: Photographer: Dave Buresh; Stylist: Barbara Pedziwiatr

LOAD-DATE: September 27, 1994

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

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Madison Ave. windows reflect classic shoe looks; window shopping the Madison Avenue, New York, New York stores Footwear News June 6, 1994

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Footwear News

June 6, 1994

SECTION: Vol. 50 ; No. 23 ; Pg. 30; ISSN: 0162-914X

LENGTH: 766 words

HEADLINE: Madison Ave. windows reflect classic shoe looks; window shopping the Madison Avenue, New York, New York stores

BYLINE: Schneider-Levy, Barbara

BODY:

NEW YORK - With Memorial Day history, summer is off and running at retail. A walk down Madison Avenue shopping the shoe stores revealed boat shoes, moccasins and fisherman sandals occupying prime window real estate.

The footwear window scene on Madison took a traditional turn with classic business looks the main story. To freshen up these otherwise basic styles some novelty wovens were added, predominantly in antiqued-brown leather.

And, contrary to what's been happening with boots over the past several years, the category was virtually absent from store windows with the exception of some versions by H.H. Brown and Timberland on display.

The highlight of the Avenue, however, was Barneys New York at 61st Street, devoting an entire window to men's footwear. Shoe were shown minus props and included a natural linen ankleboot on a thick crepe sole; a platform espadrille with ankle ties; a motorcycle boot; a black-leather slide and fabric military looks on lug soles.

Billy Martin's started off FN's walking tour, up on 68th Street, where Western looks focused on intricate inlay work in a range of colors. There was a boot shaft decorated with an Indian-head motif, a black and white cactus boot and a Navajo-Inspired boot with pattern-work in turquoise, yellow and rust.

Tanino Crisci, a classic shop on 67th Street, showed traditional dress looks with trio in caramel-colored leather with a slightly heavier sole treatment. There were also classics on lighter, leather bottoms and a moccasin with a leather sole with round, rubber inserts.

A walk downtown to Timberland and Cole-Haan, showed the former was displaying boat shoes in tan and brown and two-tone version in off-white with spruce and tan, and light brown with olive.

Cole-Haan decided to put its men's merchandise in the 61st Street windows rather than on Madison, where the store devoted the space to women's. Men's styles displayed included fisherman and big-banded sandals, a series of unlined casuals in chocolate-brown leather that took on a handcrafted feeling, and some driving mocs. Other looks went from linen and leather spectators to tassel slippers.

Next on the route, the Florsheim store at 60th Street took the every-thing-under-the-sun approach to window dressing, featuring a multitude of looks that went from waterproof dress/casuals to the brand's Comfortech collection to its Outdoorsman package of shoes and some Western looks.

Bally at 59th Street went the opposite route with a super-clean window display that featured two suede jackets, a weekend bag and a collection of mocs that included colorful nubuck versions on flexible unit soles to smooth-leather versions on leather bottoms.

Between 58th and 57th streets is Fratelli Rossetti, which made a colorful statement with its Rossetti Yacht collection - flexible mocs done in nubuck with terrycloth linings. Spruce, gold and black were some of the colors shown. Also featured was a duo of boat shoes and penny mocs in a spectator mood.

Johnston & Murphy, located between 55th and 54th streets, showed a mix of regular-price and sales merchandise in its windows. Boat shoes by Timberland were on display in addition to cvo's by **Nautica**. There also were nubuck moccasins with whip stitching by J. Murphy and some fisherman sandals by Johnston & Murphy.

Bostonian's main windows are located on 53rd Street, a string of which featured a selection of rugged styles from Timberland, fashion-forward designs from Kenneth Cole and comfort footwear by Clarks and Rockport. Some standout items were a black square-toed oxford under the Bostonian brand that climbed up around the ankle, in addition to a cap-toe bootie, also in black. Both are young and directional at prices in the high-\$ 200s.

The recently renovated Florsheim store on 50th and Madison took a contemporary approach to its window design: Natural planks of wood made up the flooring, and platforms of the same wood were used to display shoes.

Church's English Shoes, a block down, had a nautical theme running throughout its windows on Madison and 49th Street. The windows were divided between Church's own goods, which were mostly displayed on Madison, with the store's more casual merchandise from other vendors shown on the store's 49th Street side.

Classic Church looks included oxfords, wingtips, bucks, fisherman sandals, some exotics and wovens. The casuals ranged from sandals and boots by Havana Joe to Clarks of England Wallabees and Desert boots in addition to sandals. There were also looks by Sperry Top-Sider and H.H. Brown.

GRAPHIC: Photograph

SIC: 3140 Footwear, Except Rubber ; 5661 Shoe stores

IAC-NUMBER: IAC 15431704

IAC-CLASS: Trade & Industry

LOAD-DATE: September 07, 1995

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A marriage tailored to the '90s; wedding the right fabrics and construction to make the salable soft suit; includes related article on display fixtures for the new soft suits Daily News Record June 6, 1994

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Daily News Record

June 6, 1994

SECTION: Vol. 24 ; No. 107 ; Pg. 12; ISSN: 0162-2161

LENGTH: 1171 words

HEADLINE: A marriage tailored to the '90s; wedding the right fabrics and construction to make the salable soft suit; includes related article on display fixtures for the new soft suits

BYLINE: Gellers, Stan

BODY:

Wedding the right fabrics and construction to make the salable soft suit

NEW YORK -- The tailored clothing market is getting soft for spring and this has nothing to do with the state of the industry.

Soft clothing is the big news everywhere for next season and it's more than a supple fabric or a light construction. As American manufacturers like to explain it, soft should be a marriage of a specific fabric and the way the garment is made.

One depends on the other and the soft constructions vary widely throughout the market.

For some companies, soft means a totally unconstructed coat -- with or without a lining. But in the main, a fully constructed coat with supersoft fusibles and fewer "inners" is the way to go for spring.

Even the establishment makers have given in to soft. They've lightened up the constructions of their serious suits and dressy sport coats. And most forecast that about 25 percent of their total spring sport coat business will be soft. The figure for suits ranges between 10 to 20 percent.

Numbers aside, soft has given the clothing market something it needed desperately -- a new selling handle for spring.

Many companies have picked up on the FridayWear trend in sport coats, regular suits and suit separate with the look, feel and attitude of sportswear. In fact, the concept has become a bridge from tailored clothing into different departments in stores -- sportswear, collections and separates.

How widespread is the soft invasion in the American market?

Soft is available at all prime points and the timeworn implication that a soft or lightly constructed jacket cuts corners is as dead as the hard suits of the '70s.

Here are some of the optimistic spring projections for soft clothing:

From Steven Kurtzman, president and CEO, American Fashion: "For us, soft is both lightly constructed as well as unconstructed clothing. We've been softening our clothing for the last four years and it's now 25 percent of our business. We think we can increase our overall spring volume 10 to 15 percent with soft clothing."

Al Cohen, president and CEO, Hartz & Co.: "In sport coats, soft will represent at least 25 percent and in suits, about 10 percent. It's certainly a growth business because soft means a more casual way of living. But you can't have soft across the board. The fabric as well as the attitude have to be right."

Jim Murray, senior vice-president of sales and marketing, Schoeneman/Palm Beach Cos.: "In certain divisions, such as **Nautica** and Palm Beach, soft will be much more important. In **Nautica**, we're looking at more than 50 percent of the sport coats; in Palm Beach, 30 percent of the coats."

Ken Hoffman, president and CEO, Hart Schaffner & Marx: "In Austin Reed, 75 percent of the line is soft shoulder and a soft construction is key. We also offer soft sport coats in Hart Schaffner & Marx, but the percentage isn't as great because of the higher price points. But it could hit 20 to 25 percent."

Henry Siegal, president and CEO, Greif Cos. "Our big push for spring is the soft, relaxed sport coat and blazer in our new Metropolis line. That's the only way we're making them. We're doing a full line of french-faced soft coats that are fully constructed and with a fully lining. We expect soft to be over 25 percent of our spring business for the company."

Bill D'Arienzo, vice-president of marketing and strategic planning, The 500 Fashion Group: "We're making a major soft statement in our regular sport coats, and also in our new Lineage Collection of sportswear separates. In regular sport coats, soft will be 10 to 15 percent. Lineage is all soft. Combined, they'll amount to 25 percent of our spring business."

Joshua Weiss, executive vice-president, Cliftex Corp.: "For spring, soft is 100 percent of our sport coats. We don't make them any other way for all of our labels. In suits, we're dealing with 20 percent."

Is soft a hard sell in the showrooms? Weiss is typical of many in the market when he answers, "Not at all. Retailers not only understand it, they welcome it."

And one of the major reasons, he explains, is this: "For some time, spring certainly has been lackluster. With the new concept of soft sport coats and suit separates, we're looking forward to a 10 to 20 percent increase for next season"

Commenting on the many interpretations of soft makes, Richard C. Pietrafesa, president and CEO, Jos. J. Pietrafesa Co., observes, "The influence of soft clothing continues to grow and we interpret it as not as sportswear, but as FridayWear. We have it in our Alexander Julian Collection and his Colours line, as well as our own private label.

"To do soft, we developed a number of models that incorporate a more lighter weight, easier construction. But they're not unconstructed or a sloppy construction.

"The fabrics we're using are traditional, but we're not taking this to a casual extreme. We just like the idea of comfort and we're doing our FridayWear primarily in sport coats and country suits. The models are contemporary three-button coats and they're modified to accommodate the softer construction and the fabrics."

Soft FridayWear is the total message in the new Arrow Sport Club line that Bidermann Tailored Clothing, Inc., is launching for next spring. Michael Sandler, president, explains, "The jackets and pants have that Friday attitude, but they're appropriate attire for the office."

The jacket/pants package introduces the Arrow label into clothing for a suggested \$ 200 and there are

coordinating FridayWear sized sport shirts.

The jackets, Sandler points out, are an updated American traditional model with an extended natural shoulder. They're very lightly tailored, have a french-faced front and a snappy J.C. Leyendecker Arrow Collar Man print half-lining. The broad assortment of classic plaids and subdued checks in wool and silk blends team up with coordinated slacks.

With the rush of soft clothing, it's no surprise that "handle with care" signs are being hoisted throughout the market. Weiss at Cliftex explains, "Everybody's doing soft sport coats for spring, but we're giving as much emphasis to soft suits through the use of soft components and super-high-performance twist worsteds.

"We're doing fully constructed coats but with supersoft components for comfort without rigidity. The secret is to customize the components for the fabric."

Als commenting on soft, Robin Worley, CEO, Warren Sewell Clothing Co., adds, "When you use lighter-weight fabrics, you must match it with lighter fusibles. If they're too stiff, the fusibles defeat the purpose of the soft fabric. If the fusible is too light, it doesn't support the fabric.

"We point this out to our customers and, frankly, all the words really don't mean anything. You have to feel the softness for yourself and the retailers have to pass this along at the counter."

And the consumers might finally turn out to be the soft touch that clothing makers are hoping for.

GRAPHIC: Photograph

SIC: 2320 Men's and Boys' Furnishings ; 2311 Men's and boys' suits and coats

IAC-NUMBER: IAC 15504983

IAC-CLASS: Trade & Industry

LOAD-DATE: September 07, 1995

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SECOND LOOK: SKYLARK NEEDS A NEW DESIGN, BUT THREE OTHERS ARE ALL-AROUND WINNERS San Jose Mercury News (California) June 10, 1994 Friday MORNING FINAL EDITION

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SECTION: DRIVE; Pg. 1E

LENGTH: 1295 words

HEADLINE: SECOND LOOK: SKYLARK NEEDS A NEW DESIGN, BUT THREE OTHERS ARE ALL-AROUND WINNERS

BYLINE: MATT NAUMAN, Mercury News Auto Editor

BODY:

A BACK injury has kept me out of the office -- hurray -- and off the road -- boohoo -- in recent weeks. I've been driving less than usual, and when I have gotten behind the wheel, I've used the time to take second looks at 1994 versions of cars, trucks and vans that haven't changed much since I last had them for a test drive.

The only common thread among these four vehicles -- Buick Skylark, Mitsubishi Montero, Mercury Villager **Nautica** and Dodge Ram -- was that their front seats were large enough so that I didn't have to fold myself in half to get into them.

Buick Skylark

The Skylark, which I last drove in February of 1992, has a unique distinction. To my eye, it's the ugliest production vehicle made by General Motors. That's quite a statement, considering that GM also produces a trio of minivans, the Chevrolet Caprice and the Olds Ninety-Eight that are quite visually unappealing. The Skylark is worse, I think, simply because its pointed-nose exterior is matched with a choppy, tacky-looking interior design.

Available as a coupe or a sedan, the compact Skylark is Buick's version of the Pontiac Grand Am and Oldsmobile Achieva. Based on sales success, the Grand Am is the clear winner of that group.

For 1994, Buick has replaced the 3.3-liter V-6 engine with a 3.1-liter V-6 as standard equipment on the Gran Sport and as an option on the Custom and Limited versions. The base engine remains the 115-horsepower, 2.3-liter four-cylinder. Skylarks are quieter, have driver's-side air bags and other minor improvements for 1994, Buick said.

Our test vehicle was a Skylark Gran Sport sedan. With options, it had a sticker price of just over \$20,000. At that price, buyers have lots of choices, including many cars that look and drive better and have superior features.

On a more positive note, I like the powertrain combination of the new V-6 and the four-speed automatic transmission. It was pleasantly powerful, and much smoother than the Skylark I drove in 1992. Rear-seat room was another plus.

Still, the car's angular front end, its two-tone (maroon and silver) paint job and its excessive body-side molding were unattractive. Its interior, especially the doors and the dash, were too plasticky and junky to please many buyers. The seats were a bit soft, too.

Mitsubishi Montero

Start adding on the options and the Mitsubishi Montero, which I last drove in April of '92, becomes an expensive choice in the sport-utility segment. It's also one of the most attractive ones.

Our test vehicle had lots of nice touches -- burl wood trim, leather seats with armrests, a good stereo -- as well as some high-tech gadgets, including the Multi Meter, which is Mitsubishi nomenclature for its inclinometer, altimeter, electronic compass and temperature gauge. The result was a very well-equipped vehicle with a sticker to match: \$35,000.

Inside, the Montero is well laid-out and practical. The sunroof is huge, giving light and air to both the front and back seats.

For 1994, the Montero gets a driver's-side air bag and an improvement of seating from five to seven passengers. On the up-level SR models, a new 3.5-liter V-6 is used. The dual-overhead-cam engine has 24 valves and generates 215 horsepower. The automatic transmission features power, normal and hold options. The Active-Trac system allows shifting into four-wheel drive at speeds up to 62 miles per hour.

A competitive alternative to the Jeep Grand Cherokee, the Montero is more elegant than athletic.

Villager **Nautica**

When I drove the Mercury Villager in July of 1992, it instantly became one of my favorite minivans. Nothing has changed in two years, except the Villager now has a driver's-side air bag, which makes it even better.

For 1994, Mercury has teamed with the **Nautica** sportswear company to create a special-edition version similar to the Eddie Bauer-edition Explorers and Aerostars that have been so popular.

The **Nautica** Villager comes with special exterior paint (blue and white or white and blue) and special seat upholstery with the **Nautica** insignia. The effect is quite peppy, and might even qualify as overly preppy. There's no doubt the **Nautica** Villager would be at home at your neighborhood yacht club.

The Villager essentials -- a smooth engine and transmission, excellent quality and versatile seating/cargo combinations -- remain unchanged.

One of the more upscale minivans -- the **Nautica** sticker was \$29,000, even after package discounts -- the Villager is confirmation that minivans have progressed since the days when they were cargo vans with seats for seven people.

Dodge Ram

The Dodge Ram full-size pickup remains one of my favorite vehicles. Last November, I drove the diesel-powered version. More recently, I had one with a 5.9-liter Magnum V-8.

This engine was most impressive, and more to my liking than the diesel. It produces 230 horsepower, and it's easy to feel that power whether you're climbing hills or accelerating on flat road. The automatic transmission was also quite nice, albeit a little jerky on some roads.

Our vehicle's bright blue paint complemented the aggressive grille and front end and made the Ram quite a sight.

Inside, the roominess was impressive and the layout of the instruments, controls and storage slots were excellent all around.

NUTS AND BOLTS

WHAT WE DROVE: 1994 Buick Skylark Gran Sport, a four-door compact sedan with a 3.1-liter V-6 engine and a four-speed automatic transmission.

BASE PRICE: \$18,299

PRICE AS TESTED (includes options, California emissions and delivery charge): \$20,261

STANDARD FEATURES: Air conditioning; driver's-side air bag; anti-lock brakes; cruise control; AM/FM stereo; split, folding rear seat; 16-inch aluminum wheels; upgraded suspension.

OPTIONS ON TEST VEHICLE: Upgraded stereo with cassette deck and CD player; rear window defogger; remote keyless entry; power driver's seat.

EPA FIGURES: 20 mpg (city), 29 mpg (highway)

WHAT WE DROVE: 1994 Mitsubishi Montero SR, a sport-utility vehicle with a 3.5-liter V-6 engine and a four-speed automatic transmission.

BASE PRICE: \$31,475

PRICE AS TESTED (includes options, California emissions and delivery charge): \$35,261

STANDARD FEATURES: Active-Trac four-wheel-drive system; driver's-side air bag; air conditioning; power windows and locks; keyless entry; cruise control; AM/FM stereo with cassette; portable emergency lamp; cargo tool box; rear window wiper/washer/defroster.

OPTIONS ON TEST VEHICLE: Fog-light kit; leather and wood package with leather seating, wood trim and power driver's seat; power sunroof; rear differential lock; roof rack.

EPA FIGURES: 14 mpg (city), 17 mpg (highway)

WHAT WE DROVE: 1994 Mercury Villager LS **Nautica**, a seven-passenger minivan with a 3.0-liter V-6 engine and a four-speed automatic transmission.

BASE PRICE: \$24,635

PRICE AS TESTED (includes options, California emissions and delivery charge): \$29,000

STANDARD FEATURES: Anti-lock brakes; side-door intrusion beam; rear window wiper/washer/defroster; driver's-side air bag; power locks, windows and mirrors; air conditioning; captain's chairs; AM/FM stereo with cassette; leather seats; tinted glass.

OPTIONS ON TEST VEHICLE: Power driver's seat; flip-open tailgate window; rear air conditioning; electronic instruments; trailer tow package; **Nautica** packaging; power sunroof; upgraded stereo with CD player.

EPA FIGURES: 17 mpg (city), 23 mpg (highway)

WHAT WE DROVE: 1994 Dodge Ram 2500, a regular-cab pickup with a 5.9-liter V-8 engine and a four-speed automatic transmission.

BASE PRICE: \$15,916

PRICE AS TESTED (includes options, California emissions and delivery charge): \$21,405

EPA FIGURES: 12 mpg (city), 16 mpg (highway)

NOTES: Test Drive: Buick Skylark and three others
Next Week: Ford Aspire
Additional information (end of article)

GRAPHIC: Photo;
PHOTO: The Buick Skylark Gran Sport sedan, with options, has a sticker price of just over \$20,000.
940610 DR 1E 3; color

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DRESS THE PART Palm Beach Post (Florida) June 15, 1994 WEDNESDAY,

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Palm Beach Post (Florida)

June 15, 1994 WEDNESDAY, FINAL EDITION

SECTION: ACCENT, Pg. 1D

LENGTH: 165 words

HEADLINE: DRESS THE PART

BODY:

Important, you might call them.

They're the kind of situations where you want to look your best. Your class reunion (or even more crucial, your spouse's reunion.) A 5 p.m. wedding. A visit to the theater. Meeting "the parents" for the first time.

Sticky situations, you could say - where first impressions count, and you wouldn't want some style slip-up to ruin an otherwise great time.

We talked to some experts who gave us their tried-and-true tips for foolproof dressing: A crisp white shirt exudes confidence. Light colors are perfect for summer weddings. Don't overdo.

And while advice is nice, it's just advice. If you're looking for rules, there really are none. Well, maybe one:

"Whatever you wear, there shouldn't be any distraction about who you are on the inside, from the person on the outside," said image consultant Susan Reed. "You should wear something that makes you feel good. Then, you'll look good and be confident."

- CHRISTINE KEATING

GRAPHIC: PHOTO (3 c), Photos by JEAN HART HOWARD/Staff Photographer, 1. The parent trap, Sticky palms? Queasy stomach? Must be love. Or, the day you're meeting your intended's parents. First impressions last a lifetime, so you want to make the best one you can., But don't put too much emphasis on what you wear, advises Sasha Morrison, Seventeen magazine's fashion editor., "If you dress in a way for the first meeting that is not in the way you're going to dress when they see you again - that could bring about some serious discussions," Morrison said., So keep it simple. (Well, you might consider removing the nose ring just this once.), A crisp white shirt will show confidence. Pair that with a little flippy skirt like the one on our model, and you have an outfit that says I'm pretty, fun and confident., Same goes for the guy. Keep it simple. He's wearing an outfit by **Nautica** - white walking shorts and a shirt, all from Bloomingdale's., 2 & 3. The Wedding, Attending a 5 o'clock wedding in South Florida is sticky two times - once because of humidity, and once more because of the timing. The ceremony starts in daylight, but the reception is bound to last until dark. And unlike the bride, you're probably not bringing another outfit. So what's going to take you from "I do" to the last champagne toast?, "Probably one of the nicest things would be a soft silk chiffon trouser with some sort of matching jacket, maybe in another fabric," said Sandra Graham from Escada., "I think you should always keep it light - I don't really see anything dark in the afternoon.", Our model (left) is wearing a pale yellow suit with a patterned silk vest from the Giuseppe

Collection at Bloomingdale's. The men can't go wrong with an eggshell suit (far left) by Calvin Klein, with a navy banded collar shirt (a nice casual alternative to a collared shirt and tie) and natural fabric shoes, all from Bloomingdale's.

LOAD-DATE: August 1, 1994

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MICHAEL LAFAVORE DISCUSSES CURRENT FASHIONS FOR MEN CBS News Transcripts June 16, 1994, Thursday

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CBS News Transcripts

SHOW: CBS THIS MORNING (7:00 AM ET)

June 16, 1994, Thursday

TYPE: Interview

LENGTH: 823 words

HEADLINE: MICHAEL LAFAVORE DISCUSSES CURRENT FASHIONS FOR MEN

ANCHORS: HARRY SMITH

BODY:

HARRY SMITH, co-host:

How important is fashion to men? Well, a new survey shows 70 percent feel people judge them by appearance. And as life gets more leisurely, 29 percent say their workplace has a weekly 'casual day.' All of which leads us to Fisher Island, off the tip of Miami where Men's Health executive editor Michael Lafavore is standing by to show us the latest in men's casual wear. Good morning, sir.

Mr. MICHAEL LAFAVORE (Men's Health): Good morning.

SMITH: So, talk to us about some of the trends we are seeing now. You are looking very comfortable, by the way. What is that?--kind of a linen shirt there?

Mr. LAFAVORE: Yeah, and it's beautiful down here. It's cooler than it is up there.

SMITH: Talk to us and show us what's hot and what's not.

Mr. LAFAVORE: Well, what's--what's fashionable this year is loose, comfortable, very casual, also I think things are more affordable this year. And with the World Cup and the America's Cup coming we're going to see a big sports influence. So let's take a look at some of the things we have here.

Down at the resort's beautiful beach, Rick--Rick is wearing a--Tommy Hilfiger's class navy blazer and khakis with a long nautical windbreaker so he can go straight from the dock to dinner. Morgan has on madras shorts and I think madras is making about its 10th comeback this year--and a red polo shirt from J Crew. The whole thing is less than \$ 60.

Steve is in a sailing outfit from **Nautica**. He's wearing their nylon windbreaker and matching polo shirt with tan cotton shorts which are a summer staple.

SMITH: Like the big shorts.

Mr. LAFAVORE: Yeah. Down by the water, Gino's loose shirts and pants from A-X Armani Exchange look like

denim, but they're actually tensile which is a new luxury natural fiber. I think it's actually made from wood. It's soft and very comfortable but resists wrinkling. Paul's vest, pants and cor--collarless shirt from IC Design are also made of tensile. I think you're be seeing vests right through the summer, they'll be more lightweight.

SMITH: Yeah.

Mr. LAFAVORE: From The Gap, Brad has a striped cotton T-shirt and denim shorts. You can wear these shorts long like Brad is, or rolled up if you like. And the price of these two pieces are only about \$ 60.

SMITH: Look at the shirt, it looks like it comes right out of 1958 or something like that.

Mr. LAFAVORE: Yeah, it sure does :a throw back. Over here trying to hook a few fish are Kenneth and John, wearing a military-inspired look from the Target stores. Young Kenneth has on a printed T-shirt, shorts and a fishing bres--vest with lots of pockets and loops. John has on a polo shirt and long, loose green denim jeans. You're going to see a lot of colored denim this year in jackets, in--in pants, and in shirts.

Some of the casual clothing seems to be taking its cue from authentic sports gear with the World Cup coming this week, soccer clothes will be really big. Mike's shirt and shorts are from Footlocker and sell for about \$ 20 each. Troy has on a fleece warm-up pants and a bicycling suit from DKNY.

And golf attire's come a long way from those lime green slacks. In fact--remember those? In fact, it looks so good now, men are wearing it on and off the golf course. David here mixes a--a golf print shirt, window pane plaid slacks and a cotton sweater. And these are all by Bobby Jones.

SMITH: Slacks look good.

Mr. LAFAVORE: Flipping up some bur--burgers are Morgan and Steve. Morgan is wearing a linen barn jacket, loose-knit cotton sweater that's real nice, and shorts from Structure. The linen is going to be everywhere this summer. The good news is the prices are really coming down. Steve is wearing like, a plaid linen shirt and a really nice pair of white linen slacks. This is the designer outfit that retails for about \$ 200 and we got it for less than \$ 85 at TJ Maxx.

SMITH: Good work.

Mr. LAFAVORE: Yeah. Now, even though it's not quite summer yet, we're going to give you a little preview of fall. Rick here is wearing a V-neck sweater and drawstring pants from 525 Made in America. Both are cotton but they have a really nice finish and they feel just like cashmere. This outfit is very affordable. And Gino is wearing a jacket, blazer--jacket, vest and pants that are made from wool crepe by Vestamenta. And this layered look is going to be really big this sum--this fall, I think. Things don't exactly match like a suit but the colors blend really well.

SMITH: Michael, thank you very, very much for helping us out this morning.

Mr. LAFAVORE: Thank you.

SMITH: You're looking cool and comfortable down there on Fisher Island.

Mr. LAFAVORE: Very cool. I'm not coming back up north.

SMITH: I don't blame you. Thanks a bunch for your help.

Twenty-three minutes until the hour. Next, it's summer reading time. We'll show you what is hot at the bookstore.

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*CONTENDERS SAIL IN; LAKE MICHIGAN THE SITE OF U.S. CHAMPIONSHIPS Chicago Tribune June 20, 1994
Monday, NORTH SPORTS FINAL EDITION*

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June 20, 1994 Monday, NORTH SPORTS FINAL EDITION

SECTION: CHICAGOLAND; Pg. 1; ZONE: N

LENGTH: 725 words

HEADLINE: CONTENDERS SAIL IN;
LAKE MICHIGAN THE SITE OF U.S. CHAMPIONSHIPS

BYLINE: By Mark Caro, Tribune Staff Writer.

BODY:

Quick: Name a sport that is beloved around the world, has yet to catch fire here and yet is holding a major championship this week in Chicago.

Hint: Soccer doesn't count.

The city may not be the sailing mecca of the world, but it's now in the center of the search light as it hosts the **Nautica** U.S. Sailing Youth Championship, which begins competition Monday and lasts through Thursday at the Chicago Yacht Club on Belmont Harbor. For the country's 150 top sailors age 19 or younger, this invitational regatta, held at a different site each year, is their big event and determines who will represent the U.S. at next month's world championships in Greece.

For Andy Groh, 17, the event's lone Chicagoan, the championship will be his first chance to compete against the best of the best. He's one of 60 competitors in the solo-or singlehanded-competition. There are also 35 two-person teams-doublehanded-and 20 windsurfers.

"I'm excited but not really nervous because I'm pretty sure I'm not going to do well," Groh said. "I know I'm going to learn a lot, and that's all that I'm looking for in this regatta."

In a sense Groh is in a similar position to the U.S. soccer team in the World Cup; he's the host facing competitors from other areas-in this case the two coasts-where the levels of intensity and enthusiasm are higher.

"They have an edge because they can sail year-round, and there are more people into sailing there as opposed to here," he said, adding, "I used to play soccer also, so it's kind of ironic, I guess. I'm into the reject sports."

Yet Groh at least has the advantage of being used to the quirky conditions of Lake Michigan. Most of the other competitors have sailed primarily in bays or on the ocean, so as they prepared to take their boats out for some drills Sunday morning, they tried to get a handle on the lake effect.

"You've got to be much more experienced to sail (here)," said windsurfer Kurt Wode, 16, of North Potomac, Md. "You've got to know you to pick up windshifts because they come so much faster here."

Solo skipper Matt McQueen, 18, of San Francisco, observed, "The water's more choppy, and the waves are not as spread out.

"The water's a little thinner because it doesn't have the salt, so boats spin out easier; it's harder to keep control."

The consensus was that this year's competition, which encompasses eight races in each division, will be especially reliant on finesse, as opposed to straight-ahead cruising.

"It's not going to be speed this year; it's going to be tactics," Wode said.

John Meade, 18, a soloist from New Orleans, agreed: "It takes a lot of technique to keep your boat moving with the bow constantly pounding the waves."

The sport is one that requires a high level of coordination between the areas above and below the neck. So the competitors, though rarely overweight, come in a variety of shapes and sizes.

Included are a fair number of females, who compete with the male majority though they have separate winners in each category to move on to the world championships. Cara Reid, 16, of Edison, N.J., is assured a trip to Greece because she's the only competing female windsurfer.

"You get lonely for other girls to sail with," she said. "But it's actually better because you learn more from better sailors."

Solo sailor Danielle Brennan, 18, of New York City, said guys may have a slight physical advantage, but "I pay more attention to the mental stuff."

As the sailors took to the water in their respective groups Sunday, they found the navigating tricky, as expected. The windsurfers, the fastest group, whizzed over their bumpy paths but wound up spending much time in the 60-degree water trying to return their crafts to the upright position. The single- and double-handed boats practiced their starts, tight turns and the dastardly deed of stealing a rival's wind.

All the while the city's majestic skyline rose out of the haze. "It's awesome," Meghan McQuern, 16, of Ft. Myers, Fla., said from her two-person boat. "I love it."

The big-city setting is a rarity for such a sailing competition, and a few sailors said they were put off by the sight of all the people and buildings. But in one respect, Chicago is a sailing natural.

"It's supposed to be the Windy City," Reid said, "so it should be fun."

GRAPHIC: PHOTOS 2; PHOTOS: Wind surfer Ardy Anderson (above) of Elkhart Lake, Wis., tries to get back on his sailboard after tipping over Sunday in Belmont Harbor in preparation for the **Nautica** U.S. Sailing Youth Championship. New Yorkers Leigh Lucas (left) and James M. Wadsworth also practice for the competition, which begins Monday and continues through Thursday. The regatta, for 150 top sailors age 19 and younger, determines who will represent the U.S. at the world championships in Greece. Tribune photos by Nancy Stone.

LOAD-DATE: June 20, 1994

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*MALL MAVERICK -- BELLEVUE SQUARE DEVELOPER TRAVELS UNCONVENTIONAL ROAD The Seattle Times
June 27, 1994, Monday, Final Edition*

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June 27, 1994, Monday, Final Edition

SECTION: BUSINESS; Pg. E1

LENGTH: 1834 words

HEADLINE: MALL MAVERICK -- BELLEVUE SQUARE DEVELOPER TRAVELS UNCONVENTIONAL ROAD

BYLINE: BY SYLVIA WIELAND NOGAKI

BODY:

Bellevue Square developer F. Kemper Freeman Jr. has the bland, bespectacled countenance and modest manner of a trusted financial adviser. He even dresses like one.

But put him on his own turf and Freeman revs up. The salesman within emerges.

"Auntie Anne's!" he exclaims, catching sight of a snack store some distance down the mall, across the atrium. "Have you tried their pretzels? Even if you hate pretzels, you'll love theirs."

Or walking into The Bon Marche's men's store, where shirts are draped across fine furniture.

"I mean, that **Nautica** stuff," he says. "Who wouldn't be crazy about that?"

These days, it seems, plenty of people are crazy about what's happening at Bellevue Square, a retail laboratory for Freeman's highly successful, maverick brand of mall merchandising.

Construction partitions wall off spaces all over the mall as a \$ 100 million-plus mall renovation continues. About 32 stores have opened in space formerly occupied by the now-defunct Frederick & Nelson, and a total of 17 more are opening, most by Christmas.

That has triggered moves throughout the mall. In the last year, probably at least a quarter of Bellevue Square's 200-some tenants have moved, remodeled or are new.

Some of the nation's most sought-after retail tenants, including Warner Brothers, F.A.O. Schwartz and Ann Taylor, are in. More, including J. Crew and Williams-Sonoma, are coming.

Meanwhile, foot traffic is up nearly a quarter over last year. Sales per square foot - already one of the highest on the West Coast - have soared to about \$ 500. Two anchors - The Bon and Nordstrom - are expanding significantly, and the third, J.C. Penney, probably will add 50 percent more space.

And Freeman, 52, already is polishing plans for his next move. Preliminary architectural drawings call for an 80,000-square-foot addition that will wrap around the Square's northeast corner. Another tenant with sizzling sales, housewares merchant Crate & Barrel, and Borders Books, will open on the site in 1996.

He has accomplished all of this while gleefully breaking nearly all the rules the industry swears by. But then, Bellevue Square is not a typical mall, and the Freeman family is not a typical mall owner.

For starters, it's a family-run business. The fourth generation of Freemans, Kemper's two daughters, work in the leasing office.

Most malls are owned by megadevelopers who regard their malls

primarily as investments, not legacies.

Bellevue Square, a 1.3 million-square-foot mall, also is a single property.

Most developers own dozens if not 100 or more malls.

While most malls are managed according to a set of ironclad rules, Freeman does things his way. He ignores industry conventions that say a mall must have all its retailers grouped by categories, such as shoes; a mall must not put restaurants next door to nice shops; or a mall must have national chains and few local tenants.

"Kemper breaks every one of those rules," says Rebecca Wolfe, a Detroit-based retail leasing consultant who represented The Icing, an accessory chain that wanted a space in Bellevue Square.

"We, as retailers, pull our hair out because he's so unusual in so many regards."

When The Icing was offered a spot right next to Panda Express, a Chinese cafeteria-style restaurant with some decidedly pungent, garlicky dishes, Wolfe says tactfully, "we had to think about that a lot." The Icing went in.

"The sales tell the story, so he's doing something right, I guess," Wolfe says.

Freeman likes to point to the battle for the Frederick's space as an example of how independent, hands-on management can make a difference. Another retailer, Gottschalks, a price-oriented California chain, wanted the former Frederick's space in the mall.

But Freeman, who figured Gottschalks wouldn't fit in, fought persistently to get the space, and won.

Now, instead of Gottschalks, he's getting a collection of shops any super-regional mall owner would envy.

Then there was the matter of Saks Fifth Avenue. After obtaining the former Frederick's space, Freeman won a commitment from the tony New York specialty retailer to fill part of the 220,000 square feet. On the day Saks was scheduled to sign, however, its executives told Freeman they'd lowered projected sales by one-third, so his share would be less, and if that was OK with him.

It wasn't, and he sent Saks packing. Then he came up with the plans to renovate Frederick's former space into small shops - something else industry pundits warned wouldn't work.

But it has, spectacularly. Sure, Freeman admits, it cost him more than it would have to have Saks. With hallways and such, he ended up with about 40,000 fewer square feet, and more tenants to manage.

But more than 300 potential tenants were interested in the space. And sales so far for the small stores are triple what Saks had projected.

Freeman's iconoclastic style is alternately viewed as trend-setting, or just plain bizarre. Take the practice of having restaurants and snack bars scattered throughout the center, rather than in a food court.

"That's a rule he may be writing," says Jim Mance, a leasing agent for The Rouse Co. who filled Westlake Center. Mingling restaurants and retail requires special venting to keep food odors and grease away from other tenants, especially clothing stores.

Still, says Mance, as malls become larger, shoppers may object to walking longer distances to get to food courts, preferring to have restaurants tucked in among shops.

Freeman's mall gets high marks from tenants for retail mix and service. Industry watchers say family-run malls typically watch such things more carefully than institutionally run malls.

"It's one of the premier malls on the West Coast," says Tom Bosch, Eddie Bauer's senior vice president for stores, which has several stores in Bellevue Square. "We're very pleased with the management of that mall."

So is Seattle-based Boston Sox, which faced a retailers' nightmare - having to relocate or close temporarily - during the recent mall renovation. Boston Sox ended up moving several times, but Bellevue Square went out of its way to ease the transition, even offering a much larger, temporary site for the same rent.

In an industry dominated by national chains, Bellevue Square is

known as a mall where local retailers are welcome. According to Freeman, 48 percent of his tenants are local retailers, compared with a national average of about 12 percent.

"A lot of landlords will throw out their local tenant" if a national chain wants space, says Jim Bieri, president of Bieri & Associates, a Detroit-based tenant consulting firm. But in at least one instance, Bieri recalls, "Kemper kept the local."

Some worry that Bellevue Square's gain is Seattle's loss. Not really, says Mance.

In fact, Bellevue's renovation helps Seattle, because national retailers generally find that expansion into a new market requires at least two stores to make sense. Before the renovation, Mance says, many national retailers who wanted to come into this area couldn't find space in either Seattle or Bellevue. Now, at least, they have a toehold - and a stronger reason to locate another store here.

True, he says, if a chain in Seattle locates a branch in Bellevue Square, customers may initially shop there, and sales at the older store may drop 10 percent or 15 percent.

"But it always springs back," Mance says. Both markets remain strong, but they're different. Seattle draws the tourists, grabs the attention and still owns the more nationally prominent address.

"They don't shoot movies in Bellevue," he says.

Strolling past the new Aveda Esthetique cosmetics shop, Freeman acknowledges as much. When Aveda lists its store locations around the world, he notes, the company doesn't name Bellevue Square. It claims its address as "Seattle."

At some point in the future, Bellevue Square may emerge from Seattle's shadow in the eyes of the nation's shoppers. The upcoming \$ 30 million addition will help.

Freeman all but chortles as he recalls how all the experts told him that the area where the expansion will go - between a parking garage and the street, at the intersection of Northeast Eighth Street and Bellevue Way - was "useless space," suitable only for parking and shrubs.

And he obviously relishes his next experiment.

Both of the new stores in the planned expansion, plus a restaurant and a third tenant, will not open to the mall. They will not even be accessible from the mall without going through the garage. Instead, they'll open directly onto the street, just like a city downtown.

Radical? For malls like his, absolutely.

But given Freeman's track record, he may end up leading the parade, predicts Mance.

"He's going to write some new rules," says Mance, "and I think you're going to find other retailers are going to be following those rules."

GRAPHIC: PHOTO 1) JIM BATES / SEATTLE TIMES: F. KEMPER FREEMAN JR., BELLEVUE SQUARE DEVELOPER AND HARLEY DAVIDSON LOVER, BREAKS NEARLY ALL THE RETAIL RULES AND DOES THINGS HIS OWN WAY. > 2) THIS IS A SECTION OF PRELIMINARY ARCHITECTURAL DRAWINGS THAT CALL FOR AN 80,000-SQUARE-FOOT ADDITION TO BELLEVUE SQUARE THAT WILL WRAP AROUND THE MALL'S NORTHEAST CORNER. HOUSEWARES MERCHANT CRATE & BARREL AND BORDERS BOOKS WILL OPEN ON THE SITE IN 1996.

LOAD-DATE: July 7, 1994

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

Terms: [nautica and date\(geq \(1/1/1994\) and leq \(6/30/1994\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Date/Time: Monday, March 27, 2006 - 9:45 AM EST

Source: News & Business > Combined Sources > News, All (English, Full Text) [1]

Terms: nautica and date(geq (1/1/1994) and leq (6/30/1994)) (Edit Search | Suggest Terms for My Search)

 Select for FOCUS™ or Delivery*NAUTICA ENTERPRISES, INC. ANNOUNCES RECORD 1ST QUARTER RESULTS PR Newswire June 27, 1994, Monday*Copyright 1994 PR Newswire Association, Inc.
PR Newswire

June 27, 1994, Monday

SECTION: Financial News**DISTRIBUTION:** TO BUSINESS EDITOR**LENGTH:** 364 words**HEADLINE:** NAUTICA ENTERPRISES, INC. ANNOUNCES RECORD 1ST QUARTER RESULTS**DATELINE:** NEW YORK, June 27**BODY:**

Nautica Enterprises Inc. (Nasdaq: NAUT) today announced record sales and earnings for the first quarter ended May 31, 1994.

First quarter 1994 sales were \$44,554,000, an increase of 45% over the \$30,740,000 posted in the corresponding 1993 quarter. Net earnings were \$2,306,000 (\$.17 per share) compared to \$1,147,000 (\$.10 per share) in the first quarter of 1993, an increase of 101%.

Commenting on the record results, Harvey Sanders, President, said "Sales of **Nautica** products continue to fuel our earnings growth and business expansion. During the past quarter, our customers have continued to increase the space devoted to **Nautica** products and the number of **Nautica** shops. We look forward to continued growth."

NAUTICA ENTERPRISES, INC.

Consolidated Condensed Earnings Summary (Unaudited)(A)

Periods ended May 31	Three Months Ended	
	1994	1993
Net sales	\$44,554,000	\$30,740,000
Cost of sales	\$25,276,000	\$18,051,000
Gross profit	\$19,278,000	\$12,689,000
SG&A	\$15,843,000	\$10,780,000
Interest (Income) expense - net	(\$346,000)	\$13,000
Net royalty income	\$110,000	\$108,000
Net earnings	\$2,306,000	\$1,147,000
Earnings per share	\$.17	\$.10
Weighted average shares	13,805,418	11,861,568

NOTE: (A) All share and per share data has been adjusted to reflect to reflect a three-for-two stock split effected in the form of a stock dividend to stockholders of record on Nov. 1, 1993.

CONTACT: Sharon Burd, controller of **Nautica** Enterprises, Inc., 212-541-5990**LOAD-DATE:** June 28, 1994

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]

Terms: [nautica and date\(geq \(1/1/1994\) and leq \(6/30/1994\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Several SPJC athletes make Suncoast Conference team St. Petersburg Times (Florida) June 29, 1994, Wednesday, City Edition

Times Publishing Company
St. Petersburg Times (Florida)

June 29, 1994, Wednesday, City Edition

SECTION: SPORTS; around the county; Pinellas SPORTS EXTRA; Pg. 10C

LENGTH: 620 words

HEADLINE: Several SPJC athletes make Suncoast Conference team

BODY:

The Suncoast Conference All-Academic Team included 16 St. Petersburg Junior College athletes. The list by sport is as follows. The team includes those athletes who achieve a minimum cumulative GPA of 3.00.

Men's Basketball: Victor Axmacher, Venezuela. Baseball: Paul Althoff, St. Petersburg Catholic; Greg Pacitti, Seminole; Steve Wicks, Seminole; Erok Ronne, Tampa Catholic; Caleb Hamilton, Dunedin. Women's basketball: Jennifer Bada, Tarpon Springs; Michelle King, Canada; Stacia Kasper, Clearwater. Softball: Kristy York, Lake Howell; Lee Brown, Largo; Cindy Campbell, Countryside; Noelle Cartier, Largo; Viki Falla, Sebring; Carrie Holloway, Jacksonville Bolles; Susan St. Onge, Canada.

In addition, Axmacher, Ronne, Pacitti, Bada, Campbell, Cartier, Holloway and St. Onge were named to the Florida Community College Activities Association All-Academic list.

Sailing

Two local sailors from St. Petersburg - skipper Christina Bickley and her crew, Stephanie Doyle - finished second in the 420 boat at the United States Youth Championships held in Chicago. The team qualified for the United States **Nautica** World Team, which will leave for Greece July 3 for the Youth World Championships.

Basketball

Dale Richardson, who coached at Trinity Christian Academy in Jacksonville, has been named the boys coach at Indian Rocks Christian. In 1992, Richardson led Trinity to the Class A state championship, beating Tallahassee FAMU 68-64 in the title game.

Baseball

After two days of pitching, hitting and running, a field of more than 1,000 baseball youths has been narrowed to 30 finalists in the Pitch, Hit and Run contest.

Sponsored by Major League Baseball, the competition will offer five Tampa Bay youths a chance to compete in the Sept. 17 National Finals at The Ballpark in Arlington, Texas.

The preliminary competition was held Saturday and Sunday at USF's Red McEwen Field, and scores were determined by combining point totals from the three disciplines.

The top six in each age group (9-13) will vie for those five berths to the National Finals at 5 p.m. today at Al Lang Stadium. The winners will be rewarded between the first and second inning at the St. Petersburg Cardinals game.

Pitch, Hit and Run results

13 year olds

1. James Keaton Jr., Tampa - 3,317
2. Jason Wright, Seffner - 3,293
3. Justin Pikrameros, Clearwater - 2,975
4. Jason Remmel, New Port Richey - 2,910
5. Joe Jiannetti, St. Petersburg - 2,825
6. Ryan Atwood, Tampa - 2,796

12 year olds

1. Matthew Warren, Plant City - 2,793
2. Joey Watts, Brandon - 2,689
3. Joey Dimais, Tampa - 2,619
4. Chad Mallory, Plant City - 2,566
5. Josh Tiltan, St. Petersburg - 2,344
6. Keith Hakala, St. Petersburg - 2,225

11 year olds

1. Ben Sykes, Lakeland - 2,470
2. Maurice Moore, Tampa - 2,248
3. Arteis Brown, Tampa - 2,104
4. Jermaine Molphus, Tampa - 2,030
5. Richard Johnson, Tampa - 1,848
6. Thomas Avis, St. Petersburg - 1,808

10 year olds

1. Christopher Garrand, St Petersburg - 2,610
2. Ryan Devars, Tampa - 2,448
3. Nicholas-Zem Rodriguez, Tampa - 2,369

- 4. Matthew Finharty, Tampa - 2,021
- 5. Kevin Vaughn, Riverview - 2,014
- 6. Ryan Smith, St. Petersburg - 1,938

9 year olds

- 1. Timothy Seibert, Tampa - 2,012
- 2. Ty Taboreill, Tampa - 1,494
- 3. Eric Luttmann, St. Petersburg - 1,471
- 4. Matthew Moodie, Tampa - 1,369
- 5. Thomas Memory, Tampa - 1,327
- 6. Joshua Cole, Tampa - 1,220

LOAD-DATE: June 29, 1994

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) ⓘ

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Progress at Merry-Go-Round? The Baltimore Sun June 29, 1994, Wednesday,

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The Baltimore Sun

June 29, 1994, Wednesday, FINAL EDITION

SECTION: BUSINESS, Pg. 12D

LENGTH: 570 words

HEADLINE: Progress at Merry-Go-Round?

BYLINE: Jay Hancock, SUN STAFF WRITER

BODY:

JOPPA -- Merry-Go-Round's managers and some shareholders found unusual solace yesterday in a 17 percent decline in store-for-store sales so far this month, saying the large fashion retailer is showing subtle signs of recovery.

Double-digit sales drops normally aren't something merchants brag about. But for Merry-Go-Round Enterprises Inc., the June figures disclosed yesterday are the best monthly results this year and, executives say, a sign of progress at the struggling chain.

Last month, sales at Merry-Go-Round stores open for at least a year dropped by 24 percent compared with the previous year; in April they plunged by 35 percent.

"While this is by no means a turnaround, the trend is at least heartening," Chairman and Chief Executive Leonard "Boogie" Weinglass said at the company's annual shareholders' meeting at its Joppa headquarters.

Merry-Go-Round's board of directors faced stock owners for the first time since dismal holiday sales forced the company to enter bankruptcy proceedings in January. The meeting was polite and businesslike, despite the 200-plus attendees packing the room and despite the fact that Merry-Go-Round's stock has dived more than 80 percent in the last year.

The chain, with 1,300 stores selling apparel to teens and young adults, is pinning its recovery hopes on the back-to-school selling season, which begins in August. It lost \$ 24.1 million for the quarter ended April 30.

In an interview, Mr. Weinglass said fall merchandise will be more conservative than what Merry-Go-Round has sold in the past. The company's problems are widely blamed on the fact that it filled stores last year with baggy, "hip-hop" styles while teens favored the jeans-and-flannel "grunge" look.

Mr. Weinglass described this fall's clothes as "preppy," "more toward the

mainstream" and, in womenswear, "more feminine." Labels include Tommy and **Nautica**, he said.

Also yesterday, Merry-Go-Round executives said:

* The company will spend more than \$ 6 million on TV and magazine advertising between August and year-end, "a lot more than we've ever spent," said President Michael D. Sullivan.

* Even after fall merchandise is shipped, store inventory on average will still be 20 percent below what it was last year.

Managers have blamed disappointing sales results so far this year on a lack of goods in stores. Even though shelves will be less full in the fall than last year, the merchandise will be better and sales results should improve significantly, Mr. Weinglass said.

* Merry-Go-Round will ask for more time to submit its reorganization plan to U.S. Bankruptcy Court in Baltimore.

* Mr. Sullivan and Mr. Weinglass meet monthly with representatives of Boston-based Fidelity Investments, Merry-Go-Round's biggest creditor and second-biggest shareholder. Mr. Weinglass said Fidelity is "supportive, so far."

In interviews, shareholders said they were encouraged. "The numbers still aren't good," said Jerry Kahl of Parkville, who owns 6,100 shares. But, he added, "I'm thinking about buying some more."

Merry-Go-Round stock closed yesterday unchanged, at \$ 1.875.

Several shareholders said they were pleased to hear Mr. Weinglass, Merry-Go-Round's colorful founder, admit mistakes.

"We realize we screwed up in a big-time way," he told shareholders.

GRAPHIC: PHOTO, MICHAEL LUTZKY/SUN STAFF PHOTO, President Michael D. Sullivan and Chairman and Chief Executive Leonard "Boogie" Weinglass answer questions from reporters after company's annual shareholders' meeting.

LOAD-DATE: September 29, 1994

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) ; ;

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HILFIGER, NAUTICA RIDE CASUAL TREND DRESSING DOWN LIFTS APPAREL FIRMS Crain's New York Business July 04, 1994

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Crain's New York Business

July 04, 1994

SECTION: Pg. 3

LENGTH: 1253 words

HEADLINE: HILFIGER, **NAUTICA** RIDE CASUAL TREND DRESSING DOWN LIFTS APPAREL FIRMS

BYLINE: BY PHYLLIS FURMAN

BODY:

Executives at International Business Machines Corp. knew their cultural revolution had begun at the first appearance of their new chairman, Louis V. Gerstner Jr., a year ago. Tossing out the window IBM's strict dress code of dark suits and white shirts, a jacketless Mr. Gerstner made his first speech wearing a blue shirt with a white collar.

From then on all was loose and unbuttoned at America's starchiest corporation. Fridays are now officially dress-down days. When they're not meeting customers, marketing executives put on chinos and short-sleeved shirts. #T"It's all part of the change in culture," says Bob Sellar, IBM's area community relations manager, who lately has been wearing New York Rangers ties to work. "We're trying to soften our image."

So are workplaces across the country, creating a major power shift in the \$1.7 billion menswear industry. Shoved down the corporate ladder are suit makers, whose sales declined 15% from 1989 to 1992. Climbing to the top are manufacturers of casual clothes, such as New York-based publicly held apparel makers Tommy Hilfiger Corp. and **Nautica** Enterprises Inc.

This is no temporary fad. Not only have offices been loosening up over the past two years, but the number of Americans who work out of their homes is on the rise, up 60% to 35 million in 1992 from 1988. The last thing these corporate refugees need is another jacket and tie.

Tailored suits are out #T"We're talking about the evolution of the men's clothing industry," says David Tharp, vice president in charge of tailored clothing for Manhattan's bastion of boardroom fashions-Brooks Brothers. "It will be difficult to put a generation of men used to baggy trousers into tailored suits."

But what they'll wear instead isn't so easily defined. The menswear industry is now groping to create a mode of dress that falls somewhere in between suits and jeans.

Brooks Brothers is feeling out the new territory, offering items like "The Friday Shirt," in its spring catalog and a new line of soft blazers for fall. Manhattan menswear retailer BFO is selling corporate casual in the form of sandwashed silk suits to be worn over crisp white T-shirts.

For men used to sleepwalking to their closets in the morning and yanking out a suit and tie, all these new styles can be confusing. #T"Now all of a sudden your company says you can wear something other than a suit to work-so what do you wear?" asks menswear designer Alan Flusser. Known for his 1980s power suits, Mr. Flusser is now mulling an entry into the corporate casual scene.

So far the companies succeeding at the dress-down office look are the ones with a no-fuss formula. Tommy Hilfiger, for example, has emerged as an apparel industry star.

Last year, while the profits of women's wear manufacturers unraveled, Hilfiger's earnings rose 73% to \$25.3 million, and sales climbed 64% to \$227.2 million. Its stock has soared to \$38 from its initial public offering price of \$15 two years ago.

Though Mr. Hilfiger is a designer, much of what he sells is downright basic: woven shirts, polo shirts, sweaters and khaki slacks. In fact, nearly 20% of his line is a core group of products that are sold year round. Retailers can quickly reorder whenever they want.

Hilfiger fashions are conservative pieces with a twist, such as a polo shirt with a collar in a contrasting color. Items are grouped together in large in-store boutiques so outfits can be easily pulled together.

These collections create added sales for retailers, with Hilfiger shops generating \$400 a square foot, compared with a department store average of \$200.

If a man fears that going casual means losing status, he can take heart in the Tommy Hilfiger crested logo that appears on all of the clothes. #T"\"The Insignia is a seal of approval,\" says Faye I. Landes, an apparel analyst at Smith Barney who recently wrote a report on the menswear casual trend called \"The Menswear Industry: Let's Roll Up Our Sleeves.\"

It's a strategy that's also worked well for publicly held **Nautica**, whose sales rose 28% to \$193 million last year, while its earnings jumped 60% to \$17 million. Like Hilfiger, **Nautica** offers updated basic items in 500 tightly controlled in-store shops in department stores. The line has its own reassuring logo in the form of a sail, perfect for navigating the rough seas of the workplace.

Nautica shirts cost less

Nautica also has an edge in its prices. For a fellow working at home under a strict budget, **Nautica** offers a basic \$40 short sleeve shirt, about \$8 less than a comparable shirt from menswear line Polo from Ralph Lauren.

Nautica Designer and Executive Vice President David Chu says he became convinced that men were wearing their weekend clothes to work when he traveled across the country on the road show for a recent secondary offering of **Nautica** stock. #T"\"Here were people handling billions of dollars wearing khaki trousers and polo shirts,\" Mr. Chu says.

Smith Barney's Ms. Landes polled 25 of the top Fortune 500 companies and more than half told her they had casual Fridays. In a recent survey conducted by market research firm NPD Group, nearly 90% of consumers surveyed wear casual clothes to work occasionally.

Those are statistics suit makers can't ignore any longer. Though they originally considered the dress-down trend just a fad, now they are spinning into damage control.

Hugo Boss, the designer suit maker that epitomized the 1980s dress for success look, just launched a casual, avant garde line called Hugo. Brooks Brothers is loosening up its jackets, adding a half inch to the spread between one shoulder blade and the other.

But the suit makers may be too late. Both Hilfiger and **Nautica** are continuing to hone in on the corporate casual look, now with their own versions of dressed-down tailored fashions. Hilfiger just entered the suit business, while **Nautica** is launching a line of jackets and blazers in the spring.

GRAPHIC: David Chu, executive vice president of **Nautica** Enterprises Inc., says men across the country are wearing their weekend clothes, not their suits, to work.

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) 

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*CATCHING A WAVE; IS NAUTICA'S DAVID CHU THE NEXT RALPH LAUREN? Chicago Tribune July 7, 1994
Thursday, DU PAGE SPORTS FINAL EDITION*

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Chicago Tribune

July 7, 1994 Thursday, DU PAGE SPORTS FINAL EDITION

SECTION: TEMPO; Pg. 11; ZONE: NED; Tempo Fashion.

LENGTH: 356 words

HEADLINE: CATCHING A WAVE;
IS **NAUTICA'S** DAVID CHU THE NEXT RALPH LAUREN?

BYLINE: By Bob Foltman, Tribune Staff Writer.

BODY:

David Chu is a hot designer right now. The question is: Who is David Chu?

"I'm a very low-key person," Chu said. "I'm enjoying what I'm doing."

Chu is the founder, president and chief designer of **Nautica** sportswear. Not "David Chu's **Nautica**" or "**Nautica** by David Chu." Just **Nautica**.

"If people are interested enough, I'm there to explain our concept and talk to them about what **Nautica** stands for."

People are interested. People as in regular 9-to-5 types who find Chu's clothing a comfortable break from the corporate look and lined up at Marshall Field's State Street store recently to get his autograph on **Nautica** T-shirts. Business was brisk. In 35 minutes, Chu signed 200 shirts.

And people as in people whose job it is to proclaim hotness. In August, Chu and his line will be the subject of a seven-page spread in Gentleman's Quarterly. Details magazine will also introduce Chu to its readers in August.

How to explain this surge of interest in what was once thought of as weekend wear?

Polo shirts in bright colors and stripes, cotton twill shirts, khaki trousers and shorts dominate a collection that also features dress shirts and ties and a selection of suits and tailored pieces.

Judging from the reception he got at Field's, it appears the people supposedly in the know are playing catchup to the public.

"In the '80s, when the economy was very good, people would buy very expensive suits and cars and were less aware of what they were getting," Chu said. "We now see a change of consumer mentality in the '90s. People not only want good design and products, they also want a good value."

When Chu created **Nautica**, he wanted a name that represented a lifestyle. He's now giving America that lifestyle. Aside from the clothing, the American male can also experience the **Nautica** belt, robe, cologne, shoes, socks, luggage, watches and mini-vans. . . . Wait a minute, mini-vans?

"It was out of the blue and something very different," Chu said. Lincoln-Mercury approached Chu with the idea of helping with the cosmetic appearance of the 1994 Villager, and the result is now in dealerships.

GRAPHIC: PHOTOS 4; PHOTO (color): David Chu (center) with **Nautica** models at Marshall Field's State Street store. In 35 minutes there, the designer autographed 200 T-shirts. Tribune photo by John Dziekan.; PHOTOS: Chu's Commander bathrobe can be found in department stores. His **Nautica** Villager can be found at Lincoln-Mercury dealers.; PHOTO: Wristwatches feature signal flag markings.

LOAD-DATE: July 7, 1994

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DISTINGUISHED TEENSAILING PROWESS LEAVES CONWAY IN STICKY SITUATION *The Capital (Annapolis, MD.) July 7, 1994, Thursday*

Copyright 1994 Capital-Gazette Communications, Inc.
 The Capital (Annapolis, MD.)

July 7, 1994, Thursday

SECTION: Sports; Pg. D4

LENGTH: 818 words

HEADLINE: DISTINGUISHED TEEN

SAILING PROWESS LEAVES CONWAY IN STICKY SITUATION

BYLINE: By KARINA PAAPE Capital Sailing Writer

BODY:

Eighteen-year-old Myles Conway of Annapolis had to make a tough choice last week between two sports in which he has distinguished himself _ lacrosse and sailing.

Conway, a Capital-Gazette second team All-County lacrosse player, already had a coveted invitation to the 205 Lacrosse Camp at Loyola College in Baltimore when he unexpectedly qualified for an all-expenses paid trip to the International Yacht Racing Union's **Nautica** World Youth Sailing Championships in Marathon, Greece.

Both events started on Tuesday.

Few people find themselves in such an enviable position. But that didn't make the decision any easier.

For Conway the deciding factor was the reality that colleges and universities give lacrosse scholarships, not sailing scholarships. Moreover, lacrosse is a sport for which Myles, who plays midfield, is now entering his peak performance years.

Sailing, by contrast, is a sport he can be competitive and successful in at any time of his life.

So off Myles went to Loyola this week where the top 205 lacrosse players in the nation spent four days playing lacrosse in front of the nation's top coaches.

The hope of the participants is that they will receive some attractive scholarship offers from powerhouse schools. The complication for Myles is that he grew up in a sailing family and achieved a high level of skill in two sports whose calendars regularly clashed.

His father Joe Conway is a 1968 graduate of the U.S. Naval Academy who moved his family to Annapolis from Newport, R.I. in 1977.

The Conways started taking each of their four children sailing on the family's Pearson 30 when they were still infants.

In addition, Myles went through the Severn Sailing Association's highly touted junior sailing program.

Last year he finished fifth out of 172 sailors in the Laser Radial Grand Prix and won the Sportsmanship Award at the California Governor's Cup where he represented the Annapolis Yacht Club.

In light of these achievements it is no surprise that Myles is considered a natural by sailing coaches or that the St. Mary's High School senior has been receiving letters of interest for both sports from various colleges, universities and service academies. According to Joe Conway, coaches see in Myles an instinctive ability to pick his way around a race course, know where he is positioned in the big picture and maintain focus.

"He has a natural instinct like Charlie Scott," says Joe Conway. "He can sense where windshifts are."

One can't help but be impressed by Myles' recent sailing achievements since much of the time other kids are sailing Myles has been at lacrosse practice or games. So save for the few weekends he got to practice for the High School Nationals in May, Myles had spent little time sailing the Laser he earned a second place finish in at the 1994 **Nautica**/U.S. Sailing Youth Championship in Chicago on June 23. In fact, he really hadn't done much sailing since December when he placed second in the Laser Radial National Championships in Florida. However, that didn't prevent him from going out and beating all but one sailor in the 60 boat Single-handed Division of the Youth Championships. What does he attribute his impressive performance to? "The weather conditions and starting well," says Myles. Although big fleet starts are tough for many young sailors, Myles years of experience in both large Optimist and large Laser fleets made the challenge relatively routine.

He said he would just hang back a little from the top guys and start to one side or the other of the five-boat pack of top sailors trying to dirty each other's air, then get off to a relatively clean and free air start. It was exactly such an approach that enabled Myles to win two of the series' seven races. He finished 11 points behind Single-handed Division winner Bill Hardesty of Norfolk, Va., who at 19 years old is not eligible to compete in the Worlds.

Even Hardesty agreed that Myles was a force to reckon with in the light air conditions.

"I had to work hard for it...my light air speed was not the fastest here," he said.

Conway's finishes were 8-3-7-1-6-1 with the 44th he scored in the series' finale serving as his throwout race. Since Myles knew he was a solid second, he said that on that windy and stormy final day he basically just went out and sailed the course without fouling anyone to secure his position behind Hardesty.

In between playing lacrosse, sailing and going to school, Myles works at the Annapolis Recreation Center during the academic year and at Annapolis Yacht Systems in the summer.

Several other Annapolis area youths competed in the Youth Championships as well.

In the Single-handed Division Conway was joined by Greg Miernicki who placed 26th and Jessica Deutchman; in the 35-team Double-handed Division Ian Burman took 17th and the Shattuck brothers 23rd.

LOAD-DATE: November 03, 1994

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Date/Time: Thursday, May 4, 2006 - 12:11 PM EDT

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Loyola's Top 205 camp is the place to be for summer exposure The Sun (Baltimore) July 10, 1994, Sunday,

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The Sun (Baltimore)

July 10, 1994, Sunday, FINAL EDITION

SECTION: SPORTS, Pg. 3C

LENGTH: 679 words

HEADLINE: Loyola's Top 205 camp is the place to be for summer exposure

BYLINE: Brad Snyder, Sun Staff Writer

BODY:

Myles Conway did not want to be left out.

The rising senior at St. Mary's could have spent his Fourth of July weekend navigating the waters of Marathon Bay in Greece. Instead, he took to the artificial turf fields of Loyola College for the Top 205 Lacrosse Camp.

Lacrosse's version of the Nike and Five Star summer basketball camps, the Top 205 attracts more than 600 high school seniors and a few juniors clamoring for the attention of the 90 college lacrosse coaches on hand. Few of the area's top players are willing to miss the four days of instruction, competition and, most of all, exposure.

"It's still the one that they all kind of shoot for," Princeton coach Bill Tierney said.

Tierney started the camp seven years ago with Loyola's Dave Cottle and Johns Hopkins' Tony Seaman. Originally designed for the 205 best high school seniors, the camp attracted 396 players last weekend and another 260 for the session that ended yesterday.

Campers are nominated by their high school coaches, then their applications are accepted on a first come, first-served basis. The \$ 450 tuition is a small price to pay for a shot to play college lacrosse -- even if it means giving up a trip to Greece.

The week before the Top 205, Conway finished second in the **Nautica** Youth Championship on Lake Michigan. He qualified for the World Youth Championship in Marathon, Greece, the following week, but Conway eschewed his life jacket for a lacrosse stick.

"I didn't feel like I'd get the exposure without coming," said Conway, a midfielder who wants to sail and play lacrosse in college. "No other camp would have 90 coaches."

Indeed, the presence of the coaches makes the camp. Although most coaches have their own camps, they attend the Top 205's 46-player all-star game and speak on the last day of each session. They also encourage their assistants to spend the entire week there as counselors.

"I wouldn't be doing my job if I didn't go to this camp," UMBC coach Don Zimmerman said.

The camp is particularly helpful for Division III coaches with limited recruiting budgets and keen interests in

players who are not necessarily considered blue-chip prospects.

"In three or four days I can see as many kids as it would take two or three months of traveling in the fall," Washington College coach Terry Corcoran said.

There are other recruiting-oriented lacrosse camps, and each has its own gimmick. The Championship Lacrosse Weekend, July 28-31 at Goucher College, allows players to form all-star teams that compete against each other. The Top Star Camp, June 26-30 at Gettysburg College, has a day devoted to SAT preparation, and the New England Peak 200, July 17-21 at Springfield College, gives more exposure to New England players.

Some coaches said the players put too much emphasis on these camps.

"I think for kids, they think it's their one chance to be seen," Georgetown coach Dave Urick said. "But for that player who's definitely a blue-chip player, coaches are going to know him regardless if he goes to this camp."

Conway, who is not considered a blue-chip recruit, almost missed his opportunity to be seen because of an injury. He sprained his right ankle on the second day of camp, and the ankle had swelled overnight. Sitting out the instructional session the following morning, Conway would try to play in his game that afternoon. He had too much at stake.

"You feel [badly] if you give up a trip to Greece and pay extra money and then not play," Conway said as he sat dejectedly on the bleachers at Loyola's Curley Field with only one shoe on. "I really hope later in the day that I can play."

He did play, well enough to make the 46-man all-star team at the end of camp. He was sent into the game during an extra-man situation with his team trailing 8-7. Conway scored the game-tying goal on a pass from Loyola midfielder Scott Diggs that he fired into the left corner of the net from 15 feet away. The game ended in an 8-8 tie.

"I had a good feeling about it," Conway said of the shot. "It made it all worthwhile."

LOAD-DATE: January 27, 1995

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Beauty Wars: Lips, Gams, Tans Fortune July 11, 1994, Domestic Edition

Copyright 1994 Time Inc.

Fortune

July 11, 1994, Domestic Edition

SECTION: NEWS/TRENDS; Pg. 13

LENGTH: 383 words

HEADLINE: Beauty Wars: Lips, Gams, Tans

BYLINE: Faye Rice

BODY:

You diet and exercise until model-thin, but the cellulite on your thighs remains. Can you find help in a bottle?

Perhaps. Christian Dior's new cellulite remedy, Svelte, is causing a stampede at cosmetics counters. Launched in the U.S. five months ago with an alluring ad campaign and priced at \$48 for a 6.8-ounce bottle, Svelte is selling briskly even in college towns, where you'd think demand would be slight. Dior's revised 1994 sales forecast is 500,000 bottles, up from 300,000.

Svelte's success is spilling over to competitors. Sales of cellulite potions from Chanel, Elizabeth Arden, Clarins, and mass marketers have all increased since Svelte arrived.

Is Svelte a genuine remedy? Some industry watchers wonder if it's not just bottled hope, but Dior reports that four out of ten sales are repeats. Says industry guru Allan Mottus, editor of the Informationist, a cosmetics newsletter: "That percentage is better than good."

Another hot bottled product: tans. Fears of the harmful effects of the sun have pulled more people into the shade, where they flaunt store-bought golden skin. This includes guys: Halston Borghese's **Nautica** self-tanner is marketed to men who want a healthy look year-round. John Stabenau, vice president in charge of cosmetics at Neiman Marcus, predicts a 50% sales increase for self-tanning products at his stores this year.

Gone are the orange streaks that once betrayed bottled tans. Instead, manufacturers are producing convincing shades, available in fast-drying sprays, lotions, and creams, to complement any skin tone. Este Lauder offers four of them: light, medium, dark, and very dark.

The big players among lipstick makers are also rolling out ever more varieties in the battle for market share. Lancome, Lauder, Arden, and Borghese offer a dazzling display of 100-plus shades each, in formulas ranging from supershiny to rich opaques. Says Margaret Sharkey, senior vice president for marketing at Lancome: "We constantly search for the perfect combination of color and formula."

With U.S. sales up 50% this year, Dior, a subsidiary of France's LVMH, is the big market-share winner. It charges about \$18 a tube. The most expensive lipsticks, Chanel's, run up to \$36. Total industry sales crept up a mere 4%, according to Allan Mottus.

GRAPHIC: Picture 1, Best-sellers among self-tanning products and the ad that helped spark sales for thigh thinners descColor: Self-tanning products including Halston Borghese's **Nautica** and the Estee Lauder

product., CHIP FORELLI; Picture 2, See above. descColor: An advertisement for Christian Dior's cellulite remedy, Svelte., NO CREDIT

LOAD-DATE: July 14, 1994

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#)

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SEVERNA PARK TEEN HAULS BACK TROPHY FROM IRISH EVENT The Capital (Annapolis, MD.) July 21, 1994, Thursday

Copyright 1994 Capital-Gazette Communications, Inc.
The Capital (Annapolis, MD.)

July 21, 1994, Thursday

SECTION: Sports; Pg. D6

LENGTH: 656 words

HEADLINE: SEVERNA PARK TEEN HAULS BACK TROPHY FROM IRISH EVENT

BYLINE: By KARINA PAAPE Capital Sailing Writer

BODY:

Seventeen-year-old Jeremy Wilson of Severna Park topped the 82-boat Laser class at last week's Fastnet International Schools Regatta in Ireland, successfully defending the title won last July by John Torgerson of Annapolis.

Consequently, the perpetual trophy won by Torgerson in 1993 was delivered to race officials by Wilson when he arrived in Ireland on July 16.

By week's end, however, the trophy ended up back in his bag for being crowned the 1994 single-handed champion.

Also competing in the event were Tim Libby and John von Schwartz, both of Severna Park, who teamed up in the doublehanded class (420s).

All three youths went as representatives of the Chesapeake Bay Yacht Racing Association.

Wilson is a junior member of the Severn Sailing Association and Libby and von Schwartz are junior members of the Annapolis Yacht Club.

The young sailors' parents reported that their progeny had a great time, met a lot of people and enjoyed representing their country in international competition.

Added Maureen Torgerson, who handled the logistics for the Chesapeake team, "The kids get a chance to learn another culture and to see how sailors the world over have no problem communicating."

SSA YOUTHS TOP MIDGETS: Sailors representing the Severn Sailing Association won CBYRA's Midget Eliminations Regatta last week in Annapolis. Matt Shubert dominated the 420 class with seven bullets and a second. Scott MacMullan topped the Optimist class with six bullets and two fourths.

J/22 SUMMER REGATTA: Jim Hayes of Annapolis emerged victorious from the Annapolis Yacht Club's J/22 Summer Regatta last weekend, sailing to finishes of 2-5 for a two point victory over the Zinn family of Annapolis. One point behind the Zinns was Bill Chambers of Fulton who in turn had a one point edge over the fourth place team of Jack O'Brien and his fiancée Kitt Zgorski aboard Life Jackitt.

Although winds were light, the event enjoyed a particularly good turnout because AYC's J/22 sailors are

gearing up for the J/22 World Championships here in September.

BACARDI CUP: The Severn River Yacht Club's annual Race for the Bacardi Cup drew a field of 80 yachts to its pursuit handicap style race on the bay Saturday, raising a total of \$ 2,500 for the Chesapeake Bay Maritime Museum in St. Michaels.

Topping the fleet of predominantly cruising boats was local sailmaker Jim Scott and his Oyster 39 Uptown Girl. The Dumis/Holt partnership placed second aboard their J-35 Sugar Magnolia followed by Tim Bowen's J-35 Cheers in third.

The event also offers a prize for the last boat to finish, a generally hotly contested battle, which this year went to Severn River Yacht Club member Bob Hill aboard his Pearson 30 Stormdrift.

IYRU WORLD YOUTH CHAMPIONSHIP David Ames of Miami, Fla. and crew P.J. Buhler of Coral Gables, Fla. were the top placing Americans in last week's IYRU **Nautica** World Youth Championships in Marathon, Greece. Ames won the 39-boat Laser II battle on a tiebreaker against Simon Cooke of New Zealand and Rodrigo Amado of Brazil. All three had 47 points.

In the Laser II Girls, Christina Bickley of St. Petersburg Beach with crew Stephanie Doyle of St. Petersburg placed 10th out of 15 boats. American Dalton Bergan of Washington state wound up seventh in the 35-boat Laser Boys field while Christin Feldman of Grosse Pointe Park, Mich. placed sixth out of 16 in the Laser Girls class.

In Mistral Boys, Scott Haladay of Lake Oswego, N.Y., winner of the 1994 **Nautica**/U.S. Sailing Youth Championship, placed 11th out of 28. Cara Reid of Edison, N.J., placed 14 out of 20 in the Mistral Girls competition.

The **Nautica** Cup Trophy for the nation with best overall scores, including all team members, was awarded to New Zealand. Austria was second, followed by Germany. The United States placed sixth overall. Winds throughout the series ranged from ultra-light to 25 knots later in the week.

LOAD-DATE: November 03, 1994

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*RULING THE MALL; DEVELOPER FOLLOWS UNCONVENTIONAL PATH TO RETAIL SUCCESS Chicago Tribune
July 24, 1994 Sunday, CHICAGOLAND FINAL EDITION*

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July 24, 1994 Sunday, CHICAGOLAND FINAL EDITION

SECTION: REAL ESTATE; Pg. 7I; ZONE: C

LENGTH: 1184 words

HEADLINE: RULING THE MALL;
DEVELOPER FOLLOWS UNCONVENTIONAL PATH TO RETAIL SUCCESS

BYLINE: By Sylvia Wieland Nogaki, Seattle Times.

DATELINE: SEATTLE

BODY:

Bellevue Square developer F. Kemper Freeman Jr. has the bland, bespectacled countenance and modest manner of a trusted financial adviser. He even dresses like one.

But put him on his own turf and Freeman revs up. The salesman within emerges.

"Auntie Anne's!" he exclaims, catching sight of a snack store some distance down the mall, across the atrium. "Have you tried their pretzels? Even if you hate pretzels, you'll love theirs."

Or walking into The Bon Marche's men's store, where shirts are draped across fine furniture.

"I mean, that **Nautica** stuff," he says. "Who wouldn't be crazy about that?"

These days, it seems, plenty of people are crazy about what's happening at Bellevue Square, a retail laboratory for Freeman's highly successful, maverick brand of mall merchandising.

Construction partitions wall off spaces all over the mall as a \$100 million-plus renovation continues. About 32 stores have opened in space formerly occupied by the now-defunct Frederick & Nelson, and a total of 17 more are opening, most by Christmas.

That has triggered moves throughout the mall. In the last year, probably at least a quarter of Bellevue Square's 200-some tenants have moved, remodeled or are new.

Some of the nation's most sought-after retail tenants, including Warner Brothers, F.A.O Schwartz and Ann Taylor, are in. More, including J. Crew and Williams-Sonoma, are coming.

Meanwhile, foot traffic is up nearly a quarter over last year. Sales per square foot—already one of the highest on the West Coast—have soared to about \$500. Two anchors—The Bon and Nordstrom—are expanding significantly, and the third, J.C. Penney, probably will add 50 percent more space.

And Freeman, 52, already is polishing plans for his next move. Preliminary architectural drawings call for an 80,000-square-foot addition that will wrap around the Square's northeast corner. Another tenant with

sizzling sales, housewares merchant Crate & Barrel, and Borders Books, will open on the site in 1996.

He has accomplished all of this while gleefully breaking nearly all the rules the industry swears by. But then, Bellevue Square is not a typical mall, and the Freeman family is not a typical mall owner.

For starters, it's a family-run business. The fourth generation of Freemans, Kemper's two daughters, work in the leasing office. Most malls are owned by mega-developers who regard their malls primarily as investments, not legacies.

Bellevue Square, a 1.3 million-square-foot mall, also is a single property. Most developers own dozens if not 100 or more malls.

While most malls are managed according to a set of ironclad rules, Freeman does things his way. He ignores industry conventions that say a mall must have all its retailers grouped by categories, such as shoes; a mall must not put restaurants next door to nice shops; or a mall must have national chains and few local tenants.

"Kemper breaks every one of those rules," says Rebecca Wolfe, a Detroit-based retail leasing consultant who represented The Icing, an accessory chain that wanted a space in Bellevue Square. "We, as retailers, pull our hair out because he's so unusual in so many regards."

When The Icing was offered a spot right next to Panda Express, a Chinese cafeteria-style restaurant with some decidedly pungent, garlicky dishes, Wolfe says tactfully, "we had to think about that a lot." The Icing went in.

"The sales tell the story, so he's doing something right, I guess," Wolfe says.

Freeman likes to point to the battle for the Frederick's space as an example of how independent, hands-on management can make a difference. Another retailer, Gottschalks, a price-oriented California chain, wanted the former Frederick's space in the mall. But Freeman, who figured Gottschalks wouldn't fit in, fought persistently to get the space, and won.

Now, instead of Gottschalks, he's getting a collection of shops any super-regional mall owner would envy.

Then there was the matter of Saks Fifth Avenue. After obtaining the former Frederick's space, Freeman won a commitment from the tony New York specialty retailer to fill part of the 220,000 square feet. On the day Saks was scheduled to sign, however, its executives told Freeman they'd lowered projected sales by one-third, so his share would be less, and asked if that was OK with him.

It wasn't, and he sent Saks packing. Then he came up with the plans to renovate Frederick's former space into small shops-something else industry pundits warned wouldn't work.

But it has, spectacularly. Sure, Freeman admits, it cost him more than it would have to have Saks. With hallways and such, he ended up with about 40,000 fewer square feet, and more tenants to manage.

But more than 300 potential tenants were interested in the space. And sales so far for the small stores are triple what Saks had projected.

Freeman's iconoclastic style is alternately viewed as trend-setting, or just plain bizarre. Take the practice of having restaurants and snack bars scattered throughout the center, rather than in a food court.

"That's a rule he may be writing," says Jim Mance, a leasing agent for The Rouse Co. who filled Westlake Center. Mingling restaurants and retail requires special venting to keep food odors and grease away from other tenants, especially clothing stores.

Still, says Mance, as malls become larger, shoppers may object to walking longer distances to get to food

courts, preferring to have restaurants tucked in among shops.

Freeman's mall gets high marks from tenants for retail mix and service. Industry watchers say family-run malls typically watch such things more carefully than institutionally run malls.

"It's one of the premier malls on the West Coast," says Tom Bosch, Eddie Bauer's senior vice president for stores, which has several stores in Bellevue Square. "We're very pleased with the management of that mall."

In an industry dominated by national chains, Bellevue Square is known as a mall where local retailers are welcome. According to Freeman, 48 percent of his tenants are local retailers, compared with a national average of about 12 percent.

At some point in the future, Bellevue Square may emerge from Seattle's shadow in the eyes of the nation's shoppers. The upcoming \$30 million addition will help.

Freeman all but chortles as he recalls how all the experts told him that the area where the expansion will go-between a parking garage and the street-was "useless space," suitable only for parking and shrubs.

And he obviously relishes his next experiment. Both of the new stores in the planned expansion, plus a restaurant and a third tenant, will not open to the mall. They will not even be accessible from the mall without going through the garage. Instead, they'll open directly onto the street.

Radical? For malls like his, absolutely. But given Freeman's track record, he may end up leading the parade, predicts Mance.

"He's going to write some new rules," says Mance, "and I think you're going to find other retailers are going to be following those rules."

LOAD-DATE: July 24, 1994

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HOW TO SEPARATE A PHONY FROM THE REAL MCCOY Los Angeles Times July 26, 1994, Tuesday, Orange County Edition

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Los Angeles Times

July 26, 1994, Tuesday, Orange County Edition

SECTION: Business; Part D; Page 8; Column 1; Financial Desk

LENGTH: 307 words

HEADLINE: HOW TO SEPARATE A PHONY FROM THE REAL MCCOY

BYLINE: From Associated Press

BODY:

The most popular knockoffs in each category and how to spot a fake:

Watches: Rolex, Tag Huer, Gucci, Cartier, Movado and Seiko. Second-tiered knockoffs popular with younger people are Guess, **Nautica** and Timberland.

Real vs. Fake Rolex: If the second hand makes a "tick, tick, tick" motion, it's fake. The real thing's second hand moves in a fluid motion.

The genuine is also heavier because it's made of high-grade steel, has an 18-carat gold band and a synthetic sapphire crystal. The fake is made of hollow metal, is gold-plated and the crystal is made of plastic.

Handbags: Chanel, Dooney & Burke, Louis Vuitton, Fendi, Gucci, Coach.

Real vs. Fake: A real Chanel handbag is made of soft lambskin. The fakes are made of everything from cheap leather to vinyl. The Chanel label with its registered trademark is sewn onto the bag if it's genuine. The fakes are glued on and can be easily peeled off.

Scarves: Chanel, Paloma Picasso, Yves St. Laurent.

Real vs. Fake: The real thing is 100% silk, smooth and light to the touch. The fakes are polyester. On genuine designer scarves, the edges are hand rolled and hand stitched to prevent fraying; fakes are machine-stitched.

Designer shirts: Ralph Lauren Polo, Tommy Hilfiger, Guess, Timberland. Also, Power Rangers, Disney Lion King, Flintstones and World Cup soccer T-shirts.

Real vs. Fake: Perhaps the hardest category to detect because computer advancements have made it possible to match the real embroidery stitch for stitch. Labels and tags are also near perfect thanks to computer copying.

The biggest giveaway is quality and weight of material. Fakes are done on cheap seconds. Look beneath

the "designer" label to see if the original label has been cut out.

Fake T-shirts are also printed on cheap material and do not have the licensee's label stitched in the neck.

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*Swimwear makers go back to the roots Hamilton Spectator (Ontario, Canada) July 27, 1994 Wednesday
Final Edition*

Copyright 1994 Toronto Star Newspapers, Ltd.
Hamilton Spectator (Ontario, Canada)

July 27, 1994 Wednesday Final Edition

SECTION: NOW; Pg. C2

LENGTH: 680 words

HEADLINE: Swimwear makers go back to the roots

SOURCE: THE SPECTATOR

BYLINE: Paul Benedetti

BODY:

Last week while on vacation I saw something that convinced me that international style can even reach into the hinterland of Canada.

In this case we are talking bathing suits.

In Europe, of course, beachwear is almost non-existent. At the seaside resorts of Southern France and Germany women routinely go topless, and the men are famous for wearing bathing suits no Canadian four-year-old could fit into.

So here we are on the coast of Lake Erie driving into a small town which shall remain nameless because there are so few people there everyone must know everyone else - if they're not actually related to everyone else - when we see a guy who clearly is trying to bring a little St. Tropez to Southern Ontario.

He's out cutting his lawn in a pair of forest green Fruit of the Looms. It's clear that he figured, 'Hey, I'll just slip on these underwear and everyone will think it's a bathing suit and I'll slide out there and trim up the old lawn. Who'll notice?'

Sure, pal. We're driving by at 80 kilometres an hour and two people in the car look over and say, "Hey, look at that. There's a guy cutting his lawn in his underwear in the middle of the day." The moral of the story is if you are going to attempt to do outdoor chores wearing your underwear, you should be an extremely attractive woman in which case it is perfectly acceptable or consider at least wearing BOXER shorts. It won't trick anyone, but then at least people passing will say "Look at that. A guy cutting his lawn in a nice pair of boxer short underwear".

If you do that you'll be closer to the prevailing swim suit styles for men this summer. After five years of declining sales, swim suit manufacturers have gone back to their roots with traditional styles in traditional colors and patterns. In Canada and the United States that means the clean classic style of the boxer swim suit and the sports-influenced volleyball short and surfer style.

MR, a magazine on menswear retailing, says this summer's trends include:

r Muted color blocks and vertical stripes,

r Two and three-color woodblock polynesian floral prints,

r Mid-thigh shorts and longer volleys in fabrics such as sanded nylon and heavy three-ply nylon.

Also non-swimwear labels such as Tommy Hilfiger and **Nautica** have put out very successful swimwear lines that are generally modern reinterpretations of classic looks.

As well, these designers sell their suits as part of a look that includes T-shirts, warm-up jackets, and tank tops.

Not surprisingly traditional swimwear leaders such as Jantzen, Speedo, Sideout and Hang Ten are beefing up their merchandising techniques. Besides fashion though, market analysts say the re-emergence of classic styles is because many 35- and 45-year-olds are returning to the beach after years of child rearing to water ski and surf again. They are naturally comfortable with the original surf looks of the 1960s and '70s, say retailers.

Heavy

Jantzen has certainly followed suit and its summer lines are heavy on floral prints, stripes, floral patchwork with solid color blocks. Similarly, **Nautica** went with classic tartan plaids and patchwork plaid and stuck to colors such as red, blue, green and yellow in their swimwear. The bottom line here is that there are a lot of great bathing suits out this summer even for the purist.

Note:

Despite its popularity, not everyone is thrilled with the concept of Casual Fridays. Some menswear industry people are speaking out against the whole concept of dressing down which in some places is spreading back through the week to Thursdays and Wednesdays and...

Anyway, their point is that selling suits is the bread and butter of most small menswear shops.

Paul Daube Jr. of the Daube Group says in a recent letter to MR, "Rather than pushing and supporting those companies who permit their employees to work in a casual, dressed-down manner, we should do everything we can to turn the tide and impress upon businesses that if the chief executive officer wears suits, other employees should emulate him if they would like to succeed. "

GRAPHIC: Clean, classic styles of swimwear are in this season.

LOAD-DATE: October 13, 2002

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

Terms: [nautica and date\(geq \(6/1/1994\) and leq \(12/31/1994\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Olympic sailing gets setback in Savannah St. Petersburg Times (Florida) July 29, 1994, Friday, City Edition

Times Publishing Company
St. Petersburg Times (Florida)

July 29, 1994, Friday, City Edition

SECTION: LARGO-SEMINOLE TIMES; SAILING; Pg. 7

DISTRIBUTION: LARGO-SEMINOLE TIMES; CLEARWATER TIMES; NORTH PINELLAS TIMES; CITY TIMES

LENGTH: 405 words

HEADLINE: Olympic sailing gets setback in Savannah

BYLINE: AMY E. SMITH

BODY:

The Summer Olympics are just two years away. Most of the events will take place in the Atlanta area, but the sailing portion was set for Savannah, Ga., because it was considered a better venue.

But a release from the U.S. Sailing Association, which administers Olympic events in this country, said the developer who was to build an Olympic village and marina at the Sheraton Savannah Hotel and Resort has withdrawn.

U.S. Sailing president Robert Hobbs of Newport, R.I., called it "a serious setback." There are no plans to change venues, however.

Every Olympic regatta has challenges, said U.S. Sailing executive director Terry Harper. "In Barcelona it was polluted water, in Pusan it was facilities, in Los Angeles it was the traffic congestion. In each case the result was a magnificent Olympic regatta."

Youth championships: David Ames of Miami and P.J. Buhler of Coral Gables won the double-handed boys division at the **Nautica** World Youth Sailing Championships in Marathon, Greece, last week. St. Petersburg juniors Christina Bickley and Stephanie Doyle finished 10th in the girls double-handed division. Teams from 62 countries competed in the 14th annual event. New Zealand took home the team championship.

Last call: The deadline for submitting a sailing resume for the Moorings Invitational Women's Keelboat Regatta is Monday. The event, which will determine the top 10 teams from around the United States, will take place on Tampa Bay Nov. 3-6. Contact the St. Petersburg Yacht Club at 822-3873.

Free workshop: A Hobie Race Committee workshop is set for Aug. 27 at MacDill Air Force Base. Catamaran sailor Bob Johnson will discuss the basics of running a Hobie regatta. Call 961-5439 in Tampa to register.

Sailing lessons: The Boca Ciega Yacht Club will offer its popular autumn sailing lessons beginning Sept. 7 in Gulfport. The six-week course will have instruction on the water on Saturdays and in a classroom on Wednesday evenings. Class size is limited, and the program fills quickly. Registration fees are about \$ 75. Contact Greg Zajdel at 391-9662 in St. Petersburg.

Safety first: The U.S. Coast Guard Auxiliary offers a safe-boating course starting at 7:30 p.m. Thursday, Aug. 11, at the St. Pete Beach Recreation Center. Held every Thursday for 11 weeks, the course is free

except for a small fee for materials. Call 867-3088.

LOAD-DATE: July 29, 1994

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How to tell if bargain is too good to be true St. Petersburg Times (Florida) August 1, 1994, Monday, City Edition

Times Publishing Company
St. Petersburg Times (Florida)

August 1, 1994, Monday, City Edition

SECTION: BUSINESS; CENTERPIECE; Pg. 12

LENGTH: 356 words

HEADLINE: How to tell if bargain is too good to be true

SOURCE: Compiled from Wire Reports

BODY:

Going to the flea market? Beware that handbag that looks like a Gucci but is a fraction of the cost. It's probably a fake.

Here are the most popular knockoffs in a few categories of popular merchandise, and how to spot a fake:

Watches

Brands: Rolex, Tag Huer, Gucci, Cartier, Movado and Seiko. Also, knockoffs popular with younger people are Guess, **Nautica** and Timberland.

Real vs. fake Rolex: If the second hand makes a tick, tick, tick motion, it's fake. The real thing has a sweep second hand.

The genuine is also heavier because it's made of high-grade steel, has an 18-carat gold band and a synthetic sapphire crystal. The fake is made of hollow metal, is gold-plated and the crystal is made of plastic.

Handbags

Brands: Chanel, Dooney & Burke, Louis Vuitton, Fendi, Gucci, Coach.

Real vs. fake: A real Chanel handbag is made of soft lambskin. The fakes are made of everything from cheap leather to vinyl. The Chanel label with its registered trademark is sewn onto the bag if it's genuine. The fakes are glued on and can be easily peeled off.

Scarves

Brands: Chanel, Paloma Picasso, Yves St. Laurent.

Real vs. fake: The real thing is 100 percent silk, smooth and light to the touch. The fakes are polyester. On genuine designer scarves, the edges are hand-rolled and hand-stitched to prevent fraying; fakes are machine-stitched.

Designer shirts

Brands: Ralph Lauren Polo, Tommy Hilfiger, Guess, Timberland. Also, Power Rangers, Disney Lion King, Flintstones and World Cup soccer T-shirts.

Real vs. fake: Perhaps the hardest category to detect because computer advancements have made it possible to match the real embroidery stitch for stitch. Labels and tags are also almost perfect, thanks to computer copying.

The biggest giveaway is quality and weight of material. Fakes are done on cheap seconds. Look beneath the "designer" label to see if the original label has been cut out.

Fake T-shirts are also printed on cheap material and do not have the licensee's label stitched in the neck.

LOAD-DATE: August 2, 1994

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) 

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Local Retailers Lunch With Top Designers Chicago Sun-Times August 3, 1994, WEDNESDAY, Late Sports Final Edition

Copyright 1994 Chicago Sun-Times, Inc.
Chicago Sun-Times

August 3, 1994, WEDNESDAY, Late Sports Final Edition

SECTION: SECTION2; FEATURES; STYLE WATCH; Pg. 40

LENGTH: 482 words

HEADLINE: Local Retailers Lunch With Top Designers

SOURCE: BOB BLACK

BYLINE: By Maureen Jenkins

BODY:

Three Chicago retailers brushed up against the nation's most fashionable heavy hitters at a special luncheon hosted by Esquire honoring "American Designers at Their Best" last week. This private tete-a-tete was timed to coincide with New York's menswear spring '95 preview shows.

Mel Camm and Glenn Ventura -- owners of the forward menswear store, Realta, 1 E. Delaware -- showed up, as did Dan Robbins, vice president of menswear at Mark Shale. (Other Chicago stores invited to attend were Bigsby & Kruthers, Syd Jerome and Ultimo.) The invitation was "a real honor," says Robbins, who's met most major American menswear designers during his 36 years at Mark Shale. "Of all the events I've been at, it was the most talent I've ever seen in one room in my entire career."

The designer roll read like a Who's Who in menswear: Donna Karan, Joseph Abboud, Alexander Julian, Jhane Barnes, Tommy Hilfiger, **Nautica's** David Chu. And the retailers that attended were no slouches, either. To get the call, retailers had to carry "A" lines, or top designer collections.

Of both Mark Shale and Realta, Esquire fashion advertising manager Tom Mastronardi says the stores have "a true point of view, and are very contemporary in their retail thinking. They offer added value service that goes beyond just providing wardrobe consultation."

Trading up, fashionably: The soon-to-be hottest things in the trading card arena (next to those bearing O.J. Simpson's likeness) are "Supermodel Collector Cards" featuring 30 top mannequins from New York's Next Management agency. Pay \$ 1.69 for eight cards, or \$ 18.95 for a box of 30, and gaze at the sultry-faced Yasmeen Ghauri, Daniela Pestova, Estelle Hallyday, redheaded Angie Everhart and Anika Poitier (yes, actor Sidney's daughter) among others. Due at newsstands, collectible card shops and trading shows in September, the cards will be packaged in silver foil wrapping and boxed sets.

"Models are such a big deal these days," says Next publicist Jackie Becher, "almost the female equivalent of the athlete."

That thought "rang a bell" with Next co-owner Joel Wilkenfeld, who wanted to package and promote his agency's famous faces to the masses. In fact, he'll invite other agencies' top models to appear in the next edition of collectibles, says Becher.

Shoe store taking trendy strides: By mid-month, City Soles, a fashion-forward shoe boutique at the North Side's Century Mall, will move its fourth-floor location upstairs to a 1,500-square foot space, and convert it into a women's-only haven for trendy shoes and accessories. Its current

1,100-square foot space will become a men's-only resource, housing brands such as Kenneth Cole, Georgia Boot and Na-Na. General manager Buffy Bartareau says the new store will have a "comfortable yet very rugged" air: vintage mirrors, exposed brick walls, steel faux industrial floors.

GRAPHIC: Realta menswear store owners Glenn Ventura (left) and Mel Camm were among the top U.S. retailers invited to Esquire's luncheon honoring America's best designers.

LOAD-DATE: August 3, 1994

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) 

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WATCHES HAVE WITHSTOOD TEST OF TIME The Virginian-Pilot (Norfolk) August 4, 1994, Thursday,

Copyright 1994 Landmark Communications, Inc.
The Virginian-Pilot (Norfolk)

August 4, 1994, Thursday, FINAL EDITION

SECTION: DAILY BREAK, Pg. E3

LENGTH: 563 words

HEADLINE: WATCHES HAVE WITHSTOOD TEST OF TIME

BYLINE: MONIQUE WILLIAMS, SPECIAL TO THE DAILY BREAK

BODY:

IT IS SAID that in fashion, as in life, timing is everything.

Just ask the people who wore Indiglo watches and survived the L.A. earthquakes, the bombing of the World Trade Center and a host of other natural and unnatural disasters. The \$ 38 Timex watch, which glows in the dark, was credited with helping people navigate, thereby saving many lives.

Watches, once nothing more than a piece to tell time by, have evolved from functional to fun. No more are watches just graduation or anniversary gifts; they are important accessories for men and women.

This evolution can be traced a few years back to Swatch, the Swiss-made all-plastic watch that looked as if a child with a box of crayons designed it.

With new technology and prices under \$ 100 for good watches, having two or more watches to match different moods and outfits is no longer a luxury reserved for the rich.

"We have worked hard to create an attractive, affordable watch line that is diverse enough to accessorize any wardrobe," says Diane O'Connor, director of fashion and youth business for Timex.

In the forefront of the trend-driven \$ 600-million department store market are hot fashion brands such as Fossil and Relic. With great whimsical design, these watches are time pieces that cannot be ignored.

With the '90s shaping up as the anti-status decade, it comes as no surprise that the hippest watch is ho-hum, Timex. The company was singled out by Business Week for developing some of the best new products - namely Indiglo - on the market.

"In the last few years, watches have truly evolved as a fashion accessory," adds O'Connor, "so, it's not surprising that Timex, American's largest watch manufacturer, would be ranked so highly among the nation's fashion brands."

It doesn't hurt that President Clinton wears a Timex - making his the most publicized watch in the country. The chunky digital that the president wears is the popular Ironman Triathlon. Last year, Timex sold 1.5 million Ironman Triathlon watches, which now come in eight different styles.

Not long ago, Timex sat side-by-side next to Armitron at your neighborhood's drugstore. Now, Timex is sold at Macy's under the upscale Essentials label, **Nautica** and Guess licenses.

And this year, Timex will introduce a new licensed brand - Benetton. With unusual treatments and colored metal bands, the Benetton watch is designed to attract a younger and more fashion-conscious customer.

This summer, Timex introduced the Indiglo Lion King collection of watches for the younger set. The introduction kicked off last month to coincide with the nationwide opening of the movie.

"We expect a tremendous response from this film," says Sean Gildea, youth and licensing business manager, "because the circle of life and the passing of time are such significant themes (in the movie), we feel the watches are an excellent tie-in."

The next revolution from the watch industry will be two-way voice communication time pieces - the talk/watch. It will take a decade or more before we will see talk/watches on the market, but, you'll get a phone call that will ring on your wrist, and you'll answer by talking to your watch. Right now the prototypes are so big and clumsy that no one would want to wear them.

Will they, too, become as standard as underwater watches? No one knows; only time will tell.

GRAPHIC: Photos, Timex recently introduced the Indiglo Lion King collection for the younger set., Underwater watches, once considered a luxury, are fairly standard today.

LOAD-DATE: August 26, 1994

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Annapolis Race Week calling all skippers The Sun (Baltimore) August 7, 1994, Sunday,

Copyright 1994, The Baltimore Sun Company
The Sun (Baltimore)

August 7, 1994, Sunday, ARUNDEL EDITION

SECTION: SPORTS, Pg. 17C, SAILING

LENGTH: 737 words

HEADLINE: Annapolis Race Week calling all skippers

BYLINE: NANCY NOYES

BODY:

It's the beginning of August, so it's time to start planning for the Chesapeake Bay Yacht Racing Association's annual Annapolis Race Week during Labor Day Weekend, Sept. 3-5.

New this year, all skippers who get their regatta entries in before Aug. 24 will receive an invitation to a pre-event party sponsored by Hecht's and **Nautica**.

Yacht clubs providing the organizational on-water management include Annapolis Yacht Club, Baltimore City Yacht Association, Eastport Yacht Club, the Gibson Island Yacht Squadron, Magothy River Sailing Association, Naval Academy Sailing Squadron, Sailing Club of the Chesapeake, Shearwater Sailing Club and West River Sailing Club. Last year, some 200 boats participated in the popular event.

This year, three fleets will compete each day.

Fleet 1 will include PHRF A-0, A-1 and A-2, with the PHRF B, J/30, MORC and J/24 entries in Fleet 2, and Fleet 3 for PHRF C/D, PHRF Nonspinnaker, Catalina 27s and Cal 25s.

All skippers must be members of CBYRA-recognized yacht clubs.

The three course areas will stretch from north of the Bay Bridge to south of the South River, with morning rendezvous points at Sandy Point Light, Severn River R'2' and South River C'SR'.

Each fleet will rotate through the rendezvous sequence, so that sailors will go to a different rendezvous point and course area each day. Weather conditions permitting, up to two races each day may be sailed by each fleet.

Overall chairman is CBYRA Past President Tom Curtis, with Bob Putnam doing on-water organizational duties.

Post-race festivities (with nightly trophy presentations for each day's

racing and overall awards Monday night) are scheduled for the Annapolis Marriott Waterfront Hotel. Race management headquarters will be the Annapolis Yacht Club's lower-level Skipjack Lounge.

Fees are \$ 75 for each entry postmarked or received by Aug. 30, \$ 85 thereafter. Race Week sailing instructions will be available within the next two weeks.

For more information, call CBYRA (410) 269-1194 or (301) 261-1194.

News from New England

Gibson Islander George Collins and his crew aboard his Mumm 36 Moxie took first in IMS 1 in the Edgartown Yacht Club's 71st annual regatta last month, beating the big boats in IMS competition including Infinity, Idler, High Noon and Drumbeat with four straight aces.

Sailing with Collins were local sailors Mark Fischer, Jim Allsopp, Gavin Brady, Mark Eustis, Joel Mateer, Riaz Latifullah and Christian Van Raatlen.

Larson wins in Europe

Annapolitan Chris Larson and Team Osama Writing Instruments earned the J/24 European Championship title for the second year in a row earlier last month. Larson and his crew, including Jon Rogers, Karl Anderson, Paolo Boido and Gavin Brady, topped the 69-boat fleet by 49.5 points in the 11-race, one-throwout regatta conducted in light-to-medium conditions in Holland.

Larson said that the short courses put a premium on starts and strong first legs.

Results at last

Sorry, Region 2 sailors, that results for the Magothy River Sailing Association's Baltimore race were not available sooner.

The outcome of the Corsica River event last weekend, however, still is unavailable.

MRSA 18th annual Race to Baltimore

PHRF A (18 starters): 1. Donnybrook, Jim Muldoon, Washington, 3:21:33 c.t.; 2. Rude Awakening, Chuck O'Malley, Annapolis, 4:33:02 c.t.; 3. Albatrossi, David Rossi, Severna Park, 4:50:00 c.t.; 4. The Fish, Lipshinn Syndicate, Baltimore, 4:50:15 c.t.

PHRF B (10 starters): 1. Airwaves, David Wiemer, Baltimore, 4:41:36 c.t.; 2. Blind Luck, John Fowlkes, Annapolis, 5:00:42 c.t.; 3. B-25, (skipper's name and hometown unavailable), 5:03:19 c.t.

PHRF C (14 starters): 1. Cold Duck, Chuck Wright, Baltimore, 4:52:09 c.t.; 2. Miller's Time, Lewis Miller, Arnold, 5:02:04 c.t.; 3. Rebecca, Bill Paul, Pasadena, 5:04:49 c.t.

PHRF Nonspinnaker (6 starters): 1. Albar II, Allen Keiser, Towson, 4:57:08 c.t.; 2. Catawampus, Virgil Hobbs, Fallston, 5:01:53 c.t.; 3. Coyote, Gene

Barnhart, Annapolis, 5:05:03 c.t.

Multihull (6 starters): 1. The Karis, Michael Ivy, Arlington, Va., 5:15:32 c.t.; 2. Leading Lady, Michael Beaver, New Cumberland, Pa., 5:24:33 c.t.; 3. Trilogly, David Way, Shady Side, 6:22:57 c.t.

Alberg 30 (5 starters, 0 finishers).

LOAD-DATE: September 29, 1994

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The Washington Post August 21, 1994, Sunday, Final Edition

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August 21, 1994, Sunday, Final Edition

SECTION: STYLE; PAGE F3; FASHION

LENGTH: 673 words

SERIES: Occasional

BYLINE: Cathy Horyn

BODY:

En Garde

"I'm on a war against ugliness here!" declares Joan Juliet Buck, the new editor in chief of French Vogue. "There has been a lot of not very nice stuff in French Vogue, and there's a lot of really beautiful stuff around in the world ... so we're just getting rid of the ugly and putting in what I really like."

Buck, a novelist who until recently was a film critic at American Vogue and a contributing editor at Vanity Fair, began her relationship with Conde' Nast in the late '60s as a fashion assistant at Glamour. In the '70s, she was twice features editor of British Vogue. "That was one magazine that I thought one day I would edit," recalls Buck, "until I decided I didn't want to be an editor and started writing novels instead."

Now she's back in the thickets of high fashion, but with a fresh eye. "People who have had jobs as editors on magazines for a very long time get terribly jaded and bored, and think things are not that interesting," says Buck, an American who spent her childhood in Paris. "What I'm doing is bringing the eye of someone who was a movie critic ... and I'm saying, 'Wow! Look at this! It's real life!'"

Among her realistic ideas is to lower the newsstand price of French Vogue from \$ 8 to \$ 6. Her first issue, for September, will be out soon.

Thigh Visibility

The advance of thigh-high stockings down the runway certainly gives one pause. Weren't they a favorite garment of fin-de-sie'cle prostitutes? In at least one image from the current National Gallery photo exhibit "The Waking Dream," a fleshy young creature is seen reclining in the nude, her black tights pulled seductively over her knees. Surely, more than one spectator has looked down at her own thigh-highs and wondered how something so naughty could now be worn with such innocence.

Thigh-highs have actually been on the scene for several years, but as a styling cue in the fall collections of Anne Klein, Ralph Lauren and DKNY, they've suddenly gained in popularity. They're available from such department store brands as Hot Sox and Hue, and from such specialty stores as Gap, J. Crew and Urban Outfitters. Commander Salamander in Georgetown sells them with holes or racing stripes; the Polo shop will have tartan models after Labor Day. Prices range from \$ 8 for basic black to \$ 18 for stripes.

Now, a few words of wisdom about this latest leg trend: Naturally, they look better on women who have fairly good legs, age being less a factor than shape. If you have some question about wearing thigh-highs, but are willing to try, keep them closer to your knees (higher than that and they're likely to pinch, creating -- horrors! -- bulge). You can also wear them crunched around your knees, or just below, for a slightly more haphazard look.

As for shoes, just about anything goes. T-straps give thigh-highs and a little black jersey dress an elegant attitude. Granny boots suit the proportion of flared skirts and close-fitting jackets. For Anne Klein, Richard Tyler showed woolly thigh-highs with chunky knee-high boots.

Dial 911 for Fashion

If girl gangs and bleached hellions can inspire fashion, why not the rescue squad? Anna Sui's polyester coats and jackets for fall evoke the official images of police and firefighters, but they shouldn't be taken too seriously. A bit of insouciance is the point.

At Chanel, the inspiration for shiny skirts and pants with quilted knee pads was high-performance ski wear. Although the fabric looks like the sort of nylon that Prada uses for its popular handbags, the Chanel separates are actually made of silk.

The real source for this utilitarian trend may well have been **Nautica**, a manufacturer of yachting clothes that has lately acquired a following among urban teenagers for its pants and parkas.

Post Script

The annual list of Washington area sewing classes is scheduled to run in The Post on Sept. 11. Send announcements of times and locations to Jill Hudson, Fashion Desk, The Washington Post, 1150 15th St., Washington, D.C. 20071, by Sept. 2.

GRAPHIC: PHOTO, JOAN JULIET BUCK, MARK FINKENSTAEDT FOR TWP

LOAD-DATE: August 25, 1994

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

Terms: [nautica and date\(geq \(6/1/1994\) and leq \(12/31/1994\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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BACK TO SCHOOL FASHIONS; KEEPING IT SIMPLE; JEANS, LEGGINS, VESTS AND ANYTHING PLAID ARE THE BIG CLOTHES FOR KIDS THIS FALL. The Virginian-Pilot (Norfolk) August 22, 1994, Monday,

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The Virginian-Pilot (Norfolk)

August 22, 1994, Monday, FINAL EDITION

SECTION: DAILY BREAK, Pg. 1

LENGTH: 602 words

HEADLINE: BACK TO SCHOOL FASHIONS;
KEEPING IT SIMPLE;
JEANS, LEGGINS, VESTS AND ANYTHING PLAID ARE THE BIG CLOTHES FOR KIDS THIS FALL.

BYLINE: MONIQUE WILLIAMS, SPECIAL TO THE DAILY BREAK

BODY:

ASK KIDS WHAT THEY want for back to school, and you'll quickly find that they are not fashion plates.

"I get a lot of T-shirts and jeans," says Trish Callen, a ninth-grader at Salem High in Virginia Beach who prefers the sporty over the frilly. "I like the boring stuff," she says.

Kids know what they want. Their shopping lists aren't likely to include the extraordinary, but rather the ordinary.

Amanda Callen, Trish's younger sister and a fourth-grader at Glenwood Elementary School in Virginia Beach, also knows what she wants, "I want big shirts and stirrups," she says.

Surprised? Well, don't be. Kids love to conform, but as soon as somebody else starts a trend, they all want to follow. They yearn to look like all other kids or like their MTV icons.

Michael Simo, a seventh-grader at Larkspur Middle School in Virginia Beach wants "the same old stuff every year": tennis shoes, a backpack, jeans and T-shirts. His only request is that the clothes be real big - like three sizes too big.

"Kids like comfortable things," says Pam Ballard, manager at the Children's Outlet at Lynnhaven Mall in Virginia Beach. They want clothes that move with them, play with them and work with them, she says.

Ballard says her little customers continue to ask for leggings, while their mothers prefer the new pleated, plaid skirts.

"Little girls want to look like the big girls," she says.

Kids are eager to dress in diminutive versions of what their parents are wearing, and Gerber-baby pastels and executives-in-training navy blazers have bitten the dust.

For small and big girls, bodysuits with or without ruffles are so hot, they're cool. They can be worn with vests - still an in-demand item.

Kilt skirts and the new riding pants (Jodhpurs) in knits also attract kids. Coveralls, shortalls and skorts - a carry-over from spring - make a strong appearance in every store and are offered by the hippest manufacturer (Guess) to the cheapest (Gitano).

Jeans remain the staple item in every girl's and boy's closet, no matter the age.

The clever manufacturer, however, will take basics and turn them into fashion by offering jeans in an array of blue washes and colors and by adding innovative treatments to garments.

As with adult ready-to-wear, the lumberjack-for-a-day look looms large, and carpenter pants and workboots have been downsized to Lilliputian sizes.

If you're confused about what to buy for the little ones, "buy separates that you can mix and match," says Ballard. "They are easy to dress up or down."

Real big girls (16-plus) are rushing to buy '60s knock-offs as if they were going out of style, says Brenda Willis, manager of Up Against the Wall in Lynnhaven Mall.

Argyle vests a-la-Archie Bunker (would you believe?) are "flying out the store," says Willis. Neons spandex dresses in Pepto-Bismol pink and Key Lime Pie colors need no introductions. Wide corduroy pants worn with undersized baby T's for that much sought-after undernourished, waifish look have been resurrected for an encore.

And what do big boys want? Anything **Nautica** and anything Tommy Hilfiger. And anything big. Big fleeces, big hooded tops and big pants.

Plaids are undoubtedly the most noticeable trend for both sexes this season. They come in cotton wovens and in flannels.

Sneakers by Vans and Puma in plaids, tapestry and suede are a hit with girls, and Doc Martens knock-offs, rugged boots and combat boots remain as popular now as they were a couple of years ago.

The coolest accessory for this season is the new backpack in - what else - plaids.

GRAPHIC: Staff color photos by PAUL AIKEN, Amanda Callen, a fourth-grader at Glenwood Elementary in Virginia Beach, wears Guess overalls (\$ 44) over a striped shirt, also from Guess (\$ 20)., Trish Callen wears a floral print cotton shirt from Guess (\$ 66) over a cropped top from Energie (\$ 8). The wrap denim skort is from Guess (\$ 48)., Michael Simo wears a Tommy Hilfiger top (\$ 98) over a cotton polo shirt by Hilfiger (\$ 28). His cap (\$ 22) is also from Hilfiger., ; Photo, Pleated plaid skirts and zippered leather jackets are in fashion.

LOAD-DATE: August 26, 1994

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) 

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Fall fashion slips into a sweater Rocky Mountain News (Denver, CO) August 25, 1994, Thursday

Copyright 1994 Denver Publishing Company
Rocky Mountain News (Denver, CO)

August 25, 1994, Thursday

SECTION: SPOTLIGHT ON STYLE; Ed. F; Pg. 6D

LENGTH: 462 words

HEADLINE: Fall fashion slips into a sweater

BYLINE: Jane Crawford; Pittsburgh Post-Gazette

BODY:

The leaves aren'ts that turn brilliant shades of orange, gold and red in autumn. Sweaters are also ablaze with vivid fall shades.

The sweater is big news for fall. Somehow it's become a fashion necessity that provides a good deal of versatility. With many offices permitting workers to "go casual" on Fridays, sweaters are turning up in the business environment. And many men carry the trend further and opt for a colorful sweater to wear to a casual dinner - with or without a sport coat.

Jhane Barnes offers a stretch woven sweater that stands up to being wrapped around a waist or shoulders. And using fabrics woven with boucle yarns, she has created a group of unstructured sweater jackets that can easily double as coats for the man who wants a loose and casual approach to dressing.

There is a twin set from Falke - something new to mens' fashion. This version is a beefy ribbed and striped Peruvian duo that includes a wool and alpaca turtleneck and an oversized cardigan. The colors are marbled shades of chocolate, charcoal and cream. A matching muffler ties the look together.

Brighter colors come into play with **Nautica's** red tartan cotton crewneck. Designer David Chu takes a distinctly preppy approach to dressing but with bright and lively interpretations. The result - All-American, good-looking clothes with a style that doesn't seem stodgy. Another **Nautica** pullover comes in a combo of checks and herringbone to form a patchwork pattern in soft camel tones.

Cashmere, the ultimate luxury in sweatering, takes the form of a ribbed cardigan in the hands of designer Donna Karan. The loose sweater has a V-neck and two roomy pockets. Karan shows it with oversize pants. And cashmere turns bright when Karan uses it for a red turtleneck. Other sweater treatments from Karan feature nylon pockets, elbow trims and double-end zippers.

Mossimo Giannulli, an of-the-moment California designer who will turn up in a soon-to-be-released music video, *You Want This*, by Janet Jackson, offers fall's fashionable man soft, unconstructed sweaters. A heabbed lambswool turtleneck and a black lambswool crew neck with "X" detailing at the hem and cuffs are part of the sweater collection under the Mossimo label. Other trademark sweater touches are unfinished hems and roll collars. Styles include Turtlenecks, V-necks, Henleys, cardigans and high-button vests.

Good looks from Italy are provided by Missoni with rich autumnal colors in soft and supple sweaters and Gianni Versace with a wool and cashmere tweed fisherman's sweater in gray.

Men have a wide selection of sweaters this season to wear as a replacement for a shirt. Depending on what style they choose, they can look every bit as together as they do with a shirt - or tie.

GRAPHIC: Color Photo (3)

The puzzle design wool and acrylic sweater is by Mondo di Marco. The line is sold by Saks Fifth Avenue.

LOAD-DATE: August 1, 1994

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) 

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Nautica to expand Maine warehouse; Brief Article Daily News Record August 25, 1994

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Copyright 1994 Capital Cities Media Inc.
Daily News Record

August 25, 1994

SECTION: Vol. 24 ; No. 164 ; Pg. 10; ISSN: 0162-2161

LENGTH: 109 words

HEADLINE: **Nautica** to expand Maine warehouse; Brief Article

BODY:

NEW YORK (FNS) -- **Nautica** Enterprises, Inc., said as a result of new tax incentives from Maine's governor, the company plans to keep its warehouse operations in Rockland and substantially expand operations there.

Harvey Sanders, chairman and CEO, said the apparel maker plans to add 175,000 square feet to the site, increasing overall capacity to 430,000.

Sanders said **Nautica** plans to invest \$ 10 million to \$ 15 million and he expects the expansion to be completed in fall 1995.

He said **Nautica** decided to stay in Maine after John McKernan, Maine's governor, provided tax incentives to make the state more competitive with other states.

SIC: 2300 APPAREL AND OTHER TEXTILE PRODUCTS ; 1541 Industrial buildings and warehouses

IAC-NUMBER: IAC 15759860

IAC-CLASS: Trade & Industry

LOAD-DATE: September 15, 1995

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 
Terms: [nautica and date\(geq \(6/1/1994\) and leq \(12/31/1994\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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SAILING NOTES The Capital (Annapolis, MD.) September 1, 1994, Thursday

Copyright 1994 Capital-Gazette Communications, Inc.
The Capital (Annapolis, MD.)

September 1, 1994, Thursday

SECTION: Sports; Pg. D5

LENGTH: 638 words

HEADLINE: SAILING NOTES

BYLINE: By BILL WAGNER Staff Writer

BODY:

A major international event comes to Annapolis Sept. 13-18 in the form of the J/22 World Championships. A record fleet of 74 boats featuring competitors from seven different nations will participate in the fifth annual event, being hosted by the Annapolis Yacht Club and the local J/22 Fleet 19.

Action kicks off Tuesday, Sept. 13 with a three-race elimination series to divide the fleet into Gold and Silver classifications. A total of seven races will be held Wednesday, Thursday and Friday to determine final standings.

Event organizer Melinda Berge has received registrations from throughout the United States as well as the Netherlands, Denmark, South Africa, Jamaica, Ireland, Canada and Italy.

An outstanding job hosting the J/22 East Coast Championships the past two seasons brought the international event to Annapolis. It was held in South Africa a year ago.

"We're all set for a really great regatta," Berge said. "It's going to be an exciting week of racing."

Annapolis resident Chris Larson won the World Championship two years ago in Harbor Springs, Mich., and is one of the pre-event favorites this year. Other local standouts competing include Pete McChesney, who last weekend won the Mid-Atlantic Championships; John Sherwood, the East Coast Regatta champion; Gary Jobson and Scott Allan. A total of 38 entrants hail from the Chesapeake Bay area.

A pair of former Annapolis residents head up the list of out-of-town sailors expected to contend for the title. They are former Navy Academy Squadron coach Doug Clark, who now lives in Marblehead, Mass., and Charles Ogletree of Houston, Texas. RACE WEEK: A gala cocktail party tonight at the Hecht Company in the Annapolis Mall will kick off Annapolis Race Week. The 26th annual Labor Day event is put on by the Chesapeake Bay Yacht Racing Association.

Race Week runs Saturday through Monday and features handicap and cruising one-design classes competing in two races per day. More than 200 boats in 11 classifications are already entered and event chairman Tom Curtis said he will accept registrations through Friday.

Daily racing will be conducted on three separate courses. Fleets will sail off Sandy Point, Thomas Point and the R2 buoy in the middle of the bay. Awards ceremonies highlighted by live entertainment will be held nightly at the Marriott at City Dock.

Tonight's party, being thrown by event sponsors **Nautica** and Hecht's, is by invitation-only. Registered racers who have not received an invitation should contact the CBYRA at 269-1194. **CATBOAT GATHERING:** The Chesapeake Bay Catboat Association will gather this weekend on Whitehall Bay. Approximately 12 cats are expected to arrive Saturday at Bill Hoover's home on Mill Creek with a race scheduled for Sunday morning.

A Wilkinson 24 is the largest catboat expected while the several relatively new Beetle Cats are the smallest. Rounding out the fleet will be Marshall 18's and 15's and Hoover's Mystic 20, which he bought 26 years ago while living on Long Island.

The Chesapeake Bay Catboat Association consists of around 50 members and holds two races per month during the summer. Catboats, originally used as fishing vessels, traditionally range in length from 18 to 24 feet and are distinguishable by their wide beam, unstaid mast and gaff-rigging.

"To those of us who own them cats are very special boats," Hoover said. **WEEKEND REGATTA:** Severn Sailing Association will hold its Labor Day/ Governor's Cup regatta this weekend. The annual event features Thistles and Lightnings competing on the Severn River. **NEXT WEEK:** A full page of sailing coverage returns next Thursday with complete results of Annapolis Race Week, a wrapup of the AYC Wednesday Night Series, a feature story on paraplegic sailor Chris Murphy and notes about upcoming events.

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*AFROCENTRIC LINE Designer gives preppy look a new twist The Atlanta Journal and Constitution
September 4, 1994, Sunday*

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The Atlanta Journal and Constitution

September 4, 1994, Sunday

SECTION: STYLE; Section L; Page 5

LENGTH: 728 words

HEADLINE: AFROCENTRIC LINE Designer gives preppy look a new twist

BYLINE: By A. Scott Walton STAFF WRITER

BODY:

You won't find Charles Walker swinging a polo mallet. It's not his sport. For that matter, polo is not exactly the great American pastime. So why shouldn't millions of people trade that polo player worn close to their hearts for one that says "We Don't Play Polo"?

That's the hope of the 26-year-old son of a state senator from Augusta. As an alternative to the preppy attire of Ralph Lauren and Tommy Hilfiger, Walker is offering a line of revisionist preppy clothes. The twist on his Heritage by Paris Walker collection of Oxford button-down shirts (\$ 48), khaki slacks (\$ 38) and cotton polo shirts (\$ 38): Instead of a polo-pony logo, Walker offers a swatch of kente-inspired cloth with an African-American crest of his own design and his defiant logo. (Paris is the name of his 3-year-old daughter.)

"We felt like we could capture the attention of the major retailers, because the crest is something powerful and meaningful," Walker says. "It's the first African-American crest ever created, and it's the highlight of the entire line."

"The T-shirts and caps with the African-American crest have been the most popular sellers so far," says Rich's young men's sportswear buyer Wendy Malsky. "Paris Walker seems to represent the new conservatism we're seeing in the young men's market. The merchandise is classic, yet it has that Afrocentric twist that makes it interesting."

But Walker isn't trying to make a racial statement with his fashions. He sees his market as broader than the African-American community. In fact, "We're not ethnic at all," Walker says. "If a store approaches us with the idea of putting us in that 'ethnic' niche, they don't get us."

With the marketing savvy acquired while pursuing a business degree at Georgia Military College, Walker hopes to capitalize on two retail realities: Black youth demonstrate a preference for preppy apparel by Lauren, Hilfiger and **Nautica**, as well as the less label-driven brands like The Gap; and virtually anything that caters to the pro-black sentiment so popular with the hip-hop generation sells.

"We know that Tommy Hilfiger's customer base is probably 50 percent to 60 percent African-American, and the success Ralph's had selling to African-Americans is quite astounding, too. But we feel we will be a major, major competitor of theirs because of the quality of our garments, first and foremost, and because our line is real."

By "real," Walker means that his collection doesn't trade on the illusory old-money imagery of Lauren's designs. He lampoons Lauren's "polo player" logo, at the same time mimicking Lauren's successful application of an image-evoking symbol. Walker places a pictographic "crest" depicting African-Americans' origins, period of enslavement and rebirth after emancipation on most of his sport shirts, T-shirts and caps.

"The other traditional sportswear lines are devoid of other cultural representations, and we feel that our line embraces everybody," Walker explains. "The slogan ["We Don't Play Polo"] doesn't just mean that African-American's don't play polo. That's 'we' as it's written into the preamble of the Constitution: We the people who live, succeed and dress on our own terms."

This fall he'll be trying to capitalize on the catch phrase "Get on It, Doggone It" by lending his crest to the CD-single packaging of a song bearing that name by the rap group X-Slave. Though he has no budget for advertising, Walker says he's so far sold more than \$ 300,000 worth of merchandise this year through seven chains, including Macy's, Rich's, Chess King and Merry Go Round.

Glenn Bell, market director for the semiannual Southeastern Menswear Collectives at the Atlanta Apparel Mart, says the merchandise deemed most attractive by buyers attending his recent show resembled the color-block, sporty separates designed by Hilfiger. Bell says a sportswear collection that mimicks Hilfiger and promotes a pro-black mindset, as Walker's does, can only succeed.

Walker "could be sitting on a gold mine," Bell says. "Any company that brings an anti-establishment message to mainstream apparel will attract the kids. And a lot of buyers are going for that, too, because it's hitting a vein that's got a lot of [sales] potential.

"A lot more white American kids want that urban look these days," Bell adds, "and this line Charles has plays into that vein."

GRAPHIC: Color photo (appeared on L01 with reference to L/05 story): Fashion designer Charles Walker./ LOUIE FAVORITE / Staff Photo: Charles Walker's designs include "We Don't Play Polo" logo shirt (\$ 42) and jeans (\$ 48). At left, kente-inspired fabric trims a polo top (\$ 38) and khaki shorts (\$ 48). / LOUIE FAVORITE / Staff

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SUITABLE FOR FALL / Clothes make the man more comfortable USA TODAY September 6, 1994, Tuesday, FINAL EDITION

Copyright 1994 Gannett Company, Inc.
USA TODAY

September 6, 1994, Tuesday, FINAL EDITION

SECTION: MONEY; Pg. 1B

LENGTH: 1098 words

HEADLINE: SUITABLE FOR FALL / Clothes make the man more comfortable

BYLINE: Elizabeth Snead

BODY:

Flip through any men's rag-mag and chuckle at designers' proposed fall options. Care to look like a rumpled tweedy Eaton schoolboy? Hey, here are some swell jersey sarongs. Ah, that swarthy, Euro-fashion, gigolo, well-oiled and leathery look. Or perhaps you'd prefer an effeminate array of Oscar Wilde-style foppish finery?

Yeah, riiiiight.

There's no question that when it comes to clothing, men just don't wanna have fun. Yet the fashion industry pays this obvious fact of life no heed. "There are some really strange clothes in the magazines and on the runways," says fashion forecaster David Wolfe of the International Donegar Group. "They're getting farther and father away from reality."

And men are getting fed up with fleeting foolish fads from an out-of-touch fashion industry. They're looking for the safety of more traditional tailoring that's not as constructed as suits of the past, say menswear industry observers. Designers are following suit. On the racks for fall '94 are comfortable, softly tailored business suits from every menswear designer from Joseph Abboud, Calvin Klein, Tommy Hilfiger and Donna Karan to Ralph Lauren, Nick Hilton and Alexander Julian.

That doesn't mean the stuffy suit is back.

"Young men want tailored clothing," says Hilfiger. "But not like the stiff suits their fathers wore." Known for his casual men's clothing, Hilfiger launched (with Hart Marx) his first tailored collection of three-piece traditional vented suits this month - a Ralph Lauresque look priced under \$ 400. He proposes his suits with reversible vests for work. Flip the vest for dates. Pair it with jeans on weekends. Wear the jacket over khakis and the slacks with a nubby sweater.

Womenswear designer Carolina Herrera will launch her tailored menswear in February. David Chu for **Nautica** is answering customers' calls for the "right suit, a certain suit" priced from \$ 395-495, due in October. More lower-priced three-piece suits come from J. Crew, Banana Republic and The Gap. Individuality is stronger than ever this season as men can choose from two-, three-, four- and six-button single and double-breasted options.

"It's arrogant to seriously propose stirrup pants, skirts and fishnet T-shirts for men," says designer Nick Hilton, who points a finger at his own industry and the headline-hungry fashion press for turning off men.

"It's a slap in the face to a serious billion-dollar industry."

About \$ 5 billion is spent annually on men's suits. And while the number of suits sold fell in 1992 and 1991, sales are picking up this year as the "soft suits" are catching on, says Carl Priestland, economist with the American Apparel Manufacturers Association.

"The tailored clothing people are making a less-constructed suit, and the sportswear people are moving up to tailored - but not all the way up," Priestland says. "They're filling in that gray area between a suit and casual clothing."

The return of the suit isn't just a backlash against the outrageous. Looser corporate attire rules - the "casual Friday" movement - permit men to wear khakis and polo shirts to the office. As a result, sales of casual clothes took off.

The trend towards casual was mostly Madison Avenue marketing to make men buy something, anything: "And it worked," says fashion forecaster Wolfe. "Men bought alot of casual clothes. For a while."

Now major menswear designers admit that many customers never really wanted to toss their suits of social armour. They only wanted to be more comfortable in them.

Designer Hilton says that for many men, the suit remains the uniform of an elite workforce.

"A lot of men are put off by the idea of wearing a polo shirt to work. It doesn't say anything about the life station that they've worked so hard to get to," Hilton says. "Face it, once you've climbed the corporate ladder, you're not going to dress like the parking attendant."

The resurrection of the take-me-serious suit may be strictly economic: "The suit is back stronger than ever and historically, this is logical," says Richard Martin, of the Metropolitan Museum of Art's Costume Institute. "The idea of Friday dressing in a recession is bizarre, and wearing casual business clothing in a troubled economy is misguided."

A tailored suit enables a man to join his chosen elite social tribe, lets him relax, and protects him from ridicule, says Anne Hollander, author of *Sex and Suits*, (Alfred Knopf). "The suit remains the uniform of official power, not manifest force or physical labor," she writes. "It suggests diplomacy, compromise, civility, and physical self-control. In their pure form, they express a confident adult masculinity, unflavored with either violence or passivity."

An Armani or Hugo Boss suit makes Tom Kowaleski, 42, a Chrysler public relations executive, feel almost bullet-proof: "There's a feeling you have when you're well-dressed, a confidence."

And while self-confidence is a tall order for a piece of cloth, Hilton maintains: "When a man shops for a suit, his life, his humanity, his character are all up for grabs."

Perhaps that's why Nashville cardiologist Andre Churchwell sticks to proven classics by Julian, Lauren and Hilton. He feels the rise in casual dress indicates a lessening of respect for formal occasions. "If you don't wear something special for an occasion, that the occasion is not special. If you don't dress up for the opera, you show disrespect for the performers. It's the same for traveling, business and fine restaurants."

While women may suffer silently as hemlines rise crotch-high and fall to ankle-low in a single year, men want reliability in clothing, not adventure. Many say men's faith in fashion has been shaken by speeded up style changes.

"The turn-around time is getting too fast. It's crazy - a 'burn your wardrobe' kind of thing that men will never fall for," says G. Bruce Boyer, menswear author. "Calvin (Klein) and Donna (Karan) are already saying the three-button suit is over and are going back to one- and two- for Spring '95."

Designer Abboud, known for his tailored suits, says his customers are businessmen, lawyers, stockbrokers, doctors. "My guys want to be fashionable but they have a comfort zone."

Despite all the evolutionary changes in lapels, shoulders, buttons and vents, menswear experts believe the traditional suit, in its current form, will survive another 50 years. And all concur that, having taken years to arrive, the softened-up suit is here to stay.

"Once men experience these well-made unconstructed soft suits," Wolfe says, "they'll never go back."

GRAPHIC: PHOTOS, color, Randy Brook (3); PHOTO, color, Greg Kinney; PHOTO, b/w, Santa Fabio; PHOTO, b/w; PHOTO, b/w, Randy Brook

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Championship sailing is a breeze for Huntington teen;PROFILE: Mark Ivey is one of the top junior sailors in the nation, having won fourth at the U.S. Sailing/Rolex Junior Championship. Orange County Register (California) September 8, 1994 Thursday

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Orange County Register (California)

September 8, 1994 Thursday ZONE 4 EDITION

SECTION: COMMUNITY; Pg. 10

LENGTH: 825 words

HEADLINE: Championship sailing is a breeze for Huntington teen;
PROFILE: Mark Ivey is one of the top junior sailors in the nation, having won fourth at the U.S. Sailing/Rolex Junior Championship.

BYLINE: BOB BUTTITTA, The Orange County Register

DATELINE: HUNTINGTON BEACH, CA

BODY:

Most people think of sailing as a relaxing weekend endeavor, but that's not the way 17-year-old Mark Ivey sees his sport.

The Marina High School senior is one of the top junior sailors in the nation. In the past few months, Ivey has competed in races in Japan and Canada.

"When I think of sailing, I think of being on the verge of being out of control, and you're going faster than anyone else on the water," Ivey said. "When you're in those situations, that's when it's the most fun. "

In the past few years, Ivey has mastered handling such situations.

In August, he and partner Kevin Richards of Palos Verdes finished fourth at the United States Sailing/Rolex Junior Championships. In July, they took fifth place at the United States Sailing Association/**Nautica** Youth Championships.

At the **Nautica** Championships, Ivey's peers gave him the sportsmanship award, which earned him a spot on the Rolex Junior National Team.

"It's been a great summer," Ivey said. "Being voted the sportsmanship award means a lot to me, because it comes from my peers.

"They respect me, not just for my sailing skills, but also think I'm a good person. One of the

best things about sailing is the people you meet. I've made friends that I will have for life through sailing. "

With some prodding by his father, Kevin, Ivey started sailing at age 7. After going out with his father, Mark Ivey took lessons at the Huntington Harbour Yacht Club.

Within a year, he was competing in area regattas. With the help of other sailors and by spending countless hours on the water, he improved his skills.

Two years ago, Jeff Lenhart, one of the top sailors in the United States, asked him to join his crew for an international competition in the Bahamas.

"Getting to sail with Jeff was a tremendous experience," Mark Ivey said. "I learned so much from watching him.

"Being part of his crew is definitely one of the highlights of my sailing career so far. And we were also representing the United States, so that made it even better. "

Mark Ivey's mother, Judith, said she's proud of her son's accomplishments. But like any mother, she says, she worries about her son, who travels the world by himself most of the time.

"When he was in Canada, he had his passport, money and other important items stolen, and we were away from home at the time," she said. "We were getting messages from Mark on our answering machine here, but we couldn't reach him.

"You worry about things like that. But when he's out sailing, he has to handle emergencies on his own, so that makes me feel a little better.

"Sailing has been great for Mark. It's allowed him to travel and meet people and helped him mature a lot the past few years. It's been a good education. "

It's also been an expensive one. The family estimates it spent \$ 3,000 to \$ 4,000 to send him to various competitions this past summer.

While his parents pay a good portion of the expense, Ivey also chips in. He earns money by teaching sailing to children in Long Beach.

"Teaching sailing helps me earn money, but it's also a lot of fun," Mark Ivey said. "It's given me a different perspective on sailing, because I'm seeing things from another side.

"It's so great when a kid comes out at the start of the summer and he may only be there because his parents make him.

"But as the time goes along, he gets better, and by the end, he's improved a lot and he's out there because he loves the sport. That

makes me feel great. "

After graduating from Marina in June, Mark Ivey plans to continue sailing at the collegiate level. He says he hopes to attend St. Mary's College of Maryland in St. Mary's City, Md., which has one of the top sailing teams in the nation.

His goals include leading his team to a national championship and earning All-America honors. And after that?

"I'd love to sail in the Olympics in 2000, which will be in Australia," Mark Ivey said. "That's still a ways away, but it's a goal.

"After a really hectic summer, I'm relaxing a little. There aren't any major competitions until next year, so I have some time.

"But I'll still be sailing a lot. I love being out on the water, by myself. It's just the best. "

GRAPHIC: BLACK & WHITE PHOTO; MARK IVEY

LOAD-DATE: March 18, 1997

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SHOPPERS WAIT TO SEE THE BON'S FALL FASHION LINEUP . . . -- . . . AND TOMMY HILFIGER'S LINEUP SHOWED ALL THE LAYERS -- ANOTHER SEASON, ANOTHER REASON FOR MAKING FASHION The Seattle Times September 13, 1994, Tuesday, Final Edition

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 The Seattle Times

September 13, 1994, Tuesday, Final Edition

SECTION: STYLE; Pg. E1

LENGTH: 380 words

HEADLINE: SHOPPERS WAIT TO SEE THE BON'S FALL FASHION LINEUP . . . -- . . . AND TOMMY HILFIGER'S LINEUP SHOWED ALL THE LAYERS -- ANOTHER SEASON, ANOTHER REASON FOR MAKING FASHION

BODY:

It's hard to get out of that back-to-school mode. Even when you're a grown-up, long free of the classroom, there's nothing like fall to re-awaken those dormant desires for new duds.

Those who turned to the Bon Marche's annual fall fashion show Monday certainly didn't go away empty of ideas.

The 45-minute show included a mixture of familiar and new names; among those prominently featured were Donna Karan, Jones NY Sport, Platinum, Karen Kane, Carole Little, Liz Claiborne, **Nautica**, Ralph Lauren, Dana Buchman, Anne Klein II, Ellen Tracy and Calvin Klein.

The women's collections were heavy on brown and green. Hemlines tended toward the conservative, with most skirts and dresses at knee-level and below. Among the standouts in a show full of attractive designs was a full-length evergreen velvet dress by Karen Kane.

Vests were also popular, for both men and women, worn with or without a jacket. A typical ensemble by Platinum included a striped vest, patterned skirt and a patterned jacket. The most popular fashion accessories for women were knapsacks with long straps that were cute, but too small to likely be of use.

While women's clothes dominated the show, men's clothing had a stronger presence than usual, largely because of Tommy Hilfiger's first complete line of tailored men's clothes, new this fall.

Hilfiger, who heads one of the most successful men's sportswear companies in the country, has ventured into new territory with style and daring. The ensembles presented at the show typically featured rich layers of eye-catching patterns and contrasting color.

"Tommy's whole collection is just fun," said Peter Sachse, The Bon's senior vice president for general merchandising. "It's traditional merchandise with a twist, but he always adds a little spice to what's traditional."

A second show will be held at 6:15 p.m. today at the downtown Bon. (Doors open at 5:30 p.m.) Tickets are \$ 18, and include parking and an hors d'oeuvres buffet. For more information, call 344-7269.

Hilfiger will make two appearances at the store today. He'll be in the Hilfiger shop on the main floor from

noon to 1:30 p.m., and from 7-8:30 p.m. after the fashion show.

GRAPHIC: PHOTO TOM REESE / SEATTLE TIMES: SHOPPERS WAIT TO SEE THE BON'S FALL FASHION LINEUP

LOAD-DATE: September 15, 1994

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*STYLE: MEN'S FALL FASHION; MAN ABOUT TOWN; A CUP OF JOE AND HE'S ON TO A POWER BREAKFAST
Los Angeles Times September 18, 1994, Sunday, Home Edition*

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Los Angeles Times

September 18, 1994, Sunday, Home Edition

SECTION: Magazine; Page 38; Magazine Desk

LENGTH: 61 words

HEADLINE: STYLE: MEN'S FALL FASHION;
MAN ABOUT TOWN;
A CUP OF JOE AND HE'S ON TO A POWER BREAKFAST

BODY:

Dress it up, dress it down: The look in menswear this fall revolves around the suit, strong suits, they do double duty at work and play, sexy suits, they hug the body like a sweater. Sophisticated suits, they flaunt the English Silhouettes that influenced them. Suit looks run the gamut. So does the new man in town.

Produced and Styled by Michael Eisenhower

GRAPHIC: Photo, COLOR, Donna Karan New York wool blend suit, \$1,095 (jacket and trousers only), at Sami Dinar Men, Beverly Hills, and cotton shirt, \$195, at Ron Ross, Studio City. L.A. Eyeworks frames, Donna Karan New York tie. Location: The Donut Hole, La Puente. Grooming: Liz Rizo/Fierro; fashion assistant: Bob Sparkman; model: David Roman/PRIMA Model Management ; Photo, COLOR, He focuses on his priorities. . . : Romeo Gigli wool suit, \$1,250, and wool vest, \$350, at Barneys New York, Beverly Hills, and brushed cotton shirt, \$205, at Maxfield, Los Angeles. L.A. Eyeworks frames, Romeo Gigli boots. Location: Chiat/Day, Venice. ; Photo, COLOR, . . . Confident his ship will come in: Comme des Garcons Hommes Plus by Rei Kawakubo wool jacket, \$1,165, and trousers, \$565, at Barneys New York, Beverly Hills, and Comme des Garcons SHIRT cotton shirt, \$195, at Sami Dinar Men, Beverly Hills. Hoquy beret, L.A. Eyeworks frames. Location: Dive!, Century City; dogs: Murphy and Jackson courtesy of Steven and Lauren Bergman. ; Photo, COLOR, After too many meetings, bottled-up emotions. . . : Paul Smith wool suit, \$1,220, nylon and cotton vest, \$260, and cotton shirt, \$150, at Fred Segal Finery, Santa Monica, and Ron Herman at Fred Segal, Melrose. L.A. Eyeworks frames, Paul Smith tie. Location: Coca-Cola Bottling Co., Los Angeles. ; Photo, COLOR, . . . He indulges in the briefest of fantasies: Victor/Victoria wool blend topcoat, \$925, wool blend jacket, \$695, knit vest, \$185, cotton shirt, \$130, and Zanella wool flannel trousers, \$295, at Sami Dinar Men, Beverly Hills. L.A. Eyeworks frames, Sami Dinar tie. Location: Spadena House, Beverly Hills. ; Photo, COLOR, Lunch is a rush, rush, rush: SO cotton velvet jacket, \$750, trousers, \$250, and cotton shirt, \$140, at Traffic, Beverly Center, Fred Segal Finery, Santa Monica, and (shirt only) I. Magnin, Beverly Hills. L.A. Eyeworks frames, J. Fenestrier shoes. Location: Tail O' the Pup, West Hollywood. ; Photo, COLOR, He keeps a stiff upper lip . . . : Dolce & Gabbana wool, silk and linen jacket, \$770, wool blend trousers, \$375, and cotton shirt, \$240, at Neiman Marcus, Beverly Hills. Johnstons of Elgin for British Apparel Collection lamb's wool sweater, \$150. Dolce & Gabbana tie. Location: Randy's Donuts, Inglewood. ; Photo, COLOR, . . . Ever conscious of his image: Calvin Klein wool suit, \$1,128, at Ron Herman at Fred Segal, Melrose, and CK Calvin Klein cotton shirt, \$55, at Saks Fifth Avenue, Beverly Hills. L.A. Eyeworks frames, Calvin Klein tie. Location: Sher-E Punjab, Los Angeles. ; Photo, COLOR, But with so many questions, so many decisions. . . : Tommy Hilfiger wool trousers, \$110, at Bullock's, Pasadena and South

Coast Plaza, cotton shirt, \$56, at Bullock's, Sherman Oaks and South Coast Plaza, and wool vest. L.A. Eyeworks frames, Tommy Hilfiger tie, **Nautica** by David Chu watch. Location: Stan's Service, Los Angeles. ; Photo, COLOR, . . . Sometimes it's better to just walk away: Yves Saint Laurent wool topcoat, \$1,110, wool and cashmere suit, \$1,210, cashmere sweater, \$495, at Yves Saint Laurent, Beverly Hills. l.a. Eyeworks frames, J. Fenestrier shoes. Location: Coca-Cola Bottling Co., Los Angeles. ; Photo, COLOR, In the end, it's a wrap: Baldessarini by Hugo Boss wool jacket and vest, \$1,300 (with matching trousers), at Bernini, Beverly Hills, and Sanchita Ajjampur cotton and linen sarong, \$395, to order at Barneys New York, Beverly Hills. No Name boots. HUGH HALES-TOOKE

LOAD-DATE: September 19, 1994

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) ; ;

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Cheat On the Street; Sidewalk Sales: Beware The Bogus Bargain The Washington Post September 22, 1994, Thursday, Final Edition

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September 22, 1994, Thursday, Final Edition

SECTION: STYLE; PAGE D5; STYLE PLUS; CONSUMMATE CONSUMER

LENGTH: 1327 words

HEADLINE: Cheat On the Street;
Sidewalk Sales: Beware The Bogus Bargain

SERIES: Occasional

BYLINE: Bob Weinstein, Special to The Washington Post

BODY:

It doesn't matter whether you're strolling along Washington's K Street, Manhattan's Canal Street, Los Angeles' Santee Alley or Chicago's Maxwell Street. On each, you'll find vendors hawking knockoffs of popular trademarked products from sunglasses to software.

That's because millions of people are spending billions of dollars on counterfeit and pirated goods each year just so it appears they are sporting a genuine Rolex and toting a Louis Vuitton bag. Forgotten by these normally law-abiding citizens is that counterfeiting is the stealing of a trademark and pirating is the stealing of a patent or copyright (books, videotapes and audiotapes).

John Bliss, president of the International Anticounterfeiting Coalition Inc. (IAC) in Washington, conservatively estimates that more than half of the products sold on the streets are counterfeit. The IAC is a trade organization dedicated to combating product counterfeiting and the piracy of intellectual properties worldwide.

Each year, hundreds of thousands of dollars worth of counterfeit products are confiscated. Despite such ongoing product seizures, counterfeiters are multiplying in number. Like roaches, you can't get rid of them. "The bad guys are only getting smarter," says Bliss. Apparel counterfeiters, for example, have gone from crude back-room shops to factories using state-of-the-art computers that copy designer patterns, and high-speed embroidering and silk-screening machines that spit out dozens of designs a minute. "Counterfeiting has moved from the back alleys to the information superhighway," says Bliss.

The reason, according to Bliss, is that organized crime has jumped on the counterfeit market in a big way. "Most, if not all, of the counterfeit merchandise sold on the streets of D.C. has come through an organized distribution network that starts with Asian-organized crime syndicates in China and Hong Kong, arrives on New York's City's Canal Street and is then sent on to Baltimore," where it's picked up by some Washington street merchants, says Bliss.

You only think you're getting a good deal. The reality is you're buying inferior goods lacking the quality and durability of the real thing. What's more, counterfeiting hurts American industry through lost jobs and tax revenues. Last year, the U.S. Customs Service estimated 750,000 jobs were lost due to foreign counterfeiting of U.S. products. And a recent International Trade Commission study reported the worldwide

loss to businesses is about \$ 200 billion a year, up from \$ 61 billion in 1986.

Among popular products sold on the street and the ways to tell if they're counterfeit:

* Videotapes. Within a day after films such as "Forrest Gump," "Speed," "Clear and Present Danger," "Beverly Hills Cop III" and "The Client" hit the theaters, pirated versions could be picked up on the street, selling for between \$ 5 and \$ 10. Typically, pirates obtain a 35- or 16mm film print from a theater, film depot courier service or other industry-related facility and then take it to a lab, where thousands of copies are run off. In some cases, pirates use hand-held video cameras to shoot illegal copies right off the movie screen. These copies flood the U.S. market and even show up overseas before the film is released internationally. Illegally copying videocassettes is a violation of the Federal Copyright Act and punishable by fines up to \$ 250,000 plus maximum imprisonment of five years. Yet, tough laws and severe punishment haven't deterred video thieves.

The Motion Picture Association of America (MPAA) estimates the U.S. motion picture industry loses in excess of \$ 2 billion each year in potential revenues. The trick is spotting a pirated version before you pay for it.

If you find something selling on the street that's not in video stores, it's probably an inferior pirated edition. According to Jack Valenti, president and CEO of the MPAA, "There are three quick clues a consumer can consider when buying or renting a video of a motion picture: the appearance, source and timing."

First, look at the packaging, says Valenti. "Make certain the labeling is sharp and clear. On a pirate copy, you'll probably find the printing is blurred or the photograph is faded or the colors bleed."

Second, consider the source. Many street vendors change locations daily. There is a certain assurance in dealing with established retailers. If problems come up, you can get your money back.

Finally, "If you find a movie available on videocassette just as it is being shown in your local movie theater, beware," Valenti adds.

* Audiotapes. Pirated audiotapes are made with poor-quality equipment. Like videocassettes, the package offers the first clue. Cover art is usually put together from magazine photos. When reproduced, colors are often faded, letters blurred and labels poorly affixed to the tapes.

* Clothing. Izod, Lacoste, Timberland, Polo, Guess, Champion, Calvin Klein, **Nautica**, Gucci, Hard Rock Cafe, DKNY, Harley-Davidson. A counterfeit replica of every popular designer label is sold on the streets. Before buying any item, slip it out of the cellophane package and examine the workmanship. If there are loose threads, crooked seams, colors that run or a misplaced emblem, it's counterfeit. For example, Izod's trademark is a small alligator sewn on the left pocket. On many counterfeit products, the alligator has wandered off onto the shirt's middle or right side.

* Watches. Rolex, Cartier and Movado knockoffs are big sellers on the street. Counterfeits sell for \$ 20 to \$ 100; the real things go for \$ 350 to \$ 11,000. An original Rolex or Cartier watch is 18-karat gold, compared with imitations that are made of cheap, light metals. Real gold is dull yellow, imitations are bright yellow and gaudy-looking. Most counterfeits have quartz movements (one movement per second). An original Rolex has automatic movement, which is five movements per second and has a sweeping motion.

* Fragrances. As with clothing, imitations abound of just about every major brand including Giorgio, Joy, Dior, Estee Lauder, Balmain, Madame Rochas and Calvin Klein's perfumes for men and women. But, if it's an expensive perfume selling at an enormous discount and the packaging is not as you remember it, keep on moving.

* Luggage. Louis Vuitton luggage and handbags are sold in department stores. Only imitation products are sold on the street. Authentic Vuitton products have distinctive brass fittings and precision stitching; knockoffs have bulky, base-metal fittings, sloppy stitching and poorly sewn labels.

* Electronic components. Be particularly wary of telephone, radio and battery products. Many are "gray-market" goods, which means that they were intended only for foreign sale. They enter the United States through unauthorized channels, but it is not illegal for them to be sold here. Many retailers report that most gray-market goods don't carry warranties and, if they do, they're not recognized by manufacturers because they're sold through unlicensed distributors.

* Auto replacement parts. Half of the counterfeit auto parts products are made in the United States, the other half abroad. They include gas caps, oil filters, brake linings, disk brakes, fan belts etc. Many of the products are dangerous. "Counterfeit parts do not meet the rigorous safety standards required of genuine parts," says Bliss, "thereby potentially exposing consumers to deadly risks." A genuine gas cap, for example, won't leak, even when the car is turned on its side, but a counterfeit one probably will. A faulty oil filter could cause your engine to burn up. Some confiscated counterfeit oil filters have been lined with rags instead of a filtering agent. Similarly, phony brake linings are often made of compressed cardboard, which you could easily put your thumb through. Says Bliss: "Don't expect phenomenal savings and quality at the same time." In other words, you get what you pay for.

GRAPHIC: PHOTO, GENUINE LOUIS VUITTON LUGGAGE IS SOLD IN DEPARTMENT STORES, NEVER ON THE STREET. AVOID THE "VUITTON" WITH SLOPPY STITCHING, POORLY SEWN LABEL. MARGARET THOMAS

LOAD-DATE: September 22, 1994

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Freeze The New York Times September 25, 1994, Sunday, Late Edition - Final

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September 25, 1994, Sunday, Late Edition - Final

SECTION: Section 6; Part 2; Page 60; Column 2; Men's Fashions of The Times Magazine

LENGTH: 24 words

HEADLINE: Freeze

BODY:

Winter doesn't get to only those snowbound along the Tundra. Was anyone around last March? It's tough hailing a cab if you're frozen stiff.

GRAPHIC: Photos: Left: Cotton-blend jacket, \$560, over a wool and mohair jacket, \$675, both from So, and cotton-blend pants, \$55, from STNT. At Charivari Madison, 1001 Madison Avenue. Cotton-blend jacket also at Bagutta, 402 West Broadway. M.A.C., San Francisco. Wool-blend jacket and pants also at Louis, Boston. Gloves, Emporio Armani. Cap, Armani. Boots, Joseph Fenestrier.; Above: Ribbed wool-blend boatneck sweater from Knits by Industria, \$270. At Industria Store, 755 Washington Street. Louis, Boston, Boston. Cotton Henley T-shirt, \$98, and sweat pants, \$98, from Armani Jeans. At A/X Armani Exchange, 568 Broadway. Saks Fifth Avenue. Sunset Plaza, West Hollywood, Calif. Wool socks from Polo/Ralph Lauren Hosiery.; Above: Shearling coat from Industria, \$1,788. At Industria Store, 755 Washington Street. Louis, Boston, Boston. Two-piece tweed suit by Calvin Klein, \$1,195. At Barneys New York, New York City. Calvin Klein Stores nationwide. Leather gloves from Armani Jeans. Cap from Matsuda. Cashmere scarf from Calvin Klein Accessories. Boots from Timberland.; Right: Nylon trench coat, \$1,075, over a pin-striped wool suit, \$1,500, and cotton shirt, \$150, by Donna Karan. At Barneys New York, selected stores. Double-sided fleece jacket from **Nautica** by David Chu, \$100. At The **Nautica** Store, 216 Columbus Avenue (early October). Nylon boots, \$165. At A/X Armani Exchange. Tie, Donna Karan Menswear. Gloves, Matsuda.; Below left: Nylon parka vest from DKNY, \$175. At Saks Fifth Avenue. Zip-front wool boucle cardigan, \$440. At Paul Smith, 108 Fifth Avenue. Hooded wool knit vest by Donna Karan, \$350. At Barneys New York, selected stores. Charivari 57. Microfiber pants from Nike, \$100. For local stores, call (503) 671-3939. Gloves, Emporio Armani. Boots, Armani Jeans. Below right: Wool-blend sweater by Yukio Kobayashi for Matsuda, \$690. At Barneys New York, New York City; Beverly Hills, Calif., and Chicago. Matsuda, 156 Fifth Avenue. Maxfield, Los Angeles. Shearling pants from So, \$1,200. At Charivari Madison, 1001 Madison Avenue, to order. Scarf by Calvin Klein. Cap, Armani Jeans. Gloves, Matsuda. Boots, Emporio Armani.; Near right: Short nylon trenchcoat from So, \$595. At Bergdorf Goodman Men. Charivari Madison, 1001 Madison Avenue. Cotton poplin parka from **Nautica** by David Chu, \$148. At The **Nautica** Store, 216 Columbus Avenue and Newport Beach, Calif. Jeans from Armani Jeans, \$58. At A/X Armani Exchange, 568 Broadway. Saks Fifth Avenue. Scarf by Calvin Klein. Cap from Armani Jeans. Gloves from Matsuda. Boots from Joseph Fenestrier.; Far right: Nylon parka from Patagonia, \$275. To order, call (800) 638-6464. Zip-front wool vest from Polo by Ralph Lauren, \$197.50. At Bloomingdale's. Polo Sport Store, 888 Madison Avenue. Mohair sweater, \$445. At Yohji Yamamoto, 103 Grand Street. Polar fleece jumpsuit from Polo by Ralph Lauren, \$235. At Macy's Herald Square. Polo Sport Store, 888 Madison Avenue. Polo/Ralph Lauren, Beverly Hills, Calif. Gloves and boots from Armani Jeans. (Photographs by Geof Kern for The New York Times)

LOAD-DATE: September 25, 1994

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]

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Nautica Enterprises Inc.(NAUT,NNM) reports earnings for Qtr to Aug 31 The New York Times September 27, 1994, Tuesday, Late Edition - Final

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September 27, 1994, Tuesday, Late Edition - Final

SECTION: Section D; Page 17; Column 5; Financial Desk

LENGTH: 90 words

HEADLINE: **Nautica** Enterprises Inc.(NAUT,NNM) reports earnings for Qtr to Aug 31

BODY:

**** COMPANY REPORTS ****

Nautica Enterprises Inc.(NAUT,NNM)

Qtr to Aug 31	1994	1993
Sales	63,286,000	51,865,000
Net inc	5,826,000	4,052,000
Share earns	.42	.34
Shares outst	13,852,210	11,965,686
6mo sales	107,840,000	82,605,000
Net inc	8,133,000	5,199,000
Share earns	.59	.44
Shares outst	13,845,527	11,921,437

All shares and per share data has been adjusted to reflect a 3-for-2 stock split effected in the form of a stock dividend to stockholders of record on Nov. 1, 1993.

LOAD-DATE: September 27, 1994

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]

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Nautica net skyrockets 44% in second quarter; above Wall St. estimates; Nautica Enterprises Inc., 2d qtr 1994; Brief Article Daily News Record September 27, 1994

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Daily News Record

September 27, 1994

SECTION: Vol. 24 ; No. 185 ; Pg. 2; ISSN: 0162-2161

LENGTH: 271 words

HEADLINE: **Nautica** net skyrockets 44% in second quarter; above Wall St. estimates; **Nautica** Enterprises Inc., 2d qtr 1994; Brief Article

BODY:

NEW YORK (FNS) -- **Nautica** Enterprises, Inc., reported second-quarter earnings soared 44 percent to \$ 5.8 million, or 42 cents a share, from \$ 4.1 million, or 34 cents, a year earlier.

Earnings came in well above Wall Street's estimate of 35 cents a share.

The latest quarter included a gain of \$ 632,000 from tax relief, and the year-ago quarter included a gain of \$ 826,000 from life-insurance proceeds after the death of the chairman in August 1993.

Sales in the quarter ended Aug. 31 rose 22 percent to \$ 63.3 million from \$ 51.9 million.

Harvey Sanders, chairman/CEO, said both wholesale and retail operations are strong. He noted bookings are up over 30 percent, and the outlook is promising. The State-O-Maine unit was on budget for the first half, he said.

"The company will continue doing wonderfully well," said Larry Leeds, managing director at Buckingham Research. He noted earnings were on target with his estimate, but higher than the Wall Street consensus. Leeds noted same-store sales at **Nautica's** outlet stores were up 20 percent in the quarter.

Looking ahead, Leeds projected that "**Nautica** will keep growing volume close to 25 percent for the year" and their profits will keep pace.

In the half, earnings Climbed 56 percent to \$ 8.1 million; or 59 cents, from 5.2 million, or 44 cents.

Sales rose 31 percent to \$ 107.8 million from \$ 82.6 million.

Nautica manufactures men's sportswear, outerwear and activewear through subsidiaries, **Nautica** International, Inc., and State-O-Maine, Inc.

The company licenses the **Nautica** name and related trademarks in several categories.

IAC-NUMBER: IAC 15753107

IAC-CLASS: Trade & Industry

LOAD-DATE: September 15, 1995

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Elite Eight are dressed to the nines The Denver Post September 30, 1994 Friday

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September 30, 1994 Friday 2D EDITION

SECTION: LIVING; Pg. E-02

LENGTH: 283 words

HEADLINE: Elite Eight are dressed to the nines

BYLINE: Francine Parnes, Denver Post Fashion Editor

BODY:

Who says men and fashion don't mix?

Foley's and The Denver Post were bent on proving otherwise Sunday night when they honored their Denver Men of Style.

The Men of Style are eight local men chosen from more than 150 applicants for their sense of fashion. The dapper gents were honored at a party at Foley's Southglenn, which included hors d'oeuvres, cocktail chatter and musical entertainment.

The three celebrity Men of Style, chosen by The Denver Post and Foley's, are Ron Henderson, executive director of the Denver International Film Society; Bill Ritter, Denver's district attorney; and Steve Watson, former Denver Broncos wide receiver.

Also honored were five Denver Men of Style chosen from the community at large: Sterling Joseph, computer operations supervisor; Rick Krause, engineering sales manager; neurosurgeon Gary VanderArk; physician Alan Weintraub; and interior designer Jack Wells. They were chosen by the Denver Fashion Group.

The evening included private shopping in Foley's men's department with merchandise reps from about a dozen menswear companies.

Then guests were treated to a fall fashion show highlighting trends, including preppy styles from Tommy Hilfiger, pinstriped suits, **Nautica** activewear and English-inspired tailoring from Ralph Lauren.

The finale included the tuxedo-clad Men of Style in their runway debut.

"It's a little scary, and I definitely have sweaty hands," said Jack Wells. "Some of the guys were taking about bebopping down the runway, while some were talking about falling down. But it's all for a great cause."

All proceeds from the event, entirely underwritten by Foley's and The Denver Post, benefit the Colorado AIDS Project.

LOAD-DATE: October 01, 1994

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Terms: [nautica](#) and [date](#)(geq (6/1/1994) and leq (12/31/1994)) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Nautica Ent. planning major push in in-store shops, outlet stores; sees big growth for its Nautica brand; Nautica Enterprises plans expansion of retail units Daily News Record September 30, 1994

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September 30, 1994

SECTION: Vol. 24 ; No. 188 ; Pg. 2; ISSN: 0162-2161

LENGTH: 625 words

HEADLINE: Nautica Ent. planning major push in in-store shops, outlet stores; sees big growth for its Nautica brand; Nautica Enterprises plans expansion of retail units

BYLINE: Ryan, Thomas J.

BODY:

Sees big growth for its **Nautica** brand

SAN FRANCISCO (FNS) -- **Nautica** Enterprises, Inc., expects the heady momentum to continue for its **Nautica** casualwear brand, forecasting major expansion of its in-store shops. The company is also planning to increase the number of its outlet stores.

The company also has repositioned its State of Maine division, which has been hurt by poor sales of the Christian Dior line of bathrobes and activewear, to concentrate on growing its **Nautica** neckwear and dress shirt line and developing its private-label business.

Speaking Thursday at Montgomery Securities' annual investment conference, Harvey Sanders, chairman and president, said overall bookings for the company are running 30 percent over the prior year. Sanders said the company still sees the potential for the **Nautica** casualwear brand to reach 1,800 doors in the U.S. The company will end the year with 968 doors, and expects to add about 140 doors in 1995.

He said the **Nautica** brand, representing 66 percent of 1993 sales, has been taking market share away from Ralph Lauren Polo in the department stores, noting that Polo's price points in most categories are about 20 to 25 percent above **Nautica's** and Tommy Hilfiger's.

"During the '90s people are more interested in value than when Polo was on the way up in the '80s," he said.

Sanders expects to increase **Nautica's** in-store shop program within department stores to 690 units at the end of 1995 from 548 expected at the end of this year. He sees room for 1,300 in-store shops in the U.S. The in-store shops, which are about 800 square feet, average about \$ 400 in sales per square foot. On average, **Nautica's** sales get a 30 percent boost every time the company installs an in-store shop, he said.

Sanders said the company's outlet stores "provide great earnings to the bottom line." Same-store sales at the outlet stores jumped 21.7 percent in the second quarter. The company will have 31 outlet stores in operation by the end of the year, adding 10 in 1994. The stores average about 3,000 square feet each with sales-per-square-foot averaging \$ 375.

Nautica plans to add five to 10 outlet stores a year over the next five years, although Sanders pointed out that this growth "will be very cognizant of where our whole sale accounts are."

Overall, the retail operation accounted for 11 percent of 1993 revenues. Sanders called private label, started at the beginning of 1993, a "key area" for the State of Maine division. So far, the private label business sells to J.C. Penney, Sears, Roebuck and Target, marking the first time the company has sold to these stores.

State of Maine, which accounted for 23 percent of sales last year, also recently started selling bathrobes under the NFL and Members Only names. Sanders said State of Maine's Bayou Sport label, an activewear and sportswear line targeted for the classifications departments, is on budget.

He said **Nautica** licensing opportunities "are only in their infancy," noting that most are only one to two years old.

In a question-and-answer session, Sanders said the arrival of the **Nautica** tailored clothing line, made through license by J. Schoeneman, Inc., has been moved up to the holiday 1994 season rather than the slated arrival of spring 1995. Starting price points for the line will be \$ 400, and about 60 percent of the line will feature sport coats, blazers and trousers. Among other **Nautica** licensed lines are men's cologne, belts, tanning and skin-care products, footwear, watches, sunglasses and eyewear, luggage and mini-vans.

In the first half of this year, **Nautica's** earnings jumped 56 percent to 85.2 million, or 44 cents a share, while sales advanced 31 percent to \$ 107.8 million.

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Fetching Suits Win Award for Local Designer The San Francisco Chronicle OCTOBER 4, 1994, TUESDAY, FINAL EDITION

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HEADLINE: Fetching Suits Win Award for Local Designer

BYLINE: TRISH DONNALLY

BODY:

Tracy Kiyohara won the Los Angeles Sassoon Streetstyle Collection, a design competition that drew 60 entries. Kiyohara, who is from San Mateo, walked away with \$ 5,000.

"It was shocking, I still don't believe it," said Kiyohara, 25, who entered three days before the deadline at the urging of her sister. Since she didn't have time to create designs, Kiyohara pulled some samples from a few years ago out of her closet.

The winning designs by the former Academy of Fashion student were a suit inspired by football and one inspired by checkers.

The tailored football suit, made of green wool crepe, has letters spelling "touchdown" applique down one sleeve and miniature footballs sewn into the pleats of the jacket. The matching hat features a football field complete with little plastic players. The teal checker-game suit has a fitted wool felt jacket with real checker pieces as buttons and, along the bottom, a black faille rayon skirt, and black-and-red checkerboard hat and purse.

"They're basic tailored clothes, yet I think my clothes are funny," said Kiyohara yesterday. She'll create five more outfits for the national competition in Manhattan in early November. She'll be up against the winners from Miami, Chicago and New York -- or wherever they really live.

"I'm up every night till the wee hours, then sleeping a few hours and starting up again," she said. Meanwhile, she'll keep her job as a waitress in her parents' San Mateo restaurant, Irifune.

A NEW MUSEUMSTORE

The stunning new San Francisco Museum of Modern Art will house a 6,000-square-foot MuseumStore (opening next Tuesday) that will be filled with a fascinating selection of books and some cool fashion-oriented items, too.

For the first time, the store -- which is six times bigger than it was in the old museum -- will carry fragrance, Benetton's Tribu. It was selected because of the intriguing bottle and package design by Tomatsu Yagi. A black-and-white silk scarf by Cecy Jones of San Francisco echoes the striking architectural design of the new museum. Earrings, stickpins and pendants in sterling silver with black-and-white embedded enamel by New Yorker Victoria Varga also reflect the distinctive circular design.

Lettering down the front of T-shirts spells out the art movements -- fauvism, surrealism, cubism, expressionism -- associated with modern art. Other T-shirts feature images from the museum's permanent collection. Limited-edition watches, windbreakers and black wool baseball caps with SFMOMA's logo also will be on sale.

GIVENCHY'S MAKEUP CREATOR

Olivier Echaudemaison has worked for 20 years creating makeup for Hubert de Givenchy's fashion shows. Before that, he collaborated with the renowned Alexandre de Paris on hair styles. During his remarkable career, Echaudemaison has worked on such beauties as the Duchess of Windsor, Jackie Kennedy Onassis, Judy Garland, Sophia Loren, Princesses Grace and Caroline, the queen of Jordan and Audrey Hepburn.

Discussing beauty, Echaudemaison, who was at Saks Fifth Avenue last week, said, "It's not a question of age, but a question of style. When a woman finds her style, her personality, she's always past 35. To work on a young model, it's fun, but she's just a face. A model is a blank canvas. What's most (interesting) is personality. When you find your style, it's wonderful to keep it. I don't like when a woman tries to look younger. Style is much more important -- and allure."

Speaking as fast and furiously as he was waving his fan-shaped makeup brush, Echaudemaison offered more tips. For one thing, he doesn't believe in using concealer.

"You must be very adroit to use concealer. I don't like to see white glasses," he said, describing the look some women get from applying too much concealer under their eyes. "It looks too artificial."

He also suggested that if you have little creases around your eyes and lips, you should avoid heavy liners, since you don't need to add more lines.

If you do use a lip liner, be careful with this season's hottest color -- red.

"When you use red liner, use the exact shade as the red lipstick. It's important, because it's not necessary to see the contour. Makeup must be more discreet and refined today. The style is to be not overdone."

Echaudemaison, by the way, translates to: hothouse.

NAUTICA DESIGNER AT MACY'S

David Chu, designer of the **Nautica** men's-wear collection, will be at Macy's from noon to 2 p.m. Friday.

BEENE TIPS

Enraptured with the beauty of his surroundings, Geoffrey Beene graces the cover of the October issue of Travel and Leisure magazine, his arms held high above his head, as if to try to embrace the wind and ocean spray from his perch on wild and rugged cliffs of Oahu. Inside, he gives an insider's tips for what to do on the island.

GRAPHIC: PHOTO (3),(1) CHECK MATES, Tracy Kiyohara's 'Checker Game Suit' has a teal jacket with checker pieces as buttons and accents, a black skirt and a red-and-black checkerboard print hat and handbag, (2) GAME PLAN, Tracy Kiyohara's 'Football Suit' is green wool crepe with 'touchdown' appliqued down one sleeve and miniature footballs sewn into the jacket pleats, (3) ARTFUL, Fashionable items from the new SFMOMA MuseumStore include (clockwise from left) black-and-white silk scarf, Tribu fragrance bottles, black wool baseball cap with silver-and-enamel stickpin on the brim, and a limited-edition watch , BY J

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