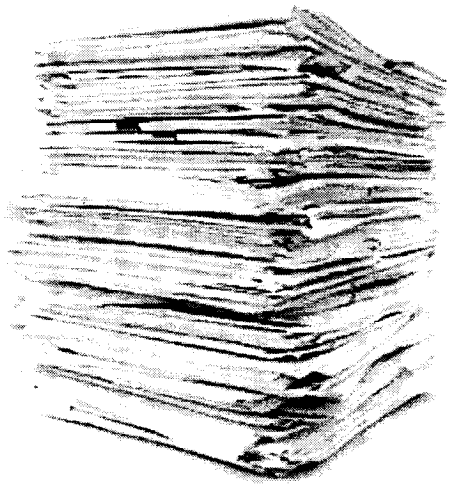

BULKY DOCUMENTS

(Exceeds 300 pages)

Proceeding/Serial No: 91177192

Filed: 12-05-2008

Title: Opposer's Notice of Reliance

Part 7 of 10

Processed by Duane Foster

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

OPPOSER'S TWELFTH NOTICE OF RELIANCE
PURSUANT TO 37 CFR §2.122(e)

Please take notice that Opposer, Nautica Apparel, Inc., pursuant to 37 CFR §2.122(e) is hereby noticing its reliance on various excerpts from printed publications downloaded and printed from Nexis. The excerpts are comprised of representative examples of English language third party articles from the year 1997 that reference Opposer and/or Opposer's goods and/or services.

Each of the excerpts are relevant to the renown and fame of Opposer's trademarks and of Opposer and its services and products, use by Opposer of the mark and name NAUTICA, the goods and services marketed and sold by Opposer, the channels of trade through which Opposer's goods and services are and have been, offered and sold, and the similarity of the parties' respective marks, goods and services, and the legal similarity in channels of trade.

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,

By: /Neil B. Friedman

Stephen L. Baker
Neil B. Friedman
BAKER & RANNELLS PA
575 Route 28, Suite 102
Raritan, NJ 08869
(908) 722-5640
Attorneys for Opposer,
Nautica Apparel, Inc.

CERTIFICATE OF MAILING

I hereby certify that on December 3, 2008 a true and complete copy of the foregoing OPPOSER'S TWELFTH NOTICE OF RELIANCE was deposited with the United States Postal Service with sufficient postage as First-class mail in an envelope addressed to:

Trademark Trial and Appeal Board
U.S. Patent and Trademark Office
P.O. Box 1451
Alexandria, VA 22313-1451

/Neil B. Friedman/
Neil B. Friedman

CERTIFICATE OF SERVICE

I hereby certify that a true and complete copy of the foregoing OPPOSER'S TWELFTH NOTICE OF RELIANCE was forwarded by first class postage pre-paid mail by depositing the same with the U.S. Postal Service on this 3rd day of December, 2008 to the attorneys for the Applicant at the following address:

Howard G. Slavit, Esq.
Shannon H. Bates, Esq.
Saul Ewing LLP
2600 Virginia Avenue, NW
Suite 1000 – The Watergate
Washington, D.C. 20037

/Neil B. Friedman/
Neil B. Friedman

NAUTICA APPAREL, INC.

Jan – Mar 1997 Third Party Articles

Date	Publication	Page	Headline
1/1997	In Style	Style File; pg. 30	Style File
1/3/1997	DNR Accessories for Men Supplement	Pg. 22; ISSN:1041-1119	Loungewear, neckwear seen strongest in '97
1/11/1997	The Denver Post	Business; Pg. D 01	Mall targets more upscale stores
1/12/1997	Charlotte Observer	Iredell Neighbors;pg.2I	Mall merchants expect to cash in on Belk renovation
1/13/1997	Daily News Record	No.6, vol. 27; pg. 16; ISSN: 0162-2161	Logos push bubble jackets into high gear
1/20/1997	The New York Times	Sect.D, Pg. 9; Col. 1; Business/Financial Desk	Nautica Enterprises, Inc. reports earnings for 3rd qtr to Nov. 30
1/27/1997	Forbes	Money & Investments; The Funds; pg. 118	Married with Fund
2/1997	Childrens Business	No.2, Vol. 12; Pg. 46; ISSN: 0884-2280	The retailer speaks
2/3/1997	Crain's New York Business	Cover Story; Pg. 1	Heir Apparel: Federated's new president
2/8/1997	The Washington Post	Style; Pg. B 01; Fashion	Menswear: How tweed it is
2/10/1997	Newsday	Part II, Pg. B 03	Fall 97/New York/My Guys
2/10/1997	Footwear News	No.6;Vol.53;pg. 10; ISSN: 0162-914X	Major Designers hit athletic floor running.
2/13/1997	Newsday	Style File: Pg. B 17	Specs appeal
2/13/1997	Detroit Free Press	Lifestyle	Menswear designer take a more grown up approach
2/16/1997	The New York Times	Sect.6; Pg. 18; Col. 1; Magazine Desk	Culture Zone: common threads
2/19/1997	Knoxville News Sentinel (Tennessee)	Business; pg. B 1	Hues for him
2/21/1997	News & Record	Business; Pg. B 6	Levi Strauss cutting one fifth of workers
2/28/1997	The Baltimore Sun	Local News; Pg. 1 B	2 charged under new counterfeit goods law
3/5/1997	Fresno Bee (California)	Life; pg. F6; Food & Life-Movie Review	There's Rhyme & Reason to rap session
3/6/1997	The Post Standard (Syracuse, NY)	H J	Hip Hop music is slammin'
3/6/1997	Los Angeles Times	Life & Style; Part E; Pg. 2; View Desk	Photo: Match Play
3/10/1997	The Philadelphia Inquirer	Lifestyle	In London and Milan
3/10/1997	The Canadian Press	Lifestyles	BC Sections Fashions
3/13/1997	The Seattle Times	Business; Pg. D 1	Bon Marche envisions more stores
3/17/1997	Las Vegas Business Press	Vol. 1; Col.11, Pg. 7	Mens fashion sales soar in Las Vegas

Jan – Mar 1997

NAUTICA APPAREL, INC.
Third Party Articles

Date	Publication	Page	Headline
3/23/1997	The New York Times	Sect. 6, Part 2, pg. 63; Col. 2; Men's Fashion of the New York Times	Industrial strength denim
3/23/1997	Milwaukee Journal Sentinel	Lifestyle pg. 10	Spring Fashion
3/25/1997	Village Voice (New York, NY)	CityState; Pg. 27	DKNYPD: Cracking down on counterfeit clothing
3/25/1997	The Atlanta Journal Constitution	Business; Pg. 08F; Pg. 06F	New blood working to revive South DeKalb Mall
3/28/1997	The Denver Post	Living; pg. E 02	Fashion frozen men find it easier to thaw out a bit
3/30/1997	Pittsburg Post Gazette	Arts & Entertainment, Pg. G-11, Shopping with Polly	Sunny and bright from head to toe
3/30/1997	Chicago Sun Times	Show; Pg. 15; NC	Spring Fresh

April-June 1997

NAUTICA APPAREL, INC.

Third Party Articles

Date	Publication	Page	Headline
04/1997	Playboy	SECTION: No. 4, Vol. 44 Pg. 118	Power grooming; men's grooming products; Buyers Guide
04/1997	Children's Business	SECTION: No. 4, Vol 12 Pg. 13	Show wrap up: MAGIC best buys; boy's apparel
04/1997	Milwaukee Journal Sentinel (Wisconsin)	SECTION: Business Pg. 1	Shoes by **Nautica**
04/04/1997	The Denver Post	SECTION: LIVING; Pg. E-01	April Showers Face foul weather with a splash of style
04/06/1997	Sunday Times	SECTION: Features	Revenge of the Anorak
04/07/1997	Footwear News	SECTION: No. 14, Vol. 53; Pg. 7;	Journeys maps major expansion on teen turf; chain shoe store
04/08/1997	Buffalo News (New York)	SECTION: BUSINESS, Pg. 3E	BON-TON ADDING IN –STORE BOUTIQUES FOR POLO SPORTSWEAR
04/09/1997	Milwaukee Journal Sentinel (Wisconsin)	SECTION: News Pg. 8	FASHION WEEK Pinstripes carry the runways of fashion Designers' fortunes, rise, fall as wall Street holds firm
04/10/1997	The New York Times	SECTION C; Page 1; Column2; Home Deck	For AIDS Housing; Quality Where It Counts
04/17/1997	WWD	SECTION: No. 74, Vol. 173; Pg. 14	**Nautica** earnings gain 35%; women's business 'just OK."
04/21/1997	Business Journal-Charlotte	SECTION: Vol 12; No 2 Pg 1	Sponsors buzz for Rice Shooting star becoming hot commodity
04/27/1997	The Sun (Baltimore)	SECTION: BUSINESS, Pg. 1D	Forecast improves for London Fog; After debt problems, firm has returned to profitability; Company might go public; But recovery has been costly, as plant in Baltimore will close
04/27/1997	The Record	SECTION:LIFESTYLE; Pg. L02	ANOTHER GREAT ADVENTURE - SHOPPING
04/27/1997	The Herald (Rock Hill, S. C.)	SECTION: SPORTS; Pg. 5 D	LJ promises 'to get goofier'
04/29/1997	Columbus Dispatch (Ohio)	SECTION: FEATURES ACCENT & ENTERTAINMENT, Pg. 1B	READY, SET –ACTION
04/30/1997	DNR	SECTION: Vol. 27, No. 52; Pg. 1	Separating Dungarees From Pedigrees
05/01/1997	Nashville Business Journal	SECTION: Vol. 1; No 19	Shoe Manufacturer streamlines its way to profitability
05/02/1997	The Virginian-Pilot (Norfolk, VA)	SECTION: DAILY BREAK, Pg. E1	DESPITE THEIR PRICES, BRAND NAMES HOOK BUYERS
05/04/1997	The New York Times Company	SECTION: 9; Page 1: column 4 Real Estate Desk	POSTINGS: 50 Stores In First Phase, 30 More by Nex Year;

April-June 1997

NAUTICA APPAREL, INC.

Third Party Articles

Date	Publication	Page	Headline
05/05/1997	Crain's New York Business	SECTION: News; Pg. 20	COMPANY SHORES UP NICHE, KEEPS DRESSING FOR SUCCESS; MILLERSHOR IS COVERING LARGER MARKETS AFTER FASHIONING A CONTRARIAN STRATEGY
05/09/1997	THE DALLAS MORNING NEWS	SECTION; House & Garden; Pg. 1G	GOING COASTAL
05/14/1997	THE DALLAS MORNING NEWS	SECTION: FASHION1DALLAS; COMPETITIVE EDGE; Pg. 3E	With gear at a minimum, volleyball style requires ingenuity
05/14/1997	Daily News Record	SECTION: No.58, Vol. 27 Pg. COV	**Nautica** puts finishing touches on European launch;
05/15/1997	The Daily News of Los Angeles	SECTION: L.A. Life	FASHION CALENDAR
05/18/1997	The Atlanta Journal-Constitution	SECTION: DIXIE LIVING; Pg. 03M	DIXIE STYLE; BRIGHT ACTIVE BOLD; Men's fashions in action
05/19/1997	Forbes	SECTION: LIVING;Trends; Pg. 288	The ticket pocket returns
05/25/1997	The New York Times	SECTION:6 Pg. 50 Column 1	AMERICA'S MOST WANTED
05/26/1997	Morning Star (Wilmington, NC)	SECTION: Lifestyle; Pg. 1 D	YOUNG, HIP AND FASIONABLE; Middle schoolers fight to keep up with trends just like the rest of the world
05/27/1997	The Toronto Sun	SECTION:IMAGINATION, Pg. 43 STYLE FILE	STYLE FILE COLUMN
05/31/1997	A. Magazine	SECTION: Pg. 46	THE CAPTAIN'S NEW CLOTHES
06/04/1997	The Oregonian (Portland, Oregon)	SECTION: LIVING; Pg. D04	LIFE'S A BEACH FOR MEN; THEY DON'T FEAR SWIMSUITS living Smart –Fashion Savoir-Faire
06/06/1997	Evening Standard (London)	SECTION: Pg. 28	How to surf for a bargain in cyberspace
06/08/1997	Buffalo News (New York)	SECTION: LIFESTYLES, Pg. 1 E	POOL CUES; FIVE GREAT LOOKS FOR THE SWIMSUIT SEASON
06/09/1997	Daily News Record	SECTION: No. 69, Vol. 27; pg 13	Nautica's David Chu's earnings rise royally; received $1.4M in salary and bonus, and $ 3.8M in royalty income;
06/10/1997	Charleston Gazette (West Virginia)	Section: News; Pg P5D	SUCCESSFUL INVESTING BROKERS CAN KEEP YOUR CERTIFICATES
06/11/1977	The Washington Post	SECTION: STYLE; Pg. D05; STYLE PLUS	Right Now

Date	Publication	Page	Headline
06/12/1997	The Houston Chronicle	SECTION:FASHION; Pg. 7	SWIMSUITS; Loose vs. snug for men
06/15/1997	Buffalo News (New York)	SECTION: BUSINESS, Pg. 15A	BON-TON SEES SIGNS OF LIFE IN AREA STORES RETAILER SAYS; SALES, PROFITS ARE INCREASING
06/17/1997	The Gazette (Montreal, Quebec)	SECTION:LIVING:FASHION STYLE; MEN'S WEAR; Pg. C1/BREAK	Shades of summer come in orange
06/19/1997	WWD	SECTION: No. 118, Vol. 173; Pg. 13;	Sassafras' new flavors; new divisional president Jeff Turpin to reorganize brands; Brief Article
06/30/1997	The Vancouver Sun (British Columbia)	SECTION: LIFE Pg. B7	Changed little, watches still make a tacking statement
06/25/1997	The San Francisco Chronicle	SECTION:BUSINESS; Pg. B1	Levi's Battles to Stop Slide in Market Share
06/19/1997	The Miami Herald	SECTION: NEIGHBORSMB Pg. 12	Herald Staff

NAUTICA APPAREL, INC.

July-Sept. 1997

Third Party Articles

Date	Publication	Page	Headline
07/1997	Esquire	SECTION: No. 1, Vol. 128; Pg. 76	The other side of pinstripes; men's fashions
07/03/1997	Orlando Sentinel (Florida)	SECTION: LIVING; Pg. E1	THE LATEST WATCH WORDS; POSH TO FUNKY; A WATCH IS MORE THAN TWO HANDS AND 12 NUMBERS. HERE'S SOME SAVVY ADVICE ON CHOOSING A STYLE TO MATCH YOUR MOOD WATCHES
07/04/1997	St. Petersburg Times	SECTION: TAMPA 7 STATE; Pg. 4B	Raid nets bogus designer clothes
07/04/1997	Hartford Courant (Connecticut)	SECTION:CONNECTICUT LIVING; Pg. E5	IN CLINTON, DESIGNER WEAR FOR A BARGAIN
07/07/1997	The Devner Post	SECTION:BUSINESS; Pg. E-02	Levi's fights to stop slide in market share
07/11/1997	Columbus Dispatch (Ohio)	SECTION:BUSINESS, Pg. 1 D	LAZARUS KICKS OFF TUTTLE SHOPPING ONSLAUGHT TODAY
07/13/1997	The New York Times	SECTION 6;Pg. 46;Column 1;	NET GAINS
07/24/1997	The Post and Courier (Charleston, SC)	SECTION:SUMMERVILLE, Pg.1	Teens' second-hand shop teaches business firsthand
07/27/1997	Sun-Sentinel (Fort Lauderdale, Fl)	SECTION:LIFESTYLE, Pg. 3E, FASHION	BACK TO COOL; CHOOSING BOTH SLEEK AND LOOSELY CASUAL LOOKS, TEENS ARE FORSAKING GRUNGE THIS; SEASON IN PURSUIT OF WHAT's HOT..ER,COOL
07/29/1997	CNNFN	SECTION:Business	Men's Wear Consultant
07/31/1997	Tulsa World (Oklahoma)	SECTION:LIVING; Pg. D1	Extremes; Between Geeky and Baggy, Classics Fit School Looks
07/31/1997	Detroit Free Press	SECTION: FEATURES; Pg. 1F	THE BOLD AND THE BEAUTIFUL DETROIT'S FASH BASH CROWD DONNED EVERYTHING FROM BOAS TO BLACK
07/31/1997	The Miami Herald	SECTION:LIVING; Pg. 1F	READING THE LABELS; OUR GUIDE TO WHO'S WHAT AMONG TEENS TODAY
08/1997	Apparel Industry Magazine	SECTION:No. 8, Vol. 58; Pg. 56	Suiting up Generation X; tailored clothing gets a makeover.
08/03/1997	The Washington Post	SECTION:STYLE; Pg. F03; FASHION	Footloose
08/03/1997	The Record	SECTION:LIFESTYLE; P L01	SLOW AND STEADY; EVOLUTION RATHER THAN REVOLUTION MARKS THE SPRING MEN'S WEAR COLLECTIONS

July-Sept. 1997

NAUTICA APPAREL, INC.

Third Party Articles

Date	Publication	Page	Headline
08/04/1997	THE AUSTRALIAN	SECTION; SPORT; Pg. 23	Hopes sink in Channel Race
08/05/1997	Calgary Herald (Alberta , Canada)	SECTION:LIVING:STYLE; Pg. B6	Men's options are limited: Beach Attire Isn't Varied, but Most Guys Don't Care
08/07/1997	The Post-Standard (Syracuse, NY)	SECTION:HJ; Pg. 1	FITTING IMAGE HOW TO GET THE HIP-HOP CLUELESS EVERYTHING SKATEBOARDER LOOK
08/11/1997	Advertising Age	SECTION: News; Pg. 27	BREAKING; NAUTICA: MARINE DEMIN GOES URBAN
08/14/1997	Newsday	SECTION:STYLE FILE; Page B17	READY, SET, SHOP/NEW TEMPTATIONS ABOUND FOR FASHION-CONSCIOUS CONSUMERS
08/17/1997	Wyoming Tribune-Eagle (Cheyenne,WY)	SECTION: News	
08/20/1997	The Record (Bergen County, NJ)	SECTION:BUSINESS; Pg. B03	WORTH NOTING
08/22/1997	Dayton Daily News (Ohio)	SECTION: LIFESTYLE, Pg 1C	FASHION IS BACK IN SESSION COMFORT RULES WHEN CHOOSING CLOTHES FOR THE CLASSROOM
08/25/1997	Richmond Times Dispatch (Virginia)	SECTION:METRO BUSINESS, Pg. D-11	EQUIPMENT FINANCIER OPENS OFFICE
08/28/1997	The New York Times	SECTION D; Page 6; Column 4; Business/Financial Desk	THE MEDIA BUSINESS; ADVERTISING – ADDENDA; Miscellany
08/29/1997	Daily News Record	SECTION: No. 104, Vol. 27; Pg. 10	Designers, top brands to drive 2d-half apparel growth; analysts. Some gains seen for tailored clothing as casual dressing slips; tailored, second half 1997, apparel brands.
09/4/1997	Rocky Mountain News (Denver, CO)	SECTION: SPOTLIGHT ON STYLE; Ed. F; Pg. 5D	Men's fragrances waft a long way, baby
09/05/1997	Daily News Record	SECTION: No. 107, Vol.27; Pg1	Nautica Enterprises to acquire golf apparel firm; W Magrath Apparel, green Grass resource, will function as a separate divison.
09/06/1997	Los Angeles Times	SECTION: Sports; Part C; Page 12 Zones Desk	Digest;WESTLAKE'S MILLER UNDECIDED ON FOOT SURGERY
09/07/1997	Charleston Gazette	SECTION: News; Pg. P6A	Lawyer busts those who steal intellectual property
09/09/1997	The Gazette (Montreal, Quebec	SECTION: NEWS; Pg. A6	In school, clothes make the rapper – or raver

Date	Publication	Page	Headline
09/12/1997	Dallas Business Journal	SECTION: Vol 21; No 3; Pg 16	**Nautica** lines up marketing push for Byron Nelson line
09/17/1997	Sun-Sentinel (Fort Lauderdale, FL)	SECTION: COMMUNITY CLOSE-UP, Pg. 14 NEXT GENERATION	YOU ARE WHAT YOU WEAR
09/21/1997	The New York Times	SECTION:6; Part 2, Page 75 Column 1; Men's Fashions of The Times Magazine	Out on a Limb
09/22/1977	HFN The Weekly Newspaper for the Home Furnishing Network	SECTION: No. 38, V ol. 71; Pg 1	**Nautica** inks Pfaltzgraff
09/22/1997	Advertising Age	SECTION: People; Pg. 34	PEOPLE; PHOTO REVIEW
09/26/1997	NBC NIGHTLY NEWS		DRESS-DOWN FRIDAY'S MEAN BIG BUSINESS FOR CLOTHING DESIGNERS
09/26/1997	Charleston Daily Mail (West Virginia)	SECTION: News; Pg. P1A	Stone & Thomas In transition Employees wonder what's in store
09/28/1997	Buffalo News (NY)	SECTION:LIFESTYLES, Pg. 3 F	CURRENT
09/29/1997	People	SECTION: STAR TRACKS; Pg. 6	STAR TRACKS
09/30/1997	Calgary Herald (Alberta Canada)	SECTION: LIVING: STYLE; Pg. C1/ FRONT	Fragrances for fall radiate a healthy, sporting image

NAUTICA APPAREL, INC.

Oct-Dec 1997

Third Party Articles

Date	Publication	Page	Headline
10/2/1997	International Herald Tribune	Feature; pg. 10	City takes center stage
10/6/1997	HFN The weekly newspaper for the Home Furnishing Network.	No. 40, Vol. 71; pg. 99	Nautica bets on design; style seen as key to Pfaltzgraff line
10/12/1997	Sunday Mail (Queensland, Australia)	Advert; Pg. 18	Summer set to sizzle
10/12/1997	Pittsburg Post Gazette	Lifestyle, pg. G-11, In Fashion	Weisshouse: 'most enjoyable for shopping
10/12/1997	The Atlanta Journal and Constitution	Dixie Living; pg. 08 M	In Style; In fashion
10/18/1997	The Post Standard	Local News; Pg. B 1	Nautica makes a splash in SU show
10/20/1997	Forbes	Management, strategies, trends; pg. 158	Jostling Nike
10/23/1997	Austin American States	Lifestyle; pg. E 3	Area stylists raise nearly $2,000
10/25/1997	Charlotte Observer	Home; Pg. 1 E	Designer furniture
1027/1997	Singapore Straits Times	News	Singapore retailer gains foothold in Seoul
11/2/1997	Palm Beach Post	Business, pg. 5 F	The shoe fit for new CEO at Genesco
11/2/1997	The Miami Herald	Home; pg. 17 H	Fashion makes mark on furniture
11/4/1997	Calgary Herald (Alberta, Canada)	Living; Style; pg. B 10	Name brands rule among savvy students.
11/6/1997	The Houston Chronicle	Fashion; pg. 1	The name game
11/7/1997	USA Today	Bonus; pg. 3 E	The right stuff
11/8/1997	The Vancouver Sun	Home; Pg. E 4	Designers bring name appear to furniture lines consumer mood
11/9/1997	Telegraph Herald (Dubuque, IA)	Features; pg. E 7	Furniture firms turn to trendy names for sales
11/13/1997	San Antonio Express News (Texas)	SA Life; pg. 12, part F	Haute shots
11/14/1997	The Independent (London)	Features; pg. 5	Zips and toggles are us?
11/15/1997	St. Louis Post Dispatch	Lifestyle; pg. 32	Get Dressed and get moving
11/17/1997	Newsweek	Society; Trends; pg. 77	Toeing the Designer Line
11/17/1997	Crain's Chicago Business	Real Estate; pg. 44	Real Estate Review
11/17/1997	Seattle Post Intelligencer	Lifestyle; pg. D 2	Beachgoer can dress swimmingly
11/24/1997	Fortune	Features; The Business Life/Fashion; pg. 208	Dressing right and getting it wrong
11/26/1997	Chicago Sun Times	Features; pg. 31 NP	Making the man;
11/29/1997	The Virginian Pilot (Norfolk, VA)	Magazine; pg. 002	Sun Mag; What's in store
12/4/1997	Los Angeles Times	Life & Style; Part E; pg. 2; View Desk	Page 2: Fashion; sense of style

NAUTICA APPAREL, INC.

Oct-Dec 1997 Third Party Articles

Date	Publication	Page	Headline
12/5/1997	Salt Lake Tribune (Utah)	Business; pg. B 8	Meanwhile in Utah
12/7/1997	Newsday	Queens Life; Pg. G 13	Outings/A futuristic update of a timeless piece
12/8/1997	Advertising Age	News; pg. 16	Designer furnishings trend boosts mag pages
12/10/1997	Milwaukee Journal Sentinel (Wisconsin)	Heels pg. 1, Savage on Wheels	Villager minivan doesn't need a lot of flashy changes
12/11/1997	Tulsa World (Oklahoma)	Living; Pg. D 3	Consider all options when selecting bed sheets
12/16/1997	The Atlanta Journal Constitution	Features; pg. 02 E	Peach Buzz
12/23/1997	WWD	No. 121; Vol. 174; pg. 9; ISSN: 0149-5380	IPO underwriters recommend Dan River
12/31/1997	South China Morning Post (Hong Kong)	Style Briefing; pg. 16	Home hints
12/31/1997	The Dallas Morning News	Fashion! Dallas; pg. 1 E	Staying Power; Change is the lifeblood of fashion

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

STYLE FILE;I WANT, I NEED, I HAVE TO HAVE IT FOR JANUARY In Style January, 1997

Copyright 1997 Time Inc.
In Style

January, 1997

SECTION: STYLE FILE; Pg. 30

LENGTH: 665 words

HEADLINE: STYLE FILE;
I WANT, I NEED, I HAVE TO HAVE IT FOR JANUARY

BYLINE: INGRID SCHMIDT; RENE CHUN

BODY:
PEAK PANACHE

Ski fashion is making its way from the slopes of Sun Valley and other resorts onto Main streets everywhere. Magic Johnson and his son, E.J., walked the runway at **Nautica** in skiwear so versatile they wore it out the door. Val Kilmer was recently spotted in a down Nuptse vest by North Face paired with a white T-shirt and jeans for a cool, casual look. To give slim trousers an outdoorsy edge, add a sleek, colorful sweater, with or without zipper (a fitted silhouette will offset the clunk of fashion-forward boots and the bulk of padded, high-tech gloves). Then wind a thin, multicolored scarf round your neck and you're ready to go. Just be sure to leave your poles behind. 1. **Nautica's** cotton color-block Winter Sport sweaters, $ 128; at Macy's. 2. Black leather and technic nylon Sundance boots by Ralph Lauren Polo Sport, $ 149; at fine department stores nationwide. 3. Wrestle Nylon apres-ski pants in royal blue or black by 2BI, $ 85; at Barneys New York, 212-833-2322. 4. Multicolored Missoni scarves, $ 125; at Missoni, New York City, 212-517-9339. 5. Mossimo's Cellular Glove in yellow and blue with patches, $ 30; at Hudson's and Marshall Field's department stores, or call 314-421-4498 for information; Pamir Windstopper System gloves in Aztec blue, red or black by the North Face, $ 45; 800-362-4963. --Ingrid Schmidt

CURRENTS

EIGHTIES REDUX Iconic designer logos have gone from kitsch to fashionable. The latest status symbol: Gucci's updated "G" watch. The watch has been in demand since last fall when Maxine Bahns, Kirstie Alley and Bijou Phillips ordered theirs ($ 895, Gucci stores). DIOR DAYS The Christian Dior exhibit at New York's Metropolitan Museum of Art (December 12 through March 23) celebrates the 50th anniversary of Dior's New Look of 1947 and includes 80 original creations from this century's most influential (and most copied) designer. WHEN FUR FLIES Sharon Stone recently visited designer Zang Toi's New York showroom and purchased, among other things, a striped brown blazer with real mink collar and cuffs ($ 2,000). If animal rights is an issue: Actress Kelly Preston bought the same style blazer...trimmed with faux fur, of course ($ 1,300).

HER WAY tomorrow's tastemakers

LISA MARIE

Former Calvin Klein model Lisa Marie hopes to take Hollywood by surprise as Martian Girl in the new movie Mars Attacks! Now in theaters, the film was directed by Tim Burton, Lisa Marie's significant other.

occupation: "Fledgling Hollywood starlet"

favorite film: "Polanski's Repulsion. I love the mod London scene, the Grand Guignol plot, and Catherine Deneuve--she's the ultimate heroine."

favorite album: "Best of the Doors. All guys should wear frilly shirts and leather pants."

best fashion trick: "An Azzedine Alaia dress; it pushes everything just right."

describe your look five years ago: "Blond bombshell--in spike heels and trashy lingerie."

your look now: "Vargas Girl Goes Vintage. I'm into antique clothes. My favorite is a beaded flapper dress from the twenties."

your look in five years: "Indian chic. Goodbye rubber miniskirt. Hello sari." --Rene Chun

FILM TO FASHION

Ab Fab junkies in need of a fix have been making do with videos and reruns. Until now. The Last Shout, a new Absolutely Fabulous TV movie, debuts January 19 on Comedy Central. Costume designer Sarah Burns explains the contrasting styles of Edina and Patsy: "Edina is a complete label queen who buys everything two sizes too small. She may be wearing Lacroix, but there's always a visible panty line. Patsy is more elegant, but a bit raunchy. Imagine a cross between Cher and Ivana Trump." Look for Patsy making an entrance in a La Perla fishnet bodysuit, black Wonderbra, and four-inch stiletto heels. Burns says the vogue for tight, mismatched garments forced her to tinker with Edina's wardrobe. The result: Think Adidas tracksuit, silver lame shirt over an acid yellow DKNY top, platform sneakers. Sounds fab, right, sweetie darling?

GRAPHIC: COLOR PHOTO: CHARLES MASTERS, 1[Three **Nautica** ski sweaters]; COLOR PHOTO: CHARLES MASTERS, 2[Sundance boots by Ralph Lauren Polo Sport]; COLOR PHOTO: CHARLES MASTERS, 3[Two pairs of apres-ski pants by 2B!]; COLOR PHOTO: CHARLES MASTERS, 4[Missoni scarves and ski boot]; COLOR PHOTO: CHARLES MASTERS, 5[Two Cellular Gloves by Mossimo and two Pamir Windstopper System gloves by the North Face, on ski poles]; COLOR PHOTO: COURTESY OF GUCCI, [Gucci watch]; COLOR PHOTO: BARRY KING, [Lisa Marie]; COLOR PHOTO: COURTESY OF COMEDY CENTRAL, [Jennifer Saunders and Joanna Lumley in TV's Absolutely Fabulous]

LOAD-DATE: December 17, 1996

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 12:07 PM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Loungewear, Neckwear Seen Strongest in '97 DNR Accessories for Men Supplement January 3, 1997

Copyright 1997 Responsive Database Services, Inc.
Business and Industry
Copyright 1997 Fairchild Publications, Inc., a subsidiary of Advance Publications, Inc.
DNR Accessories for Men Supplement

January 3, 1997

SECTION: Pg. 22; ISSN: 1041-1119

RDS-ACC-NO: 845457

LENGTH: 1346 words

HEADLINE: Loungewear, Neckwear Seen Strongest in '97

BYLINE: CATHERINE SALFINO

HIGHLIGHT:
Loungewear and neckwear see growth in department stores, led by designer names

BODY:
Loungewear is seeing growth in department stores, led by designer names like Tommy Hilfiger and **Nautica.** Accesories sales saw strong growth in the last quarter of 1996, sometimes reaching the double digits, according to executives at major retailers. Loungewear was one of the strongest areas in the men's business in 1996 at Mercantile Stores, according to Robert Sears, divisional merchandise manager. Ron Sick, buyer for dress shirts, neckwear, furnishings and accessories at Crowley Milner, said his loungwear business is up 44% over last year's. Both Sears and Sick cite designer brands as impetus to this increased growth. Neckwear too is seeing healthy growth: for 1996, neckwear was up 7% at ZCMI stores (Salt Lake City, UT), according to Mike Walker. Buyer for men's dress shirts and neckwear. Designer labels are a strong point in this category, too. Full text discusses this trend in more detail.

NEW YORK (FNS) -- Department stores are expecting strong results from accessories and furnishings in 1997, with designer loungewear leading the charge.

Executives at these major retailers said accessory sales experienced very strong increases during the last quarter of '96, sometimes even racking up double-digit gains. This meant good news in particular for neckwear, which has suffered the last couple of years. But the category that has retailers rubbing their hands with anticipation is loungewear. Thanks to designer names like Calvin Klein, Tommy Hilfiger, **Nautica** and, more recently, Polo by Ralph Lauren, the classification is catching fire. So rather than relegating loungewear to a holiday buy, stores are looking to increase its space year-round.

"Two to three years ago there was no designer direction in this business," said Bill Howell, divisional vice-president for men's wear at McRae's, Jackson, Miss. "Now, with the designers' involvement, it's created a whole new interest in this area. And we have a lot of fashion stories to tell where we didn't three years ago."

At Mercantile Stores, loungewear was one of the strongest areas in the men's accessories business in '96, according to Robert Sears, divisional merchandise manager. He said he'll be looking for more space for the classification this year. "It's become an item for all year 'round," he said. "Whereas before we would find

extra space for holiday and then shrink it down, I don't see it shrinking down now. Loungewear has become more like sportswear and fashion is driving the business."

Ron Sick, the buyer for dress shirts, neckwear, furnishings and accessories at Crowley Milner, said **Nautica,** Tommy Hilfiger and Calvin Klein are driving loungewear growth. Whereas in the past loungewear selection was limited, Sick noted, "now there's so much, it's hard to tell the difference between the loungewear and sportswear." Hot items for holiday included short and long flannel boxers, and pants.

Robes, which traditionally fare well as a holiday gift item, also sold well, stores said. At Crowley Milner, Sick said that since all his areas did well in '96, he'll be looking to get more space this year for everything, but especially loungewear. Sick said his loungewear business is up 44 percent over last year's. He's doing well with names like Joe Boxer, Perry Ellis America, and Bottoms Up by Host Apparel.

He doesn't carry designers like **Nautica** or Calvin Klein. "I've already placed my loungewear order for spring it's put to bed," Sick asserted. "I think it's doing so well because it's comfortable and it's becoming a way of life." Sick said he thinks people are getting into loungewear when they get home, rather than putting on jeans. But he added that Crowley's denim business is healthy too.

McRae's Howell said he believes his accessories are selling better than ever because of the increased designer business. "We're carrying more designer brands overall and we've traded up our private-label programs," he said, citing belts as another category that has benefitted from the changes. "The perceived value was there, so we could get a higher retail, too."

While retailers are not rushing to allocate more space for neckwear, the category is showing renewed strength, and higher-priced goods are checking. Neckwear is doing quite well right now at McRae's, said Howell. Although the number of units was down throughout the year, Howell said the average out-the-door retail price increased from last year, making up for the decrease in units. He said he'll buy the same number of units for '97 and react to trends if anything gets hot.

At ZCMI stores, neckwear is holding its own, according to Mike Walker, buyer for men's dress shirts and neckwear. For 1996, neckwear was up 7 percent at the Salt Lake City, Utah-based chain, with shirts and ties posting an 8 percent increase for December. "We're doing very well with Tommy Hilfiger from Superba, and Studio by Fumagalli's," Walker said. "Our Norman Rockwell designs from Watson Bros. have sell-throughs of 10-15 percent weekly. And Bill Blass Black Label from Mallory & Church has also been very strong with about 8 percent sell-throughs weekly."

Walker said this was the third holiday season in a row where ZCMI had very strong neckwear and shirt sales, a trend that was quite different from the rest of the country. "Our customer base in the Salt Lake City metro area is still very traditional, wearing the suit and tie or sport coat and tie to work," he explained. "A lot of companies here are going casual in dress but not to the degree of the rest of the country."

Although ZCMI's designer business is strong, Walker said the private label and smaller brand names fuel business and will continue to take up most of his neckwear space. "What's really driven the category is the non-glamour part of business with Peter Thomas by Superba and Zylos," he said. "It would be nice to say we only go with the fashion houses like Armani," noted Walker. "But many of our customers don't understand paying $45 or $75 for a tie. So we'll have nice goods for nice prices that drive the business."

Crowley Milner's neckwear has seen a 20 percent increase, while at Mercantile, neckwear outperformed expectations in the last quarter of '96. Mercantile's Sears said he expected to end '96 with a single-digit increase. "Ties had a really good first week in December and neckwear has not been great for the last two years," Sears said. This year, he said he'll give neckwear the same amount of space on the floor that it occupied in '96. "The good thing about neckwear is, if it sells well, we can react to a trend, and if it doesn't, we have room to maneuver."

During the accessories market, retailers will be looking for a variety of needs, from belts to loungewear, for Father's Day and fall.

Sears said Mercantile people will be looking primarily at fall items this market. "We'll be looking for next year's loungewear and we plan to see the major lines by Tommy, **Nautica** and Calvin Klein," he said. "Also Polo is getting more involved in that business so we will look at them as a new candidate."

McRae's Howell said the market weeks are an important time for his people to take a look at new styles in belts, and they will probably also look at loungewear for both Father's Day and fall.

For ZCMI's Walker the market week will be useful for picking up a few things that fit with the mix he's already offering his customer. "I've had a good response to textured woven ties," he said, adding that he plans to look at Azizo Imports. But Walker said it's important to tailor trends for his customer. "Sometimes I want to go and get this, this and that. But I did that before and found out I was either too early or late with the trend. So now I go in and adapt what they're showing to what I think is right for my customer in my area. We're definitely a different animal compared to Chicago or New York or Atlanta." Crowley Milner's Ron Sick said he'll be keeping an eye out for interesting belts. "We have an older customer and do a lot of basic looks. I want to put more fashion into it."

TYPE: Journal; Fulltext; Abstract

JOURNAL-CODE: DNRACMES

LOAD-DATE: October 27, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text) [T]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 12:07 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Mall targets more upscale stores Cherry Creek owner wants to duplicate New Jersey mall's retailers The Denver Post January 11, 1997 Saturday

Copyright 1997 The Denver Post
All Rights Reserved
The Denver Post

January 11, 1997 Saturday 2D EDITION

SECTION: BUSINESS; Pg. D-01

LENGTH: 617 words

HEADLINE: Mall targets more upscale stores Cherry Creek owner wants to duplicate New Jersey mall's retailers

BYLINE: By Penny Parker, Denver Post Business Writer

BODY:
SHORT HILLS, N.J. - It would be a tall order to duplicate the long list of upscale stores in The Mall at Short Hills.

But the Taubman Co. plans to replicate some of them in the Cherry Creek mall's addition, and sprinkle on a few of its own amenities.

Taubman, the Michigan-based owner of both malls, wants to attract some of Short Hills' unusual apparel, home furnishings, and toy and gadget stores, while keeping in mind Denver demographics.

Shoppers in this New York City suburb boast some of the highest incomes per household in the country, and the 1.35 million-square-foot shopping center draws customers from a 40-mile radius.

"It's important to recognize that the Short Hills market is very different than the Denver market," said Nick LeMasters, Cherry Creek mall general manager. "It's far more affluent and incomes are very high. They have some tenants we would be delighted to have here, but others might be perceived as too high end or fashion-forward for this marketplace."

Taubman announced last summer plans to add 156,000 square feet to the existing 1 million square feet in Cherry Creek, at a cost of $ 70 million. The expansion will add 30 specialty shops and a new and bigger Lord & Taylor store. The target opening is August 1998.

Cherry Creek made its first move yesterday toward the mall's remodeling and expansion. Barricades went up around the Grand Court - the amphitheater-style area in the center of the mall - where construction is under way to transform the area into a "lobby lounge."

The Lobby Lounge - a working name for the new area - will be modeled after Short Hills' Grand Court. Cushy leather chairs, coffee tables and reading lamps invite weary shoppers to take a break. The Grand Court in the New Jersey mall also is equipped with credit-card-accessible telephones. Cherry Creek's version will go further, LeMasters said.

The Denver Metro Convention & Visitors Bureau will open a branch office in the new area that will serve as the city's concierge. Visitors Bureau employees will be able to make restaurant, theater, sports and

sightseeing reservations for mall visitors starting in mid March.

"We estimate the visitor market captures 30 percent of our entire sales," LeMasters said. "We tested in our shopping center in Reno, which has a very strong visitor market as well. After seeing it there, it make sense to have it here as well."

Taubman has announced that Tiffany & Co., the chi-chi jewelry store; Restoration Hardware, a home-furnishings retailer that opened its first Colorado store at Park Meadows mall; and Rainforest Cafe, an eater-tainment restaurant, have signed leases for the project.

LeMasters announced yesterday that Papyrus, a high-end stationery store, has also signed up for a space in the addition. And his "wish list" includes other stores that already have homes at the Mall at Short Hills.

The list includes: Lauren Brooks, a home-furnishings store in Park Meadows mall that features romantic decor; Cole Hahn shoes; Claiborne men's store; **Nautica;** Tommy Hilfiger; Dana Buchman women's clothing; Learningsmith, an educational toy store; Fossil, a watch and gadget store; and Crate & Barrel.

"We want to be as different from our competition as we can possibly be, continue to be distinctive and secure our position as the pre-eminent shopping destination in the entire Rocky Mountain region," LeMasters said. "In order to do that, the retail component is the most critical factor."

Cherry Creek's most recent - and perhaps most formidable - competition is Park Meadows, TrizecHahn Co.'s mall to the south. Park Meadows has taken a chunk out of Cherry Creek's sales since the Douglas County mall opened last August.

GRAPHIC: PHOTOS: Special to The Denver Post/Lisa Kyle The Mall at Short Hills, N.J., features a Grand Court, above, that has cushy leather chairs, coffee tables and reading lamps for weary shoppers. Cherry Creek mall is planning a Lobby Lounge modeled after the Grand Court for its addition. Learningsmith, below, an educational toy store at the New Jersey mall, is on Cherry Creek's wishlist for new tenants for the expansion.

LOAD-DATE: January 14, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 12:05 PM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

MALL MERCHANTS EXPECT TO CASH IN ON BELK RENOVATION Charlotte Observer (North Carolina) January 12, 1997 Sunday TWO EDITION

Copyright 1997 The Charlotte Observer
All Rights Reserved
Charlotte Observer (North Carolina)

January 12, 1997 Sunday TWO EDITION

SECTION: IREDELL NEIGHBORS; Pg. 2I

LENGTH: 428 words

HEADLINE: MALL MERCHANTS EXPECT TO CASH IN ON BELK RENOVATION

BYLINE: JOE MARUSAK and CAROLYN PRESSLY, Staff Writers

DATELINE: STATESVILLE

BODY:
Belk's planned $2.7 million refurbishing of its Signal Hill Mall store may not only be good for Belk: Other Signal Hill merchants expect the major renovation to draw more customers through their doors, too.

"I'm extremely encouraged by it," said Mark Barry, manager of Hills Department Store, which along with Belk, JC Penney and Peebles is an anchor at Signal Hill. "I anticipate it will bring additional traffic to the mall and to Hills."

Belk officials on Tuesday said the store's new look will include an updated entrance, spacious marble aisles and new lighting and carpeting. Construction should begin late this month and be completed this fall.

The 78,000-square-foot store opened in 1973, the same year as the mall, and Belk officials said the store was due for updating.

"The store was looking a little tired," said John Pennell, executive vice president and supervising partner of Charlotte-based Belk Brothers Co. The group operates 11 stores in Charlotte and surrounding markets.

Pennell said Statesville always has been a strong market for Belk, "and we're committed to doing what's necessary for Belk to remain the department store of choice here."

The renovation also will include expanded men's, women's and cosmetic lines.

The store will enlarge its cosmetics area for broader product lines from Clinique, Estee Lauder and other leading brands. Expanded men's department offerings will include Tommy Hilfiger, Chaps by Ralph Lauren, **Nautica** and others. Hilfiger and **Nautica** will open shops within the department.

A Liz Claiborne shop is planned for the women's area, as well as a larger selection of such brands as Lee, Levi and Calvin Klein.

The expanded lines are important to keeping more local shoppers from traveling to larger Belk stores in Winston-Salem and Hickory, said Burr Collier of C & J Associates, the private partnership that owns Signal Hill.

Linda McClure, who manages Wooten Jewelers at the mall, agrees that Belk's expanded lines will save shoppers mileage. She said she'll save on trips to larger Belk stores in Charlotte and Hickory.

"I'm just proud they're doing this now," said McClure, who said she wishes the store had refurbished even earlier.

The renovation will "help everyone here, traffic and sales-wise," McClure said.

Belk opened in downtown Statesville in 1912 on West Broad Street, moved to a nearby 27,000-square-foot location in 1935 and four decades later located at Signal Hill. The mall's other anchors also have undergone major renovations in recent years, Collier said.

LOAD-DATE: October 17, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 12:05 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Logos push bubble jackets into high gear; many new brands are using aggressive ad campaigns to reach urban consumers; includes related article on Golden Bear's trademark suit against Bear U.S.A. Inc. Daily News Record January 13, 1997

Copyright 1997 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1997 Capital Cities Media Inc.
Daily News Record

January 13, 1997

SECTION: No. 6, Vol. 27; Pg. 16; ISSN: 0162-2161

IAC-ACC-NO: 19030419

LENGTH: 1274 words

HEADLINE: Logos push bubble jackets into high gear; many new brands are using aggressive ad campaigns to reach urban consumers; includes related article on Golden Bear's trademark suit against Bear U.S.A. Inc.

BYLINE: Spevack, Rachel

BODY:
NEW YORK -- Logoed down bubble jackets have taken the young men's outerwear market by storm this winter, winning especially ardent fans among fashion-conscious urban youth.

Key to the success of these jackets is their logos, which are prominently placed on the garments, usually on the chest. The logos must be the brands customers want, say retailers. Labels in demand at retail this season include First Down, South Pole, Bear USA, Polo, Tommy Hilfiger, **Nautica** and The North Face.

"The logos are good. That's what people come here for -- the name," said Brian Kilpatrick, a partner in L.A. Fashion, a men's and women's store in Springfield, Mass. He said his customers come into the store asking, "You got South Pole? You got First Down?"

Bubble coats are not new to the outerwear market, of course. The brand recognition for First Down, in fact, was created with its introduction of bubble coats four holidays ago, according to Nathan Kestenman, executive vice-president of Turbo Sportswear Inc., parent of the First Down line. Turbo, based in Perth Amboy, N.J., is an importer of young men's outerwear and sportswear.

Kestenman said the logo has been key to First Down's success, but it's not the logo alone that's responsible. "It's a combination of the logo as well as the styling as well as the marketing program. You need all three elements in order to achieve the awareness level and appeal to the cutting-edge customer. The logo is somewhere on the outside of every garment that we produce." It's also "very prominent" in the advertising for First Down, he added.

Turbo has been down this road before. About six years ago, its Triple Fat Goose outerwear label achieved the same kind of notoriety that First Down has today, Kestenman said. Now, Turbo uses the Triple Fat Goose brand for its more mainstream styles and incorporates "cutting-edge fashion trends" into First Down. The First Down name, which was launched for fall '92, is meant to connote the premier down brand, he

said.

"We use First Down on sportswear as well as outerwear. We've licensed it for footwear, jeans, backpacks, belts and watches, all men's." Turbo also markets women's and boys' coats under the brand.

Turbo advertised the First Down brand intensively in five major markets starting for back-to-school '96 -- New York City, Philadelphia, Baltimore, Detroit and Chicago. The campaign, which is ongoing, includes radio spots and uses outdoor vehicles such as billboards and the sides of buses, Kestenman said. In addition, Turbo runs print ads for the brand in national magazines such as The Source, Vibe and Slam. All of First Down's advertising features its current endorser, Stephon Marbury, a rookie guard for the Minnesota Timberwolves basketball team.

While First Down is known for its bubble jackets, the line also includes techno-looking jackets, technical outerwear and more fashion-forward-looking snowboarding and ski jackets, Kestenman said. Asked if he thinks bubble jackets will continue to sell next year, he replied: "We see bubbles going forward, but we've put a lot of new twists [in them] to keep them looking fresh for the marketplace." Its down bubble jackets range at wholesale from $ 65 to $ 90.

Bear U.S.A. Inc. also expects to go forward with bubble jackets, which it markets under its Bear USA brand. "The bubble jacket has been our strength," said Thomas B. Hong, president of the Norwood, N.J.-based company. "That's what the industry has come to know us by. Based on the sales and the figures that we have, I think the bubble will still be present in our product line and we'll still continue to go forward with that. Of course we will continue to develop new products. You'll see our presence in activewear also. Footwear will be very strong as well."

Bear U.S.A., which is a little over three years old, sources its production overseas. Its strength has been in the fashion outerwear business, but it also markets footwear, which it launched last year. Its target customer is "the MTV crowd -- young, hip-hop, fashion-conscious," Hong said.

Bear's retail distribution is pretty equally split between department and specialty stores. Its strength is in the Northeast and New England, but it also has distribution along the Eastern Seaboard and at such accounts as The Bon Marche and Macy's East and West. Its down bubble jackets retail for approximately $ 130-$ 140.

The Bear USA logo has been "very important" to the success of the outerwear, Hong said. "That's one of the reasons why we've had so many problems with so many people knocking off our brand. We've had some trademark infringement cases. That's one of the things we are dealing extensively with at this time. We stress to all the retailers that we are Bear U.S.A. Our brand and the name is very strong and it's very important to us. That's why we're doing whatever we can to legally protect our trademark and goodwill."

Bear U.S.A. has done very little advertising to date. Instead, it's been successful through customer recognition of the product, Hong said. Its jackets have been featured editorially in The Source, Vibe and GQ, and have been worn by actors on the TV show New York Undercover (through an arrangement with the company). "Going forward we intend to advertise quite extensively through the print media and billboards, focusing on our target markets," he noted. "We are planning to go across the country. We've hired an outside advertising agency and are working out the details." Hong said he doesn't know yet whether Bear will have a campaign ready in time for spring, but it will definitely have one ready for back-to-school.

Derek Morris knows about bubble jackets. As owner of Top of the Line Clothing, a men's and women's specialty store operation with two units, Fall River and New Bedford, Mass., he carries such outerwear labels as First Down, South Pole, Bear USA, TKO and Perry Ellis.

He thinks that "If it wasn't for the logos, the jackets wouldn't sell. People are looking for quality but they're paying for labels. They look at the label first, then they look at the jacket. First Down is what's happening right now. The Bear jacket is popping. Davoucci [a label known for its shearlings] is selling like crazy. I sell a lot of shearlings. My customers ask for Davoucci. They ask for TKO, South Pole, Bear."

A First Down reversible jacket that is selling very well at Top of the Line Clothing this winter has a camouflage print on one side and is solid black on the other, Morris said. "That's an excellent jacket. It retails for about $ 180. The logo is not really big; it's got a small logo on the left-hand side."

Morris said he will carry all of the bubble-coat lines going forward, but he thinks they will have to come up with different styles in the coming seasons. "As of right now, the bubble style is sharp. South Pole and First Down and Fubu and Bear are all the same. They all have the bubble look. If you take Sir Benni Miles and put it next to them, there's no comparison. It's much different. The coat is much bulkier." Sir Benni Miles is a New York-based line of outerwear, sportswear, activewear and jeans. A down vest by Sir Benni Miles is a hot item this winter, he added.

Kilpatrick of L.A. Fashion thinks outerwear makers may be able to keep churning out bubble jackets "because a lot of people like that style. I think it can keep going."

He carries South Pole all year-round because he carries its sportswear and jeans in addition to its outerwear. He only buys bubble coats from First Down, however. Kilpatrick said the next label he wants to carry is Bear USA.

GRAPHIC: Photograph

IAC-CREATE-DATE: January 22, 1997

LOAD-DATE: January 31, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 12:03 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Nautica Enterprises Inc.(NAUT,NNM) reports earnings for 3d qtr to Nov 30 The New York Times January 20, 1997, Monday, Late Edition - Final

Copyright 1997 The New York Times Company
The New York Times

January 20, 1997, Monday, Late Edition - Final

SECTION: Section D; Page 9; Column 1; Business/Financial Desk

LENGTH: 54 words

HEADLINE: **Nautica** Enterprises Inc.(NAUT,NNM) reports earnings for 3d qtr to Nov 30

BODY:

**** COMPANY REPORTS ****

Nautica Enterprises Inc.(NAUT,NNM)

3d qtr to Nov 30	1996	1995
Sales	116,570,000	90,819,000
Net inc	15,964,000	11,906,000
Share earns	.37	.28
Shares outst	43,253,000	42,655,000

The per-share figures reflected a 2-for-1 stock split on May 28, 1996.

LOAD-DATE: January 20, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 12:02 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Married with fund Forbes January 27, 1997

Copyright 1997 Forbes Inc.

Forbes

Forbes

January 27, 1997

SECTION: MONEY & INVESTMENTS; The Funds; Pg. 118

LENGTH: 711 words

HEADLINE: Married with fund

BYLINE: By James M. Clash

HIGHLIGHT:
You can manage a successful fund from anywhere, including a home office. For the Bonnel Growth Fund, make that two home offices.

BODY:
EVERY WEEKDAY MORNING Arthur and Wanda Bonnel do what many married couples do: get dressed, eat breakfast, kiss each other good-bye and rush off to work.

The Bonnels' commute, however, is just 60 feet down the carpeted hallway of their Reno, Nev. home, to a space where they run a $ 100 million mutual fund. Wanda, 45, is the analyst and handles back-office operations; Art, 51, is portfolio manager. They work in separate rooms.

Their two-year-old United Services Bonnel Growth Fund has averaged an annual return of 36%, six points ahead of the market. Before Bonnel Growth, they ran the MIM Stock Appreciation Fund from 1989 to 1994, beating the S&P by seven points.

The two met while working together at a money management firm, also in Reno, and married in 1987. They have no children, but they do have the fund. Says Wanda: "It's probably as much work as kids."

Maybe more. The Bonnels spend 10 to 12 hours a day pouring over the 10,000 or so publicly traded stocks to come up with the 100 that sit in their portfolio. Besides liquidity (minimum daily trading volume, 20,000 shares), the Bonnels want a stock to meet four criteria:

First, a healthy earnings gain in the most recent quarter from the year-earlier quarter. No exceptions. "We don't care if they've found a cure for cancer," says Art, who recently dumped LoJack, which makes an anti-auto-theft device, because of flat third-quarter earnings.

Next, an earnings growth rate (in percentage points) higher than the forward-looking price/earnings ratio. Coca-Cola, for example, saw third-quarter earnings growth only in the teens, versus a P/E in the 30s. "There's nothing fundamentally wrong with the company," says Art, "but I don't get that warm, fuzzy feeling with Coke." Hence, Coke's not in the portfolio.

The third criterion is a strong balance sheet. The Bonnels like to see a current ratio -- current assets to

current liabilities -- of 2-to-1 or better. The ratio of debt to equity should be no higher than 30%.

Finally, the Bonnels look for substantial insider ownership of stock, 5% to 20%. "We want management working for us," says Wanda.

Typical of the Bonnels' bigger stocks is Intel, which, at a recent 131, represents 1.9% of the fund's portfolio. Third-quarter earnings were up 46%, more than double Intel's 1997 estimated P/E of 21. The current ratio is almost 3-to-1. Intel has debt equal to only 4% of equity and is 7% owned by management.

Another Bonnel favorite: Billerica, Mass.-based Centennial Technologies, a manufacturer of credit-card-size personal computer modems and, at 4%, their largest holding. The Bonnels' average cost was 8 just a year and a half ago; the stock now trades at 50. The forward-looking P/E of 42 compares with a recent quarterly earnings growth rate of 180%.

Besides technology, the fund is heavily weighted in retail (Sears and Ross Stores) and apparel (**Nautica** Enterprises) -- sectors that the Bonnels think will continue to benefit from a strengthening 1997 economy. They also like drug stocks, Merck and Eli Lilly in particular, which should continue to grow as baby boomers age.

Art Bonnel's first stock purchase was in November 1963. John F. Kennedy had just been assassinated, and the market was in a panic.

"I didn't have any of my own money," says Bonnel, "so I told my father, 'I don't think the end of the world is coming just because the President was assassinated.' He set up a $ 4,000 account for me, and I bought Sperry Rand and Ampex when the market reopened. Sure enough, the stocks went up a couple of days later, and we made a few bucks." If it was that easy, he was hooked.

He's still a bull: "I think by the year 2007 the Dow will be at 20,000."

If you agree, consider this no-load, available for a $ 5,000 minimum, purchased directly or through the three major fund consolidators. Its 1.8% annual expense ratio is a bit stiff, but has come down from 2.5% in 1995 and should continue to drop as the fund gets bigger.

While this is an excellent small fund, it isn't for those worried about the next market correction. The 50% technology stake, the absence of a cash reserve and an average trailing P/E of around 30 (to the market's 21) make Bonnel Growth a potentially volatile investment.

GRAPHIC: Picture, Managers Wanda and Art Bonnell, Some couples have overachieving children. They have an overachieving fund. ALAN LEVENSON

LOAD-DATE: January 20, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 12:00 PM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

The retailer speaks: Boys Connection, Bala Cynwyd, Pennsylvania. Children's Business February, 1997

Copyright 1997 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1997 Capital Cities Media Inc.
Children's Business

February, 1997

SECTION: No. 2, Vol. 12; Pg. 46; ISSN: 0884-2280

IAC-ACC-NO: 19296812

LENGTH: 919 words

HEADLINE: The retailer speaks: Boys Connection, Bala Cynwyd, Pennsylvania.

BYLINE: Sanders, Shari

BODY:
Retailers sometimes treat boys like step-children. Robin Freedman treats them like only children. She owns Boys Connection, a store that caters exclusively to the size 8 to 20 customer. The shop is a diamond in the rough, if not a needle in a haystack. In 1991 Freedman, like many other parents, had difficulty finding "decent clothing" for her 9-year-old son David. But unlike others, she took action. With husband Michael's help - he owns a men's store in Philadelphia - Freedman opened a shop of her own. Today the couple still consults on fashion trends, but Freedman has stuck to her guns and maintained the 1,500-square-foot Boys Connection's dedication to the 8 to 20 niche. The market has shifted since she opened her doors. Now she services the second-generation customer - younger brothers, cousins or friends of original shoppers. But some things never change. Freedman says her customers are still like family: "Kids come in to buy their Bar Mitzvah suits, and their mothers come in to show me the pictures. I like that recognition." - Shari Sanders

CB: How is business different now?

Robin Freedman: In '91 people were still reacting to the tail-end of the '80s. Expensive leather coats were really popular. The attitude was: The more, the better. People are still willing to pay, but they want value. We've seen the sports licensed business decline. Too many logo changes. Now it's brands. We do really well with Hilfiger, **Nautica,** Polo, Quicksilver and Nike. We've completely abandoned the grunge look. Now it's about looking fashionably neat. This winter we're selling a lot of corduroy pants. We couldn't give those away in '91.

CB: How has the market shifted?

Freedman: When I first opened, many specialty stores in the area were starting to eliminate bigger boys' sizes. Now most only go up to size 7. In '91, there were a few department stores in this area that offered boys' wear, but not a good selection. Strawbridge & Clothier and Wannamaker's have since gone under. Nordstrom is now in King of Prussia (an upscale mall outside of Philly). I was really nervous when they opened, but they really haven't hurt my business. They do a good job with lots of things, but I don't think boys' clothing is one of their stronger points.

Manufacturers have also changed. A lot have eliminated 8 to 20, and you can't blame them if it's not profitable. We are continually trying to replace vendors. Others have gone the route of selling to every retailer out there. I don't want something that's sold in a mass merchant. Again, you can't blame the manufacturer because that's where the volume is. It's getting harder and harder to find unique merchandise. Only a handful of stores are trying to make a go of selling unique boys' merchandise, but each year we've seen sales increases.

CB: Describe your clothing selection.

Freedman: Many boys around here go to private schools, so I carry lots of navy blazers and khakis. The store is closed in July because so many kids go to camp. For the summer I offer lots of shorts and cool T-shirts. The meat of my business is in suits. We carry 500 in stock. If you think it's hard to get boys' sportswear in sizes 8 to 20, imagine how difficult it is to find a good suit. Many people are convinced that boys don't want to dress up. On the contrary. There is no reason a boy should look any less presentable than a girl.

CB: You put boys on a pretty high pedestal.

Freedman: That's the way they want to be treated. They come first here. They have a lot of influence. They're making buying decisions even if their parents are paying the bills. I was a nursery school teacher, so I know how to treat children. You have to make them feel important. I put in a video game system so they're occupied if they don't feel like shopping. It's a bribe, too, for parents to get them into the store. I'm a firm believer in bribes. Sometimes they come in after school just to play. That's fine with me.

CB: Why is your store successful?

Freedman: We seem to fill a real need. I've found that I'm definitely not the only person who has been frustrated at retail. People tell me that they've been looking for a place like this for a long time. They don't have the patience for the malls. There are so many stores, it gives them a headache. They know they can drive right up to my store, and 99 percent of the time find exactly what they're looking for. Both parents usually work, and the kids have so many other things to do besides roam the malls looking for clothes. People come here for service. They say, "You know what size Johnny wears," and they feel comfortable that I do. They're people from the neighborhood, but they also come from Ohio and Pittsburgh, even Phoenix. They've been to affairs in the area, admired what a boy was wearing, and asked where he bought it.

CB: How else do you generate traffic?

Freedman: I advertise in Philadelphia magazine. They named us Best of Philly for boys' wear.

CB: How do you shop?

Freedman: The kids' trade shows are not helpful to me. I go to MAGIC in February, September is too crazy with Back-to-School. I seek out lines that are not in department stores, but with the brands like Tommy and Polo it's hard. At MAGIC I sometimes do special orders with men's manufacturers.

CB: What determines your buying decisions?

Freedman: My customers don't care that much about price. Quality is number-one. The fashion also has to be right. We have to give them new reasons to shop all the time.

GRAPHIC: Illustration; Photograph

IAC-CREATE-DATE: April 14, 1997

LOAD-DATE: April 15, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

HEIR APPAREL: FEDERATED'S NEW PRESIDENT COMES OUT FROM BEHIND QUESTROM'S SHADOW Crain's New York Business February 03, 1997

Copyright 1997 Crain Communications Inc.
Crain's New York Business

February 03, 1997

SECTION: Cover Story; Pg. 1

LENGTH: 1187 words

HEADLINE: HEIR APPAREL: FEDERATED'S NEW PRESIDENT COMES OUT FROM BEHIND QUESTROM'S SHADOW

BYLINE: Ylonda Gault

BODY:
Terry J. Lundgren, the most powerful man in fashion nobody's ever heard of, favors somber gray suits.

The only sign of luxury in his corporate office high atop Macy's Herald Square is the richness of warm sunlight that bathes the room through floor-to-ceiling windows. His refined tastes, easy charm and ready smile make him a natural for the city's social circuit.

But Federated Department Stores Inc.'s chief merchant, who has a hand in virtually every item in the company's 411 stores, is more likely to be working a showroom than a ballroom-feeling fresh fabric rather than pressing the flesh.

"I'm in love with the product," says Mr. Lundgren. "The look of it, the touch, watching the customer react. I just love everything about it. The day I don't is the day I exit this business."

That day will likely be a long time coming. Last month, Mr. Lundgren was named president and chief merchandising officer of Federated's $15 billion stable of stores, effective in May when Chairman Allen Questrom steps down.

Mr. Lundgren will clearly play a broader strategic part as president, but his precise role is as yet uncertain. His future, however, is anything but. Insiders believe he is being groomed to eventually succeed 52-year-old James Zimmerman, Mr. Questrom's successor, who is based at Federated's Cincinnati headquarters. Mr. Lundgren's age, 44, may have been the only reason he didn't get the top slot.

In Mr. Questrom's shadow since the start of his career 20 years ago, Mr. Lundgren is well-trained.

"Terry is, without a doubt, one of the best merchants in the country," says Harry Bernard of the recruiting and consulting firm Colton-Bernard.

Leading apparel executives say Mr. Lundgren seems born to the business-possessing a grassroots understanding of the industry, people skills and management finesse. Since joining Federated in 1994, he has sparked the company's apparel selection with new vendors, boosted already successful lines, fine-tuned execution strategies, and strengthened the ranks of talent.

"When you deal with Terry's people, you are dealing with people with the ability to make decisions," says

Paul Charron, chairman of Liz Claiborne Inc. "That's the mark of a good manager who sees the big picture."

Focus on private labels

Mr. Lundgren, who joined Federated as head of its merchandising unit, says his job will remain much the same. He will continue expanding the lucrative private-label business-estimated at more than $500 million-that Federated inherited in the Macy merger. He will work to bolster the company's position as a headquarters for power brands, such as **Nautica** and Donna Karan. And he will keep refining Federated's merchandising strategy so the acquisition-hungry giant can grow and build market share.

Naturally, gobbling existing chains-such as the recent addition of the Broadway stores in California-will lead to share gains. Since 1992, Federated's market share has doubled to nearly 30%. But what makes Wall Street especially happy is that Federated is relying less on promotions while maintaining consistent same-store sales growth-roughly 3% year-to-date. Earnings per share are projected to reach $2.50 in 1997, compared with $1.44 in 1995, while analysts expect Federated's cash flow to increase to 12.55% from 9.82% in 1995.

Despite his recent merchandising successes, Mr. Lundgren's star has not always been so bright. In 1990, he succeeded Mr. Questrom as chief executive of Neiman Marcus, and some thought he was in over his head.

He executed a two-year, high-end strategy to nurse the company back to health-defying the post-Eighties mood of frugality. The most prestigious and expensive names in the business joined Neiman's mix, even as other upscale retailers were going mainstream. The result: Neiman saw a 30% hike in designer sportswear and a 13% gain in bridge-or secondary-brands such as DKNY.

Mr. Lundgren nurtured some of apparel's most influential companies. Few have forgotten. "He really pursued American designers to get exclusively styled merchandise," recalls Denise Seegal, the former president of DKNY and Calvin Klein who is now president of Liz Claiborne. "He was very effective because he's got a great product sense."

What seems to come so naturally today was not immediately clear to Mr. Lundgren himself. In 1975, after college, he ambivalently interviewed at Bullock's in Southern California but was leaning toward a job with Xerox. To this day, Mr. Lundgren credits Bullock's human resources director at the time, Gene Roberts, with shaping the course of his entire career. At Bullock's, Mr. Lundgren reported to Mr. Questrom throughout most of his 12-year tenure. And the bond between the two has been strong ever since.

Mr. Lundgren has had many influences, including his father. The most important lesson he has learned from them all is risk-taking.

Bringing new boldness

With Federated's former buying strategy-a centralized approach- boldness was unheard of. Mr. Lundgren has freed buyers' creativity with a more responsive formula that teams buyers with planners. With planners using sales data and statistics to map out merchandising specifics-such as regional preferences in fabric-buyers can be instinctive in their choices.

So far, the strategy has yielded solid results. Federated's private-label lines, such as INC and Charter Club, began to grow into strong brand identities once Mr. Lundgren communicated the goals to staffers and encouraged their input.

Today, the INC line rakes in sales of nearly $10 million at Herald Square alone. That's not surprising to Andrea Jung, now president of global marketing at Avon Products, who reported to Mr. Lundgren at Neiman in 1991. "He gives you a long rope, but you always know he's there at the other end," she says.

GRAPHIC: MERCHANT MACHINE: Terry J. Lundgren's introduction of a new decentralized strategy at

Federated enabled buyers to use their creativity and boosted sales.

LOAD-DATE: February 06, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:58 AM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Menswear: How Tweed It Is The Washington Post February 08, 1997, Saturday, Final Edition

Copyright 1997 The Washington Post
The Washington Post

February 08, 1997, Saturday, Final Edition

SECTION: STYLE; Pg. B01; FASHION

LENGTH: 1230 words

HEADLINE: Menswear: How Tweed It Is

BYLINE: Robin Givhan, Washington Post Staff Writer

DATELINE: NEW YORK, Feb. 7

BODY:
One of the most difficult challenges in menswear is making the clothes look interesting and exciting without turning them into costume. In the womenswear industry, designers can offer panache without absurdity through color, varying hemlines, adornment and more. Menswear designers don't have as many options.

So Gene Meyers, who recently was honored as the up-and-coming menswear designer, takes basics like boxer shorts, nightshirts and ties and re-creates them with colorful, geometric patterns.

John Bartlett shows his creativity by emphasizing a man's sexuality, athleticism and historical peacock tendencies.

And veteran Ralph Lauren relies on the idea of privilege. He selects the simplest separates, furnishings or suits and re-creates them in the most luxurious way he can imagine.

For fall '97, Lauren says he has created "unfashionable fashion."

In an intimate presentation today in his Madison Avenue showroom, Lauren restated his longstanding philosophy of designing clothes for "a customer who knows about fashion" and chooses to ignore ever-changing lapel widths and jacket lengths. And to show his solidarity with his clients, Lauren was sporting a three-piece suit that was "five or six years old."

"I've never been a believer in throwing things out."

Lauren offered his Polo customers suits in substantial tweeds with a narrow silhouette, traditional ties and both flat-front and pleated trousers. The look is a bit stuffy, but it is an admirably focused point of view.

The heart of the presentation was the elegant Purple Label collection, to which Lauren has added a sportswear division. But there are no chinos, cotton shirts or Shetland sweaters here. Purple Label sportswear is filled with chocolate-colored suede trench coats, gray pinstriped cashmere slacks, cashmere sweaters and cashmere overcoats.

This is sportswear for the man who doesn't just own the company, he owns the entire conglomerate. Lauren even offers a navy double-faced cashmere overcoat that he reluctantly reveals sells for $ 3,800. And my, oh my, it is magnificent. Perhaps there is a time share opportunity?

While Lauren isn't swayed by the looks of the moment, the designer, with his dizzyingly high-end version of casual wear, is very much in sync with consumers' current interest in luxury goods.

Thursday evening, Bartlett lured his audience to the New York docks and Passenger Ship Terminal No. 90. Like well-dressed Hansels and Gretels, the audience followed a winding path of glowing white votive candles through a long window-lined passageway. The runway was re-created as an earthen path leading to a makeshift forest. And when the lights dimmed, faux snow began to float down from the ceiling and onto the sweet-smelling soil.

It was a setting uncommon for most New York shows. Instead, it reflected a more European sensibility, in which the show becomes a theatrical representation of the theme of the collection. In this case, Bartlett was inspired by the early 20th-century advertising illustrations of J.C. Leyendecker for the House of Kuppenheimer. The sketches paired macho athletes with their more urbane, suave counterparts. Bartlett drew from the old-fashioned uniforms of the virile football player and the preening perfection of the city dweller.

The continental flair of the presentation might have been inspired by Bartlett's month-old relationship with Donatella Girombelli's Genny Group. Bartlett recently signed a deal with the Italian manufacturing powerhouse to produce and distribute his collection and to help expand his sales worldwide. At the end of the show, Bartlett presented the flame-haired Girombelli with a massive bouquet of coral-colored flowers and a kiss.

Bartlett's fall samples were produced by Girombelli, and the high quality that the Italian company is known for was evident. The peacoats and chesterfields with their velvet collars were crisp and sharp. The snug stretch pants and the fuller trousers -- some in black watch, others pinstriped -- fit just right. And the lush Icelandic cardigans, ribbed turtlenecks and lace-front football trousers were executed with a knowing hand.

But beyond the manufacturing expertise, the collection also underscored Bartlett's ability to explore an idea in ways that are both mainstream and extreme. Only the most daredevil gentlemen will choose the flannel shorts or fitted velvet trousers worn with a body-hugging ribbed sweater. But even the most recalcitrant could embrace one of the chesterfields or comfy cardigans.

Bartlett's selection of shoes for his models always bears watching. He, after all, is the fellow who brushed the dust off Hush Puppies and, by ordering them in pink, purple and green, turned them into fashion items. In this collection, he has embraced Caterpillar work boots, done up for him in two-tone suede. Bartlett also provided a sneak peak at his womenswear line, which he will debut here in April. He likes the same close-fitting silhouette for women as he does for men. And based on the small sampling, his tailoring is what ladies will want to watch.

Gene Meyer doesn't skirt the edge of fashion the way Bartlett does, but his use of color and his full-legged trouser silhouette for fall test a man's willingness to take a risk.

On Thursday, Meyer focused on a lean top and flat-front trousers with wide legs that tumbled straight down to break over suede Vans. The pant shape works best when the front is smooth. He offers the same style with a pleated front, but in that case, the models just look like skinny guys who have been digging around in their father's closet.

What Meyer does best, however, is take a shape that men are used to, a simple car coat, for instance, and turn it into a fun item by color-blocking it. How wonderful it would be if a few more sparks of turquoise, forest green or pomegranate infiltrated Capitol Hill coatrooms.

David Chu of **Nautica** didn't go the way of Tommy Hilfiger. Despite the popularity of Chu's performance sportswear and logo separates among urban teenagers and their suburban emulators, Chu hasn't allowed them to alter his design sense. So while a Hilfiger presentation can sometimes transform into an unruly party, a **Nautica** show remains sedate and serious.

For fall '97, Chu offers a slim suit silhouette and a longer blazer that buttons high on the chest. But Chu's real love tends to be high-tech fabrics. He is not simply enamored of spandex or micro-fibers; he is fascinated by fabrics designed to withstand absurdly low temperatures, driving rain and whipping winds.

And so, in addition to offering his **Nautica** Competition line of active wear, he has launched a division called EPG (Extreme Performance Gear). The collection is being marketed as clothing for ice climbers, glacier explorers and back-country skiers. One suspects, however, that the active wear will be embraced by the same comfortably well-off commuters whose 4x4s never tackle anything more treacherous than the Beltway.

And the waterproof storm pants would be just right for walking the dog on a rainy morning. The down jackets would keep a fellow warm on a winter day dash to the neighborhood coffeehouse. And the stretch tights look mighty cool worn with a close-fitting ribbed turtleneck. Be an extreme athlete; or better yet, look like one on your way to the grocery store.

GRAPHIC: Photo, mark finkenstaed for The Washington Post, Shaping the menswear industry: From left, full pants and tight turtleneck from Gene Meyers, an elegant suede coat from Ralph Lauren and bulky cardigan plus shorts from John Bartlett. **Nautica** parka and stretch pants for urban outdoorsmen.

LOAD-DATE: February 08, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:57 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

FALL 97 / NEW YORK / MY GUYS / THE MENSWEAR SHOWS SET OUR REPORTER TO THINKING ABOUT CLOTHES FOR HER HUSBAND, HER DAD - AND EVERY SO OFTEN - HERSELF Newsday (New York) February 10, 1997, Monday,

Copyright 1997 Newsday, Inc.

Newsday

Newsday (New York)

February 10, 1997, Monday, ALL EDITIONS

SECTION: PART II; Page B03

LENGTH: 774 words

HEADLINE: FALL 97 / NEW YORK / MY GUYS / THE MENSWEAR SHOWS SET OUR REPORTER TO THINKING ABOUT CLOTHES FOR HER HUSBAND, HER DAD - AND EVERY SO OFTEN - HERSELF

BYLINE: By Julia Szabo

BODY:

I ALWAYS HAVE ADORED menswear. When I'm not buying it for myself, I'm on the lookout for chic new ways to dress the men in my life. Men's fashion week, which concluded Friday, gave me a welcome chance to do some virtual shopping for fall 1997 without spending a cent.

A word about the men I shop for. My father, George Szabo, an art historian once described by The New Yorker, accurately, as "a genial, precise, dapper man," is distinguished by his double-breasted blazers, gray trousers, white Sulka shirts, and slim, narrow shoes (preferably Gucci suede). My husband, John, an attorney, is a broad-shouldered, athletic type who prefers single-breasted suits, candy-striped shirts, and wide, heavy Church's shoes. Even on weekends, Dad looks pulled-together in his coat, corduroys and shetland sweaters. John, on the other hand, is monochromatically casual in black jeans, black leather jacket, and black motorcycle boots.

Come fall, Dad might do well to check out the menswear of Calvin Klein, who offered "dressing without boundaries" in which "formal and casual collide." What that meant was beautiful shirts and high V-neck sweaters in dark, organic colors like currant, cacao, graphite and grape - about as close to safe, basic neutral as color gets - worn in non-bulky layers under dandified four-button jackets and three-button coats. Actor Kevin Bacon, who was in the audience, seemed perfect for these trendy clothes. While they're not John's speed, they'd be a great new look for Dad - especially the more traditional two-button styles. (Meanwhile, there were several items I wanted for myself, and judging by the attendance of menswear fans Bianca Jagger and Fran Lebowitz, I was not alone.)

Because the cut of Hugo Boss' suits is haute, wide and handsome - which accounts for the front-row presence of Lloyd Bridges and his son Beau - John is a big fan (he owns five Boss suits, plus a tuxedo). Everyone of the looks shown was killer, especially the black cashmere single-breasted top coat, rakishly buttoned at the neck, and the pinstripes with a touch of that relic of the early '40s, the zoot suit.

Introducing his top-end Purple Label collection for fall, Ralph Lauren called attention to the "sophisticated, slim-shouldered, very Savile Row looks." That's Dad in a nutshell - and there, among Lauren's three-piece Harris tweed suits, camel topcoats, and cashmere turtlenecks, each lovelier than the last, was the suit I'd buy him in a heartbeat: a double-breasted wool-cashmere windowpane shown with a white-collared gray shirt and matching gray tie. The piece I want for me? A divine double-faced navy cashmere bathrobe coat with no lining, no buttons, no pockets.

This season, Tommy Hilfiger married Savile Row and Carnaby Street - but the union is definitely an acquired taste. I fear neither Dad nor John would dig the horizontal turquoise-chalk-striped suit worn with a dazzling scarlet-and-blue shirt, or the orange corduroy blazer with horizontal pink stripes (although both are fantastic looks for a music video). Hilfiger's new shoe collection, however, is an all-around winner - especially the black hiking boots - as are his shiny high-performance down jackets.

John Bartlett, whose terminally hip clothes are worn by the likes of Harry Connick Jr., John Leguizamo, and Metallica's Kirk, also channeled a Carnaby Street muse, with charcoal chesterfield coats (in both his menswear and the new women's collection he introduced at his Thursday night show) and rock-and-roll leather pants with a Jim Morrison lace-up fly. The outfit I coveted for myself, typically, did not come from the women's collection: a black tricotine chesterfield with red velvet pants

- an update on the classic hunting costume.

Donna Karan knows how to relax in style, and her DKNY collection offered a superb range of coats (for Dad, I'd choose the vicuna duster; for John, the black leather bomber). For John there was also a baggy khaki cargo pant that's surprisingly sleek with a fitted sweater, and a flight suit in black nylon that's just the ticket for walking dogs on drizzly mornings. For the Carnaby Street fan, there are cross-dyed velvet jackets in shades of wine.

At the extremely relaxed end of the weekend-wear spectrum is **Nautica** whose designer, David Chu, presented a strong collection of moleskin and wool suits, hooded down jackets, and riotously colorful athletic separates executed in an exquisite cashmere-soft polar fleece called "Nautech." My favorite parka, an inspired combination of black and darkest green, would actually give my guys something sartorial they could both agree on.

GRAPHIC: Newsday Photos by Ari Mintz - 1) Double-breasted wool/cashmere windowpane suit, worn with white-collared gray shirt and gray tie, from Ralph Lauren's fall collection. 2) Newsday Photo by Bruce Gilbert - Tommy Hilfiger updated the chalk-striped suit with stripes of many colors - not to mention brilliantly hued shirts and ties. In the foreground, model Alex Lundqvist, who was named "best face" at Ruffino's second annual Salute to the Male Models. 3) **Nautica's** pine green and black storm parka 4) John Bartlett's long black jacket and slim red pants 5) Gray wool three-button suit worn with pale gray brushed cotton shirt and cashmere tie at Hugo Boss 6) The two-toned crewneck sweater and loose-fit cargo pants at DKNY 7) A raisin viscose/ wool V-neck over a black T-shirt worn under a navy stretch wool jacket at Calvin Klein

LOAD-DATE: February 10, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) T
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:56 AM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Major designers hit athletic floor running. Footwear News February 10, 1997

Copyright 1997 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1997 Fairchild Publications
Footwear News

February 10, 1997

SECTION: No. 6, Vol. 53; Pg. 10; ISSN: 0162-914X

IAC-ACC-NO: 19109741

LENGTH: 530 words

HEADLINE: Major designers hit athletic floor running.

BYLINE: Melville, Greg

BODY:
BOSTON -- The Tommy Hilfiger line of athletic shoes was introduced at department stores across the country Feb. 1. The event not only was a landmark for Stride Rite, the licensee of Tommy Hilfiger footwear, but also marked the beginning of a wave of designer names that are entering the battlefield.

With this emergence of high-profile designers into the athletic-footwear industry, the question for established companies like Nike, Inc., Fila and Converse will not be whether their sales will be influenced, but how much.

"It's going to make life interesting," said Pat Kipisz, the director of marketing for Asics, Fountain Valley, Calif.

Within the next 18 months, consumers will be able to chose from an array of athletic footwear carrying such names as Tommy Hilfiger, Ralph Lauren, Donna Karan, **Nautica,** Calvin Klein and Banana Republic. Some of these lines, like Hilfiger, are designed for leisure, while others, like Lauren, are intended for performance.

The two designer athletic brands causing the greatest stir are Ralph Lauren, set to be launched in spring 1998 and licensed to Rockport, of Marlboro, Mass., and Tommy Hilfiger, licensed to Stride Rite, Lexington, Mass.

According to Brett Barakett, an analyst for Salomon Brothers, most athletic-footwear companies have not taken Ralph Lauren and Tommy Hilfiger shoes seriously.

"There has been a belief that [designer footwear] was not going to be a big deal, but now there's a realization that it is."

Barakett, who worked at Reebok prior to Salomon, predicts sales of designer brands could represent a 7 percent share of the U.S. athletic-footwear market, or about $ 580 million in U.S. wholesale sales. Barakett also forecasts that companies that emphasize performance will not feel the brunt of the designer footwear, unlike fashion-oriented companies like Fila. Because Reebok owns Rockport, it only stands to gain from the

profits that Ralph Lauren athletic shoes may make.

"It's a big industry, we'll take a little from everybody," said Merle Sloss, president of Ralph Lauren Footwear. She added that she expected her brand to make a huge splash in the athletic-footwear industry.

"When you go and look globally, Ralph Lauren sold more than $ 5 billion last year. Take all of the households and all of the people who wear Ralph Lauren, and if you start just with them, it is a tremendous opportunity."

It is a common industry view that only about 20 percent of consumers use athletic footwear for specific sports. The question is how much consumers weigh performance over fashion.

Kipisz of Asics said he doubted there would be much defection by consumers away from performance products. He said designer brands may be challenged by innovative performance footwear. "As long as technology and imagery are fashion, Nike is going to be [designer footwear's] biggest competitor."

Regardless of how big a chunk of the market designers seize in the long run, they will make an immediate impact. "We expect to be one of the largest launches of men's footwear," said Lorie Karnath, vice president of corporate communications for Stride Rite, referring to Tommy Hilfiger footwear.

IAC-CREATE-DATE: February 26, 1997

LOAD-DATE: February 27, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:55 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

SPECS APPEAL: EYEGLASSES GET A FASHIONABLE NEW IMAGE. THE RIGHT MAKEUP Newsday (New York) February 13, 1997, Thursday,

Copyright 1997 Newsday, Inc.

Newsday

Newsday (New York)

February 13, 1997, Thursday, NASSAU EDITION

SECTION: STYLE FILE; Page B17

LENGTH: 960 words

HEADLINE: SPECS APPEAL: EYEGLASSES GET A FASHIONABLE NEW IMAGE. THE RIGHT MAKEUP

BYLINE: By Julia Szabo. Julia Szabo writes frequently about fashion.

BODY:

F ASHION history books offer scant evidence of eyeglasses being worn proudly as accessories. Indeed, the authority most often quoted on the subject is Dorothy Parker. (As in, "Men seldom make passes at girls who wear glasses.") For the most part, eyeglasses have been viewed as a dead giveaway that the wearer is fashionably challenged.

No longer. Far from giving eyeglasses the fish-eye, trendsetters are embracing them with confidence and flair, tossing their contacts and spending big bucks on eyeglass frames. Maybe it's the power of numbers. According to Farrell Aron, a statistician at the American Optometric Association in St. Louis, 55 percent of the American population wear eyeglasses or contact lenses (the majority of contacts-wearers also have glasses).

Whatever the reason, corrective lenses haven't been this chic since 1950, when Irving Penn photographed the myopic fashion icon Dorian Leigh for Vogue wearing her own glasses.

For her fall collection showing last year, fashion designer Sylvia Heisel put glasses on models such as Dayle Haddon and Lois Chiles. "I think glasses are cool-looking," Heisel says. "My idea was to make these women look smart and hip, and glasses do that."

Even Hollywood is fast becoming a four-eyed-and-proud kind of town, with screen types such as Nicole Kidman, Angela Bassett, Jodie Foster, Daryl Hannah, Marlee Matlin and Geena Davis joining forces with the perennially bespectacled Woody Allen and Diane Keaton.

Of course, helping to make eyeglasses chic is the enormous array of frames available, from titanium to classic tortoiseshell. Every imaginable designer or clothing manufacturer appears to have an optical license: Donna Karan, Calvin Klein, Giorgio Armani, Ralph Lauren, **Nautica,** Brooks Brothers, Paul Smith. Robert Marc Opticians distributes exclusively a line of German frames called Lunor, which are worn by Diane Keaton, among many others.

Philippe Starck, best known for creating the chic interiors at New York's Royalton and Paramount Hotels, has collaborated with eyewear designer Alain Mikli to develop a futuristic line of flexible frames called "Starck Eyes," whose biomorphic hinges are modeled on the mechanism of the human clavicle. Mikli also collaborates with designers Claude Montana, Sonia Rykiel and Jil Sander, for whom he developed sleek metal frames with hidden screws.

"I think it's ironic that in the last fifteen to twenty years, when contact lenses and surgical vision-enhancing procedures have been perfected, the fact is that we've become more and more intrigued with glasses," says Richard Martin, curator of the Costume Institute at the Metropolitan Museum of Art. "Glasses have really become a designer item at the very time at which, if we wanted to, we could dispense with them altogether."

Martin, who wears Armani eyeglasses every day, is admittedly biased in their favor. "When I look at myself in the mirror, I see this long, really bland face," he says. "And when I put on a pair of glasses, it sort of breaks the lines of my face and I look 100 percent better. In fact, most people do." Others who make their style statements with eyeglasses include Karl Lagerfeld, Yves St. Laurent, Gloria Steinem and CNN anchor Lynn Russell. HARRIETTE COLE, creative director of Profundities Inc., a style and literary production company, has worn eyeglasses since the fifth grade, when she was first diagnosed with nearsightedness and astigmatism. Cole, who has worked as a model, initially resented having to wear glasses; now she rarely takes them off, and her collection, comprising a range of designers from Matsuda to Jean Paul Gaultier, has grown to more than 10 pairs - and counting. "Certain glasses go with certain looks," adds Cole, also a former fashion editor at Essence, "and the wrong glasses can wreck an outfit. Which is why I have a variety of different styles: wireless, wire-rimmed, oval, octagonal . . ."

Like any fashion-related habit, eyeglass-collecting requires creativity - and funds. "This is an expensive venture," Cole warns, "because if you have a number of glasses and your prescription changes . . . forget about it." (Just in case, she does eye exercises and drinks a daily ration of carrot juice, which every nearsighted person knows is high in vision-boosting vitamin A.) Other exemplars of bespectacled chic such as Allure contributing editor Carrie Donovan and Harper's Bazaar fashion market editor Sasha Iglehart are devoted to a single signature pair.

"It was such an identity crisis to pick these," Iglehart says of her clear, wire-topped frames, "that I can't even consider any others. I've worn them for ten years, and by now they're a part of me." THE RIGHT MAKEUP Makeup artist Bobbi Brown has some beauty secrets for eyeglass wearers seeking to make the most of the eyes behind the lenses.

"Eye makeup is really important when you wear glasses," says Brown, who wears glasses almost every day. "It's not so much about shading; it's more in the lining. The contrast really makes the eyes stand out," says Brown, author (with Annemarie Iverson) of the recently released "Bobbi Brown Beauty" (HarperStyle, $30).

Brown suggests using a dense matte mahogany shadow with a small flat brush, dampened to make the makeup stay on longer. She follows the shape of the eye, then smudges a bit with her finger. She adds that black mascara is also important with glasses.

So is eyebrow maintenance. "Keep them groomed," Brown says, "and fill them in with whatever color shadow matches your hair. I also suggest making sure to use a face powder to set any concealer around the eyes, or any foundation or anything that's creamy or greasy around the eyes, because they can gunk up the lenses." - Julia Szabo

GRAPHIC: 1) Calvin Klein color Photo - Frames by Calvin Klein come in square, round and a soft cat-eye shape in a variety of colors. 2) Color photo - Diane Keaton wore these antique silver frames by Lunor II in her recent film "The First Wives Club." 3) Across the page, Alain Mikli's sleek frames for Italian designer Jil Sander. 4) photo - "The wrong glasses can wreck an outfit," says former model Harriet Cole, above, who has more than 10 pair. 5) photo "My idea was to make these women look smart and hip," says Sylvia Heisel, on why models (like the one above) wore glasses in her fall show.

Menswear designer take a more grown-up approach Detroit Free Press February 13, 1997, Thursday

Copyright 1997 Knight Ridder/Tribune News Service
Knight Ridder/Tribune News Service
Detroit Free Press

February 13, 1997, Thursday

SECTION: LIFESTYLE

KR-ACC-NO: K5668

LENGTH: 847 words

HEADLINE: Menswear designer take a more grown-up approach

BYLINE: By Holly Hanson

BODY:
NEW YORK _ Start waving good-bye to the tight pants, retro-print shirts and leisure-suit looks of the '70s. The fashionable '90s man is moving beyond the disco decade.

And thank heavens for that. After a year of relative lunacy _ in which American designers tried to squeeze unwilling men into '70s relics like skinny pants, skimpy suits and show-every-bulge knitwear _ a more realistic profile is emerging for fall.

Suits are looser, with squared-off shoulders and a bit more room through the chest and hips. Pants still have straight legs, but they're trim rather than tight. And you won't be thought gauche if you buy a pair with pleats.

"What I'm trying to do is home in on the customer who really knows about fashion," said Ralph Lauren, rather fashionable himself in a brown tattersall three-piece suit, a lavender shirt with a white collar and well-polished brown lace-up boots. "I want to make my own statement, not look like a fashion victim."

It was a sentiment that echoed through the 25 menswear collections that were unveiled last week in New York. Those known for tailored business clothes _ Hugo Boss, Calvin Klein, Donna Karan for DKNY _ did them in profusion, in rich fabrics and deep, soulful colors.

But even designers known to favor the streetwise, logo-strewn look of casual clothes turned up the elegance quotient.

Maurice Malone showed tailored wool suits and luxe double-collar sweaters alongside his zip-front nylon jackets and hip-hop cargo pants. And LA's Mossimo, another Gen favorite, paired his quilted parkas and pony-skin coats with classic wool crepe suits.

It's no longer a sin to dress as if you have money, and John Bartlett's collection was proof of that. His Chesterfield coats with velvet Menswear trends, collars, Icelandic-pattern cashmere sweaters and Black Watch blazers would be right at home at the toniest country club.

As Tommy Hilfiger put it, seemingly speaking for many, "This is a departure from what we've done in past years. We're more sophisticated, more luxurious and more grown-up in our approach."

For Hilfiger, that meant a combination of Savile Row tailoring and the brightest shocks of color. How about an orange dress shirt and a gold and purple tie to liven up your gray tweed double-breasted suit?

Nicole Farhi, a British designer who shows in New York, also favored traditional British hallmarks such as ticket pockets, double vents and Prince of Wales plaids. But her colors were dreamy pastels, as in the pale blue pinstripe suits shown with pale blue sweaters, or the lilac flannel suit paired with a navy shirt and a lilac-and-brown knit tie.

Gene Meyer, too, filled the runway with color, showing richly patterned ties (his trademark, and the foundation of his business) with square-shouldered suits in navy, tan and gray. Even the socks were done in blocks of bright tones.

That's one way to dabble in color, but if you want to make a real statement for fall, do it with a colored dress shirt and an iridescent tie. Don't play it safe with a blue oxford-cloth button-down, though. Take a bolder stance in a dress shirt of royal blue, deep purple or dark brown _ like those on the Hugo Boss runway.

Fans of head-to-toe black and other somber neutrals will find a wide selection, too. Donna Karan opened her DKNY show with a parade of black T-shirts, crewneck pullovers, roomy cargo pants and unstructured blazers, layered in comfortable combinations and only occasionally enlivened with a small shot of brown or white.

Calvin Klein, too, stuck to the neutrals, especially dark browns called espresso, nut and mocha. Layering was key, a look borrowed from his women's collection, with trim T-shirts peeking out beneath boxy, cropped sweaters or relaxed, four-button jackets.

Klein also gave new life to the knee-length topcoat, especially elegant in a fly-front style with hidden buttons.

In fact, it was a good season for coats in general, from the floor-sweeping camel overcoat at Perry Ellis to the slick waxed-leather toppers at Wilke-Rodriguez and the double-faced cashmere wrap-style coat from Ralph Lauren's top-of-the-line Purple Label collection. That one will set you back a cool $ 3,800.

The emerging popularity of extreme sports also has led to high-performance outerwear from companies such as **Nautica,** Timberland and Tommy Hilfiger. Even if you don't snowboard or mountain bike, you can look like you do in anoraks with built-in backpacks, Polartec pants with reinforced knees, or quilted parkas with thermal linings.

For less strenuous days off, there are cozy sweaters with a bit of luxury, whether it's Wolfgang Joop's ear-grazing pale blue turtleneck, Richard Edwards' slouchy gray cardigan or one of Jhane Barnes' intricately patterned sweaters designed by computer.

Pair them with velvet flat-front pants, roomy cords or leather jeans, if you're so inclined. It's time to look elegant again.

(c) 1997, Detroit Free Press.

-0-

Visit the Freep, the World Wide Web site of the Detroit Free Press, at:

http://www.freep.com. CompuServe subscribers: GO DETFORUM.

Culture Zone;Common Threads The New York Times February 16, 1997, Sunday, Late Edition - Final

Copyright 1997 The New York Times Company
The New York Times

View Related Topics

February 16, 1997, Sunday, Late Edition - Final

SECTION: Section 6; Page 18; Column 1; Magazine Desk

LENGTH: 1002 words

HEADLINE: Culture Zone;
Common Threads

BYLINE: By Michiko Kakutani

BODY:
Central park west. a cold, sunny day. In front of the Museum of Natural History, there's a motley crowd of folks milling about: a busload of tourists here to show their kids the dinosaurs, a group of homeboys on their way somewhere and some bored-looking private-school kids lounging on the steps waiting for someone or something. The odd thing is that everyone is dressed almost exactly alike -- lots of puffy ski jackets, lots of polo shirts, lots of Gore-Tex and polar fleece. Designer logos (DKNY, **Nautica,** Ralph Lauren, North Face, Tommy Hilfiger) are de rigueur, as are bright Crayola colors. Industrial-strength sneakers and high-tech hiking boots are big; so are baseball caps and ski hats. The whole scene looks suspiciously like a tailgate party at an Ivy League football game.

What's going on here? Not so long ago, it was hard to imagine hip young kids -- black or white -- even deigning to look at the sort of clothes that soccer moms and their golfer husbands wear to the country club or ski slopes. For Panthers, hippies and punks alike, subversive dressing that sneered at bourgeois notions of class and taste was the rule: tattered jeans, worn leather coats, combat boots, military fatigues, tie-dyed T-shirts.

So what's behind this new preppy revolution? Well, a few years back, rappers and hip-hop kids got rid of their gold chains and urban commando gear and started dressing . . . well, suburban, wearing classic sportswear straight from the "Leave It to Beaver" era: rugby shirts, khakis, Windbreakers. Black and camouflage green gave way to primary colors and racing stripes, and the vogue for athletic gear expanded from designer sweat suits to two-tone varsity jackets, E.M.S. ski jackets, fishing vests and Polartec pants. The rap impresario Russell Simmons opened a classy SoHo boutique called Phat Farm, selling sportswear with a rural motif (T-shirts emblazoned with log cabins and cows), and a Georgia designer named Charles Walker Jr. began marketing a line of clothing described as "Afrocentric preppy" (its slogan: "We Don't Play Polo").

Part of this development is simply a testament to hip-hop's post-modernist esthetic. In much the same way that rap music appropriates disco and funk, as well as street noise and sound bites, hip-hop's sampling of preppy styles is a way of reinventing -- or, as academics would say, recontextualizing -- the past. This appropriation comes with a kind of spin. Just as some rap songs play upon popular caricatures of blacks -- exaggerating stereotypes of sexual prowess and lawlessness -- so "badd" becomes good and "nigga" a word of empowerment. Hip-hop prep similarly winks at mainstream culture. The clothes, after all, aren't worn the way white-bread suburbanites wear them. They're worn more than a couple of sizes too big,

pants pulled down prison-style on the hips, shirts hanging to the knees. They're mixed and matched in a wild cacophony of styles -- ski clothes paired with basketball sneakers, golf togs paired with hiking boots. All in all, a sly cartoon of upscale dressing.

Hip-hop prep, however, isn't meant simply as an ironic comment on the good life; it also represents an earnest yearning after the American dream. In Russell Simmons's words: "Ghetto kids want to escape, so they wear things that represent success." More and more rap videos these days purvey sleek images of material success. Forget the Panthers' attacks on capitalism. Forget gangsta rap put-downs of bourgeois Huxtable blacks. Dr. Dre's latest video, "Been There, Done That," depicts a ballroom full of elegant couples doing the tango, while LL Cool J's new video, "Ain't Nobody," shows cheerfully attired rappers playing golf and snowmobiling.

Yet for the white kids known as wiggers, who spurn the moneyed life of their parents, being black means being hip and rebellious. Like Norman Mailer and Carl Van Vechten before them, these cultural tourists romanticize the very ghetto life that so many black kids want to escape. Instead of the terrible mortality rate for young black males, they see the glamour of violence. Instead of the frustration of people denied jobs and hope and respect, they see the verbal defiance of that frustration. Perhaps this is why the most violent of gangsta rap has found its largest audience among white suburban males. Such music not only commodifies the worst sorts of black stereotypes but at the same time enables white teen-agers to co-opt black rage as a metaphor for their own adolescent angst.

Rap started out as a kind of reportage, a means of testifying to the reality of life on the streets, but as promoters and producers began to realize its marketability, something began to change. Some performers were packaged as gangsters for the voyeuristic consumption of honkies; others were promoted as avatars of a new domesticated brand of rap, offering the beat and pulse of the original with none of its grittiness or threat.

Meanwhile, slick magazines like Vibe -- started by Time Warner and Quincy Jones -- tried to turn hip-hop into a life style, an attitude, a look that could be acquired through the right clothes. Hence, the white kids from Chapin and Dalton hanging out on Central Park West, outfitted in their Hilfiger jeans, their DKNY oversize parkas, their $150 Nikes, speaking fluent ebonics and doing their best to be young black teen-agers, even as their role models, the homeboys from uptown, don the same clothes as a talisman of the better life they wish they had.

At an age when nearly all kids feel powerless, the class war becomes a kind of looking-glass world. Rich white kids, guilty about their privileged lives and fearful of being wimps, equate power -- and authenticity -- with the street-smart, badman swagger of the homeboys, while poor black kids, facing dead-end jobs and unemployment lines, equate power with money and bourgeois comforts. Everyone looks in the mirror and covets what the other side has -- or, at least, the clothes the other side is wearing.

GRAPHIC: Photo: Dressing for success in Dr. Dre's video. (VIDEO STILL COURTESY OF AFTERMATH ENTERTAINMENT/INTERSCOPE RECORDS)

LOAD-DATE: February 16, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:53 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Proffitt's '96 results lower than expected Knoxville News-Sentinel (Tennessee) February 19, 1997, Wednesday

Copyright 1997 Knoxville News-Sentinel Co.
Knoxville News-Sentinel (Tennessee)

February 19, 1997, Wednesday

SECTION: Business; Pg. B1

LENGTH: 594 words

HEADLINE: Proffitt's '96 results lower than expected

BYLINE: By Amy Geisel, News-Sentinel business editor

BODY:
Proffitt's Inc. announced Tuesday that its 1996 results would be slightly lower than previously estimated, but that its 1997 profits would be higher than expected.

The change in the department store operator's forecasts come largely as the result of its acquisition of 39-store G.R. Herberger's Inc., a merger that officially completed on Feb. 1.

Proffitt's Inc., now with 174 stores, had previously estimated earnings per share of $ 1.20 for the fourth quarter 1996 and $ 2.24 -- before nonrecurring items -- for its fiscal year, which ended Feb. 1. Including Herberger's, Proffitt's lowered those estimates to $ 1.12 and $ 2.15 for the fourth quarter and full year. Revenues will be about $ 1.89 billion.

In addition, the number of shares outstanding has risen to about 28.3 million as Proffitt's issued 4 million new shares as a result of its purchase of Herberger's.

Proffitt's will also take one-time charges of about $ 26.5 million, much of which is related to the acquisition and restructuring of Herberger's.

The company is taking a number of steps, however, that will enable St. Cloud, Minn.-based Herberger's to help boost Proffitt's earnings in 1997, said Brad Martin, Proffitt's chairman and chief executive officer.

Proffitt's has raised its fiscal 1997 earnings estimate to $ 2.80 per share, before nonrecurring items, on revenues between $ 2.375 billion to $ 2.42 billion. Should the retailer be successful, those earnings would be 25 percent over 1996.

Cost reductions and greater efficiencies will be implemented at Herberger's and are to reduce operating expenses by $ 7 million, including $ 3 million in 1997.

Proffitt's also targets about another $ 4 million in cost savings from its Younkers division, acquired in February 1996, and $ 7 million from its Parisian division, purchased in October.

The company will also introduce a proprietary credit card in May at Herberger's, which is currently using a co-branded Visa card. The company has also received commitments from such suppliers as Tommy Hilfiger, **Nautica** and Lancome to begin showing their wares at Herberger's.

"We look forward to enhancing sales and profitability as a result of the Herberger's merger," Martin said. "These should be enhanced through, among other things, the implementation of synergies and best practices, the introduction of the Herberger's proprietary credit card, and strengthened vendor relationships."

Proffitt's also ends the year with a stronger balance sheet, with a debt-to-capital ratio of 48 percent. Profit margins are also improved and will continue to improve greatly in 1997, Martin said.

The company expects to add 15 to 20 new stores through 1997, and expand or remodel another 10 to 15 with a total capital budget of about $ 100 million.

Even then, Martin said, "We remain well positioned to look at attractive acquisition opportunities. We think there will be some of those opportunities in the future. We think we could use modest incremental debt if the opportunity comes up to do something interesting, but we would not do anything that dramatically leveraged the company," he said, adding that the company prefers to stay within a debt-to-capital ratio of about 50 percent.

Martin in 1984 led an investor group that acquired controlling interest in Proffitt's, which was family owned, and an initial public offering of its stock was made in 1987.

The company has grown rapidly during the 1990s, from about a dozen stores to its current 174.

Proffitt's stock closed Tuesday at 32 1/2, down 1 3/8.

LOAD-DATE: February 21, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:51 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

HUES FOR HIM The Baltimore Sun February 20, 1997, Thursday,

Copyright 1997 The Baltimore Sun Company
The Baltimore Sun

February 20, 1997, Thursday, FINAL EDITION

SECTION: TABLOID, Pg. 28

LENGTH: 142 words

HEADLINE: HUES FOR HIM

BYLINE: Vida Roberts, Sun Fashion Editor

BODY:
The smart fashionable male needs an extensive color vocabulary. Talking colors has become even more important now that menswear designers are introducing quirkier shades in unexpected combinations. Men who are forever bonded to blue shirts, navy blazers and green golf pants needn't be concerned. It is the men who are prepared to be more adventurous in their wardrobe selections who will be speaking with varied inflections. Purple can be called grappa, ultraviolet, eggplant. Yellow may go by chrome, mustard or canary. Greens and blues have been melded into shades of mint, aquamarine, parrot, celadon. Even traditional gray is being called platinum, malachite, steel.

Production and styling by Suzin Boddiford. Styling assistance by Laurie Legum. Model: Chris Comfort. Furniture courtesy of Nouveau Contemporary Goods.

Pub Date: 2/20/97

GRAPHIC: COLOR PHOTO 1, Photography by Amy Davis, A splash of citron silk in tie and pocket square adds some edge to an elegant three-button, double-stripe suit and subdued gray shirt. Suit, $ 995, and shirt, $ 145, both by Boss Hugo Boss at Hyatt & Co. Tie, $ 34.50, and pocket square, $ 12, both from Jos. A. Bank Clothiers.; COLOR PHOTO 2, Photography by Amy Davis, Yes, grape and lime do go together. Cotton polo shirt by Mondo di Marco, $ 150, from Rothschild's. Plain-front trousers by Mondo di Marco, $ 200, at J. S. Edwards. Lime T-shirt, $ 10.50, at the Gap. Hush Puppies, $ 80, from Nordstrom. Hosiery from Hecht's.; COLOR PHOTO 3, Photography by Amy Davis, Don't match, clash! Tangerine linen shirt by Pronto Uomo, $ 75, at Rothschild's. Tomato T-shirt by Kevo Man, $ 40, at Hyatt & Co. Dad-look plaid shorts by Gene Meyer, $ 150, at Firma Menswear. Orange tank watch by **Nautica,** $ 70, at Rothschild's.; COLOR PHOTO 4, Photography by Amy Davis, This season, short-sleeved shirts are not only acceptable, they're fashionable. Mint-tinted mesh shirt by Gene Meyer, $ 159, from Firma Menswear. Horizontal-stripe tie by CK Calvin Klein, $ 65, and violet jacket by San Lorenzo, $ 330, both at Hyatt & Co.

TYPE: COLUMN, DISTINCTION -- SPRING 1997

LOAD-DATE: February 28, 1997

LEVI STRAUSS CUTTING ONE-FIFTH OF WORKERS News & Record (Greensboro, NC) February 21, 1997, Friday,

Copyright 1997 News & Record (Greensboro, NC)
News & Record (Greensboro, NC)

February 21, 1997, Friday, ALL EDITIONS

SECTION: BUSINESS, Pg. B6

LENGTH: 175 words

HEADLINE: LEVI STRAUSS CUTTING ONE-FIFTH OF WORKERS

DATELINE: SAN FRANCISCO

BODY:
Rising competition in the jeans market is forcing Levi Strauss & Co. to cut about 1,000 jobs, or one-fifth of its salaried work force.

The world's largest clothing maker plans to cut the jobs within the next year in an effort to cut $ 80 million in costs, spokesman Dan Chew said.

Most staff reductions will be accomplished through attrition and early retirement.

There was no word on which departments or positions would be cut. But all jobs eliminated will be salaried positions, half of which are located in the company's San Francisco headquarters and in the San Francisco Bay area.

Company officials stressed that the cuts are not a sign of financial troubles but just a matter of keeping up with the competition, which has increased in the past 18 months.

"Designer names such as Hilfiger, **Nautica,** Polo and others have stepped up their marketing presence in retail, particularly departments stores, which is a major channel of distribution for us," Chew said.

Many of Levi's competitors have lower overhead costs.

LOAD-DATE: February 22, 1997

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

2 charged under new counterfeit goods law; Bogus designer items sold at stand, police say The Baltimore Sun February 28, 1997, Friday,

Copyright 1997 The Baltimore Sun Company
The Baltimore Sun

February 28, 1997, Friday, HOWARD EDITION

SECTION: LOCAL (NEWS), Pg. 1B

LENGTH: 736 words

HEADLINE: 2 charged under new counterfeit goods law; Bogus designer items sold at stand, police say

BYLINE: Jill Hudson, SUN STAFF

BODY:
Two men who set up shop directly across from the state police barracks in Jessup are the first to be charged under a new state trademark counterfeiting law.

Police said the two men are suspected of selling thousands of dollars in counterfeit designer goods -- Tommy Hilfiger sweat shirts and watches, Rolex watches and Disney T-shirts that came with Warner Brothers cartoon characters -- from their roadside stand y across the street from the Waterloo barracks on U.S. 1 at Route 175.

State police arrested Lamonte C. Thomas, 27, of the 5300 block of Brook Way in Columbia, and Kirby C. Griffin, 25, of the 2200 block of N. Monroe St. in Baltimore on Feb. 14 after several weeks of surveillance and charged each with five counts of violating the trademark counterfeiting law.

Sgt. Dave Keller, a detective with the state's Bureau of Drug and Criminal Enforcement Unit, said that naive bargain hunters could have been easily fooled.

"Everything was marked down to a good price and was of real good quality," Keller said. "Their display was really nice, too, and everything was packaged real well. I have to say, these guys did a very good job."

Keller said the stand was set up every Friday afternoon. He said so-called Rolex watches were available for $ 75; videotapes of recent films went for $ 10, and often were sold out within one hour.

"We knew that the stuff was fake because real stuff would only be sold in a retail space," Keller said. "We also know that Tommy Hilfiger doesn't make watches, and a real Rolex costs at least $ 800."

The law, which went into effect in October, makes it a crime to manufacture, display, distribute and sell items that counterfeit a trademark registered with the state.

The sale of more than $ 1,000 worth of fake items is a felony; a sale that brings less than that is a misdemeanor.

The men, who face felony charges carrying a possible 15-year sentence and $ 10,000 fine, were released on their own recognizance, police said.

The new measure gives law enforcement officials the authority to seize the items and transfer them to the

owner of the counterfeited brand after a conviction. The merchandise is then generally destroyed.

More than 200 state and local police officers -- including the officers involved in the Jessup arrests -- were trained to spot counterfeit merchandise two months ago during a seminar sponsored by the state attorney general's office.

Participants included representatives from some of the most prestigious design houses in the country, including Hilfiger, Rolex, Calvin Klein, Ralph Lauren and Donna Karan.

Internationally, such counterfeiting is thought to cost $ 200 billion a year through lost sales, lost tax revenue and lost jobs.

The goods confiscated by police during the Jessup arrests were made in China and Korea. Asian countries have been the source of many counterfeit goods, most produced for their own domestic markets. Counterfeiting has been a major issue in international trade negotiations in recent years.

"Maryland had no laws dealing with counterfeiting, and it caused businesses and citizens to lose money and jobs," said state Sen. Norman R. Stone Jr., a Baltimore County Democrat who co-sponsored the trademark counterfeiting bill.

"It's hard to estimate how much money this will save Maryland and residents," he said.

"We'll just have to see how it works."

Steven Gursky, an attorney for companies like Hilfiger, **Nautica,** DKNY, Polo and Nike, among others, said arrests like the ones made by the state police are akin to picking up small-time operators.

"We're always trying to get the main guy, and follow him on up the chain," Gursky said. "What this new trademark law does is tell the little criminals as well as the big bosses that they'll have to go to jail if they counterfeit our products."

For highbrow designers, the loss of sales through counterfeiting might not be as important as the damage to their image.

"These people spoil the brand name of the product," Gursky said.

"The fact that it's available for sale on a street corner makes customers lose respect for the designer."

Spring Thompson, of the International AntiCounterfeiting Coalition, said, "Cracking down on counterfeiters is much more than protecting the intellectual property rights of designers. This is one of the fastest and largest growing crimes internationally."

Pub Date: 2/28/97

LOAD-DATE: March 1, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:48 AM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

There's 'Rhyme & Reason' to rap session Fresno Bee (California) March 5, 1997 Wednesday,

Copyright 1997 McClatchy Newspapers, Inc.
Fresno Bee (California)

March 5, 1997 Wednesday, HOME EDITION

SECTION: LIFE, Pg. F6, FOOD & LIFE -- MOVIE REVIEW

LENGTH: 493 words

HEADLINE: There's 'Rhyme & Reason' to rap session

BYLINE: Donald Munro, The Fresno Bee

BODY:
The scene in "Rhyme & Reason" doesn't seem remarkable at face value. It's a retirement party for musician Too Short, and it looks much like any other star-studded Tinseltown gala: lots of celebrities, fancy clothes, TV lights, a crowded dance floor, glowing testimonials.

But consider: It's a retirement party for a rapper. Has it really been that many years? So much for the folks who thought hip-hop was here today, gone tomorrow.

The music -- and culture -- has come a long way since its birth in the red-brick housing projects in the South Bronx of the late '70s, when musicians gathered in the corners of dilapidated basketball courts or on the sidewalks of the Grand Concourse to pound out a beat all their own.

Now rap music is a multi-billion dollar annual business that crosses color lines and national boundaries. It's spawned legendary careers, lucrative contracts, intense rivalries and a whole lot of cash.

In short, it's grown up, to the point that young whippersnapper rappers can speak in glowing terms of the "greats" who came before them -- and happily toast the "old guard" at their retirement parties.

Peter Spirer's "Rhyme & Reason" is a crisp look at the history of hip hop, packed with so much information that its screenplay could serve as history book. Such artists as Ice-T, Heavy D, Salt N Pepa and The Fugees offer their views on the business.

They also talk about how big money has changed the industry, offering a way out of the ghetto for some. But there's also a tinge of bitterness as they acknowledge that the vast majority of inner-city residents can't walk a CD-paved path to the suburbs.

"I live in the ghetto -- but the ghetto doesn't live in me," musician Wise Intelligent muses.

The contrasts can be striking: MC Eiht, dressed in jeans and striped **Nautica** rugby shirt, takes a morning walk around his exclusive neighborhood, his dog barking at the camera just before they disappear behind his gated driveway. Then there's Intelligent, who still lives in the neighborhood of his youth, looking slightly askance at those rap artists who some would say have left their roots behind.

"Rhyme & Reason" is most effective when it digs into such cultural issues behind the music.

It gets bogged down at times in its encyclopedic approach, however, and there isn't enough passion -- the

driving, hypnotic feel of the beat -- at its heart.

This isn't a concert film. Like the recent documentary "Hype!", which chronicled the rapid rise of the so-called "Seattle sound" alternative rock movement, it's a movie you watch with your head, not feel in your pores.

In that sense, it might be more appealing to hip-hop novices than those who have a deep familiarity with the music. Think of it as a highly detailed Rap 101.

MOVIE REVIEW

B-

RHYME & REASON

Starring Ice-T, Heavy D, MC Eiht and Salt N Pepa. Directed by Peter Spirer. A Miramax release. 1 hour, 31 minutes. Northgate. R (language)

GRAPHIC: Ice-T
Heavy D
MC Eiht

LOAD-DATE: March 8, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:45 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

HIP-HOP MUSIC IS SLAMMIN', BUT YOU WOULDN'T KNOW IT LIVING IN SYRACUSE The Post-Standard (Syracuse, NY) March 6, 1997 Thursday City Edition

Copyright 1997 Post-Standard, All Rights Reserved.

The Post-Standard
The Post-Standard (Syracuse, NY)

March 6, 1997 Thursday City Edition

SECTION: HJ

LENGTH: 432 words

HEADLINE: HIP-HOP MUSIC IS SLAMMIN', BUT YOU WOULDN'T KNOW IT LIVING IN SYRACUSE

BYLINE: John-John Williams IV

BODY:
Bruce Springsteen. Rusted Root. The Smashing Pumpkins.

What's wrong with this picture?

In the last few months, these artists have graced the numerous facilities that the city of Syracuse has to offer.

What's wrong with this picture? It lacks diversity.

Like many teen-agers today, I listen to hip-hop music. My Walkman is always playing the latest sounds in rap, R&B and reggae.

It seems strange to me that artists who play this kind of music do not give concerts in this city.

Some might say that these singers do not have a following like Bruce Springsteen. But that's not true.

Go into a local record store and ask for these artists: Foxy Brown, R. Kelly or Tupac Shakur.

In some cases the stores won't have them because they have sold out.

Look at the Top 10 music list every week. Close to half of the songs are categorized under rap, R&B and reggae.

Look at the fashion industry. Why do you think Tommy Hilfiger, **Nautica** and Perry Ellis are so popular?

I'll tell you why: because hip-hop artists wear their clothes - a little bigger, in hip-hop flavor.

Their followers wear the clothes too - from suburban teens to inner-city youth.

Go to any teen hangout in Central New York, and you'll see the influence of hip-hop.

So why does Syracuse get few or no hip-hop concerts?

Could it be that promoters are scared of bringing a show to town that would attract hundreds of young African-Americans?

Think about it.

It's not as if Syracuse doesn't have a large enough facility.

The War Memorial presented Rusted Root, and the Landmark Theatre presented Bruce Springsteen.

Because of the lack of local hip-hop concerts, many Central New York teens are traveling to other cities just to see their favorite artists perform.

Debbie Kim and Megan Dyer, both seniors at Christian Brothers Academy, traveled to Buffalo during the summer to see their favorite artists, L.L. Cool J. and R. Kelly, perform.

Debbie and Megan also drove to Weedsport last year to see the same artists. They spent $16 on gasoline and tolls and another $22 each on tickets.

Why should they have to go through this hassle when they could see those artists in Syracuse?

There is nothing like seeing musicians perform live. Teens shouldn't be denied the experience.

If local concert promoters opened their eyes to the disparity, maybe they would start booking L.L. Cool J. and Foxy Brown. They'd discover they could make a nice profit, and teens wouldn't be forced to travel elsewhere to enjoy the artists they love.

John-John Williams IV is a senior at Christian Brothers Academy.

LOAD-DATE: January 30, 2003

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:44 AM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Los Angeles Times March 6, 1997, Thursday,

Copyright 1997 Times Mirror Company
Los Angeles Times

March 6, 1997, Thursday, Home Edition

SECTION: Life & Style; Part E; Page 2; View Desk

GRAPHIC: PHOTO: MATCH PLAY: Menswear designers are pushing MONOTONE shirt and tie combinations for spring. The Sunkist duo here, from **Nautica** by David Chu at the company's store in Newport Beach, proves that the look doesn't have to be blah.

LOAD-DATE: December 21, 1998

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

In London and Milan, designers clone a wild woman; other fashion notes The Philadelphia Inquirer March 10, 1997, Monday

Copyright 1997 Knight Ridder/Tribune News Service
Knight Ridder/Tribune News Service
The Philadelphia Inquirer

March 10, 1997, Monday

SECTION: LIFESTYLE

KR-ACC-NO: K5497

LENGTH: 727 words

HEADLINE: In London and Milan, designers clone a wild woman; other fashion notes

BYLINE: By Roy H. Campbell

BODY:
Something trashy is on the way down the style pike.

In London and Milan, designers are cloning a wild woman, her clothes ripped, shredded and hard-edged, like she and they have been through the wringer.

It started late last month in London, opening city of the international round of fall previews. Alexander McQueen, recently hired to design the Givenchy collection, kept his status as the country's baddest boy of fashion. He unleashed a band of untamed dames, their faces darkened with war paint, giant claws attached to their fingernails.

The show was held at a 200-year-old produce market under London Bridge. Deliberately trashed cars with smashed windows were parked under the bridge. Trash was strewn about. Towering torches cast an eerie glow until one toppled over and set a car ablaze. Security quickly stifled the flames _ the accidental blaze and the torches.

The McQueen signature clothes were more of the ubiquitous animal prints, but in strips and shreds and teamed with floral see-through skirts and dresses.

London, birthplace of punk, is suddenly back in the hot light. Young designers, such as Stella McCartney, daughter of Paul, are coming into their own by combining the elements of trash style with the delicate designs of the Victorians. Example: McCartney's antique lace slip dresses affixed with rhinestones, slashed open at the waist.

In Milan last week, things were starting to get wild with edgy leather and lace and boa feathered ensembles by smaller designers stealing the thunder from the established designers.

The fall collections move to Paris this week and then, after an Easter break, conclude in New York in early April.

Will the wild woman still reign?

Polo Sport, **Nautica** Competition and DKNY Athletic are popular designer collections for those who play hard or just want the look.

Now Tommy Hilfiger, head of a $ 600 million company, is muscling into the field. He plans to build mini-gyms in department stores to showcase his new TH Athletics line of men's sporty urban-inspired workout gear.

Using his signature red-white-and-blue color scheme, Hilfiger's unitards, padded shorts, tight leggings and other stretchy creations are sure to be seen more on the street than in the fitness center.

But then again, isn't that the point?

Call it fear of sheer. With so many sheer men's shirts hitting the stores for spring, here's a way _ albeit a tacky way _ for men to forsake baring it all. If you've got a bird chest or you haven't been doing those crunches, slip a white undershirt under that see-through top. It won't win you any style points, but it will preserve your dignity.

Is Gucci rubbing in its reborn success or what? The hot label just launched a perfume called Gucci Envy. Like Gucci's sought-after status shoes and hipster clothes, the scent is "tres" expensive. The floral fragrance comes in a $ 35 shower gel, a $ 45 body lotion, a $ 60 eau de toilette (3.4 ounces) and a $ 140 perfume. It's available at Saks Fifth Avenue, Neiman Marcus and other tony stores. Don't hate it because it's beautiful _ in long, rectangular, clear bottles, the perfume is light green, the color of envy.

Speaking of pricey, have you heard about the Web? Not a computer site. The unisex sunglasses modeled after the kind American pilots wore in the 1930s. Seems Diego Della Valle, an Italian shoe designer, ordered up duplicates of the original glasses as party favors for a fete last year in Italy. The Web sunglasses were so popular with his guests that Valle began producing them in Europe, selling more than 100,000 pairs there. Harrison Ford, Isabella Rossellini and Sly Stallone sport the glasses, costing about $ 200 a pair and available exclusively at Neiman Marcus.

After hip huggers and '70s shirts, the hipster jackets could not be far behind. For spring, the boxy-cut zip jacket with lay-down collar is the outerwear look of choice for men.

It's called the hipster because the jacket's length rarely strays a few inches below the waist. The woman's version normally stops at the waist.

PHOTOS from the Milan fashion shows and from the Alexander McQueen show in London are available from KRT Photo Service on PressLink, 202-383-6099.

(c) 1997, The Philadelphia Inquirer.

Visit Philadelphia Online, the Inquirer's World Wide Web site, at http://www.phillynews.com/

JOURNAL-CODE: PH

LOAD-DATE: October 12, 1999

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:42 AM EDT

BC-SECTIONS-FASHION-Men's-Shoes ; SEE CP Photos NY614-615; Men's shoes take a fashionable step forward The Canadian Press (CP) March 10, 1997 Monday

Copyright 1997 Press News Limited, All Rights Reserved
The Canadian Press (CP)

March 10, 1997 Monday

SECTION: LIFESTYLES

LENGTH: 495 words

HEADLINE: BC-SECTIONS-FASHION-Men's-Shoes ; SEE CP Photos NY614-615; Men's shoes take a fashionable step forward

BYLINE: By Francine Parnes

BODY:
For The Associated Press

Just when men think they've mastered casual dressing, footwear trips them up.

The well-shod aren't wearing just sneakers or a boot.

Consider these options as ticked off by Tom Julian, menswear trend analyst for Fallon McElligott in New York:

"If your clothing is minimal and pared down, you'll go into sandals and simple styles.

"If it's modern and stylized, such as designer looks, it's square toes.

"If it's contemporary sportswear and Americana, it's color-driven, with technical touches, from **Nautica** Competition or Ralph Lauren's Polo Sport."

In other words, it's novelty.

Julian says novelty can be derived from a variety of influences. There can be a new take on an old theme, such as fuchsia Hush Puppies, or a simple revival such as saddle shoes and spectators.

Tommy Hilfiger is testing his marketing savvy with footwear this spring.

"He's taking his flag logo and primary colors and incorporating that into boat shoes, sneakers and high tops for a very new twist on the classics," Julian says.

So, how do you know you're taking a step in the right direction?

You can't go wrong with green. The shade known as moss is leading a cavalcade of colors that is blanketing everything from trendy saddle shoes in pastels to boat shoes gone bright.

Dick Jacobson, president of Fashion Footwear Association of New York, a trade group, says green actually is easy to wear.

"You have to see it neutralize itself with clothes in olive and copper shades," he says, adding that it goes with a whole spectrum of browns, from light tan to khaki.

The point is, there's a casual shoe for every occasion.

H.S. Trask and Co., a men's footwear manufacturer in Bozeman, Mont., is banking on saddle shoes in a soft shade for a casual Friday look.

"Our primary customer is a more conservative, yet fashion-conscious, manager - a banker or lawyer or stockbroker - who wants to go a little further but not leading-edge," says Harrison Trask, president and CEO. "He can evolve from a solid-colored shoe to a two-tone effect, and what's more classic than a saddle oxford?"

For those who take a lot of liberty with their weekend attire, this is the season to show off with shoes. There's an array of bright colors in boat shoes, driving mocs, adventure sandals and stadium sneakers. Or, men totally confident in their style might want to follow some looks seen on the runways.

"We did see a whole minimal statement, of shoes without socks, a confirmation of paring down," Julian says, "the slim khaki chino with black loafer, no socks and a body-conscious knit."

The real thing can be found at Gucci, but there are a lot of wannabes.

"What it means," Julian says, "is that when you go into Banana Republic and the Gap, you're going to see a lot of modern slip-on styles that are tailored with that silver plate on them a la Gucci or buckle clasp or oval hammered silver.

"It's one simple, sleek touch."

LOAD-DATE: October 11, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:41 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

BON MARCHE ENVISIONS MORE STORES, MORE PROFIT -- TURNAROUND' NOTED BY NEW MANAGEMENT
The Seattle Times March 13, 1997, Thursday

Copyright 1997 The Seattle Times Company
The Seattle Times

March 13, 1997, Thursday Final Edition

SECTION: BUSINESS; Pg. D1

LENGTH: 385 words

HEADLINE: BON MARCHE ENVISIONS MORE STORES, MORE PROFIT -- TURNAROUND' NOTED BY NEW MANAGEMENT

BYLINE: LEE MORIWAKI; SEATTLE TIMES BUSINESS REPORTER

BODY:
The Bon Marche, nearly written off with other department stores as a retail dinosaur a decade ago, is looking at a future marked by expansion and profitability, its two new top executives say.

The turnaround has been accomplished by shutting down low-profit departments such as home electronics, stocking individual stores with merchandise that reflects local community tastes, and playing up megabrands such as Ralph Lauren and **Nautica** as well as The Bon's own private labels, Chairman Ira Pickell and President Daniel Edelman said yesterday at a news conference to introduce the chain's new management team.

Pickell, 50, former Bon president, was named chairman and chief executive officer last month to succeed Thomas Harville, 56, who retired this week.

Edelman, 48, is former vice chairman of finance and operations for Macy's West in San Francisco. The Bon and Macy's are part of the Federated Department Store chain.

Federated reported The Bon's 42 stores in the Northwest had sales of $ 892 million in 1996. Pickell said profit growth was in the double-digits, although he declined to provide specific numbers.

Pickell said The Bon would open a new store in East Spokane this fall and new stores in Kalispell, Mont., and Wenatchee in 1999. He added it was "a possibility" the chain could expand into smaller communities in Northern California or into Vancouver, B.C.

Pickell and Edelman quashed rumors that The Bon would merge into Macy's West, saying both are successful on their own.

Edelman noted The Bon has a number of smaller stores in Idaho, Montana and Wyoming, while Macy's West concentrates on large stores in major metropolitan areas. Moreover, California buying patterns are different from those in the Northwest, he said.

Asked if The Bon would stop selling fur-trimmed items, as anti-fur activists have been demanding, Pickell said if customers did not buy particular items, The Bon would not carry them.

With the new Nordstrom flagship and Pacific Place retail-cinema complex coming in 1998, The Bon is

looking at ways to clean up the downtown store's weather-stained facade, said Pickell.

Bon officials said they welcomed the competition. "Making downtown into what it is becoming is going to be good in the long term for all of us," said Harville.

GRAPHIC: PHOTO; 1) GREG GILBERT / SEATTLE TIMES: BON MARCHE CHAIRMAN IRA PICKELL SAYS THREE NEW STORES WILL OPEN BY 1999. > 2) DANIEL EDELMAN

LOAD-DATE: March 14, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:40 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Men's fashion sales soar in Las Vegas Las Vegas Business Press March 17, 1997

Copyright 1997 UMI Inc.;
Copyright Las Vegas Business Press 1997;
Business ate ine;
Las Vegas Business Press

March 17 1997

SECTION: Vo 1 ; o 11; pg

LENGTH: 7 or s

HEADLINE: Men s ashion sa es soar in Las Vegas

BYLINE: Patricia Martin

DATELINE: Las Vegas; V; U ; Mountain

BODY:

ho says en on t i e to shop Last year sa es in the en s an oys appare in ustry soare to ar s the l ion ar an ana ysts pre ict that up ar spira i continue.

It s rea y een uite positi e o er the ast se era years sai o u ian a e or ase ashion e pert in Las Vegas ast onth or the iannua Men s ppare ui in Ca i ornia con ention M IC the or s argest tra e sho or en s an oys ashions.

ctua y o er the past e years so e o the top per or ers on a treet ha e actua y een a ers o en s appare. i e **Nautica,** o y i iger an i a ha e a one ery e u ian a e .

o e in act that any esigners o o en s co ections ha e crosse o er to en s. heir presence has reathe ne i e in a once stagnant ar et.

ou e got esigners i e onna aran ho use to a e c othing on y or o en. e they e rought a sorts o in uences in te ture an esign to en s c othing hich rea y has he pe to oost sa es u ian sai .

ith sa es in o en s c othing agging the gro th o ens ear has een a oon to the entire appare in ustry hich su ere another ac uster ho i ay se ing season. ccor ing to a e ruary report y Va ue Line Pu ishing Inc. the 199 season en e ith a hi per instea o the ong a aite ang.

hether it as inancia or creati e reasons or oth that ure esigners i e aran Va entino an Versace to cross o er their entry on the p aying ie gi es en a ot ore than right y co ore suspen ers an patterne soc s to a up their ar ro es.

Men can ear p eate pants nonp eate pants three utton suits ou e reaste suits hite or co ore ress shirts s i pants or u er ore aggy pants. It s sort o the ay o en s s irt engths ha e gone you can ear either or u ian sai .

n that suits area retai ers ust ine. In act so e say sa es ha e ne er een etter.

e e seen sa es increase percent o er ast year sai Michae a e anager o Macy s en s tai ore c othing epart ent at ashion ho Ma . ctua y it as the iggest increase in a year that e e e er e perience at this store sai a e ho esti ates at east ha o his custo ers are oca resi ents.

a e cite se era reasons or the ro ust sa es so e o hich can e attri ute to the area s ushroo ing popu ation an tourist ar et. Pro uct ise a e says a ig actor has een the return o the three utton suit.

It as ery popu ar ac in the orties an they e een ringing it ac an it s ina y catching on. here are a so other ne a rics on the ar et. here s a oo an ycra i that s e tre e y ight eight an per ect or the te peratures e ha e here he sai .

ith suits ranging any here in price ro to se era thousan o ars usiness en ha e a opte the ess is ore phi osophy sai a i Car o a pu ic re ations anager o the ei an Marcus store at ashion ho Ma .

hat you re seeing is en uying ess ut uying etter. Lu ury en ite s ha e een oing ery e an are e pecte to continue to o e . Men ant so ething that i ast ro season to season sai Car o a ho ec ine to re ease speci ic sa es igures or his store.

oug a i uyer or en s tai ore c othing at i ar ept. tore Inc. hich has our area stores attri utes uch o i ar s ro ust sa es to the ast ne ines o suits rought out o er the past e years.

ou e got peop e i e a ph Lauren ho recent y intro uce a e a e ua ity suit or 9 . It s a great suit an it s e inite y he pe to oost sa es in the Las Vegas area he sai .

o ust hat is to ay s e ecuti e earing

I thin you see a ot o t o reaste suits eighties inspire ith ight pa ing in the shou er an a it ore o a a oyant tie sai. M IC s u ian.

It s a oo o e egance a e Car o a.

It s e inite y a return to the g a orous o o y oo oo . ou no the ery e put together oo that you ou e pect to see on so eone i e Cary rant he sai .

ntrepreneurs on the other han pre er a ore re a e sty e.

he tren is or the three utton s i ine suits ith a nit un erneath an the ore co orta e ...so e shoe. ha is a so re ain a ig se er u ian sai .

GRAPHIC: Photo

UMI-ACC-NO: 97 1

LOAD-DATE: pri 17 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:39 AM EDT

INDUSTRIAL STRENGTH DENIM The New York Times March 23, 1997, Sunday, Late Edition - Final

Copyright 1997 The New York Times Company
The New York Times

View Related Topics

March 23, 1997, Sunday, Late Edition - Final

SECTION: Section 6; Part 2; Page 63; Column 2; Men's Fashions of The Times Magazine

LENGTH: 135 words

HEADLINE: INDUSTRIAL STRENGTH DENIM

BODY:
Authentic indigo denim is back. After 20 years of being washed, stoned and otherwise abused, this tough American classic is resuming its rightful place in men's casual wardrobes. The heavy weight and deep color have restored an integrity to jeans, jackets and even shirts that was lost in the wash. Oddly, these styles now seem both more rugged and more dressy, evoking images ranging from the grittiness of California's forty-niners to the casual chic of James Dean in the 1956 film "Giant," based on Edna Ferber's family saga of greed and oil.

As our location, we chose the arid oil country of Odessa in west Texas, about 200 miles from where "Giant" was filmed. Here, the endless plains, punctuated by oil rigs, derricks and refineries, serve as a rugged foil for industrial-strength denim.

GRAPHIC: Photos:
Zip-front denim jeans jacket with patch pockets from Helmut Lang Jeans, $240. At Barneys New York. Camouflage, 141 Eighth Avenue. Saks Fifth Avenue. Five-pocket jeans from Lacoste, $95. At Lacoste Boutique, 543 Madison Avenue, White Plains, N.Y., and Short Hills, N.J. For more store locations, call (800) 452-2678. Checked cotton shirt from Richard Edwards, $125. At Camouflage, 141 Eighth Avenue. Rolo, San Francisco. (PHOTOGRAPH BY HARRY DE ZITTER FOR THE NEW YORK TIMES) (pg. 63)

Jackets dress up or dress down this rugged basic. Opposite page, left: Zip-front jacket of soft leather from A/X Armani Exchange, $395. At A/X Armani Exchange, 568 Broadway and selected stores nationwide. Five-pocket slim silvertab jeans from Levi Strauss & Company, $50. For store locations, call (800) 872-5384. Short-sleeved polyester and nylon shirt by John Bartlett, $150. At Saks Fifth Avenue, New York City only. Boots from Cole-Haan.

Opposite page, center: Denim jeans jacket with two patch pockets, $85, and five-pocket jeans with rivets, $48, from Polo Jeans Company Ralph Lauren. At Lord & Taylor. Macy's East. Checked cotton shirt from Lacoste, $95. At Lacoste Boutique, 543 Madison Avenue; White Plains, N.Y., and Short Hills, N.J. For more store locations, call (800) 452-2678. Boots from Ralph Lauren Footwear.

Opposite page, right: Snap-front denim jacket with patch pockets from Paul Smith Jeans, $225, and checked cotton shirt by Paul Smith, $240. At Paul Smith, 108 Fifth Avenue. Five-pocket jeans from Dickies, about $25. For store locations, call (800) 342-5437. Boots from Rockport. (pg. 64)

This page: Zip-front cotton jacket with button flaps and elbow patches from Dickies, about $50. For store

locations, call (800) 342-5437. Loose-fitting jeans by Calvin Klein, $48. At Lord & Taylor. Macy's East. Zip-front checked cotton jacket from the Gap, $75. At the Gap nationwide. Belt from To Boot New York Adam Derrick. Boots from Timberland. Sunglasses from Nikon. (PHOTOGRAPHS BY HARRY DE ZITTER FOR THE NEW YORK TIMES) (pg. 65)

This page, left: Denim shirt with stitched trim from Paul Smith Jeans, $145, and short-sleeved cotton and Lycra turtleneck from PS by Paul Smith, $105. At Paul Smith, 108 Fifth Avenue. Fred Segal Finery, Santa Monica, Calif. Five-pocket boot-cut denim jeans from Wrangler, $35. For store locations, call (888) 497-2645. Belt from Cole-Haan. Boots from Ralph Lauren Footwear. Watch from Tag Huer.

This page, center: Western-style denim shirt with patch pockets from **Nautica** by David Chu, $65. At The **Nautica** Store, 216 Columbus Avenue. Five-pocket button-fly jeans from A/X Armani Exchange, $68. At A/X Armani Exchange, 568 Broadway and nationwide. T-shirt from the Gap. Belt from Wilke-Rodriguez. Boots from Cole-Haan. Watch from Guess.

This page, right: Five-pocket prewashed "501" denim jeans from Levi Strauss & Company, $50. For store locations, call (800) 872-5384. Snap-front checked cotton shirt by Tommy Hilfiger, $ tk. At stores tk. Belt from Trafalgar. Boots from Timberland. (pg. 66)

Opposite page: Jeans jacket of denim and polyester with silver buttons from Versace Jeans Couture, $340. At Gianni Versace, 647 Fifth Avenue. Versace Jeans Couture boutiques, Atlanta, Miami and McLean, Va. Five-pocket prewashed "501" jeans from Levi Strauss & Company, $50. For store locations, call (800) 872-5384. Mercerized cotton shirt by Calvin Klein, $275. At Calvin Klein, 654 Madison Avenue. Saks Fifth Avenue. Belt from Cole-Haan. (PHOTOGRAPHS BY HARRY DE ZITTER FOR THE NEW YORK TIMES) (pg. 67)

Opposite page: Snap-front Western-style denim jeans jacket with gold stitching by John Bartlett, $130. At Saks Fifth Avenue, New York City only. Mac, San Francisco. Cotton pants from Banana Republic, $78. At Banana Republic nationwide. Checked cotton shirt from Polo Jeans Company Ralph Lauren, $58. At Lord & Taylor. Macy's East. (pg. 68)

Heavy denim has a substance that holds its own with khaki and leather. This page: Leather pea coat by Calvin Klein, $1,495. At Bergdorf Goodman Men. Calvin Klein, 654 Madison Avenue. Saks Fifth Avenue. Five-pocket jeans with rivets from Polo Jeans Company Ralph Lauren, $48. At Lord & Taylor. Macy's East. T-shirt from the Gap. Boots from Cole-Haan. (PHOTOGRAPHS BY HARRY DE ZITTER FOR THE NEW YORK TIMES) (pg. 69)

LOAD-DATE: March 23, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:38 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

spring fashion SUITED UP Men needn't hesitate to charge out of sartorial dugout Milwaukee Journal Sentinel (Wisconsin) March 23, 1997 Sunday

Copyright 1997 Journal Sentinel Inc.
Milwaukee Journal Sentinel (Wisconsin)

March 23, 1997 Sunday All

SECTION: Lifestyle Pg. 10

LENGTH: 500 words

HEADLINE: spring fashion
SUITED UP
Men needn't hesitate to charge out of sartorial dugout

BYLINE: Catherine Fitzpatrick

BODY:
It is a rare man who eschews the term "fashion plate" and, nevertheless, is one.

Some men consider it sartorially acceptable to schlump through life in limpid flannel shirts and off-brand jeans, corduroy barn jackets and crusty socks. These are the guys who name their pickup trucks "Gert," who converse fluently with hounds, who consider a haircut a grooming procedure predicated upon the occurrence of major holidays.

Other men dress exclusively in pressed khaki chinos and immaculate Oxford shirts, single-button boxy blazers and pindot ties. These are the guys who order corned beef on white (with bright yellow mustard), vote the straight ticket, memorize the rules on board-game box lids, vacation at home, stop surfing when they hit the Weather Channel.

There are bean-counter guys who buy short-sleeve dress shirts and Dacron/polyester slacks straight off the peg; "Yo, Vinny" guys who troll the nightclub tables in designer suspenders and snapster spectator shoes; and chiseled guys in $1,500 four-button, three-piece, soft taupe wool crepe suits with coordinating seven-button vests and subdued-stripe silk ties artfully affixed with a four-in-hand knot.

Not many in that last category. Sigh.

So while Calvin Klein is advising "three-button jackets worn with straight leg flat-front or pleated trousers that are slightly fuller for added ease" . . . while Ralph Lauren is pairing navy wool/cashmere double-breasted pinstripe suits with ocean green French-cuff spread-collar shirts . . .

While Donna Karan is proposing earthy hues of quartz, flax, driftwood, coal and carbon for "one- or two-button jackets (that) contour and perfect the torso, with linear pants that elongate the legs, (and) sport coats that articulate the body regardless of a collar (and) shirts that go sleek and fitted" . . .

While the creative director at Bergdorf Goodman in New York is suggesting conservative gray or navy suits with bright shirts and solid ties . . . and the menswear experts at J.C. Penney are expounding on the benefits of pocket squares and fedora hats . . . while **Nautica's** David Chu is streamlining his khaki silhouettes and accessorizing them with bold colored shirts and monochromatic or subtly patterned ties . . .

While Van Heusen (and just about everybody else) is in love with "intensely blue dress shirts" . . . while Geoffrey Beene is doing ties in a lavender/gray/yellow/celadon/blue "kaleidoscopic" spectrum of colors . . .

While Milwaukee haberdashery owner Mark Pasch predicts the East Coast trend of "dressing up more is headed this way" and Boston Store's Bill Lasche advises, "If you don't own a great blazer, go out and buy a navy three-button it looks contemporary and modern and, regardless of your proportions or height, you'll look better in it" . . .

While all these trendsetters are offering free fashion wisdom for the well-dressed man, more than a few guys out there will probably ignore it. And consider themselves none the lesser.

GRAPHIC: Photos color 1, 2

Left: Jhane Barnes chalk-stripe gray suit, $725; indigo shirt, by IKE Behar, $100; tie, by Format, $65, all at Mark Pasch Ltd. Right: Jhane Barnes charcoal pinstripe suit, $800; green shirt, by XMI, $80; tie, by XMI, $72.50, all at Harleys. Photo color 3

Above: She's wearing a red tee, $20, and bib shorts, $72, both by CK Calvin Klein; both at Younkers. On him, shirt, $65; shorts, $55, jacket, $135, all by **Nautica;** all at Younkers. At left, on her: pea green linen jacket, $69, and slacks, $46; cobalt mock-turtle top, $36; all by David N, all at J.C. Penney. On him: an ivory sport jacket, by Stafford, $150; dress shirt, by Stafford, $34.50; tie, by Henry Grettel, $25; slacks, $62; all at J.C. Penney.

LOAD-DATE: March 24, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:37 AM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

DKNYPD: CRACKING DOWN ON COUNTERFEIT CLOTHING Village Voice (New York, NY) March 25, 1997

Copyright 1997 VV Publishing Corporation
Village Voice (New York, NY)

March 25, 1997

SECTION: CITYSTATE; Pg. 27

LENGTH: 942 words

HEADLINE: DKNYPD: CRACKING DOWN ON COUNTERFEIT CLOTHING

BYLINE: Valerie Burgher

BODY:
You ve got your confidential informants, your stakeouts, your undercover agents, your surveillance. Who knew the world of faux couture could be so... Mission: Impossible? Indeed, the counterfeiting of top fashion brands from Donna to Calvin, once seen as an inevitable consequence of running a successful outfitting line, has been getting increased attention from clothing labels. Designers, as well as the FBI, U.S. Customs, and the NYPD, are sniffing out fake fashion purveyors, large and small, with renewed vigor.

From the discovery of over a hundred fake Yankee caps last October, to a recent seizure of nearly a thousand jeans and T-shirts in Washington Heights, the NYPD s peddling unit keeps busy with small-time busts.

And on a larger scale, still under investigation is a family-run counterfeit clothing ring operated from two sites, one at Knickerbocker Avenue in Brooklyn and another at Sutton Place in Flushing. Affidavits from customs agents trace a long and laborious attempt to thwart Ali Raif Saleh, Hussein Raif Saleh, and Mohammad Raif Saleh--clothing copiers extraordinaire.

After scouting out several locations in the Bronx, agents sought the help of a previously convicted counterfeiter who was familiar with the operation. After several months of visits to the sites--a couple of no-shows by the counterfeiters, discussions of fabric quality and the cost of establishing your own fake manufacturing business (embroidery machines and all)--agents finally completed the buy. They purchased $10,000 worth of Tommy Hilfiger merchandise (paid for in $100 bills). And with a search warrant, they later found, among other items, 40 cartons of Tommy Hilfiger jackets, 23 boxes of Hilfiger jeans, and 35 crates of labels marked with practically every urban-wear name in the business.

The Brooklyn-Queens ring has commanded New York attorney Steven Gursky s attention. Gursky represents many of New York s top design companies, including **Nautica,** DKNY, Tommy Hilfiger, and Polo, and has been on a vociferous anticounterfeiting mission. It s kind of like the drug problem, says Gursky. You know that it won t ever completely go away, but we can stop some of it.

He has helped bring countless lawsuits and claims the anticounterfeiting fervor has not only companies in mind, but consumers who get the short shrift. There is a certain element of the population that will buy clothing according to the logo and nothing else, and they end up just not getting the good deal, he says. It s a big business for counterfeiters and the increasing ability to copy designer logos has made it easier for them.

Dempster Leech, whose agency Harper Associates represents the likes of Timberland, Nike, and Louis

Vuitton, acknowledges that New Yorkers can find fakes most any place in the city. Canal Street is rife with fake goods, 57th Street is a mecca for vendors who work off of blankets. Orchard Street is a fabulous location for counterfeit watches. Go down to Battery Park and there are guys selling shirts and watches down there. They operate in the theater district, they operate in Lincoln Center, and then there are areas in lots of tourist spots and then the outer boroughs. Long Island flea markets and Main Street in Queens have long been known as hot spots for fakery.

Recently, penalties have been getting tougher. In fashion circles, imitation is grounds for lawsuits or, in larger federal arrests, time behind bars. Edward Dempsey, a U.S. Customs special agent with the Department of Investigation, says that counterfeiting law has been expanded. Originally the average penalty was five years, now it s 10 years, adding that many clothing giants have not shied away from filing substantial lawsuits. Dempsey and the nine other special agents working within the department sometimes take up to three years to complete a bust. And the Anticounterfeiting Consumer Protection Act drafted last July recommends strengthening of civil fines and involving federal officers, and provides statutory damages of up to $1 million. The International Anticounterfeiting Coalition (IACC) is also pushing for jail time, since many counterfeiters are undeterred by fines. Dempsey remembers one national investigation, which included a Brooklyn operation, that in October 1995 yielded a total of $27 million worth of knockoff merchandise.

Spring Thompson, director of communications at IACC, has no sympathy for knockoff tailors. She points to the $200 billion in projected costs to U.S. companies here and abroad. And in New York, she estimates $350 million a year in lost tax revenue alone. The battle against counterfeiters also provides fertile ground for some rather unsavory conspiracy theories. According to Thompson, fake clothing revenues have been linked to organized crime and the World Trade Center bombing. It s not just a small-cash operation, she assures.

In 1996, of the $47 million worth of counterfeit merchandise seized by U.S. Customs, $11 million was in apparel. Profits from counterfeiting are known to exceed those done by drug trafficking, she adds. A lot of people have gotten out of running drugs and are getting into counterfeiting. Perhaps that s not such a bad thing, but counterfeit busters are adamant that they pursue their cause in the name of the consumer. In some cases, insists Thompson, we re talking about clothing material which could cause allergic reactions or materials that could potentially be extremely flammable. Are combustible sweatpants really cause for alarm? Maybe not. But they do warrant a caveat: you get what you pay for.

GRAPHIC: Photo: Buyer beware: Are designer labels like these at Brooklyn s Fulton Mall the genuine article?

Credit: Sandra-Lee Phipps

LOAD-DATE: March 21, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:34 AM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

New blood working to revive South DeKalb Mall;Owners, managers want store sales to reflect affluence of area residents The Atlanta Journal-Constitution March 25, 1997, Tuesday,

Copyright 1997 The Atlanta Constitution
The Atlanta Journal-Constitution

March 25, 1997, Tuesday, ALL EDITIONS

SECTION: BUSINESS; Pg. 08F; Pg. 06F

LENGTH: 853 words

HEADLINE: New blood working to revive South DeKalb Mall;
Owners, managers want store sales to reflect affluence of area residents

BYLINE: Mickey H. Gramig; STAFF WRITER

BODY:
In the 15 years Ahmad Fayyad has been running GQ menswear in South DeKalb Mall, February has been the slowest month for sales. But GQ's sales were up 75 percent this February, compared with February 1996.

In fact, Fayyad said, the month's sales were higher than any month last year except April and December, when Easter and Christmas shoppers kept the registers ringing. He and other retailers think sales are up because of the new excitement at the 26-year-old mall, which the Atlanta- based investment group Capitalist Ventures bought from Rouse Co. in December for about $ 20 million.

"They are doing their best to get in touch with the community, to see what the community wants. We need the community, but the community doesn't need us," said Fayyad, who, before the mall's sale, feared South DeKalb would turn into an outlet center.

South DeKalb's retail trade area has the nation's second-most affluent concentration of African-Americans, with the average household income at more than $ 39,000 for more than 209,000 people within a five-mile radius, according to Information Decision Systems. Problem is, shoppers say South DeKalb's merchandise doesn't compare with what's available at Atlanta's more upscale malls. And if shoppers can't find what they want to buy at South DeKalb, they take their spending power elsewhere.

Dan O'Leary, managing partner of Capitalist Ventures, wants to detour shoppers back to South DeKalb. He thinks the way is to take an active role in the community, while improving service and selection. Since buying the mall, he's brought on the Charlotte-based retail management company Faison Associates to manage it, and his team has met with community leaders and retailers to talk about South DeKalb's direction.

"We're telling them, 'This mall can be what you want it to be,' " O'Leary said. "They're saying, 'You've got to start selling better- quality merchandise and improve the level of service. We want good- quality merchandise, and, to get it, we're driving past your mall.' "

Not the same selection

Though Mildred Maddox works at South DeKalb, and it's the closest mall to her home, she often drives to Buckhead and other areas to shop.

"They don't have the same merchandise you can get at Lenox. There's certain lines that other Rich's carry that they don't carry here. I don't know why, because this is a very affluent area. There's money spent here," said Maddox, who has worked at a women's designer shop, Allure Apparel, for five years.

Ed Tessaro, a regional director with Rich's, said some lines, like Liz Claiborne, haven't had high enough sales at South DeKalb to keep offering them there. "We sell plenty of better merchandise in South DeKalb. But we have to get a certain amount of turn to the merchandise," he said.

However, Rich's recently added the upscale Emma James label, which is produced by Liz Claiborne, and in the first week sales of that line at South DeKalb were in the top two or three Rich's stores in Atlanta, Tessaro said.

Rich's also is expanding its men's designer section, increasing its Polo, **Nautica** and Tommy Hilfiger selections, which could eventually take over the whole bottom floor, Tessaro said.

"The demand is there. The merchandise is blowing out of the store," said Barbara Copeland Sacco, Faison's director of special projects, who was brought in to help turn around the mall.

110 percent improvements

Part of that turnaround plan involves having "mystery shoppers" visit every store in the mall several times a year. The shoppers will rate customer service and report back to Faison, which will share the ratings with mall merchants so they can make any needed improvements.

Stores that score well will be a step ahead in Faison's 110 Percent Club, a promotion designed to boost morale and, as a result, sales. Merchants will be given points for such things as attending meetings with management and community members, having high mystery shopper scores and participating in mall community service events. The points will go toward 110 Percent Club awards, which have included free newspaper ads, vacations and even a car at other Faison properties, Sacco said.

The mall also has hired a full-time marketing manager and is starting a concierge desk this spring. A renovation isn't planned, but the mall will be brightened up with a colorful banner program. In addition, negotiations are under way for a third anchor to join Rich's and JC Penney, and there's talk of building a stand-alone pharmacy, and possibly a new movie theater, in the mall's parking lot.

That's good news to general manager William P. Ciccaglione, who came to the mall 2 1/2 years ago when it was under Rouse's ownership and management.

"Everything was kind of minimal prior to this, not due to management, but because of the direction this center was headed. I felt like this property wasn't getting the attention it needed," Ciccaglione said. "It's been for sale off and on for like six to eight years. You know what that can do for morale ---not only for the merchants but also for the community."

GRAPHIC: Color: Spring shopping: Sharon (left) and Sharral Long shop for Easter clothes at South DeKalb. / RENEE' HANNANS / Staff (Constitution editions only) Color: Store excitement: Ahmad Fayyad of GQ Menswear says sales are increasing. / RENEE' HANNANS / Staff
Map: Location of South DeKalb Mall; inlaid map shows location in relation to metro Atlanta. / Stephen Camper / staff

LOAD-DATE: March 26, 1997

Fashion-frozen men find it easier to thaw out a bit The Denver Post March 28, 1997 Friday

Copyright 1997 The Denver Post
All Rights Reserved
The Denver Post

March 28, 1997 Friday 2D EDITION

SECTION: LIVING; Pg. E-02

LENGTH: 971 words

HEADLINE: Fashion-frozen men find it easier to thaw out a bit

BYLINE: By Francine Parnes, Denver Post Fashion Editor

BODY:
For a good portion of the male population, the period of interest and patience while shopping for clothes pretty much rivals the life span of a moth.

For them, fashion is the dreaded "F" word.

But for men who are willing to branch out even a bit beyond the khakis-plus-blue-shirt syndrome, there's good news on the horizon.

Mainstream designers such as Tommy Hilfiger, Claiborne, Ralph Lauren, Bugle Boy and **Nautica** continue to track the trends and distill them in a more manageable form for their customers.

More about that to come. But now, the bad news. Halloween haberdashery

What many designers are currently showing won't do much to convert the average Joe into a born-again shopper.

Consider the slew of spring menswear shows. The lines are not bad - if you're game for suiting up like something out of Halloween.

"Mix together the clothes of astronauts, garage mechanics, sports teams, and the UPS man, and you have another trend that's young, flashy and often practical," reports the National Association of Men's Sportswear Buyers.

Ask menswear designers what to wear, and then take a deep breath.

They just might have one word for you - plastic. That's one of the materials offered by a menswear designer named So; other American designers are using the reflective fabrics of rescue teams.

What you choose this season has a lot to do with your identity. Some of the clothes are costumey, and you dress to suit your fantasy.

Not that you have to experiment with the wild side - at one end of the style spectrum, there's the neo-nerdy, popularized this season by Joe Boxer. He has produced a line called Geek Jeans, shorter and tighter with a sixth pocket.

As early as the previews for last fall, the design team of Dolce & Gabbana was among the front runners of the neo-nerdy look. On their runway in Milan, models came out in horn-rimmed glasses, short-sleeved sweaters, flat-front pants and narrow-styled suits.

As Suzy Menkes, fashion editor for the International Herald Tribune then reported, "You could not have found a bunch of more regular-looking guys."

Likewise, in Milan at the Prada show, the guys came out in V-neck golf sweaters, while New York designer John Bartlett did his share to popularize Forrest Gump's Hush Puppies. Nerd's revenge

Meanwhile, Tommy Hilfiger's $ 400 million fashion empire has been advocating styles from the '50s and '60s, including gas attendant jackets and bowling shirts.

This season, the nerd continues to wreak his revenge.

Based on the recent twice-yearly round of menswear showings in Europe and New York, The Washington Post reports that the short-sleeved dress shirt is back. Long the stuff of pencil-protector jokes, the humble shirt is ruling the runways. It's the uniform of the blue-collar working man - suddenly chic, designers are saying. You'll find the look anywhere from Dolce & Gabbana to Calvin Klein.

"In this age of Dilbert, champion of cubicle dwellers, the short-sleeve dress shirt is working-man chic - right up there with coveralls and Caterpillar work boots," says The Washington Post. "It is the shirt of 'NYPD Blue' anti-hero Andy Sipowicz."

Other designers, meanwhile, are fascinated with lumberjacks, auto racers and rescue workers. But suppose you're an average fellow who hasn't exactly been bitten by the shopping bug. You would still like to venture comfortably and confidently into dress-down Friday.

First, don't be ruled by what you see in magazines, on the screen or even on a department store mannequin.

Take the current notion of color. Say, a French blue shirt with navy pocket square and pink tie. Many designers are advocating some variation on this color theme, while Ralph Lauren is going for monochromatic hues, such as shirts and ties, both in solid mint green or lavender.

"Just because we see it, doesn't mean we have to wear it," says Warren Christopher, fashion and grooming editor for Men's Health magazine. "Those styles are not really for everybody," says Christopher. "But they are a good indictor as to where fashion is going. It's a little more daring, with a solid-colored shirt and tie." Glacial movement

Men's fashion moves slowly, but it does move, says Christopher.

"Five years ago, if you suggested that to a guy, he'd think you were out of your mind. Today, color is an easy way of dressing up and giving a little kick to a blue suit."

There are other advantages.

"It certainly cuts down on choices," says Christopher. "You don't have to worry about matching up print ties and striped shirts. For someone who has a hard time with the whole pattern thing, he can buy into this program and make it easy."

Easier still is going tieless. The trend has been pushed to the fashion forefront by banded collar shirts that don't take a tie.

With a dress shirt, forgoing your neckwear may be an option, depending on the corporate culture at your

office on dress-down Fridays. You can play it safer by keeping your jacket on and your shirt buttoned up.

Suppose your uniform is the standard khakis, blue dress shirt, brown belt, brown shoes. They're the perennial favorites.

How to step out in style? Consider slipping into a new pair of shoes.

Apropos of perennial favorites, "Moccasins in men's footwear are as classic as a penny loafer or Gucci loafer, but now you'll see a lot of new ones that don't look like the old style of the past," says Dick Jacobson of the Fashion Footwear Association of New York.

"The basic thing about a moccasin is your foot sits in a shoe built like a glove. But you can do a lot of new things with moccasins, like Ralph Lauren's group of dress shoes with moc fronts," says Jacobson.

Many men consider conversational neckwear a quick ticket to style. But one note of caveat:

"Don't let the tie," says Christopher, "speak louder than you do."

GRAPHIC: PHOTO: Mens Fashions

LOAD-DATE: March 28, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:33 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

SUNNY AND BRIGHT FROM HEAD TO TOE;CHILDREN'S CLOTHES RADIATE WITH COLOR AND TIP THEIR CAPS TO ADULT STYLES Pittsburgh Post-Gazette (Pennsylvania) March 30, 1997, Sunday,

Copyright 1997 P.G. Publishing Co.
Pittsburgh Post-Gazette (Pennsylvania)

♦ View Related Topics

March 30, 1997, Sunday, FIVE STAR EDITION

SECTION: ARTS & ENTERTAINMENT, Pg. G-11, SHOPPING WITH POLLY

LENGTH: 1210 words

HEADLINE: SUNNY AND BRIGHT FROM HEAD TO TOE;
CHILDREN'S CLOTHES RADIATE WITH COLOR AND TIP THEIR CAPS TO ADULT STYLES

BODY:
The friendly fellow shopper on the checkout line tells you, "He's got your eyes. . . . She's got your smile . . .," and the parent of the moment swells with pride. It's obvious to Polly and just as obvious to designers of children's clothing: We grown-ups like the idea of our children looking like miniature versions of ourselves.

Thank goodness, though, the cloning of runway fashions for kids is coming at us in doses that are easy to take. Kids can still dress like kids in the traditional sense for spring and summer: Girls will be girls in gingham, florals and frills, and boys will be boys in patterns laced with bugs or balls.

But much of what designers have presented to adults this season has trickled down to Junior and Jane: Those tight-ribbed or cropped tops and dresses with layers of sheer material at Limited Too sure look a lot like mom's. And beside the creepy-crawlies splashed across boys' T-shirts from Health-tex to Gap Kids, there are golf shirts or T's with simple stripes or sporty logos to please any father-and-son team.

It's not hard to find ensembles that represent shared interests, too, when everything from Warner Bros. and Disney stores to Land's End and Old Navy to Nike and Fila and more sell adult and children's clothing with anything from color to texture to pattern in common. And if mom and dad have a fondness for **Nautica,** Tommy Hilfiger, Polo by Ralph Lauren, Guess?, Calvin Klein and so on for themselves, they can easily find those same labels for the child of the house as well.

Look no further than your kids' Crayola crayon box for signs of spring that reflect grown-up trends. The company recently added eight colors derived from the '70s scene - the retro choice of the moment.

"The '70s influence is felt throughout all of fashion," says Peter McGrath, a vice president for JCPenney children's division. "It's trickled down through juniors and young men's to children's wear."

Fruit and vegetables are the main inspiration for the color schemes of then and now. For girls, orange, yellow, raspberry and lime green show up in florals and prints nearly everywhere you look: In everything from beachwear to dress-up, at Gymboree stores (newborn through kindergartners), in lines like Guess? Kids and Esprit, bold and bright are the rule. And the '70s are alive and well at Limited Too (infant to size 16), which features splashes of flower power; above-the-knee jumpers, bell bottoms and those skinny-ribbed tops that are as widely available now as they were when Mary Tyler Moore made them a weekly fashion statement.

Polly also wishes she had saved some of those chain belts that dangled daringly from hips way back when. Even hair has gone nostalgic. Magazines like Girl's Life are showing it mostly long and parted, and kept in its place by barrettes, scrunchies or hats.

For boys, sportswear is the biggest influence, and soccer in particular at JCPenney. Labels like Umbro, addidas and Extreme provide the athletic look. "Patterns mimic soccer ball designs or logos. Fabrics, like nylon, are high-tech tough," notes McGrath. "It's a sports-inspired look that combines fashion with function."

Khaki and some of that '70s color, like avocado and mustard gold, have come off the runway and into boys' wardrobes. These colors often represent environmental themes, with frogs, fish, snakes and dragonflies on playshirts from lines like OshKosh B'Gosh. They're also big for boys' Sunday-best look. Small Treasures, for instance, offers a dressy khaki and cream ensemble with band-collar shirt, paisley vest and pleated pants, at Newman's, Squirrel Hill and the Galleria, Mt. Lebanon.

Newman's is filled with the bright colors of spring in simple, elegant styles, including an anything-but-mellow yellow denim jumper by CK Calvin Klein Jeans and the same yellow as background for a floral shift dress with Velcro-attached bow at the back from Plum Pudding Ltd.

If, like Polly's, your eyes are glazed over by all the bright colors and wild patterns, there's respite. The shades of brown made mandatory by couture designers also have found a home in places like Gap Kids, where they highlight everything from boys' sport jackets to sun dresses to overalls. (The latter, by the way, is another popular way to make the kids' scene for spring.) And the patriotic trio of red, white and blue is a no-brainer, available from lines like Tommy Hilfiger, Polo by Ralph Lauren and Fila (at Kidsburgh, Downtown, and Newman's). A page in Child magazine's spring fashion section illustrates this point well.

At stores like Gymboree, which are strictly kids stuff, you find a lot of function (quality, easy maintenance) to go along with fashion for newborns through preschoolers. Long, elacisticized cuffs, for instance, keep pants from hiking up and, when uncuffed, allow the pants to grow another half-inch or so with your child. (The newest Gymboree store in our area, in Ross Park Mall, opened earlier this month.)

Another kid's clothing store, The Children's Place, is due to return to Monroeville Mall in the fall after a long absence from our area. A girl's plaid jumpsuit and cotton T-shirt from the franchise - which doesn't have another store in Western Pennsylvania, according to a company spokeswoman - is featured in the April Parents magazine. The photo layout, titled: "Dress-up clothes for kids who want to have fun," included a JCPenney retro jumper and mock turtleneck outfit, to represent "flower-power prints."

Keds sneakers has picked up on the floral and bug themes in color-changing sneakers called "Magic Rays" (at Littles, Squirrel Hill). And, for girls, those plastic "jelly" sandals in every hue are the rage (at Gap Kids).

Made-to-match hats and caps are as prevalent as at any time Polly can recall, and most come with the added plus of a bill or brim to shade the eyes. This is one trend Polly would like to borrow - especially to view all those bright colors that will be racing around the park under the warm sun.

No nagging necessary

Thank heaven for little girls and boys - except when negotiating with them about choices on the clothing market.

You and your kids are likely to clash about clothing; the Roper Youth Report says it's one of the top nagged-about issues between parents and children.

"Most parents assume that kids are stubborn or just plain spoiled when there are fights about clothes," says Marilise Flusser, a fashion consultant for OshKosh B'Gosh. It helps to remember that kids naturally rebel to assert their independence as they grow up, she says.

Little ones are likely to concentrate on mastering the skill of getting themselves dressed, while older children choose clothes that help them connect with peers, she adds. She recommends putting off purchases for school-age children until after classes start, so they can check out what their friends are wearing.

She points out that most youngsters don't understand the concept of matching, and don't care. You shouldn't either, she counsels. Let your children make their own color choices; you can teach them about coordinating combinations for special occasion dress-ups by attaching the accessories to the hanger of the fancy outfit.

STYLEWISE

GRAPHIC: PHOTO (4), PHOTO: (No caption); PHOTO: Lake Fong/Post-Gazette: Gymboree's durable cotton clothes for spring; include a brightly colored cotton dress ($ 34) with matching sun hat ($ 12, not; shown) and socks ($ 4.25); leggings that pick up the print are available, too.; For outfitting boys on the go, there's a vest ($ 26) with matching jungle-print; shorts ($ 20), T-shirt ($ 20), hat ($ 12, not shown) and socks ($ 4.25); PHOTO: The '70s are back in a sheer dress with long, bell sleeves in bright; orange and floral print over an attached solid orange slip ($ 49) and a; zippered, lime green vinyl jacket ($ 34), thin-ribbed blouse ($ 17) and flowered; skort ($ 29) with daisy chain belt ($ 10, all from Limited Too), adorning a; child's wardrobe. All photos taken at This End Up children's furniture section; in Monroeville Mall.; PHOTO: Bugs are big for boys, including, center, a Gap Kids T-shirt ($ 12.50); and cap ($ 14.50) with long denim shorts ($ 19.50). Choices for the sporting; crowd are from Pittsburgh Pirates Clubhouse, including Penguins toddler jersey; ($ 28.99), sweat pants ($ 13.99) and sneakers ($ 16.99); Toon Squad jersey; ($ 14.49); and Pirates T ($ 9.99).

LOAD-DATE: April 4, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:33 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Spring fresh; New looks enliven menswear Chicago Sun-Times March 30, 1997, SUNDAY, Late Sports Final Edition

Copyright 1997 Chicago Sun-Times, Inc.
Chicago Sun-Times

March 30, 1997, SUNDAY, Late Sports Final Edition

SECTION: SHOW; Pg. 15; NC

LENGTH: 1085 words

HEADLINE: Spring fresh;
New looks enliven menswear

SOURCE: JIM FROST; LEZLI BITTERMAN; PHOTOGRAPHED AT SANDALS ROYAL BAHAMIAN RESORT & SPA and in NASSAU, BAHAMAS. MODELS: Rakeem Short and Chris Wilmer, David & Lee Model Management

BYLINE: BY MAUREEN JENKINS

BODY:
Over the years, mainstream male shoppers have gotten used to clothing styles that don't change all that much from one season to the next. Sure, a suit jacket may go from double-breasted to three-button; dress shirts go from button-down to banded collar. But there isn't always a lot of news.

Guys, you're in luck this spring.

"For the person who hasn't walked through a men's department in a while, it's an interesting journey," says Bill Lasche, vice president of fashion and product development at Carson Pirie Scott. "It's no longer just neutrals; there's a lot going on."

You don't have to be a clothes-obsessed dandy to find something exciting, either. Take your pick: bold color, textured fabrics, sheen-enhanced separates, new takes on preppy or slimmed-down silhouettes. We break it down for you right here.

SLIM-FIT SILHOUETTES

In case you haven't noticed, mainstream menswear is moving away from those boxy, baggy silhouettes into something more sleek and streamlined. And it's not just in the high-priced designer lines; the slimmed-down look is carried all the way down to young men's.

At Structure, V-neck knit striped vests are shown over muted pastel shirts. Saks Fifth Avenue carries Gene Meyer, a mid-priced menswear designer known for creative colors and narrow silhouettes, who does fine-gauge sweaters that hug the chest. Body Body Wear (also at Saks) offers shiny ribbed V-neck tops that play up whatever shape a man's got.

But as Bigsby & Kruthers president Michael Karpik says, saying the words "slim fit" to customers is a scary thing.

"We concentrate more on what we call the 'sartorial revival,' where in the '40s, '50s and early '60s clothes were slimmer to the body with higher armholes and narrower trousers. Jackets have higher buttons and

rounder shoulders. It has an elegance to it. It's dressy; it's not skimpy. But the comfort factor is still most important."

Natural fabrics are blended with stretchable synthetics so that garments hold their sleek shape without suffocating the wearer. Edgy European designer Katharine Hamnett blends polyamide and spandex into a polo-style fatigues print shirt.

But don't despair if you don't have a 32-inch waist or model's physique, says Lasche. "You can certainly adapt the look with a single-pleat trouser," he says, instead of wearing baggier versions. The adventurous can check out flat-front trousers. In suits and sports coats, look for narrower lapels or buttons that start closer to the neck. High V-neck sweaters and shirts also are a good bet.

"Everyone wants to look like a Greek god," says Karpik. "The high V proportions (a man) up vertically."

SILK TEXTURIZED

Now that color has become such a big deal in the men's market, it only makes sense that textured silk fabrics are making news. And they're being produced in bold hues -- oranges, turquoises and greens -- that liven up menswear.

"The traditional customer is the one who years ago loved the pinks, loved the yellows," says Karpik of Bigsby & Kruthers. "This is just a new interpretation."

Donna Karan's DKNY collection features short-sleeved sports shirts in silk shantung (which has a slightly nubby woven texture), in subtly striped colors like olive and navy. The line also offers gold silk dress shirts with iridescent sheen. Neckwear takes color especially well, as woven tone-on-tone shades make news.

When it comes to silk, "there's an inferred value because it's a fine fabric," says Lasche of Carson Pirie Scott. "Its interpretations in doupioni (uneven yarn with a decorative texture) and shantung make it interesting."

Plus, at Carson's, silk-blend sweaters, especially when combined with linen and cotton, are selling well.

NEW TAKES ON PREPPY

It seems every several years, the traditional preppy gear -- knit polos, striped rugbys and madras plaid pants -- make the fashion rounds. This spring, designers again have taken a liking to it. Even hip Details magazine is featuring a story in its April issue on the preppy revival.

"There's been a general trend toward minimalism -- simple, trim-fitting clothes," says senior editor Joe Levy, who wrote the piece. "We've had so many extreme looks that one of the edgiest ways to look is normal, and almost suspiciously so."

Levy calls those who dress in classic prep style — like Ralph Lauren's slim V-neck sweaters, and madras plaid pants and polos -- "neopreppy."

But this season, the trend gets an updated twist with a street-smart flair, with a look Levy deems "homeboy preppy." Now, less well-known brands like Boss by I.G. Design (sold at Carson's) are offering baseball jersey-inspired polos in two-toned lime and yellow, powder blue and black, and orange and white. Ruffera oversized plaid rugbys feature denim collars and go under baggy overalls.

LET IT SHINE

Sheen is everywhere this spring, from the health club to the nightclub to the office. From iridescent neckties to skinny V-neck shirts, garments are glistening. And it's not just crazy-colored prints -- solid items injected with the shine treatment are hot sellers already.

"You can buy one of these ties (to go) with a suit and shirt, and the whole look instantly changes," says Carson's Bill Lasche. "You take a suit that's five years old and it becomes 1997 overnight."

Makers like **Nautica** and Calvin Klein are using muted pastels and off-tone colors like olive and chartreuse for ties. (Think Robert DeNiro and Joe Pesci in "Casino.") Jhane Barnes, queen of computer-generated design, is doing cotton shirts and polos in muted iridescent blues and greens.

"It's something you don't have in your wardrobe," says Bigsby & Kruthers' Michael Karpik. "It's something fresh without being too provocative."

Plus, style infusions abound from activewear. Look around men's departments and see everything from Claiborne Sport's pullover silver jackets and matching pants to Saks Fifth Avenue's cotton polos with a satiny finish.

In the sportswear market, Chaps Ralph Lauren carries logo-ed polos with iridescent silver stripes. The Gap is featuring sheen-enhanced cotton/nylon jackets in chocolate brown and bone. And Chicago urban sportswear firm Bar Code adds a hip-hop edge with zip-up jackets with iridescent logos down the sides.

"People want some of the flash of their activewear in their everyday clothes," says Details' Joe Levy. "It's wanting to feel athletic and strong when you're going out at night. You're seeing a lot more flash in the gym and the nightclubs."

GRAPHIC: Silhouettes remain slim this season. Chris wears Ralph Lauren's cotton V-neck sweater, $ 125, over a cotton jersey tee, $ 59.50, with yarn-dyed plaid pants, $ 69.50, and Ralph Lauren Footwear loafers, all at Polo Ralph Lauren. Preppy looks reign again. On Rakeem, left: Tommy Hilfiger oversized rugby, $ 135, baggy Hilfiger shorts, $ 59, at Carson Pirie Scott. Fisherman sandals from Ralph Lauren Footwear, at Polo Ralph Lauren. On Chris, right: Honors taupe polo shirt, $ 8.99, under Honors striped polo, $ 10.99, Honors madras plaid shorts, $ 14.99, at Target. Ralph Lauren Footwear at Polo Ralph Lauren. Add a dash of sheen to your spring wardrobe with a simple tie like this one. Calvin Klein iridescent tie, $ 85, Vestimenta Spa wool/nylon jacket, $ 850, Ermenegildo Zegna silk shirt, $ 375, Comme des Garcons trousers, $ 435, Devecchi olive suede belt, $ 115, at Ultimo. Loafers from Ralph Lauren Footwear, at Polo Ralph Lauren. Textured silk plays up spring's all-important color story. On Rakeem: Romeo Gigli silk vest, $ 595; Comme des Garcons plaid silk jacket, $ 1,320, Romeo Gigli wool/nylon iridescent trousers, $ 375, at Ultimo, 114 E. Oak. Brown suede loafers from Ralph Lauren Footwear at Polo Ralph Lauren, 960 N. Michigan.

LOAD-DATE: March 31, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:31 AM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Power grooming; men's grooming products; Buyers Guide Playboy April, 1997

Copyright 1997 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1997 Playboy
Playboy

April, 1997

SECTION: No. 4, Vol. 44; Pg. 118; ISSN: 0032-1478

IAC-ACC-NO: 19227698

LENGTH: 1618 words

HEADLINE: Power grooming; men's grooming products; Buyers Guide

BYLINE: Richardson, Donald Charles

BODY:
GROOMING used to be simpler. You just shaved, slapped on some Old Spice or Aqua Velva, ran a comb through your hair and that was it. Ten minutes at the most. But things have changed. Now there are hundreds of men's grooming products to consider, and the whole process can be confusing. Is it necessary to dry your hair before adding gel? What's centella asiatica? Is Michael Jordan's new line of men's cosmetics a three-pointer or an air ball? To make your time in front of the mirror and under the shower count, we've combed through everything from extrabody hair goo to a mustache trimmer with one-handed speed shifting. And, of course, we've included advice on how to use the products you buy.

GETTING GREAT FACE

The basics of facial skin care are simple: If your skin feels dry, you need a moisturizer. If it's oily, use an astringent. However, it's important to remember that skin changes along with the weather, the environment, your diet and your stress level. What you need one day might not work the next. So be aware of your skin's immediate condition and feed it only what's required. Aramis offers A+ Foaming Face Wash, a three-in-one formula that cleans, exfoliates and helps prevent ingrown hairs while setting up your beard for shaving. If oily skin is a problem, Aramis' Lab Series includes Stop Shine Oil Control Formula, which helps normalize the surface of your skin.

THE CUTTING EDGE

Shaving tools keep getting slicker. The new Norelco Reflex Action Men's Electric Razor, for example, has a suspension system that adapts to the contours of the face and an adjustable shave band for greater sensitivity. Panasonic has introduced the first wet-and-dry linear electric shaver, which features an electromagnetic system that moves the blade in a linear motion across lathered or dry skin. If you're traveling light, slip a Bic in your pocket. These disposable razors can now be used by men with tough beards or sensitive skin.

Phyto has a product that will make your safety razor glide more easily over your face: Phytomen Softening Shaving Gel for Sensitive Skin. Just out on the market, it contains centella asiatica, an Asian plant extract that helps soften and repair your skin. Phyto also markets an oil-free Soothing Aftershave Balm. Guerlain

will introduce citrus-scented Habit Rouge Aftershave Balm. The Polo Sport Skin Fitness Collection's Shave Fitness Skin Protecting Foam protects against nicks and cuts by providing a layer of lubrication that reduces razor drag. Dermalogica's Perfect Shave offers the same protection, using organic silicon and antiseptic essential oils. Floris of London will reintroduce its classic Gentlemen's Shaving Cream to the American market. American Crew, the hair-care company, has entered the shaving game with two new products: Herbal Shave Cream, made with natural oils and moisturizers, and Essential Shave Oil, a vitamin-infused fatty acid preparation that's applied as a beard softener before shaving cream.

Keep facial hair trimmed with Sunbeam's Oster Powerplay Mustache and Beard Trimmer, which features a speed switch that allows you to change settings with one hand while you're shaving. And Braun has just introduced Shave & Shape, a combination shaver and facial-hair trimmer.

THE BODY BEAUTIFUL

"The process of becoming clean should be a relaxing and stimulating experience. Products that feel good, smell good and last long are what I had in mind when we developed the Active Body Collection," says basketball superstar Michael Jordan. His new line of grooming aids, based on his cologne, includes body soap, shower gel, aftershower dry oil spray and deodorant. Another athlete heading for the showers is Scott Azgarino. The former pro triathlete and Ironman competitor has created Pro for Athletes, a skin-care collection that includes bath-and-shower gel enriched with herbal extracts and vitamins. **Nautica** by David Chu sails into stores with its Competition Collection, which includes deodorant, body wash, moisturizer and talc-free body powder. Tommy body wash is a fresh gel from Tommy Hilfiger. And Guerlain has just introduced Habit Rouge All-Over Shampoo, for the body and the hair.

After your shower, apply a clear deodorant, such as one from Gillette or Right Guard. These products offer great protection without flaking. Mennen's clear antiperspirant and deodorant gel drys fast. Tommy Hilfiger has a new deodorant stick scented with the popular Tommy fragrance. Davidoff Cool Water offers a sharp-scented deodorant stick and talc.

THE SMELL OF SUCCESS

Today's fragrances reflect casual attitudes and athletic lifestyles. Davidoff Cool Water is a spicy scent, while Paco Rabanne is more mysterious and sexy. The unisex Paco from Paco Rabanne has a younger appeal, as does Geoffrey Beene's Eau de Grey Flannel. Also directed toward a young crowd are Faconnable for Men's Face a Face, made from juniper and angelica, and Liz Claiborne's Curve, a warm, sensuous fragrance. The scent that's hunching the **Nautica** Competition body-care collection is a combination of musk and oak moss with touches of green apple, nutmeg and seaweed. Glarins Fragrance Group's Chrome is a fresh, sharp scent designed by Lofts Azzaro. And due on the market this fall is Giorgio Armani's second fragrance, a woody scent called Acqua di Gio for Men.

HAIR SUITABLE

To get shiny, great-looking hair, try Cat Polishing Shine from Redken. Use Paul Mitchell's Extra-Body Sculpting Gel for maximum volume and brilliant shine, and Extra-Body Sculpting Foam if you want every hair to stay in place.

Clairol's Frizz Control is a new line of products for dry hair. Dryness can also be helped by Calvin Klein Escape Collection's conditioning shampoo. Matrix' new line, Icon for Men, smells masculine and includes two shampoos, a light conditioner, hair spray, gel and a grooming cream for manageability and shine. Desert Essence offers a chemicalfree, sulfate-free Moisture Management System, a collection of cleansing and conditioning products for dry or oily hair. And from Australia comes Fudge, a line for the young at heart. A product called Licorice delivers texture and shine to hair; one called Putty locks hair in place. Gum provides firm hold, and Varnish creates a slick look.

New York stylist Stephen Knoll has just presented his own line of hair products, including Obedient, a sculpting gel that provides excellent control. Knoll, whose clients include Arnold Schwarzenegger, gave us

the basics of using gel: "After shampooing, blot the excess water off your head. Take a small amount of gel--dime-sized if you don't have much hair, nickel-sized if you do--and rub it between your palms and fingers. Beginning at the hairline, work the gel through the hair from the roots up, moving the product evenly along each strand."

Going gray? No sweat. These days a lot of men color their hair. Just for Men has recently added lighter shades to its hair-color collection. These products consist of an easy-to-use brush-in gel. Clairol Men's Choice colors the hair on your head and face in one easy step.

TO help prevent hair loss, use Rogaine with two percent minoxidil, which is now available over the counter. A five percent solution may be available by prescription in the near future.

Nioxin is a hair-enhancement treatment that combines Cleansers, conditioners; stimulants and nutrients to improve the quality and health of hair. After great success with mature men, the company developed Nioxin Fit, a treatment to help younger guys keep their hair healthy and looking sharp.

WHEN THE SUN COMES OUT

While winning a third of the 300 triathlons he's entered, Scott Tinley exposed his skin to virtually every climate. These days he doesn't leave the house without applying a lotion with a sun protection factor of at least 15. Protecting your skin from the sun is the best way to keep it looking young. Lab Series from Aramis has a waterproof, sweatproof Sun Protection Spray with 15 SPE Aubrey Organics offers shelter with a range of products, including Titania Herbal Sunblock, SPF 25. Beach volleyball champion Karch Kiraly and former water polo Olympian Terry Schroeder are among the athletes who use Aloe Up Pro Sport products, which protect for eight hours with either 15 or 30 SPFs. The Body Shop gets into summer with the Watermelon Sun Care collection. Its products have SPFs ranging from 6 to 20 and protect against UVA and UVB rays, Zirh Skin Nutrition, a new men's grooming collection, will introduce a 25 SPF Sport Sunscreen, a waterproof product with vitamins A, G, E and Bs. Kiehl's has a complete sun-protection collection with lotions for individual skin types. Its water-based sunscreen with 16 or 24 SPF is excellent if you have oily skin, and Sunshield Sunblock with SPF 15 is for people who are sensitive to sunscreens. Heliotherapy Sport SPF 20 by California Tan Contains vitatan, which supplies the skin with nutrients, and melanin to increase bronzing.

Self-tanning products give you a glow without the burn. The Body Shop offers Watermelon Self-Tan Lotion. Neutrogena has Glow Sunless Tanning Lotion and Spray, which dry in five minutes without streaking. Aloe Up offers Sunless Tanning Lotion. Aramis Lab Series has several tanning products--Tan on Demand and Sunless Tanning Spray. All are fragrance-free. Acapulco Sun offers Immediate SelfTanning Lotion and Spray and a gel for the face only.

Getting groomed may have been simpler years ago, but with all the products and procedures, it's actually a lot easier today to achieve the look you want. And once you get the hang of it, chances are you can still get it together and be out in ten minutes.

GRAPHIC: Illustration; Cartoon

IAC-CREATE-DATE: April 8, 1997

LOAD-DATE: April 09, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:28 AM EDT

Show wrap up: MAGIC best buys; boy's apparel Children's Business April, 1997

Copyright 1997 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1997 Capital Cities Media Inc.
Children's Business

April, 1997

SECTION: No. 4, Vol. 12; Pg. 13; ISSN: 0884-2280

IAC-ACC-NO: 19459269

LENGTH: 645 words

HEADLINE: Show wrap up: MAGIC best buys; boy's apparel

BODY:
West Coast Style Editor Kimm Rooney surveyed exhibitors for the bestselling boys' wear at MAGIC.

T.F.W.: The company says its zippered printed cotton pique polo from the "Woodlands Territory" grouping was its bestselling item. The flat knit, 1 by 1 ribbed top is available in sizes 2-7 and wholesales for $ 9.50. T.F.W. reports 12,000 units were moved during MAGIC.

Kids Headquarters: The three-piece nylon windsuit set was the best buy at Kids Headquarters. The colorblocked jacket with coordinating elastic-waist pants featuring an embroidered logo and double zip front is sold with a polyester/cotton jersey turtleneck. The suit wholesales for $ 14 in sizes 2-4, $ 15 in 4-7 and $ 16 in 8-16. Kids Headquarters reports 3,000 dozen units were sold during MAGIC.

Basic Elements: The magical item at Basic Elements was a zip-front suede jacket with knit collar and cuffs and side slit pockets. Available in brown, black or navy in sizes 2-14, the pigskin jacket wholesales for $ 19 to $ 21. Basic Elements reports that 4,000 pieces were sold at MAGIC.

Sahara Club: Sahara Club reports that its wide-wale corduroy pants with a single front pleat were a MAGIC best buy. Available in black, chocolate and butterscotch, the pants wholesale from $ 14.50 to $ 18 in sizes 2-20. Two hundred dozen units were sold during MAGIC.

Parigi: The polyester double-knit long-sleeve top featuring a Johnny collar, reflective piping, mesh accents and a rubberized logo wholesales for $ 7.50 in sizes 4-18. Parigi reports 9,000 units were sold during the show.

M. Hidary: The best bet at M. Hidary came from the "Voight" group. A fleece-lined nylon V-neck pullover featuring a banded rib-knit bottom and sleeve cuffs, an embroidered logo and side pockets was selling strong. Available in navy, royal and black in sizes 4-18, the top wholesales from $ 6.50 to $ 7.50. 9,600 dozen units were sold at MAGIC.

Uh!Oh: A zip-front, drop-needle, yarn-dyed top featuring striped neck and sleeve trim was the top-selling item at Uh!Oh. Available in sizes 2-16 and wholesaling between $ 9 and $ 10, 135,000 units were reportedly moved during MAGIC.

D.A.Y. Kids: A textured knit pullover featuring a double layered V-neck and retro ski-inspired stripes was the hot item at D.A.Y. Kids. Available in sizes 2-7, the pullover wholesales between $ 11.50 and $ 12.50. 11,082 units were moved during MAGIC.

Nautica: A down parka with nautical colorblocking that reverses to plaid was **Nautica's** hot item. The hooded snap/zip parka with bellow pockets is available in sizes 2-20. Wholesale prices were not available. The company reports 12,000 units were moved at the show.

Haddad: The reversible nylon, zip-front team parka was Haddad's best bet. The reversible hooded nylon parka featuring diagonal color blocking, side pockets and an embroidered logo on the chest and back is available in sizes 4-20 with a variety of licensed team logos. Wholesaling between $ 40 and $ 44, 350,000 units were reportedly sold at MAGIC.

Aeroblue: A polyester/cotton velour top was the best bet at Aeroblue. The long sleeve top features a striped cotton knit Johnny collar and cuffs with pieced and piped front panels. Available in blue, green and white in sizes 4-18, the top wholesales from $ 9.50 to $ 11. Aeroblue reports 48,000 units were moved during MAGIC.

Joe Boxer: For Joe Boxer, the hot item was a hooded nylon jacket with a zip front, Velcro closures and a web site address/logo on the back. Available in black or yellow in sizes 8-20, the jacket wholesales for $ 35. Joe Boxer reports 8,000 units were sold during MAGIC.

AME: The licensed Rugrats cotton underwear was the top-selling AME item at MAGIC. Featuring a Rugrats characters print, this long-sleeve long underwear set wholesales for $ 8 and is available in sizes 4-14. AME reports 250,000 units were sold at the show.

GRAPHIC: Illustration; Photograph

IAC-CREATE-DATE: June 30, 1997

LOAD-DATE: July 01, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:28 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Shoes by Nautica Milwaukee Journal Sentinel (Wisconsin) April 4, 1997 Friday

Copyright 1997 Journal Sentinel Inc.
Milwaukee Journal Sentinel (Wisconsin)

April 4, 1997 Friday Final

SECTION: Business Pg. 1

LENGTH: 48 words

HEADLINE: Shoes by **Nautica**

BODY:
Nautica Enterprises Inc. said Thursday it was expanding into athletic performance shoes as part of an effort to move beyond sports apparel. The clothing maker signed a three-year contract with Glen Rice of the Charlotte Hornets basketball team to promote the **Nautica** Competition shoes.

LOAD-DATE: April 5, 1997

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

April Showers Face foul weather with a splash of style The Denver Post April 4, 1997 Friday

Copyright 1997 The Denver Post
All Rights Reserved
The Denver Post

April 4, 1997 Friday 2D EDITION

SECTION: LIVING; Pg. E-01

LENGTH: 771 words

HEADLINE: April Showers Face foul weather with a splash of style

BYLINE: By Francine Parnes, Denver Post Fashion Editor

BODY:
Welcome to the rites of spring. It's that soggy time of year again, made for walking between raindrops (or even snow showers) and catapulting over puddles.

Soon weather reports will start saying "thunderstorm likely." But the fashion forecast brings rain gear in sunny brights, as well as umbrellas with artful prints that perk up even the grayest days.

For most people, an umbrella is a rainy-day necessity with more function than fashion, inevitably lost at the first stop you make. But manufacturers have other ideas.

The Denver Art Museum Shop (100 W. 14th Ave. Parkway), for example, has umbrellas embellished with prints of famous paintings by favorite artists, $ 36, destined to please with ballerinas from Degas or watercolors from the masters. Matching tote bags are $ 30.

For a splash of the seaside, The Nature Company in the Cherry Creek mall has a "South Pacific" umbrella, $ 35. And Natural Wonders, also in the mall, has umbrellas sprouting with pansy or hibiscus prints, $ 30.

Raincoats were introduced in 1830, seven years after Charles Macintosh perfected a rubberized fabric.

After all these years, they come in many moods.

You don't have to spend a lot, either. At Foley's, $ 25 will get you one of a selection of mid-thigh slickers, some with hoods.

From Totes, they come in royal blue or raspberry, lined with floral prints. Rain slickers in red or black are lined with houndstooth.

If it's taxi-yellow you're after, at Foley's, the gray-day lineup includes Ralph Lauren rain slickers at $ 138 for women; $ 297.50 for men. Then add a mellow-yellow umbrella with banana-leaf print or sunflower motif, $ 26 apiece at Sky Scrapers Kites, 3940 W. 32nd Ave. On the classic end of the spectrum are men's and women's coats by London Fog and Burberry's. Burberry's is a London-based company known for its signature tan, red and black plaid, typically used as a lining. Skirts, scarves and umbrellas also match the lining. Burberry's raincoats were first used by British officers in 1914, and today there is a store in the Cherry Creek mall.

At Saks, the emphasis is on practicality and traditional looks. "The majority of coats are above the knee, with a loose, swingy shape, and a loose sleeve, so they're very practical and very easy to wear over any jacket. They're really cut to go over jackets," says Janie Harrington, fashion director. "They're neutral tones such as taupe, gray and black."

If it's a traditional wrap trench coat you're after, Eilen Tracy offers one that just about sweeps the ankles in black lightweight polyester, $ 395 through the Saks Fifth Avenue spring Folio catalog (1-800-345-3454; order by style No. 74-44741).

But some of the current crop of rainwear comes with an athletic edge. Take, for instance, a color-blocked turquoise, lime, purple and white hooded jacket, with big **Nautica** logo emblazoned down the sleeve. In lightweight cotton poplin, it's destined for days when drizzle is in the air. The jacket is $ 175 at Dillard's.

If you're seriously bent on dodging the drops, select from the bevy of high-tech rain jackets currently on the market. Patagonia has a unisex "Skanorak Top," billed as a combination raincoat, mountain anorak and paddling jacket. The waterproof/breathable jacket with drawstring waist and adjustable hood comes with such features as Velcro-sealed cargo pockets and three layers of fabric.

In red with purple lining, or in hunter green with black lining, it's $ 295 at Patagonia stores. Or order through their catalog (1-800-638-6464, style No. 85303).

There's no shortage of fun rain gear for kids, either. For the pint-size set, Foley's has a "101 Dalmatians" rain slicker, $ 9.

Talbots Kids offers unisex color-blocked rain slickers with snap-on hoods and plaid cotton linings, $ 34, in bright yellow with navy, hot pink, turquoise or orange.

Bright yellow nylon ponchos with underarm snaps for a better fit can be folded into an attachable pouch, all for $ 22 by Talbots Kids.

There also are children's acrylic-coated nylon jackets that fold into a pouch, $ 38, colorblocked in orange and yellow, or turquoise and kiwi. Nautical-style rain boots in red, navy or yellow rubber are $ 24.

They're all sold through the Talbots Kids store in the Park Meadows mall. Or order through the spring catalog by calling 1-800-KIDS-123.

Then add a kids' Winnie-the-Pooh umbrella by Salamander, $ 16 at Sky Scrapers Kites.

Finally, don't forget the go-withs. When it comes to accessories, vinyl totes by Guess are $ 32 at Foley's, in citrus brights including orange, yellow and lime. They're bound to brighten up a rainy day.

GRAPHIC: PHOTOS: The Denver Post/Dave Buresh Fashions

LOAD-DATE: April 04, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:26 AM EDT

About LexisNexis | Terms & Conditions

Revenge of the Anorak Sunday Times April 6, 1997, Sunday

Copyright 1997 Times Newspapers Limited
Sunday Times

April 6, 1997, Sunday

SECTION: Features

LENGTH: 885 words

HEADLINE: Revenge of the Anorak

BYLINE: Simon Mills

BODY:
Sturdy hiking gear is walking out of the shops. But it's not just ramblers who are buying it. SIMON MILLS on why outerwear is in.

One London department store famous for its high fashion menswear suggests in a new advertising campaign that one of the best things about living in the big city is that you never come across that distinctly unstylish breed; the rambler.

This smug message is illustrated with a double-page spread of these no-hoper rural types all togged up in their sturdy hiking boots and impermeable outerwear garments, ready to set off on a bracing stroll through the footpaths and bridleways of the glorious British countryside.

The advertising boys who came up with this campaign must have been pretty pleased with themselves; this will surely strike a chord with the capital's clotheshorses. After all, there is not much crossover in the worlds of fashion victims and outdoors men, is there?

Sophisticated townies dislike ruddy-faced country folk and hate their shapeless, practical clothes.

You are either Prada or Barbour, right? Armani or Husky. You can't be both.

Well, actually, you can.

Because right now the hippest, trendiest clothes are not walking out of shops on Bond Street or the King's Road but are being sold in camping shops and outdoor supplies stores nationwide.

The seriously fashionable have gone all Chris Bonington on us and are ditching the clothes that marched down the runways in Paris and Milan in favour of the sturdy and functional performance wear that has proved itself in the wilder terrains of Karakoram or on the icy ridges of K2.

Even more unlikely, this hardy gear is fast becoming de rigueur on the streets of our cities, spawning a new breed of apparel junkie - the functionwear victim (FV).

Like the fashion victim, the function junkie loves his labels. He can drone on for hours about technically orientated brands such as Karrimor, Berghaus, Napijiri Geographic, The North Face (which film star Val Kilmer wears), Helly Hansen, Sprayway and Mountain Equipment.

If he buys a pair of boots they must, like the footwear produced by Asolo, Scarpa, Merrel and Rockport, boast all the capabilities of a Land Rover and even his summer sandals will have a four-wheel- drive facility.

The enduring favourite of all these labels is Patagonia. The superb structure, quality and chic simplicity of its clothes, has made Patagonia the outdoor choice of American yuppies but fairly hefty price tags in Britain puts them out of reach for many.

Instead, the less solvent FV will have to settle for Patagonia's excellent catalogue, featuring real-life customers who have sent in their postcards from the edge showing themselves bravely putting their gear through hell in some far-flung, uninhabited part of the globe. An appearance here is the stuff of dreams for FVs. It is the equivalent of getting one's face into party shots in Harpers & Queen's Jennifer's Diary column or Tatler's Bystander. (Droll ski guides in the Alps have nicknamed the label Pata-Gucci.) The FV is also alarmingly well- informed about the properties of high- technology performance fabrics such as Gore-Tex, Cool Max and Polartech. He knows that "wicking" is a fabric's ability to attract sweat away from the body while in action and can tell you roughly how many recycled plastic bottles it takes to make a North Face fleece. He loves the fact that the manufacture of these man-made fabrics does minimal damage to the environment.

If the polar fleece is the little black dress of the FV's wardrobe, then the anorak is his classic camel coat. Once a bitterly pejurative term, the anorak now forms an integral part of any modern man's wardrobe (see Noel Gallagher, a giant amongst anorak wearers who is rumoured to own more than 50).

For the dedicated FV, this garment is a constantly evolving, ultramodern classic that must be renewed at least twice a year; last year North Face, this year Helly Hansen. Next winter **Nautica** perhaps.

As with most dress codes, there is a subliminal message and what the function victim wants you to believe is that, on the quiet, he is an all-action man with a surfeit of adrenaline coursing through his low-cholesterol body. Like those goatee-bearded dudes in the Pepsi Max telly ads, he is a mountain biking, power-hiking, canyoning, kayaking, skiing, superhero, no less. A confident, metropolitan man in the week and the original Milk Tray man at weekends.

And, indeed, he may be just that.

The proliferation of performance brands and funky outdoor outfitters is not just a whimsy of fashion. You only have to count the number of mountain bikes clinging to roofracks of BMWs and Audis on the motorways at the weekend to realise what a huge industry the "great outdoors" has become.

This week, these upscale, rugged types get their own magazine with the first monthly issue of GQ Active, a health, fitness and sports magazine for men. If you, like me, are of the view that performance kit should be used and abused, not paraded and kept pristine, then you might like to mutter the following next time you see a function victim in his immaculate Patagonia Gore-Tex jacket (a snip at Pounds 375!): "All the gear, no idea."

* Simon Mills is the editor of the new GQ Active Magazine

LOAD-DATE: May 28, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:25 AM EDT

Journeys maps major expansion on teen turf; chain shoe store Footwear News April 7, 1997

Copyright 1997 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1997 Fairchild Publications
Footwear News

April 7, 1997

SECTION: No. 14, Vol. 53; Pg. 7; ISSN: 0162-914X

IAC-ACC-NO: 19282781

LENGTH: 751 words

HEADLINE: Journeys maps major expansion on teen turf; chain shoe store

BYLINE: Malone, Scott

BODY:
NEW YORK -- After battling back from stagnation in the mid-1990s, Genesco Inc. is ready to grow. Its hopes are pegged on Journeys, its redesigned, hip 118-store chain aimed at the 13- to 22-year-old set.

The Nashville, Tenn.,-based company plans to have 300 reformatted Journeys units in place by 2001, and analysts said they are confident the company will be able to meet that goal. They're now estimating Genesco, which posted income of $ 17.1 million for fiscal 1997, will see 22 percent to 26 percent earnings growth over the next two years.

The merchandise mix found in the new Journeys includes brands like Dr. Martens, Nike, Airwalk, Skechers and Timberland. "We're not a fashion leader," President Craig Michael said. "We provide [for] the needs of people who perceive themselves as fashion-driven." The new format features funky snake-style lights hanging from the ceiling, young salespeople and a pay phone. "Teenagers feel unwanted in a lot of stores they go into," Michael said, so making a youth-friendly store is "a big competitive advantage."

If kids like the store, Michael wants them to tell their friends. To stimulate word-of-mouth sales, Journeys gives away a lot of promotional items, including floppy frisbees and the popular hand-shaped store logo stickers that younger customers frequently stop in to ask for. Michael added that Journeys stores occasionally receive complaints from local movie theaters and other teen hangouts that the stickers are appearing on their walls .

Last year the chain opened 24 stores modeled on the new prototype. This year Journeys has already opened six and plans to have 53 new-format units by the end of the year.

Analysts' confidence is not hurt by the fact that Journeys remains, so far, unique. "There's no other concept out there focusing on footwear for teens," said Allison Malkin of Dillon, Read. Gary Dennis of J.C. Bradford admitted it is "only a matter of time before someone tries to copy it," but pointed out that the chain's momentum, which should push it over the $ 100 million mark this year, will make it difficult for competitors to catch up.

Malkin noted that Journeys' 32 percent comp-store sales growth for the fourth quarter even beat that of

Gadzooks Inc. and Pacific Sunwear of California Inc., two children's apparel retailers that are currently considered hot properties. "It's nice to put them in the same group with those two," she said.

Current earnings estimates for fiscal 1998 range from 82 to 84 cents per share, up from 66 cents in fiscal 1997. For 1999, experts are forecasting estimates of $ 1 or more.

Retailing now makes up a major chunk of Genesco's business -- for the fiscal year ended Feb. 1, the company's $ 283.5 million in retail sales accounted for 61 percent of its total revenue, up from 56 percent the prior year. Retail sales have been growing as a percentage of overall sales for the past few years; however President and CEO Ben Harris said the company is pleased with its current balance between the two.

The company, which reported 14.2 percent growth in sales from ongoing operations in fiscal 1997 after several years of declining net revenue, now wants to maintain a 10 percent to 15 percent annual growth rate, according to James Gulmi, senior vice president and chief financial officer. Genesco also hopes to achieve an operating margin of 8.5 percent to 9.5 percent by 2001, according to Gulmi. In fiscal 1997, operating margin was 5.9 percent, up from 4.9 percent.

While it is focusing on Journeys, the company has not abandoned its other retail concepts. Genesco plans to open eight to 10 Johnston & Murphy stores, and 15 Jarman stores this year. Johnston & Murphy, which currently numbers 119 units, offers primarily private-label men's dress shoes, and Jarman, which has also been updated in format, focuses on mid-market men's product at its 143 stores.

Genesco also sees potential in its licensed **Nautica** and Dockers footwear lines. Analysts estimate that lifestyle brands **Nautica,** Tommy Hilfiger and Polo could command up to $ 600 million to $ 900 million of the athletic market.

As far as maintaining Journeys' aggressive growth plans, Dillon, Read's Malkin said she was confident the company would be able to keep up. She said that generally the biggest problem a chain faces in rapid expansion is getting enough product. Based on its track record, she said Genesco, which is the No. 1 or 2 account for most of its suppliers, had few worries.

GRAPHIC: Illustration; Photograph

IAC-CREATE-DATE: April 16, 1997

LOAD-DATE: April 17, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:25 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

BON-TON ADDING IN-STORE BOUTIQUES FOR POLO SPORTSWEAR Buffalo News (New York) April 8, 1997, Tuesday, CITY EDITION

Copyright 1997 The Buffalo News
Buffalo News (New York)

April 8, 1997, Tuesday, CITY EDITION

SECTION: BUSINESS, Pg. 3E-

LENGTH: 749 words

HEADLINE: BON-TON ADDING IN-STORE BOUTIQUES FOR POLO SPORTSWEAR

BYLINE: SHARON LINSTEDT; News Business Reporter

BODY:
The Bon-Ton Stores Inc. is adding Polo by Ralph Lauren in-store boutiques to three of its Buffalo-area department stores.

The York, Pa.-based chain has started construction of the upscale sportswear departments at its Walden Galleria, McKinley and Eastern Hills malls stores, with completion expected in early May.

The boutiques, which will be done in Ralph Lauren's trademark natural wood and hunter green decor, will range in size from 600 to 750 square feet.

Jan Ladnier, Bon-Ton's senior vice president of marketing and corporate communications, said the Polo shops will carry the full line of Ralph Lauren sportswear.

"We'll have the entire collection of this sportswear-driven line," Ms. Ladnier said. "It's a nice added dimension for the men's apparel side. It's definitely a solid drawing card for the department."

The Polo by Ralph Lauren line will constitute a new top rung for Bon-Ton's local men's fashion ladder, fitting in with the department store's stated goal of improving its merchandise mix by adding so-called "better" or "bridge" products to its offerings.

"It's part of the direction we're going," Ms. Ladnier said. "One of the things we're working on is to bring in the better, while maintaining our moderate product base."

The Bon-Ton will face direct competition from Kaufmann's, which already carries the Polo line, along with the very popular **Nautica** and Tommy Hilfiger men's collections. Those three lines are considered the hottest men's clothing lines at the moment.

Ironically, as Bon-Ton spends $ 600,000-plus to create the three new Polo shops to improve its appeal to male customers, it has discontinued three upscale women's lines that had been characterized as part of that same effort.

Ralph Lauren's Lauren and Tommy Hilfiger's Tommy women's apparel lines, which made their debut in local Bon-Ton stores last year, have been pulled. Ms. Ladnier said the Buffalo consumer didn't embrace those more expensive lines.

"For whatever reason, the customer didn't vote for those lines and so we are taking them out," she said. "We're constantly testing merchandise, so I'm sure we'll hit on something that's more appropriate for this market."

Kaufmann's, a key Bon-Ton competitor, now carries both the Lauren and Tommy lines at its four local stores.

The European-designed, Canadian-distributed Olsen line also has disappeared from the Bon-Ton. A corporate decision at Olsen to end its U.S. retail presence is behind that change, according to the Bon-Ton spokeswoman.

The fashion-forward collection made its debut under the auspices of the former Adam, Meldrum & Anderson Co., and Bon-Ton had made moves to expand the leased boutique to several of its stores.

Arun K. Jain, a marketing professor at the University at Buffalo, questions the ultimate benefit of Bon-Ton's decision to add the Polo line, knowing similar women's collections failed to win customer support.

"Having the full Polo collection might give them a little clout; maybe they can steal a few Kaufmann's customers," Jain said. "But it's more likely they'll just confuse their shoppers. I think they are sending out very contradictory messages about who they are."

Jain said local shoppers are regularly bombarded with Bon-Ton ads that portray the department store chain as a "fashion store," yet the company's merchandise mainstays are moderately priced, quality goods.

"I'm simply baffled by their strategy," Jain said. "I think they are having difficulty positioning themselves in this market. They want to be J.C. Penney and Kaufmann's, and they miss both groups of customers as a result."

Since buying the local AM&A's chain in mid-1994, the Bon-Ton has made no secret of its problems in giving Western New Yorkers what they want. Several times in releasing quarterly earnings reports, Bon-Ton executives have remarked on poor sales at the nine area stores. In recent months, while Bon-Ton's overall sales picture has brightened, local retail observers have said stores here are lagging markedly behind. The Bon-Ton has declined to comment specifically on local sales results since mid-1996.

A local shopper preference survey released in March 1996 by Michigan-based Market Opinion Research found J.C. Penney Co. is the Buffalo/Niagara Falls market's most popular department store, followed by Sears, Roebuck and Co. and Kaufmann's Department Stores. Bon-Ton, which has twice as many local stores as Kaufmann's, came in fourth in that survey.

LOAD-DATE: April 10, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:24 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

FASHION WEEK Pinstripes carry the runways of fashion Designers' fortunes rise, fall as Wall Street holds firm Milwaukee Journal Sentinel (Wisconsin) April 9, 1997 Wednesday

Copyright 1997 Journal Sentinel Inc.
Milwaukee Journal Sentinel (Wisconsin)

April 9, 1997 Wednesday Final

SECTION: News Pg. B

LENGTH: 764 words

HEADLINE: FASHION WEEK
Pinstripes carry the runways of fashion
Designers' fortunes rise, fall as Wall Street holds firm

BYLINE: CATHERINE FITZPATRICK

SOURCE: Journal Sentinel staff

DATELINE: New York

BODY:
The world's most powerful pinstripe suits do not strut the catwalks just off Seventh Avenue.

They stride the granite canyons of Wall Street.

In the turbulent fashion trade, where one man's rags are another man's riches, astronomical fortunes can ebb and flow at the drop of a hat. And the bottom line is scrutinized for attributes wholly unrelated to anatomy.

Yes, the underpinning of the Garment District is the Financial District. And the only constant is flux.

Take Patrick Robinson. A couple of seasons ago, 1,200 spectators were gazing at a Bryant Park runway filled with his latest creations as head designer at Anne Klein. A day or two later, as Robinson basked on a Caribbean beach, the pinstripe suits at Anne Klein dumped him as chief designer. Just like that.

Now Robinson's back. Earlier this week he showed a fall collection under his own name, not at a glitzy venue in midtown Manhattan but down near Bowery and Lafayette, on the fringes of the East Village. And guess what? His buttery alpaca coats and creamy cashmere sweaters drew nice reviews.

Then there's the Camelot story of Narciso Rodriguez. A few years ago he was toiling in obscurity at Calvin Klein. He quit. Took a job as a designer at Cerruti, an established Italian design house. Unto him came Carolyn Bessette, in need of a wedding gown for her nuptials to the handsome son of a U.S. president. Bingo, instant fame. Could fortune be far behind?

Red-hot Rodriguez, 35, is now known far and wide as the genius of sexy '90s minimalism. Last month, he "failed to come to terms on a new contract" with Cerruti and decamped.

In 1967, Ralph Lauren launched his business with a $50,000 loan (a shoestring by today's standards). Today, Lauren's retail sales reportedly top $4 billion a year, and speculation is rampant the supernova

designer will take his firm public.

St. John knits, Tommy Hilfiger and **Nautica** have been big gainers on Wall Street. But Donna Karan's stock opened at $24 a share last summer and quickly faded. Who would've thought?

Last month, several of Italy's biggest banks dispatched reps to Milan's hip runway shows. Their mission: check out the babes (magnifico!), check out the styles (big shoulders, little skirts), and report back on the financial repercussions.

The Italian bean-counters dressed suitably for the occasion . . . in pinstripe suits.

* * *

Linda Allard opened her Ellen Tracy show Tuesday with menswear for the executive woman.

There were broad-shouldered navy melton officer's coats and chalk stripe suits; charcoal cashmere cowl-neck sweaters over pinstripe slit skirts; a cropped pea jacket in absinthe plaid; a bit of burgundy leather; and, for fun, a sweeping faux sable coat.

Women do not look to Ellen Tracy to break new ground. What they expect, and get, is consistently smart, wearable, well-made clothing.

* * *

Mark Badgley and James Mischka worked their magic once again, draping slender evening columns of smoky metallic lace, black georgette with jet bead patterns and sinuous platinum velvet on the most sought-after women alive: Claudia Schiffer, Stella Tennant and Niki Taylor.

Many a deb splurges on a Badgley Mischka gown for her bow at the cotillion . . . and dreams of donning one for a lost weekend in the French Quarter.

* * *

With Linda Evangelista and Naomi Campbell on the runway, Todd Oldham delivered a bravura show, sending out a parade of such outrageously creative costumes and spectacularly spangled gowns they will grace many a magazine cover in the months to come.

The laundry list of stars and quasi-stars included Cyndi Lauper (with green hair), Susan Sarandon and Tim Robbins (with junior-high daughter) and Mellow R&B singer Maxwell (with dreadlocks so wide they likely resulted in obtructed-view seating for those behind him.)

* * *

Cynthia Steffe hit many of the emerging fall trends modern minimalism, neutral and earthy tones, leather, crochet and sheer with her perforated suede pieces and wispy cheetah prints the most memorable.

And Pam McMahon (that would be Ed's wife) showed her premier collection under the Seventh on Sixth aegis. Pam's ensembles and evening gowns are more reflective of her lifestyle than the average Milwaukee matron's, but they featured fine workmanship, sumptuous fabrics and unusual buttons.

Watch for them at select Nieman Marcus stores, retailing from $1,500 to $4,500 for a suit.

Over iced cappuccino, Ed revealed he's exploited his new at-home in-house designer situation: "She made my tux for the Oscars this year."

GRAPHIC: Photo color 1

SARAH TEWS
STAFF PHOTOGRAPHER

Jeweled evening gowns are a staple of the Badgley Mischka fall line. Models showing off the magic of designers Mark Badgley and James Mischka included Claudia Schiffer, Stella Tennant and Niki Taylor. Photo color 2

Ellen Tracy's fall collection includes tailored and double-breasted pinstripes suits. Photo color 3

A full-length faux fur coat over olive slacks and top are part of the Ellen Tracy fall collection.

LOAD-DATE: April 10, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:24 AM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

For AIDS Housing;Quality Where It Counts The New York Times April 10, 1997, Thursday, Late Edition - Final

Copyright 1997 The New York Times Company
The New York Times

View Related Topics

April 10, 1997, Thursday, Late Edition - Final

SECTION: Section C; Page 1; Column 2; Home Desk

LENGTH: 1554 words

HEADLINE: For AIDS Housing;
Quality Where It Counts

BYLINE: By JULIE V. IOVINE

BODY:
IT was a typical scene in Alphabet City, on Ninth Street between Avenues C and D: squatters sat playing guitars on the steps of an abandoned tenement house, and some teen-agers with a ball headed off to a basketball court.

But Sterling Smith, 45, burst into tears as he surveyed the street from a new and unaccustomed vantage point -- the window of a studio apartment that will soon be his.

Mr. Smith, who has AIDS and has been homeless since 1985, is now set to be the first resident of a housing experiment developed by Housing Works, the nonprofit organization serving the medical, psychological and housing needs of homeless people with AIDS.

The 400-square-foot studio is one of 36 in a recently completed six-story red brick structure at 741-749 East Ninth Street that is neither hospice nor nursing home but something new: a daytime treatment center with fully furnished efficiency apartments that offer round-the-clock supervision, along with medical care if necessary. It will be home to Housing Works clients who are not self-sufficient enough for the kind of "scattered site" independent apartments that the agency usually favors for the people it serves. And considered almost as radical as the needle-exchange program that will be part of the treatment center's services on the first and second floors is Housing Works' determination to make these apartments homes of the highest standards.

"It's taken seven years of battle waged against every level of government to see this project through," said Keith Cylar, an executive director of Housing Works, adding that he is all too aware that even including something as basic as private bathrooms for each unit "goes against the grain of what many in the world think homeless people deserve."

"This isn't going to be just a building but a statement of principle about every individual's right to dignity," Mr. Cylar said.

The architect is Alan Wanzenberg, of the New York firm of Johnson/Wanzenberg, whose usual clients are more likely to have several houses than to have none. His partner in the project, Jed Johnson, who died in the crash last July of Trans World Airlines Flight 800, designed the interiors.

"In the early 90's, when we first formulated plans for this building, the city's standards for shelters were a cot and a locker separated by three feet from the next cot and locker," Eric Sawyer, a founder and board member of Housing Works, said. "We developed with our clients a standard for quality that we ourselves would be comfortable living with."

A month of prodding by Lonni Tanner, the director of special projects at the Robin Hood philanthropic foundation in New York, secured donations for each apartment, including microwaves from Samsung, lamps from Ethan Allen and comforters from Ralph Lauren. And **Nautica** provided 36 bathrobes.

The design community also rallied large companies to furnish the public spaces: Smith & Hawken contributed teak garden chairs; Brunschwig & Fils, the fabric house, donated material to cover sofas and chairs, and both Steelcase and Crate and Barrel sent furniture.

Patrick McGovern, the chief operating officer of Housing Works, acknowledges that the emphasis on quality rather than quantity at a time of government cutbacks and the sweeping welfare reforms might look like a case of Cadillac services for too few people.

But he argues that the per-unit building cost of approximately $128,000 (including land purchase) is within 15 percent of the norm for housing built on city land. And he says the difference is well worth it.

"If you maximize the number of units and take a warehousing approach, especially with people who are struggling with AIDS, and sometimes mental illness and substance abuse as well," he said, "a building becomes impossible to manage without inviting drug dealing, crime and other problems."

The $5.5 million construction cost for both the day-treatment and residential parts of the center was provided by a mixture of Federal, city and state grants and New York State Dormitory Authority bonds.

The opening fund-raiser party is scheduled for Monday. Even though the units are now in move-in condition, occupancy is not expected until early June, largely because of delays in negotiations with the city's Division of AIDS Services, which must formally agree to a contract with Housing Works to provide residential services to the homeless.

Housing Works is also a little more than halfway through construction on a second center with apartments and day treatment on the corner of Pitkin and Fountain Avenues in Brooklyn, a joint project with the East New York Urban Youth Corps.

As part of its mission to support people with AIDS, Housing Works is willing to house a segment of the population of AIDS patients that is routinely rejected by most other housing providers in the city -- 50 percent of its clients are drug users. While people receiving the support of Housing Works are given every inducement to stop taking drugs, they are not expelled from the program if they have a relapse.

"Housing Works takes a cutting-edge approach to a most difficult and problematic sub-population," said Mary Brosnahan, the executive director of the Coalition for the Homeless. "Housing Works doesn't just look at the problem, it dives in. There's a lot riding on the success of this project vis-a-vis the larger social contract."

Claire Haaga, the president of Housing and Services Inc., a nonprofit organization that helps communities provide low-cost housing with services, including homes for people with special needs, said: "We provide the most comfortable settings we can because we realize that esthetics make a difference. But if it is a question of limited resources, we would rather serve more people than less."

The difference between the building on East Ninth Street and most social-service institutions is evident from the entrance. A sun-filled, double-height atrium greets people entering the new 33,458-square-foot building. The tall windows on the front are gently angled in bays to make space for window seats with street views. The main staircase, with its black metal railing and green teak panels, is open and airy,

almost theatrical.

Scattered tiles of terra-cotta red, art-pottery green and beige are far removed from the Pepto-Bismol pink and post-modern turquoise palette favored by many institutions. The main reception desk is teak. A dining room, lounge, smoking room and patio garden fill one wing on the ground floor, and for the other wing, there are plans for a restaurant that would take food stamps. Rooms for treatments, meetings and consultations are on the second floor.

"A lot of people thought we'd fall by the wayside and never complete it," said Mr. Wanzenberg, the architect, who has spent seven years working on the building. "In a funny way, it was a trip to India that Jed and I took in '91 that gave us the determination to see it through. There's such staggering poverty in India, and at the same time such incredible humanity and grace. I'd rather be homeless there than here."

The designers had a lot to learn about the special considerations of accommodating people with AIDS. Rooms for initial interviews had to be placed as close to the entrance as possible, so that people who may have tuberculosis will be kept away from residents, for whom exposure could be fatal; each residential floor needed a room where family members could stay during the last stages of the disease.

For Mr. Wanzenberg, the learning curve was steep and sometimes circuitous. His initial impulse to stick to the muted palettes that characterize many of his residential projects didn't seem quite right once he learned that many of the clients were men from Latin American countries, where bright colors are more the norm for interiors. But when he was gently reminded that the clients of Housing Works were patients first, some of them on 15 medications a day, he toned down his palette and his use of patterns.

Because aggressive security devices go against Housing Works philosophy, the design itself had to establish clear sightlines, so that staff members can keep an eye on clients and visitors without being too intrusive. "There will be no big boxes going out of here without being checked," Mr. Cylar said.

Throughout the building, furniture had to be as lightweight as possible, so that frail people would be able to move it about.

A room set aside only for eating would generally be considered an unthinkable luxury at other projects, where all the rooms tend to be multipurpose. But a separate dining room for residents as well as day patients, said Charles King, a Housing Works co-executive director, was a "necessary luxury, because people shouldn't have to share their meals in the same space where they have just spent time sharing their darkest fears and anxieties."

When Mr. Cylar of Housing Works took some of his clients to see their future homes, Mr. Smith went into his kitchenette and delivered an impulsive kiss to the mini-refrigerator. Another client, a woman who will soon be moving in, said she knew many others who hoped to have a chance to get one these apartments.

"I've lived in 18 different places, and they all reminded me of jail," she said. "Here, it feels like life, not death."

GRAPHIC: Photos: At Housing Works Above, Alan Wanzenberg, the architect, in the East Village center. Below, Sterling Smith (right), a future resident, with Keith Cylar, an executive director. (Photographs by Ozier Muhammad/The New York Times) (pg. C1); Left, the lobby of the day-treatment center and residence has grace and some grandeur, not an institutional feel. Below, Smith & Hawken garden furniture warms a ground-floor lounge. Keith Cylar (center) of Housing Works leads a tour of apartments with two board members, Eric Sawyer (right) and Pamela Brier (background), and two future residents. Sterling Smith (left) checks out the kitchen in his future Housing Works apartment. (Photographs by Ozier Muhammad/The New York Times) (pg. C6)

LOAD-DATE: April 10, 1997

Nautica earnings gain 35%; women's business 'just OK.' Nautica Enterprises Inc., fourth quarter 1996
WWD April 17, 1997

Copyright 1997 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1997 Capital Cities Media Inc.
WWD

April 17, 1997

SECTION: No. 74, Vol. 173; Pg. 14; ISSN: 0149-5380

IAC-ACC-NO: 19323417

LENGTH: 543 words

HEADLINE: **Nautica** earnings gain 35%; women's business 'just OK.' **Nautica** Enterprises Inc., fourth quarter 1996

BODY:
NEW YORK -- **Nautica's** licensed women's line may not be an unqualified smash, but the company has little else to complain about.

Profits at **Nautica** Enterprises Inc. grew 35 percent in the fourth quarter ended Feb. 28 to $ 11.3 million, or 26 cents a share, from $ 8.4 million, or 20 cents, a year ago.

Per share figures have been adjusted to reflect a 2-for-1 stock split in the form of a 100 percent stock dividend issued on May 28.

Sales in the latest quarter rose 30 percent to $ 90.5 million from $ 69.7 million.

According to executives in a quarterly conference call with analysts, licensing royalties grew in the quarter, with particular strength in boys' wear, fragrances, footwear and international business.

Its women's business, licensed by Bernard Chaus Inc., however, remains a bit choppy. Harvey Sanders, chairman and chief executive officer, said during the call that the response to the latest women's wear has been good, but he added, "Business is just OK right now. The execution at the retail level, in terms of the in-store shops and the matrix of product in the stores, has to be improved."

Sanders said that overall bookings are up 25 percent for fall, with sportswear looking "very, very strong."

In the full year, profits jumped 38 percent to $ 44 million, or $ 1.02, from $ 32 million, or 75 cents. Sales grew 28 percent to $ 386.6 million from $ 302.5 million.

Gross margins grew to 46.8 percent of sales in the quarter from 45.3 percent. Selling, general and administrative expenses as a percentage of sales increased to 29.9 percent from 29.4 percent, reflecting increased marketing and retail development costs. Inventories at that quarter's end were up 13 percent to $ 61.3 million against $ 54.2 million, and the company's cash balance rose to $ 71.9 million from $ 61 million. Receivables were up to $ 60.6 million from $ 45.7 million.

Sanders said the company plans to open 150 in-store shops in fiscal 1998 and 90 to 125 in-store shop expansions. The firm has 60 Competition in-store shops open, with plans for 120 to 130 shops by the end of calendar 1997.

Nautica has 1,072 in-store shops in major department store chains.

Nautica opened two outlet stores this year raising the total to 51. Another six to eight outlets are scheduled to open by yearend. Sanders noted that the outlet stores had a "good quarter" with same-store sales up but "not as substantially as in the past." He blamed a tough retail climate since the start of the year and colder than normal weather in the Northeast.

"The summer period is when the outlet stores have their best quarters," he added. Sanders noted that the company added two stores in 1996 and said the two stores opened this year are doing well.

In response to an analyst's question on the possibility of opening another flagship, Sanders said the company is "always looking."

"Today the rents are a little high for us," he said, referring to prime locations such as Madison Avenue and Fifth Avenue. The company's only flagship is at 70th Street and Columbus Avenue here.

The firm recently announced that it signed 1997 NBA All-Star Game MVP Glen Rice as a spokesman for its Competition line of performance athletic apparel and footwear brand.

IAC-CREATE-DATE: April 25, 1997

LOAD-DATE: April 26, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:22 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Sponsors buzz for Rice Shooting star becoming hot commodity Business Journal-Charlotte April 21, 1997

Copyright 1997 UMI Inc.;
Copyright The Business Journal of Charlotte, Inc. 1997;
Business Dateline;
Business Journal-Charlotte

April 21, 1997

SECTION: Vol 12; No 2; pg 1

LENGTH: 1844 words

HEADLINE: Sponsors buzz for Rice Shooting star becoming hot commodity

BYLINE: Erik Spanberg

DATELINE: Charlotte; NC; US; South Atlantic

BODY:
Charlotte Hornets superstar Glen Rice hopes he can shine on national TV in the playoffs this month and become an MVP: Most Valuable Pitchman.

Rice, who joined the team last season, has blossomed into one of the NBA's best players, with a top five scoring average, league-best 3-point accuracy and All-Star game Most Valuable Player award.

Now Rice and his high-powered agents hope to turn long-range swishes into bank shots, supplementing his $ 4 million annual salary with a range of local and national endorsements that could boost his income 25%, or as much as $ 1 million, yearly.

The boldest - and most lucrative - deal begins this month when Rice starts wearing basketball shoes made by **Nautica** Competition Inc. The 29-year-old small forward signed a three-year pact with the company as its sole spokesman earlier this month. Industry experts estimate the deal is worth $ 100,000 to $ 500,000 annually.

Future possibilities include everything from a deal with McDonald's Corp. to shooting videos to a rice food tie-in product.

But the **Nautica** deal is the foundation for expanding Rice's reach into the corporate world.

"This is an example of how Glen can dramatically increase his visibility because of his All-Star game MVP and the great season he's having," says David Falk, Rice's lead agent and chairman of Washington-based Falk Associate Management Enterprises, whose clients include Michael Jordan. "This is a product that's tailor-made for him."

Rice says he likes the deal because it incorporates a product with a sense of fashion as well as quality athletic apparel. "The main thing that sold me is that it's a first-class organization," he says. "What I'm going to do is go out and try to help build on the great reputation they already have. It's a great opportunity."

Nautica Chairman Harvey Sanders says the company chose Rice because he is an experienced player with

a proven track record. "So many companies have these rookies who haven't done anything yet, and we wanted to avoid that. Glen is a class guy and a great player. We wanted a good citizen representing us."

Nautica will debut its first retail basketball shoe next month. Rice played a large role in its design, and will wear it throughout the playoffs. The company will spotlight Rice in its fall print advertising campaign, which will appear in GQ, Esquire and Sports Illustrated.

Quality, not quantity

Industry experts say the deal is a shrewd one because Rice will be identified so closely with **Nautica.** If he had signed with Reebok or Nike, Rice likely would have been overshadowed by other players who work with those companies.

Winning the All-Star MVP gave Rice his biggest national exposure since playing on the national championship team at the University of Michigan in 1989, but many sports marketers believe his playoff performance later this month will largely determine his endorsement opportunities.

"The playoffs are important because that's a time when you can really get some nationwide exposure," says Bob Williams, president at Chicago-based Burns Sports Celebrity Service Inc. "This is a chance for him to stand out because the Hornets haven't been on national TV a lot. He can make a big impression if he plays well."

Max Muhleman, a local sports marketer who helped bring the Hornets franchise here, says Rice's seven 40-point performances this season have helped spread his name nationally. "You have all those national wire stories in every newspaper that start out with, 'Glen Rice led the Hornets with 40 points...' That has an effect as it keeps happening."

Although Muhleman says many people overestimate the value of endorsement deals, he says Rice has appeal because of his high scoring average. "He's not a singles hitter; he shoots these long shots and that's got a glamorous appeal. He represents coming through in the clutch, and he's got a clean reputation."

Rice, who is signed with the Hornets through 2000, will likely become more focal in the Hornets' marketing plans next season. The team emphasized new coach Dave Cowens and its Hard Ball slogan this year.

"He's a good-looking guy and a very high-quality person," says Tom Ward, Hornets marketing director. "Glen has had a meteoric rise this season, and interest has surged. He will be a big part of our marketing next year."

Big hive, a small market

Earlier this month, Rice spent four hours of an off day filming a public service announcement for the NBA aimed at preventing child abuse. It will air during national broadcasts of upcoming playoff games.

Ward says the PSA and other deals are evidence that a player can successfully market himself despite playing in a smaller media market. Says Muhleman: "In some ways it's an advantage because there are fewer entertainment distractions; the focus is on the team."

Former Hornets star Alonzo Mourning, also a Falk client, questioned whether Charlotte offered players enough endorsement opportunities compared to larger NBA markets. Ironically, Mourning was part of the trade that brought Rice here.

Local endorsements may play a vital role in how long Rice stays. "His longevity there depends in part on the acceptance of the Charlotte business community," Falk says. "It's not just what George Shinn pays him, it's also what opportunities he has locally. That figures into where he decides to play."

Brian Murphy, publisher of national trade publication The Sports Marketing Letter, says it's difficult for

players other than Michael Jordan, Shaquille O'Neal and Grant Hill to break through on a national level for endorsements. "Everyone else has to have two career years to get some of those national deals. Glen is off to a good start, but he has to keep it up. Look at Hakeem Olajuwon - he had to win two championships before the offers really poured in."

If that's the case, Rice and his agents remain undaunted.

With the **Nautica** deal secured, Falk and associate agent Jeffrey Wechsler are carefully crafting marketing strategies to ensure Rice lands a healthy mix of local and national endorsement deals. Among the proposals:

* Prepaid calling cards or TV commercials with a long-distance telecommunications company. "Glen stands for long-distance excellence, so we think that's a nice fit," Falk says. AT&T Corp., an NBA sponsor, is an obvious candidate. Rice teammate Muggsy Bogues endorsed AT&T two years ago, but now works with BellSouth Corp.

* An endorsement with NBA and local Hornets sponsor McDonald's. Falk says discussions are ongoing.

* A food product incorporating rice in its name, such as Uncle Ben's. The name tie-in is an obvious link, sports marketers say.

* Signing an endorsement deal with an ankle brace company for a retail brand. Rice always wears ankle-braces on the court.

* Basketball shooting-technique home videos. Rice is among the league's most accurate shooters, hitting 48% of field goals and 86% of free throws.

* An Internet site designed by an undisclosed company.

Already a local player

In the Charlotte area, he has lined up deals with Bell Atlantic/Nynex Mobile, Coca-Cola Bottling Co. Consolidated , Harris Teeter Inc. and WSOC-FM. The radio deal with WSOC, which includes a twice-weekly call-in segment hosted by Rice, is sponsored by local car dealer Diamond Chevrolet. A Charlotte summer basketball camp is a likely possibility.

"I'm getting a lot of offers, and it's to my advantage to look at each one," Rice says. "But it can't take away from my game. I think it's easier to handle because I've been in the league a long time."

Falk emphasizes quality over quantity. "A problem I see with a lot of players is they do too much, and it becomes dilutive. You have to be careful."

Rice will also benefit from his winning smile, light humor and articulate manner, observers say. But one thing he won't do is be presented as a larger-than-life caricature.

"Trying to create images for players is a pitfall," Falk says. "Look what we did with Michael - we projected his image, and it worked beautifully. But we didn't create it, his parents did."

A frequently cited example of Rice's sincerity is the open letter he wrote to Miami Heat fans soon after being traded to the Hornets in November 1995. In the letter, Rice thanked local fans and told them he was proud to have represented their city.

On another occasion, Rice visited Warner Bros. employees while on a trip to Los Angeles - without prompting. The visit came long after Rice had inked a deal to endorse Warner Bros. athletic apparel.

"That's something a lot of guys would never have thought to do," Wechsler says.

But business is business: Rice has left Warner Bros. to start the **Nautica** deal.

Later this month, Bell Atlantic/ Nynex will begin a print campaign featuring Rice as pitchman for its Digital Choice cellular phone service. The company will add a TV campaign in the fall. Bell Atlantic is targeting a primarily male audience that will pay the price for the latest technology, which makes a burgeoning media star such as Rice the perfect pitchman, says Tim Butler, Bell Atlantic/Nynex Southeast region marketing director. "He reaches that audience."

Peter Roth, Harris Teeter marketing manager, says a company promotion centered on a giveaway trip to Jamaica with Rice is among its most successful. The campaign included Coke Consolidated, Rice and the Hornets. It was supported by a Rice TV spot and in-store promotional displays featuring Coke and Sprite. "We ran this campaign in about 130 stores, and it gave a large boost to our Coke volume sales," Roth says. "It was very successful."

Roth says the grocery store chain is interested in working with Rice in the future. The TV ad, filmed at the Morrocroft Harris Teeter, went smoothly despite the fact that the shoot ran an hour past schedule. "Glen was very cooperative, and he never complained," he says. "He never even looked at his watch."

Rice also enjoys the benefits of working with Falk, who has turned Jordan into a $ 40 million a year endorsement king. While Jordan is an exception, Falk clients such as Patrick Ewing, Allen Iverson and Juwan Howard have all converted NBA careers into sizable off-court opportunities with Falk's assistance.

"The thing some people worry about with someone like Falk is that they're going to be ignored if they're not a top player," Williams says. "Glen is a top player, and he's getting good representation."

Another Falk client, Hornets teammate Bogues, is among the most successful pitchmen in the league. Sprite, BellSouth and Bojangles' Inc. have all used the 5-foot-3-inch point guard in advertising campaigns during recent seasons.

"Glen has a great personality, and I think companies will relate to him," Bogues says. "They will want to associate with him because of the type player he is and the role model he is. You have to make sure you're on time, you cooperate and you carry yourself well - he does all of that."

GRAPHIC: Photo

UMI-ACC-NO: 9764695

LOAD-DATE: May 15, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:20 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Forecast improves for London Fog; After debt problems, firm has returned to profitability; Company might go public; But recovery has been costly, as plant in Baltimore will close The Sun (Baltimore) April 27, 1997, Sunday,

Copyright 1997 The Baltimore Sun Company
The Sun (Baltimore)

April 27, 1997, Sunday, FINAL EDITION

SECTION: BUSINESS, Pg. 1D

LENGTH: 1725 words

HEADLINE: Forecast Improves for London Fog; After debt problems, firm has returned to profitability; Company might go public; But recovery has been costly, as plant in Baltimore will close

BYLINE: Sean Somerville, SUN STAFF

BODY:
When Robert E. Gregory Jr. arrived at London Fog Corp. in early 1995, he found a raincoat company in distress, with a $ 425 million debt, angry retailers and years of turmoil threatening its survival.

Today, Gregory compares himself to a successful emergency room doctor.

"There are three stages," Gregory said. "You stabilize the situation, fix the company and then you try to grow it back to health. We believe we've essentially finished the stabilizing and fixing stages."

The Eldersburg-based company had an operating profit last year of about $ 13 million, compared with a $ 125 million loss the year before Gregory arrived. He's estimating that sales this year could grow 20 percent, to $ 360 million.

Gregory is even talking about taking London Fog public -- until recently a laughable prospect.

"It's been a 180-degree turn," said Mark Millman, head of Millman Search Group, a national retail executive placement firm based in Baltimore. "They've repositioned retail business, stabilized it and brought it back to the basics."

But the ongoing recovery continues to extract a price. Early this month, London Fog said it would close its sole remaining plant, in Baltimore. The shutdown in June will eliminate 281 jobs, sending production to overseas contractors. It will also sever the ties between London Fog and Baltimore, where the company was founded 75 years ago.

"Everybody's going overseas," said Armando Norigenna, 62, a 35-year London Fog veteran who earns $ 7.10 an hour. "There's nothing you can do about it."

London Fog says the closure will save "several million dollars" a year.

Gregory said closing the plant was necessary to save other jobs at London Fog. The company employs about 350 at its Eldersburg headquarters and distribution center and 1,600 worldwide. Gregory predicted employment might soon reach 2,000.

"You make these decisions for 2,000 people, not 200," he said. "People always like to put pictures in the paper. But they never show the people showing up for work elsewhere."

No guarantees

But the closing by no means guarantees London Fog's financial health.

In addition to the usual worries about sunny weather, London Fog has seen its market eroded by a consumer shift to more casual wear, where the London Fog label has little cachet. Today, labels like **Nautica** and Tommy Hilfiger command prominent display space in department stores while the raincoats are relegated to a corner.

London Fog's answer: Create its own range of outerwear marketed under names with broad appeal -- not its own storied raincoat brand.

Earlier this month, London Fog struck a licensing deal with Stride Rite Corp. to produce a line of nylon shells, wind shirts, and pullovers under the Sperry Top-Sider brand name. Gregory promised "lightweight, waterproof, breathable garments" to expand London Fog's position into "activewear and casualwear."

London Fog lacks the money to buy other properties, Gregory said, so it must rely on licensing deals to increase market share. "It's the poor man's acquisition," he said.

The company is also fighting back by selling more merchandise through its own outlet stores and specialty stores -- a strategy that a former top executive says is flawed because it sells the London Fog name short.

History

Founded in 1922 in Baltimore, London Fog was long synonymous with top-line formal raincoats. As the company changed hands over the last decade, it also ran into financial trouble.

Family-owned Londontown was sold for $ 44 million in 1976 to Interco Inc., the St. Louis-based maker of Converse shoes and Ethan Allen furniture. By then, Londontown, which had expanded into men's and women's sportswear, had annual sales of $ 75 million. Threatened by a corporate raid in 1988, Interco sold the company to a group of 40 Londontown managers for $ 178 million.

The managers, including then-president Mark H. Lieberman, insisted they wanted to keep the company in Maryland. But the $ 100 million in debt that funded the leveraged buyout quickly forced layoffs. The debt load grew after Merrill Lynch Capital Partners acquired control for $ 275 million in 1990.

In 1993, Lieberman sold his interest and left the company. Merrill Lynch Capital Partners, still the company's biggest stakeholder, then brought in Arnold P. Cohen from catalog clothing company J. Crew, who in one tumultuous year turned the company, renamed London Fog, upside down.

Cohen closed five factories, including three in Maryland, cleaned house among middle managers and moved the corporate headquarters from Eldersburg to Darien, Conn., near his home.

Under Cohen, the company bought Pacific Trail, a Seattle-based maker of ski jackets and other outerwear, and mounted a push into children's wear and sportswear. But he angered retailers by trying to limit discounts on London Fog coats, and when orders fell, Cohen was ousted in August 1994.

The Northwest Baltimore plant, built in 1989 by the quasi-public Baltimore Economic Development Corp. for $ 3.5 million, escaped closure under an agreement worked out with an interim management team.

The city and state governments offered incentives worth about $ 1.8 million. Workers took a $ 1.25 hourly wage cut -- a decline from about $ 8.15 to $ 6.90. In return, the company invested about $ 1.6 million for improvements and retraining.

When Gregory arrived early in 1995, London Fog had $ 350 million in sales, off 10 percent from 1993. It also had a strangling $ 425 million debt secured by only $ 277 million of property.

Within six months, Gregory returned the company headquarters to Eldersburg and shut down its children's wear and sportswear divisions, part of a shedding that cut sales by $ 75 million, to well below $ 300 million. The mission was to get London Fog and Pacific Trail refocused on making and selling outerwear.

Most importantly, he avoided filing bankruptcy by negotiating a debt restructuring. In the agreement, Merrill Lynch and Chicago-based GKH Partners gave creditor-banks 88 percent of London Fog's preferred stock and 80 percent of its common shares in return for restructuring the debt.

But debt remains a problem. London Fog is making only partial interest payments on the $ 250 million it owes the 25 to 28 institutions that Gregory calls "loaner-owners." In addition, the institutions hold $ 180 million of preferred stock.

"The debt grows steadily, and it is more than the ability of the company to pay," said Gregory, who is again pushing for a restructuring. "We couldn't service the debt if we made $ 50 million."

Turning the corner

Gregory's pitch to loaner-owners: London Fog cut its $ 125 million operating loss to about $ 13 million in Gregory's first year and turned the $ 13 million profit his second year. "At the time the financing was put in place, the company was essentially dead," Gregory said. "But we're not now. We think we've turned the corner."

Sales at London Fog's roughly 120 outlet stores are up by double-digit percentages. That's one reason Gregory thinks the jump from $ 300 million to $ 360 million is a possibility.

"We have 300 products that will be in the fall line," he said. "None of these products are the same as they were three years ago. As a result of that, we're starting to gain back some of the consumer demand that crashed."

Among the new products is a raincoat with a lifetime guarantee. Last year the company re-launched its dormant FOG label, which stands for functional outergear and is aimed at consumers in their 20s.

London Fog is also making lightweight vests, pullovers and windbreakers that it says are doing well. In a departure for London Fog, a lot of the new gear is sold in see-through gift boxes as opposed to the usual hangars.

The company's alliance with Sperry Top-Sider, the creator of the boat shoe, is its latest move toward capturing new markets. The outerwear will be sold in boating retail and department stores.

Gregory said the spring season was outstanding for the Pacific Trail brand and fair for London Fog. The fall lines of both labels have been well received, he said.

"I'm trying to put a plan together to make this a long-term viable company, like it used to be 10 or 20 years ago," he said.

But Howard Davidowitz, a national retail consultant, questions the strength of London Fog's turnaround. "This is not a public company," he said. "What they say is going to be highly suspect. If you look at this company, it's been in a continuous state of turmoil for a very long time. All I can say at this point is, the saga continues."

He said London Fog should be right next to the other hot designers.

"It should be one of the super-brands. They should have added 20 categories. **Nautica** was nothing compared to London Fog 10 years ago," said Davidowitz. "The fact is, London Fog dropped the ball. Now they have to rebuild the company."

Douglas C. Hillman, a former London Fog president who left the company about a year ago because of differences with Gregory over strategy, believes London Fog has too readily conceded the department store market and is relying too much on its own outlets.

Hillman, who estimated the current ratio of sales at department stores and company outlets at 50-50, said sacrificing department stores will ultimately cheapen the London Fog brand name, one of the company's strongest assets.

"I think there's a major swing taking place," Hillman said.

London Fog will say only that a majority of its sales are through traditional department stores and specialty stores. The company also contends that market conditions give it little choice but to distribute outside department stores.

Some major stores, such as Saks Fifth Avenue, don't carry London Fog outerwear. A top official at another major chain said his company's purchases of London Fog products remain flat.

Gregory, an apparel industry "Mr. Fix-It" who has two years remaining on a four-year contract, believes London Fog's best chance is to get it to the point where it can sell stock to the public.

"The best outcome is to continue to grow profitability, restructure the debt and take it public," he said.

Gregory wouldn't hazard a guess for exactly when that would happen but said it's a serious goal: "It needs to be done in the next few years."

Pub Date: 4/27/97

GRAPHIC: PHOTO, ANDRE F. CHUNG : SUN STAFF, Sales increase: Sales at London Fog's roughly 120 outlet stores, such as this one in Eldersburg, are up by double-digit percentages, but department store sales have not kept pace.

LOAD-DATE: May 2, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:19 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

ANOTHER GREAT ADVENTURE _ SHOPPING The Record April 27, 1997; SUNDAY; ALL EDITIONS

Copyright 1997 North Jersey Media Group Inc., All Rights Reserved
The Record

April 27, 1997; SUNDAY; ALL EDITIONS

SECTION: LIFESTYLE; Pg. L02

LENGTH: 918 words

HEADLINE: ANOTHER GREAT ADVENTURE _ SHOPPING

COLUMN: SHOP TALK

BYLINE: JOAN VERDON

BODY:
Arnold Laubich is betting that there are a lot of people who make the trip to Six Flags Great Adventure theme park who would rather shop than drop 200 feet on the Batman roller coaster.

He's talking specifically about the parents who chauffeur their teenagers to the amusement park in Jackson Township, and then spend the rest of the day waiting in the parking lot until its time to go home.

"I've heard of parents who spend the entire day on the macadam pavement of the parking lot while their kids are in the park,"he said.

"Now, they can come here and shop."

Laubich is president of New Plan Realty Trust, the real estate investment company that owns New Jersey's newest outlet shopping center, Six Flags Factory Outlets. New Plan has entered into a cross-promotional arrangement with the owners of the theme park that allows the outlet center to use the Six Flags name and join forces in some marketing and advertising ventures.

The outlet center will be holding grand-opening celebrations over the next three weekends, even though a good number of the stores still aren't open yet. The big-name manufacturers and merchants who are ready for shoppers include **Nautica** (which features the area's first **Nautica** Boys outlet line), Black & Decker, KB Toy Outlet, OshKosh B'Gosh, Bugle Boy, Big Dog Sportswear, Reebok, XOXO, Dress Barn, and London Fog.

Expected to open in the summer are Gap and Gap Kids Outlets and a Calvin Klein store. The center's food court won't be ready for business until after Memorial Day, but until then the food concessionaire will be selling hot food, bagels, snacks, sodas, and coffee out of an outdoor wagon.

Stores began opening for business at the end of March and even without much advertising or publicity the center has already logged 100,000 cars in its parking lot, proving the belief of some developers that"If you build it they will shop."The Tools and More store opened on a Saturday, and the next day was the top-selling store in the national chain, Laubich said.

Thus far, most of the shoppers are coming from nearby, from Jackson and other parts of Monmouth and Ocean counties (although the Donna Karan store did lure one intrepid shopper from Staten Island) but developers expect that to change once the amusement park opens full time on May 7 and the shore season gets into full swing.

The project's first phase, to be in place by the summer, will have 50 merchants. Phase two, to be completed in about a year, will add 30 stores, giving Jackson Township about as many outlet stores as Flemington and Secaucus, with the advantage of having them adjacent to a single parking lot.

Jackson Township Mayor Vicki Rickabaugh winced when asked if her town was poised to become the"Secaucus of the Shore."

"We prefer to think of ourselves as the Gateway to the Shore, she said. She'd like Jackson Township to be known as an entertainment and vacation destination, with a water park and hotels on the drawing board for the future.

Rickabaugh pointed out that Jackson Township is only a 20-minute drive to Point Pleasant Beach and Belmar. She expects the outlet center will be a popular destination for vacationing families on rainy summer days.

Right now, not enough stores are open to make the 90-minute trip worthwhile for North Jersey shoppers (unless they're already planning a trip to Six Flags or a nearby shore point), but the center has won the heart of at least one outlet-savvy shopper: the mayor's mother.

Rickabaugh's mother, Marilyn Kirschner, was thrilled Thursday to find a 50-percent off bargain at London Fog, snaring a $ 68 raincoat, and she bought two three-button shirts at Reebok:"They were one for $ 21, two for $ 30, where are you going to get a shirt for $ 15?"

A new way of serving customers

Bergen Mall shoppers got a surprise if they glanced inside the Gift Gallery store on a recent Friday night.

Inside, among the figurines, collectibles, and glass display cases, some 60 customers were sitting at tables and eating a full-course Chinese dinner.

The Oliveti family, owners of the Gift Gallery, is taking customer service to a new level.

The Chinese dinner was held to celebrate the release and sale of a new $ 325 Swarovski crystal dragon piece. Now, the Olivetis are planning an in-store Italian dinner on May 2 for their customers who collect figurines by sculptor Giuseppe Armani (not to be confused with his very famous distant relative, fashion designer Giorgio Armani).

The Armani dinner is tied to the release of two new Armani sculptures, Marianne and Sabrina (available only to members of the Giuseppe Armani Art Society), both of which sell for $ 275. Avid Armani collectors buy every piece that's released and wait for the Gift Gallery to notify them of the annual Armani event. To say thank you, the Olivetis will serve dinner to anyone who buys Marianne, Sabrina, or makes any other $ 200 Armani purchase.

"We always said that so many of our customers are so nice we'd love to go out to dinner with them,"said Victor Oliveti Jr. "So we decided to have dinner with them in the store." To reserve a place at the table, call the Gift Gallery (845-0940) by Tuesday.

Joan Verdon can be reached by phone at 646-4419, by fax at 646-4047, by mail at The Record, 150 River St., Hackensack, N.J. 07601, or e-mail at verdon AT shopwatch.com.

LOAD-DATE: April 28, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:19 AM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

LJ promises 'to get goofier' The Herald (Rock Hill, S.C.) April 27, 1997 Sunday

Copyright 1997 McClatchy Newspapers Inc.
The Herald (Rock Hill, S.C.)

April 27, 1997 Sunday 1ST EDITION

SECTION: SPORTS; Pg. 5D

LENGTH: 549 words

HEADLINE: LJ promises 'to get goofier'

BYLINE: By Dennis Switzer The Herald

BODY:
NEW YORK - If Charlotte coach Dave Cowens thought Larry Johnson was "goofy" for his chest-puffing, arms-crossing strutting during Game 1, Johnson has news for him.

"Y'all ain't seen nothing yet," Johnson said after a relatively quite offensive game (11 points) and a tough defensive assignment on Glen Rice as the Knicks took Game 2 100-93 on Saturday. "That was nothing. Y'all keep watching. Goofy's going to get goofier."

While Johnson didn't have reason to parade about Saturday, teammate Chris Childs got the New York crowd fired up by doing a Johnson-like arms-crossed strut after hitting a 3-pointer with 2:47 to play.

"He was acting goofy," Johnson said.

Johnson was often animated during his five seasons with the Charlotte Hornets, and said he's been called goofy many times before.

"My mom. But he ain't my mom," Johnson said.

Cowens shrugged off the sensational approach of the papers. The New York Daily News ran: "Goofball: Cowens rips LJ."

"I thought it was funny. I've been in the tabloids before," Cowens said.

Johnson said he didn't know about Cowens' comment, despite it being splashed prominently in the New York City tabloid papers. He said his wife read him the story when he called her after Thursday's game.

But obviously, Johnson knew about the comments before Saturday's game. After Johnson scored a fast-break layup to give the Knicks a 43-36 lead with 3:53 left in the second quarter, he walked past the Hornets bench and shouted an obscenity towards Cowens.

"I didn't say anything to that bum," Johnson said. Turnover time

Veteran Tony Smith came in for rookie Tony Delk at point guard with 9:55 to play and the game tied at 83 and promptly turned the ball over three consecutive times.

The first time, he dribbled the ball off his foot near midcourt, and when Anthony Mason tried to pick it up,

Mason was called for an over-and-back violation.

Cowens yanked Smith out after two and a half minutes, and Delk finished the game.

"I thought it was just a fluke, the mistakes," Smith said. "I wouldn't say that that's the reason for us losing the game. There were 45 other minutes in the game. That was really minuscule." By the numbers

Without Bogues, the Hornets had just 10 assists. Their season-low during the regular season was 14 Charlotte's 12-point fourth quarter was an all-time playoff low for the Hornets, three points less than they scored in the fourth quarter against the Knicks in Game 1 of their 1993 second-round series Rice's 39 points was a Hornets' playoff high, topping Alonzo Mourning's 34 points in a double-overtime win over the Knicks in Game 3 of the '93 series Delk played 41 minutes. The most he played during the regular season was 35 minutes Rice played the entire 48 minutes. New shoes

Rice is sporting new shoes as the new national representative for **Nautica,** endorsing a shoe called **Nautica** Competition.

He switched to the new shoe for the last two regular-season games. Rice said he is the only player in the NBA wearing the new line of shoes. Star watching

Several celebrities were in attendance for Saturday's game. Along with Knicks faithful Spike Lee sitting in his courtside seat, Diana Ross, Tom Brokaw, Woody Allen and Rosie O'Donnell were also on hand.

LOAD-DATE: April 28, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:18 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

READY, SET-- ACTION! Columbus Dispatch (Ohio) April 29, 1997, Tuesday

Copyright 1997 The Columbus Dispatch
Columbus Dispatch (Ohio)

April 29, 1997, Tuesday

SECTION: FEATURES ACCENT & ENTERTAINMENT, Pg. 1B

LENGTH: 400 words

HEADLINE: READY, SET-- ACTION!

BYLINE: From staff and wire reports

BODY:
Whether they're skateboarding or in-line skating, teen-agers and young adults are ready to roll this spring in styles inspired by an evolving interest in fast-action sports.

Young men's fashion has moved on from the laid-back grunge look of the early '90s to bright colors, bold stripes and expressive detailing.

"The trends that seemed so shocking and far-out last year have been translated to fun, hip and wearable looks for young men this spring," said Fran Yoshioka, fashion and design director for Sears.

"The bright oranges, lime greens and fluorescent yellows are captured in textures and details inspired by action and movement. Ribbed knits, retro logos and loose-fitting board shorts meet the strong demand of teens for apparel that combines both style and movability."

Young adults like these active looks because they're neither too dressy nor too grungy.

Tommy Hilfiger's spring athletic group interlaces the red, white and blue of the Hilfiger flag logo throughout the line. Gym bags and baseball caps with terry lining are two of the sports-oriented accessories that round out Hilfiger's spring collection.

Along with other designers this spring, **Nautica's** David Chu explores the relationship among high-performance design, classic sportswear and tailored clothing.

"Technology has transformed sports apparel," Chu said. "Today's athlete wants everything in his sports gear to enhance his athletic performance, and that includes his clothes."

In his competition collection, Chu pushes the technical limits. There are cross-training tights, hooded shells, jackets and vests in micropolyillumi NITE, and breathable, water-resistant nylon Taslan.

The **Nautica** cycling jacket has tricot at the cuffs, waistband and collar to prevent chafing. Side zippers allow for easy removal during competition. Sleeves are pitched forward and engineered to fit cyclist's bent-over posture.

New to **Nautica** Competition this season is the wind shirt in a lightweight version of **Nautica's** Nautex fabric, offering wind and water protection for warm-weather sports.

Designer Ralph Lauren's Surplus group offers military-inspired styles. Bottoms range from heavy-duty canvas cargo pants to ripstop nylon shorts with pockets to hold gear. The collection includes fitted long- and short-sleeve nylon/Lycra crew necks with logo screen prints and lightweight nylon outerwear pieces.

GRAPHIC: Photo, Polo Sport by Ralph Lauren, Zip-neck polyester cycling shirt, stretch nylon jacket and poly-Lycra zip-ankle racing pants., Please see ACTION Page 2B, Above: Nylon Tactel-Spandex hooded cycling vests and zippered ankle cuffs. Right: Zip-front vest and swim trunks, both in nylon., Sears, Right: Retro-striped knits by Rigolleto are worn with oversized corduroy shorts, left, and denim shorts, right, from the Boca Blue collection., **Nautica,** Above: Ripstop nylon backpack has a reflective safety stripe.

LOAD-DATE: April 30, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:18 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Separating Dungarees From Pedigrees DNR April 30, 1997

Copyright 1997 Responsive Database Services, Inc.
Business and Industry
Copyright 1997 Fairchild Publications, Inc., a subsidiary of Advance Publications, Inc.
DNR

April 30, 1997

SECTION: Vol. 27, No. 52; Pg. 1; ISSN: 1092-5511

RDS-ACC-NO: 995136

LENGTH: 1733 words

HEADLINE: Separating Dungarees From Pedigrees

HIGHLIGHT:
Designers find success in licensing jeans without hurting their core sportswear business

BODY:
Designers are finding success in licensing their jeans lines to manufacturers without cannibalizing their core sportswear business. This concern is what led Donna Karan International (DKI) to end its licensing agreement with Designer Holdings, which had been manufacturing DKNY Jeanswear. DKI feared that licensing too many products to Designer Holdings would have eroded its core DKNY men's and women's businesses. But despite the risks, major designers are eager to launch jeanswear lines, which generate big numbers. Tommy Hilfiger has projected Tommy Jeans to generate about $125 mil in their first year. Polo Jeans Co is projecting sales of $300 mil in three years. **Nautica** Marine Denim Co is expected to generate volume of between $50 mil and $100 mil in three to five years. Sales of CK jeans rose 29.1% in 1996 to $193.2 mil, according to Desginer Holdings 10K. Typically, designer's jeanswear lines have their own team of designers, helping to separate them from sportswear. Polo Jeans Co has its own logoing, packaging and hangtags to differentiate it from Ralph Lauren sportswear.

Designers build denim collections without cannibalizing sportswear

BY RACHEL SPEVACK

It's no secret that designers can earn big bucks by licensing their names out to jeanswear companies for denim-based jeans collections.

Calvin Klein Inc., for example, received $32.6 million in design and loyalty fees from Designer Holdings Inc. in 1996 for licensing the Calvin Klein Jeans label, according to the Designer Holdings Ltd. 10K.

But developing a multi-category jeanswear collection can be a double-edged sword for a designer. He has to be extremely careful that his jeanswear licensee's collection doesn't cannibalize his lucrative core sportswear business. At the same time, the jeanswear line has to be familiar enough so that consumers will recognize the designer's point of view and taste level.

The fear of cannibalization was one of the factors that led to the collapse of the Donna Karan International/Designer Holdings licensing deal in early March, when the two companies mutually terminated their licensing agreement for the manufacture and distribution of DKNY Jeanswear. DKI believed that if it

agreed to give Designer Holdings all the products it wanted to produce, the resulting product line would have eroded its core DKNY men's and women's businesses.

Designer Holdings originally planned to aggressively launch the men's and women's DKNY jeans this fall. A DKI spokeswoman said the company is "committed to building the DKNY Jeanswear brand in-house."

Despite the pitfalls, plenty of designers are eager to launch jeanswear collections. **Nautica,** the last of the "Big Three" high-profile collection sportswear brands to expand into jeanswear, is the latest. Its line, dubbed **Nautica** Marine Denim Co., will go head to head with Polo Jeans Co., Tommy Jeans and CK Calvin Klein Jeans in department stores and better jeans specialty stores this fall.

Big numbers are at stake, as the jeanswear companies have projected very ambitious volume figures. Hilfiger has projected Tommy Jeans to generate about $125 million in the first year. Polo Jeans Co. is shooting for $300 million in three years. And market sources put **Nautica** Marine Denim Co.'s volume somewhere between $50 million and $100 million in three to five years. Sales of men's CK jeans rose 29.1 percent in 1996 to $193.2 million, according to the Designer Holdings 10K.

The jeanswear collections typically have their own design teams, the better to differentiate them from the sportswear collections. This is the case at Polo Jeans Co., which has its own merchandising and design group, according to Mindy Grossman, president and CEO. This group works very closely with the design team at Polo Ralph Lauren "and with Ralph himself. We're respecting Ralph's vision of where Polo Jeans fits in the world of Polo Ralph Lauren. We need to fit into that but focus on our particular niche. We need to be the experts in denim and denim-related products. We have such a close working relationship that it becomes a collaborative effort." The jeanswear collection, produced under license by Sun Apparel, was launched for fall '96.

Grossman stressed that a denim-based business is different from a collections business. "Obviously we are very casual and there is a price-point difference in what we do. There are categories of business that we do that Polo does and Polo Sport does. The important thing is to know the market you're merchandising it for and that the attitude fits with a denim-based line. We may both run twill pants, but we will interpret them individually."

Polo Jeans Co. has its own distinctive logoing, packaging and hangtags, she said. At the same time, "there are certainly synergies where you can tell it's a Polo line. The RL flag is present in other Ralph Lauren products."

The jeans collection has its own in-store shop program, and all the fixtures are exclusive to Polo Jeans Co., Grossman said. Its retail accounts have been extremely receptive to opening in-store shops, she said. Currently, there are about 465 men's and women's in-store shops in a variety of formats. Plans call for another 300 to be installed this year. "It's easier for the consumers to shop when they can see the brand presented effectively. You also want them to see the related products that give the scope of the jeans lifestyle. Our shops have tremendous impact. The red has a tremendous impact." Red is the dominant color in Polo Jeans' in-store shops.

As reported, **Nautica's** jeans line will be produced by Seattle Pacific Industries (SPI) under a licensing agreement with **Nautica** Apparel Inc., the licensing division of **Nautica** International Inc. It will be a total collection of denim bottoms, khaki and rugged trousers, T-shirts, knit tops, sweaters and outerwear pieces, targeted to 18-to-35-year-old men.

SPI is primarily responsible for designing the collection, according to Brenda Palmer, vice-president of domestic licensing for men's and children's at **Nautica.** SPI's designers for **Nautica** Marine Denim "come to New York on a regular basis to meet with David Chu [CEO and designer of **Nautica** International]. Certainly that gives David the continuity on this end of keeping the communication back and forth with the people at **Nautica** Marine Denim." Chu approves all the designs for the jeans line, Palmer said, despite the geographical separation of licensee and licensor. "These people have hooked up with David in New York, the Orient, at shows, in Europe," Palmer said. "It's not just limited to meetings in New York."

The hangtags for **Nautica** Marine Denim products are totally different from those for the **Nautica** sportswear collection. "This is a true jeanswear collection," Palmer said. "The visuals, hangtags and in-store shops look nothing like what we're doing in **Nautica** sportswear or **Nautica** Competition." She believes the **Nautica** name will give consumers a certain comfort level, "but it has a different appearance, whether it's the product or packaging or advertising."

The two collections will never run the identical item, Palmer said. Both lines might have a basic T-shirt the same season, but they would be in different fabrications. "David will make them two different items," Palmer said. At the same time, there won't be any major discrepancies in the price points of the two collections, she noted. A knit shirt in the sportswear collection, for example, wouldn't be three times the price of a knit in the jeanswear line. "There has to be some logic in the process."

In pricing its line, **Nautica** Marine Denim Co. has to look both at the consumer it's targeting and the competition in jeanswear, Palmer said. It also looks at "where a price point has been accepted already for **Nautica** in general. There's certainly leeway in there. There might be an area where the market demands it be at a certain price point and we're sensitive to that."

Nautica Marine Denim Co.'s advertising will be done by the same agency that does the sportswear collection's advertising -- Anne Taylor Davis Communications. The jeanswear line will have its own signature paper for its print ads, just as the sportswear collection does, Palmer said. **Nautica** Competition and the **Nautica** tailored clothing line both have their own signature papers for their print ads as well.

As for the CK Calvin Klein Jeans line, it has its own design team and its own Separate sales staff, both of which are based at Designer Holdings, according to a spokesperson for the jeans line. "A specialized sales force handles CK Calvin Klein Jeans and CK Calvin Klein Khakis as a distinct business."

An item would never run simultaneously in both the jeanswear line and the regular collection, she said. "While styling and colors might be somewhat similar at times, specific points of view for each collection necessitate different approaches for the items designed in each."

In-store shops in department stores are the central focus of the growth strategy for CK Calvin Klein Jeans and CK Calvin Klein Khakis. In the U.S., 150 in-store shops were opened by the end of 1996, and plans are under way to add 200 additional in-store shops for fiscal 1997.

Tommy Jeans also has a separate 12-person design staff led by Virginia Hilfiger, the younger sister of Tommy Hilfiger.

Pepe Jeans U.S., the licensee for Tommy Jeans, has a separate sales staff for the line as well, said a spokesperson. Eight account executives report to Ivy Karkut, vice-president of sales for Tommy Jeans.

There is a consistency to the hangtags for the Hilfiger sportswear collection and the hangtags for Tommy Jeans because they all have Hilfiger's signature red, white and blue flag logo.

There's also consistency to the advertising campaigns, both of which are handled by Toth Design and Advertising. "There are definitely common elements to the campaigns, such as type-face and logo identification. This helps to reinforce the brand recognition," the spokesperson said.

Like the other jeans collections, Tommy Jeans would never run an item that's also in the sportswear collection. In fact, two separate staffs from two distinct companies design collections with two different points of view, the spokesperson said. The Tommy Jeans lines address a younger, hipper and fashion-forward consumer.

TYPE: Journal; Fulltext; Abstract

JOURNAL-CODE: DNR

Shoe manufacturer streamlines its way to profitability Nashville Business Journal May 12, 1997

Copyright 1997 UMI Inc.;
Copyright Nashville Business Journal Inc 1997;
Business Dateline;
Nashville Business Journal

May 1 1997

SECTION: ol 1 ; No 19; pg

LENGTH: 9 or s

HEADLINE: hoe anu acturer strea lines its ay to pro ita ility

BYLINE: Christopher D ar er

DATELINE: Nashville; N; U ; outh Central

BODY:
Insi e the hea uarters o Nashville ase shoe a er enesco Inc. are the aces that co plete the soles.

Do ens o lac an hite photographs ot every all o the plant. ach picture is unpose an captures an e ployee or ing in his in ivi ual shoe a ing environ ent.

I li e to thin that the all sho s hat e eel this co pany s ost valua le asset to e says Ben arris enesco s presi ent. an chie e ecutive o icer.

arris only has een acting as the pu licly hel co pany s chie e ecutive since e ruary ta ing over or Davi Cha erlain ho re ains acting chair an. But arris tenure ith enesco stretches ore than years irst as a sales an in one o enesco s lease epart ents an continuing ith the co pany in a variety o capacities since.

I ve asically or e y ay up through the co pany he says. n as a result I the irst C in any years to have a oot ear ac groun .

arris is at the hel o enesco at a very prosperous ti e. enesco s stoc price tra e on the Ne or toc change un er the tic er sy ol C hit a year high o 1 per share last onth. he co pany reporte at the en o its last iscal year on e . 1 that sales ro ongoing operations ere up 1 percent to 1. illion ro . illion uring the prior year. Net earnings or the year ean hile ere up an i pressive percent co pare ith last year ro 1 .1 illion or cents per share to 17.1 illion or cents per share.

he turnaroun or the co pany launche in 19 as Jar an hoe Co. starte in 199 a ter stoc prices hit a lo o 1 per share an Cha erlain eci e to ivest the co pany o its ore unpro ita le lines such as its venture into en s suits University Bran s chil ren s shoes an Mitre ports soccer ear.

e pretty uch got ac to the asics o hat e re all a out hich as a ing oot ear pri arily en s oot ear says arris.

ter that the co pany also change uch o its ar eting strategy particularly its target ar et ocus.

In or er to roa en its appeal to a greater range o age groups the co pany s very tra itional line o Johnston Murphy shoes ranche out to inclu e casual an ress casual shoes.

ou use to e a le to thin o our Johnston Murphy line as the in o shoes your ather ears says arris. But as a result o intro ucing the ne styles e e re a le to ove the age o that ar et ay o n an sales have re lecte that.

ast year sales at enesco s Johnston Murphy holesale ivision ere up 1 percent co pare ith the previous year. he co pany also opene 1 ne Johnson Murphy retail outlets last year an plan the sa e or 1997.

he co pany also has licensing agree ents ith the highly success ul Doc ers ran an has a e its irst entry into the athletic oot ear ar et ith its licensing agree ent to pro uce oot ear or **Nautica.**

e re very e cite to a e an entry into this line o sales says arris. he athletic ar et a es up percent o sales in oot ear an eing a le to use a esigner ran li e **Nautica** is going to allo us to have a oothol going into this ar et.

o ever ell other lines are oing enesco s shining star at the o ent is its Journeys retail stores. he stores are esigne to attract the 1 year ol unise ar et an have e iste since 19 . But the concept i not really ta e o until a e years ago hen anage ent eci e to ra in potential custo ers using not only the pro uct line ut also store esign.

nly a out three years ago i e really un erstan the rivers in this particular area o the usiness says arris.

he stores are esigne ith ite s such as sna e lighting luorescent colors an vi eo onitors that constantly play the latest popular usic vi eos. Its logo the store na e insi e a han print has eco e a cool sy ol that attracts custo ers.

e ust give out stic ers ith the logo on the on an average ay says ony oren o the year ol anager o the Journeys outlet at Cool prings alleria. he i s love the an co e in to get the all the ti e. n ith the vi eos e al ays have ne up ate usic u ping in the store.

oren o attri utes uch o the success o his store to the act that his young clientele eel co orta le hile there.

e really o try to a e it a place here people can co e an ust hang out he says.

he co pany is ta ing the co ort level one step urther an starte installing pu lic phones in all its ne stores. he result o this ne ar eting strategy a ter posting strong 1 percent sa e store sales gro th in its iscal year en e e . 1 199 Journeys achieve an a itional percent in sa e store sales gro th at the en o iscal year 1997.

enesco see s to have a e so e goo ar eting ecisions in the previous e years an appears to still have roo to gro .

he co pany has one a great o o turning things aroun y selling o the usinesses that a e no sense or the to iversi y into in the irst place says ary Dennis a stoc analyst or J.C. Bra or Co. ur sense is that usiness is goo or the argins are goo an the stoc pro a ly has the roo to ove higher.

eelings at the co pany are si ilar an arris cre its uch o the success to the plant s 9 e ployees so e o ho s photographs line the alls.

I call it y all o po er he says. Because hen you get a group o this any people together all

or ing together or the sa e purpose hat you get is po er. n I thin it s that po er provi e y these people that ill allo us to continue or ar .

UMI-ACC-NO: 97 997

LOAD-DATE: June 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:10 AM EDT

LexisNexis

DESPITE THEIR PRICES, BRAND NAMES HOOK BUYERS The Virginian-Pilot (Norfolk, VA) May 2, 1997, Friday,

Copyright 1997 Landmark Communications, Inc.
The Virginian-Pilot (Norfolk, VA)

May 2, 1997, Friday, FINAL EDITION

SECTION: DAILY BREAK, Pg. E1

LENGTH: 556 words

HEADLINE: DESPITE THEIR PRICES, BRAND NAMES HOOK BUYERS

BYLINE: BY MATISA VICTORIA HOLDEN AND BREHON HARRISON, HIGH SCHOOL; CORRESPONDENTS

BODY:
WHEN JOHN QUINERLY heads out for the day, he likes to be in style - make that name-brand style. Quinerly, a freshman at Norfolk State University, doesn't seem to mind the high price that often accompanies that style.

"I spent $ 380 on a **Nautica** coat," Quinerly said recently. Why? "It's **Nautica,**" he answered as if that is explanation enough. Every day, teens flock to malls, thrift and discount stores in search of gear that will set them apart from the crowd and help them fit in at the same time. Not all go for names like Hilfiger, CK or Perry Ellis, but many, like Kirk Houston, let labels define their style. Kirk, a 13-year-old seventh grader at Churchland Middle School in Portsmouth, said he wouldn't be caught without name-brand clothes because: "I'll look wacky and I'll get joked on." Yeah, and you won't fit in, according to Cedric Jones. Cedric, a 14-year-old freshman at Norcom High School in Portsmouth, said he's careful about where he'll wear non-name items. "Not in a crowd," said Cedric, "because it's not stylish." According to Teenage Research Unlimited, an Illinois-based marketing research group, teens spent about $ 103 billion last year on clothes and other items. About $ 70 billion of that money came from the personal funds of teens. Young men out-spent young women by about $ 6 a week. Males spent $ 70 a week; girls spent $ 64. "I work to buy name-brand clothes," said Tarnesha Wright, 17, a junior at Green Run High School in Virginia Beach. "I'd still wear something if it was out of style. I'd pay $ 50 at the most on an outfit." That's all? You should check out Bryan Riddick's feet. The Norfolk State University freshman gets swoosh appeal from his Nike Air Max shoes. Price: a mere $ 140. Although they admit that dressing stylishly can be expensive, some don't let the high prices stop them. Instead, they work to support their shopping habits or depend on the goodwill of dear old mom and dad. And mom and dad aren't bad shopping partners, either, said Hiyasim Siscar, a senior at Salem High School. "They spend more," laughed Hiyasmin, a self-described "label freak" who works at Up Against the Wall in Military Circle Mall. Hiyasmin said she avoids discount stores because the brand-name clothes sold at those stores just don't look right. Not so, said Shanel Person, a 23-year-old Maury High grad. Brand names look just as good at discount stores. In fact, they look better because they come with a cheaper price tag. Shanel said she spends more than half of her income on clothes and saves money by shopping at Old Navy, Marshall's and TJ Maxx, just three of the many clothing discounters. At the two latter stores, Shanel said she can find such popular brands as Polo, **Nautica,** and Guess at discount prices. Shanel defends her brand mania. "I don't buy because of the name," said Shanel, who works at Greenbrier Mall in Chesapeake. "It's good quality and it lasts a long time." Although many teens profess a brand loyalty, some don't understand the craze. "Whatever I like, I get it, whether it's brand name or not," asserted Janet Rosson, a 17-year-old senior at Tallwood High. Jason Arban, a 17-year-old senior at Churchland, said he did most of his school shopping at thrift stores. "I'm not out to impress anyone," Jason said. "I live for myself."

GRAPHIC: (Color Photo);
TAMARA VONINSKI;
The Virginian-Pilot;
Hiyasmin Siscar, a senior at Salem High School, is a sales clerk at Upa Against the Wall in Norfolk.

LOAD-DATE: May 3, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:14 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

POSTINGS: 50 Stores in First Phase, 30 More by Next Year;Outlet Center Opens Near 6 Flags Park The New York Times May 4, 1997, Sunday, Late Edition - Final

Copyright 1997 The New York Times Company
The New York Times

+ View Related Topics

May 4, 1997, Sunday, Late Edition - Final

SECTION: Section 9;Page 1;Column 4;Real Estate Desk

LENGTH: 335 words

HEADLINE: POSTINGS: 50 Stores in First Phase, 30 More by Next Year;
Outlet Center Opens Near 6 Flags Park

BODY:
These days a ride to Six Flags Great Adventure Theme Park and Safari in Jackson Township, N.J., may provide a different kind of adventure for both children and their parents.

Less than a mile from the park the 195,000-square-foot first phase of what will be a $20 million, 295,000-square-foot factory-outlet center will be in full swing by next month. Called Six Flags Outlet Center it will have 50 stores where goods will be sold at discounts from conventional retail prices. A 10,000-square-foot food court is to open in July.

New Plan Realty Trust, of Manhattan, one of the oldest and largest real estate investment trusts, is developing the center. It is on a 55-acre site the company owns at the intersection of Route 537 and Anderson Road, not far from exit 16 of Interstate 195.

Stores started opening late in March and 30 retailers are already welcoming shoppers. They include **Nautica,** which features a **Nautica** Boys outlet, one of only two in the country; Donna Karan, Reebok, London Fog and Nine West. There are also specialty retailers, such as Black & Decker, the tool and appliance manufacturer, and Music For a Song, a tape and video retailer.

Among the outlets to open in June are Gap, J. Crew and Calvin Klein.

Reflecting the trend toward entertainment retailing is New Plan's agreement with Six Flags that allows the outlet center to use the amusement company's name and to join forces in advertising and promotional efforts. To that end, a free shuttle-bus service will be available between the center and the theme park.

The agreement, said Arnold Laubich, New Plan's president, "provides an opportunity for children of all ages to enjoy shopping and entertainment and provides enough alternatives to make it well worth the trip and a longer stay." It also gives the center "immediate name recognition," he added.

He said construction would begin this summer for the 100,000-square-foot second phase, with 30 to 35 more stores. That phase is expected to open by next April.

LOAD-DATE: May 4, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

COMPANY SHORES UP NICHE, KEEPS DRESSING FOR SUCCESS: MILLERSHOR IS COVERING LARGER MARKETS AFTER FASHIONING A CONTRARIAN STRATEGY Crain's New York Business May 05, 1997

Copyright 1997 Crain Communications Inc.
Crain's New York Business

May 05, 1997

SECTION: News; Pg. 20

LENGTH: 827 words

HEADLINE: COMPANY SHORES UP NICHE, KEEPS DRESSING FOR SUCCESS: MILLERSHOR IS COVERING LARGER MARKETS AFTER FASHIONING A CONTRARIAN STRATEGY

BYLINE: Ylonda Gault

BODY:
After three years on Seventh Avenue and $21 million in annual revenue, Millershor has a ways to go before it poses a serious threat to apparel titans like Liz Claiborne.

But don't tell the dress company's co-founders, Douglas Miller and Richard Shore. They see Millershor as a big company.

The partners aren't delusional. They are the first to acknowledge that their draping silk dresses appeal more to Middle America than New York fashion zealots. And Millershor hasn't the resources for marketing blitzes or runway shows. Yet what the partners lack in size and status, they try to make up for in attitude. "We figure if we don't act big," reasons Mr. Miller, "we'll never be big."

Last year, after two seasons with a single product-the tunic shift-they set about remaking the company's profile with big-company initiatives. Millershor tapped a renowned designer, created a less expensive secondary line, and produced slick promotional materials and an interactive Web site.

The boutique technique

Over the past year, sales nearly doubled. So this year, plans got even bigger. Once the founders successfully heighten Millershor's profile, they hope to take the firm public.

Millershor, whose dresses sell for between $200 and $350, is angling to open in-store boutiques throughout its network of more than 2,000 department store locations. This merchandising technique-made famous by powerful sportswear brands such as **Nautica,** Tommy Hilfiger and Donna Karan-is virtually unheard of in the dress business.

But Millershor faces an uphill battle. As workplace wardrobes continue to grow more and more casual, dresses have become less frequent purchases-especially among young women. And Millershor is just one of many players in the fragmented dress category.

Like its competitors, the firm has to fight for department store real estate, because compared with sportswear, most retailers devote scant time and money to dress departments. The reason is pure economics. Sportswear generates as much as 20% of a department store's overall volume, dresses, only about 4%.

The company's founders are undaunted. They say they are close to announcing an in-store shop program with a national department store chain.

Reviving popularity

Industry insiders note that the cyclical nature of the apparel industry may soon bring dresses back around, as it did in the Eighties after a Seventies fashion hiatus. Also working in Millershor's favor is the maturing of baby boomers. Older women and those with figure flaws to disguise often prefer to wear dresses.

Even today, the company's strongest market lies in cities outside New York, where the fashion trends sway toward hip, form-fitting styles that are made for model figures.

"Millershor is right on for what real women want," says Marlynn Conner, dress buyer for Jacobson Stores in Pittsburgh. "Our best sizes are not 2, 4 and 6, but 12 and 14."

She adds that "real women" don't need the latest styles; they need the most flattering and affordable.

Jeannene Booher, Millershor's design director, has created clothing for such a customer throughout her career as a designer for Pauline Trigere, Scaasi and Maggy London. The company chose silk specifically for its characteristic draping ability, which Ms. Booher says "makes the body look beautiful."

Apparently, many women agree. Millershor has a large celebrity following that includes Donna Hanover and Deborah Norville. And the company says its Web site has attracted consumer responses from all over the country, touting the line's wearability. Mr. Miller plans to use the customers' e-mail addresses to test products and download promotions.

"For the first time, women across the Hudson will have a voice in what they wear," he says.

LOAD-DATE: May 08, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:12 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

GOING COASTAL;Want to get away from it all? Savvy manufacturers are betting shore-theme products will appeal to you THE DALLAS MORNING NEWS May 9, 1997, Friday, HOME FINAL EDITION

Copyright 1997 The Dallas Morning News
THE DALLAS MORNING NEWS

May 9, 1997, Friday, HOME FINAL EDITION

SECTION: HOUSE & GARDEN; Pg. 1G

LENGTH: 1039 words

HEADLINE: GOING COASTAL;
Want to get away from it all? Savvy manufacturers are betting shore-theme products will appeal to you

BYLINE: Janet Sloan, Special Contributor to The Dallas Morning News

BODY:
A coastal vacation means long, unhurried days, clear blue sky and miles of silvery sand. We go barefoot and pick up seashells. We reconnect with family, friends and the natural rhythms of life.

We enjoy a casual lifestyle and, most important, we relax.

"People love the idea of a coastal life. It speaks to our spirit and evokes a feeling of health and well-being," says Suzanne Ashley of Seabrook Wallcoverings.

The appeal of the ocean and the coastal lifestyle is so strong, in fact, that we want to bring it home as a cure for urban ailments. Imprisoned for long hours in the workplace to build our careers, we lead stressful lives.

So when we come home, we want to relax. And savvy businesses are ready to help Americans ride this wave of desire with a wide range of products. This spring, you can read the new magazine Coastal Living while sitting beside a new lighthouse lamp in your landlocked living room - and, of course, you should be decked out in new clothes fit for Nantucket while sipping Robert Mondavi's Coastal wine.

"We are all looking for a place to get away and recharge," says Katherine Pearson, editor of Time Inc.'s Coastal Living. "The coastal attitude strikes a chord with lots of landlockedfolks. The more hectic our schedules, in fact, the higher we value a beach getaway, even if it's only in our daydreams."

"Life is hectic," Ms. Ashley says. "We can't change the fact that we have to work and run a family. But we can do things in our life to make us feel better. We can make our home a more welcoming, relaxing place."

"People fall in love with the coast," says Tim Harrison, co-founder of Lighthouse Depot, a national catalog based in Wells, Maine. "They want to furnish their homes to remind them of the ocean."

This spring, the fascination with the coastal lifestyle is inspiring designers and retailers with fresh ideas in home decor.

Sea-oriented colors, natural textures, faded fabrics and weathered furnishings help mainlanders create a beach house miles away from any shore. (See story on Page 6G.)

Businesses are betting that consumers will embrace coastal style, and those wagers are based on research.

Surveys show that Americans love the sea. The beach was the No. 1 family travel destination in 1996, notes the Travel Industry Association of America. In Money magazine's 1996 survey, 12 of the top 20 best places to live were towns within 50 miles of the Pacific, Atlantic or Gulf of Mexico. And according to the National Oceanic and Atmospheric Administration, population along the shore is four times the national average.

Coastal style transcends geography. A whopping 44 percent of second homes are located in coastal areas, but we don't have to move to Nantucket, Galveston or Monterey to fulfill the dream of a casual, coastal lifestyle.

Designers and retailers agree this is a national trend geared for coastal and landlocked markets. "Whether you live on the coast or inland, most people love the beach," says Laura Alber, director of the Pottery Barn catalog.

"This is a real popular look, a shabby-chic sort of thing," says Suzanne Beall, assistant manager at Pottery Barn in Dallas. "Our customers like it because it's reminiscent of the carefree attitude of summer. People are working more, and they want to have a relaxed atmosphere at home. Our products are selling very well."

Sales of lighthouse dinnerware from the spring and summer JCPenney Catalog have exceeded expectations, says Patti Shaw, the catalog's home furnishings style director. White-washed furniture and decorative accessories evocative of the coast are also doing well across the country, she says.

Currituck, a bedding collection designed by Bob Timberlake for Crown Crafts, was inspired by the casual lifestyle of the coast, "the feeling of freedom, space, airiness and relaxation that you get at the shore," says Ed Vairo, director of creative marketing for Crown Crafts. "It's a feeling everyone enjoys no matter where they live - Currituck has done very well for us nationally. It's been tremendously successful," Mr. Vairo says.

Spurred on by baby boomers, seniors and 20-somethings (who have always enjoyed a casual lifestyle), the coastal wave seems to be gaining momentum. "This is an idea whose time has come," agrees Ms. Pearson, Coastal Living's editor. "What we are seeing is a strong social trend."

"Our lifestyle has changed," says Marie Green, a baby boomer who is currently redecorating her Flower Mound, Texas, home. "Ten years ago we decorated and entertained in a formal, contemporary style where everything matched and had to be perfect," Ms. Green says.

"Now, we want to come home and relax."

Evidence of the trend toward a casual, coastal lifestyle is strong in several markets besides home furnishings. Robert Mondavi has joined forces with Coastal Living magazine to promote five varietals of wine named Coastal. On display in grocery stores nationwide, customers are invited to "Sip Back and Relax."

"You can enjoy Coastal wines whether you are having a light meal at home or at a barbecue with friends. It doesn't have to be a special occasion," spokeswoman Nancy Light says.

Back in print after three years, Family Houses by the Sea by Jerome Darblay and Alexandra D'Arnoux (Clarkson Potter, $ 45) pays "homage to summer by the ocean - the casual, relaxed way of life"; it explores shoreline homes in the United States and Europe.

Originally published in France, the book was reproduced "when they realized the coastal look was becoming strong here," Ms. Pearson says.

This year the clothing line **Nautica,** well-known for its casual designs, is moving into home decor.

And clothier Tommy Hilfiger offers Nantucket-inspired women's wear this spring. "These are casual clothes you'd wear in the beach community," says Courtney Moss, director of publicity for women's fashion.

"I'd love to live near the beach," says Dianne Urias, who works in Flower Mound and vacations in Port Aransas with her family each year. "The lifestyle is very relaxing. We slow down when we're there. We take long walks along the shore and the kids play in the waves and build sand castles."

Janet Sloan is a Dallas-area free-lance writer.

GRAPHIC: PHOTO / ILLUS. (The Dallas Morning News: Photo Illustration: Karen Dee Davis) Coastal shore with two big white lawn chairs. ; LOCATION NOTE: This photo-illustration was not sent to the library for archiving.

LOAD-DATE: June 10, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:11 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

With gear at a minimum, volleyball style requires ingenuity THE DALLAS MORNING NEWS May 14, 1997, Wednesday, HOME FINAL EDITION

Copyright 1997 The Dallas Morning News
THE DALLAS MORNING NEWS

May 14, 1997, Wednesday, HOME FINAL EDITION

SECTION: FASHION!DALLAS; COMPETITIVE EDGE; Pg. 3E

LENGTH: 453 words

HEADLINE: With gear at a minimum, volleyball style requires ingenuity

BYLINE: Valli Herman

BODY:
Barefoot and usually shirtless, professional volleyball players wouldn't seem to have many opportunities for fashion statements.

Look again.

Through endorsements or personal style choices, players are able to build a look on a few key items. Hip choices: Oakley wraparound sunglasses with interchangeable lenses, for example, and logo-plastered caps, shorts and tank tops from Fila, Nike, Speedo, TYR, Smack, Redsand or Sideout.

Fans got to see some beach-sport fashion last weekend when 32 two-man teams with the Association of Volleyball Professionals hit town. The men competed for $ 100,000 in the AVP Dallas Open, the seventh stop on their tour.

Gear is pretty basic: Cotton and nylon dominate, not fancy synthetics. Baggy shorts are notable only for the logos splashed across the rear. The tank tops are fairly ordinary except for extra-deep armholes: "You don't want to feel your clothes," notes Dain Blanton, 25.

How to stand out in the crowd? Up-and-coming players such as Mr. Blanton and Albert Hannemann, 27, favor a short-haired skateboarder meets surfer look. With a dose of '90s irony: Mr. Hannemann is part owner and designer of Smack, a volleyball clothing line named for the sound, not the drug.

Smack's colors are murky greens, browns and blues instead of the cheery brights once associated with the California beach scene.

TYR, Mr. Blanton's sponsor, offers traditional items like polo shirts and drawstring shorts, but in the dull hues any slacker would love.

What the two don't wear are the visors, bandannas and ponytails popular with their more established teammates.

When it's really hot, players shuck the tanks and shorts and compete in bikini briefs, which makes post-game clean-up extra easy but logo placement a challenge.

So Mr. Blanton, like many other players, adorns his arms with a temporary logo tattoo, even though it's

likely to be eroded by sweat, sand and sunblock. "They'd have to pay us a lot of money for a permanent tattoo," he says.

A new rule requires players to wear personalized tank tops during televised matches. No boring basketball-style block letters, though - graphic treatments aid name recognition and help create stars.

Is there anyplace left for a logo to go? Star player Karch Kiraly plays with his cap visor flipped up to show a sponsor name printed there.

Beach volleyball may still look more like a pastime than a tough sport, but its debut last summer at the Olympics gave it a boost.

Now Mr. Hanneman says it's starting to draw attention from big-name design lines such as **Nautica,** Giorgio Armani and Tommy Hilfiger.

They're not sponsors yet, but Mr. Hannemann would happily welcome them aboard: "That's big bucks," he says.

GRAPHIC: PHOTO(S): (1.- 4. Dallas Morning News: Evans Caglage) 1. Mike Whitmarsh with a temporary logo tattoo for Redsand. 2. Dain Blanton wears shorts with the logo of his sponsor, Tyr. 3. Albert Hannemann plays in Smack clothing, a line he co-owns. 4. Mike Dodd flips up his visor to show his sponsor.

LOAD-DATE: June 13, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:10 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Nautica puts finishing touches on European launch; Nautica Europe Daily News Record May 14, 1997

Copyright 1997 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1997 Capital Cities Media Inc.
Daily News Record

May 14, 1997

SECTION: No. 58, Vol. 27; Pg. COV; ISSN: 1041-1119

IAC-ACC-NO: 19419153

LENGTH: 667 words

HEADLINE: **Nautica** puts finishing touches on European launch; **Nautica** Europe

BYLINE: Fallon, James

BODY:
Nautica Europe is putting the pieces of its fall 1997 launch program together with the opening of its showroom and headquarters in London, and almost 75 retailers have already signed up.

The company, a joint venture between **Nautica** Enterprises Inc. and investment banking firm Financo Global Marketing, has been selling its men's line in Europe since early this year. It targeted 75 retailers in Europe it considers the key ones to launch the brand, said Michael Haight of Financo, who also serves as **Nautica** Europe's president and CEO.

"We're right on target," Haight said in an interview last week at the 3,000-square-foot London headquarters. "We've opted to go with key independents and department stores first to create a brand identity throughout Europe. It's a controlled growth strategy. We want to learn as much about the market as the market learns about the **Nautica** product." **Nautica** Europe is projecting sales of about $ 50 million within five to seven years.

In most of the doors, the company plans to construct in-store shops modeled on the new format debuted Tuesday at Macy's flagship in New York. **Nautica** Europe's strategy differs substantially from that of other major American brands, which are opening flagship stores in London and other cities in addition to going for distribution in department and specialty stores.

David Chu, designer and CEO of **Nautica** International Inc., said freestanding stores may come at some stage but are not a priority. "We'll do it when the right time comes and now probably isn't it," Chu said. "Everyone is rushing into opening flagship shops in London and not all of them can do well. We'll do it only when the distribution of our product is right."

Back in the States on Tuesday, **Nautica** officially unveiled its newest shop prototype at Macy's Herald Square, a high-ceilinged 3,200-square-foot structure with beefier fixtures, sharper lighting and innovative imaging tools, including video monitors and table-mounted mannequins. Chu and Harvey Sanders, chairman of **Nautica** Enterprises Inc., were both on hand for the unveiling.

The company plans to upgrade four to six similar large-scale shops in 1997, Chu told DNR. The new design

devotes about 40 percent of floor space to **Nautica** Competition activewear, demarcated by sleek white metal fixtures evocative of parts of a sailboat. The balance of the shop features the main sportswear line, displayed on fixtures made of warm, honey-stained wood and burnished brass.

Chu said the "next generation" shop incorporates more licensed products, including fragrances, hosiery and belts. The consumer wants to see everything today."

Although only about 700 square feet larger than the former location, the new shop, flanked by Tommy Hilfiger and Polo Sport, has a much higher capacity thanks to its large-scale fixtures, including tiered tables and massive, multi-tiered rounders. Paulette McCready, **Nautica's** senior vice-president of sales, said the new shop holds about 10,000 units, almost 40 percent more than the old shop, which had a capacity of 6,200.

Kevin Morrissey, executive vice-president and GMM of men's for Macy's East, said the opening of the **Nautica** shop illustrates the direction in which the Herald Square store is moving. "We've lined the Big Three up," Morrissey said, referring to the newly enlarged and renovated Hilfiger, Polo and **Nautica** shops on the second floor. "This is our future and indicates where we're going as we renovate the total men's store."

As reported, Macy's is in the midst of a massive $ 100 million renovation of the 2.1 million-square-foot 34th Street flagship and is adding 30,000 square feet of space for men's. Herald Square brings in over $ 500 million in sales annually, and men's accounts for 20 percent of that figure. Morrissey said the **Nautica** shop should have annual volume of $ 4.5 million to $ 5 million, and the response so far has been good.

Morrissey said he hopes to install similar shops in other Macy's units.

GRAPHIC: Illustration; Photograph

IAC-CREATE-DATE: May 27, 1997

LOAD-DATE: May 28, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:09 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

FASHION CALENDAR The Daily News of Los Angeles May 15, 1997, Thursday,

Copyright 1997 Tower Media, Inc.
The Daily News of Los Angeles

May 15, 1997, Thursday,

SECTION: L.A. LIFE,

LENGTH: 644 words

HEADLINE: FASHION CALENDAR

BODY:
Tuesday - Mission College student fashion show at 6:30 p.m. at the school, 13356 Eldridge Ave., Sylmar. Admission is free.

Today - Ellen Tracy fashions modeled at 3 p.m. at Bloomingdale's, Beverly Center, Los Angeles.

Friday, SaturdaySee Turnbull and Asser spring 1997 collection at 10 a.m. at Neiman Marcus, Beverly Hills.

Saturday - Zeta Tau Alpha fashion show and luncheon at 11:30 a.m. at the Airtel Plaza Hotel, 7277 Valjean Ave., Van Nuys. Proceeds benefit the Susan G. Komen Breast Cancer Foundation and the Zeta Foundation Scholarship Fund. Tickets are $ 35; call (818) 363-2836

Saturday - Meet designer Susan Lazar and see her latest fashions with informal modeling at 1 p.m. at Saks Fifth Avenue East (Women's wear), Beverly Hills.

Saturday - Beta Pi Sigma Sorority Inc. Zeta Chapter annual scholarship fashion show and luncheon at 1 p.m. at the Warner Center Hilton Hotel, 6360 Canoga Ave., Woodland Hills. Tickets are $ 30; call (818) 896-1304.

Saturday - Foothill Civitan Club of Burbank fashion show and luncheon at 11:30 a.m. at the Castaway, 1250 Harvard Road, Burbank. Tickets are $ 40; call (818) 842-4370.

Monday through May 23 - Cartier collection of limited-edition pieces featured all day at Cartier, Beverly Hills.

Monday, Tuesday - Mary McFadden trunk show with informal modeling at noon at Saks Fifth Avenue East, Beverly Hills.

Tuesday - Calabasas Historical Society fashion show and luncheon at 11 a.m. at the Calabasas Inn, 23500 Park Sorrento, Calabasas. Tickets are $ 35; call (818) 591-0064.

Tuesday, Wednesday - Escada trunk show with informal modeling at noon at Saks Fifth Avenue East, Beverly Hills.

Wednesday - Fifth Annual Friends of the Fulfillment Fund Spring Luncheon and Fashion Show at 10 a.m. at the Beverly Hills Hotel, Beverly Hills. Tickets are $ 75; call (310) 788-9700.

Wednesday - Woodbury University Department of Fashion Design student showcase at 7:30 p.m. at the

Beverly Hilton Hotel, Beverly Hills. Tickets are $ 30; call (818) 767-0888, Ext. 207.

Wednesday, May 22 - See Yves Saint Laurent fall collection at noon at Neiman Marcus, Beverly Hills.

May 22 - Young Musicians Foundation Celebrity Family Fashion Show at 11 a.m. at the Beverly Hilton Hotel, Beverly Hills. Tickets are $ 85; call (310) 859-7668.

May 22 - Santa Monica College LA Mode fashion show at 8 p.m. at the California Mart, 110 E. Ninth St., Los Angeles. Tickets are $ 9; call (310) 452-9396.

May 22, 23 - Ungaro trunk show with informal modeling at noon at Saks Fifth Avenue East (Women's wear), Beverly Hills.

May 28, 29 - Christian Lacroix trunk show with informal modeling at noon at Saks Fifth Avenue East (Women's wear), Beverly Hills.

May 29 - **Nautica** fashion show at 6:30 p.m. at Bloomingdale's, Beverly Center, Los Angeles.

May 29 - Meet designers Mark Badgley and James Mischka and see their fall collection at noon at Neiman Marcus, Beverly Hills.

May 29, 30 - Geoffrey Beene trunk show with informal modeling at noon at Saks Fifth Avenue East (Women's wear), Beverly Hills.

May 30 - Moschino trunk show with informal modeling at noon at Neiman Marcus, Beverly Hills.

May 31 - See **Nautica** new summer collection with informal modeling at 6:30 p.m. at Bloomingdale's, Beverly Center, Los Angeles.

June 3 - "Cheep Chic" fashion show and luncheon at 11 a.m. at the Braemar Country Club, 4001 Reseda Blvd., Tarzana. Tickets are $ 9 for fashion show, $ 25 for show and luncheon; call (818) 363-8890.

June 14 - Fashion Industries Guild of Cedars-Sinai Medical Center fourth annual Manufacturers' Charity Sale at 9 a.m. at the California Mart, 110 E. Ninth St., Los Angeles. Admission is $ 1; call (310) 855-3664.

June 14 - Meet San Francisco 49er Ronnie Lott and celebrate Father's Day with Donna Karan Fragrances at 2 p.m. at Bloomingdale's, Beverly Center, Los Angeles.

LOAD-DATE: May 16, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:08 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

DIXIE STYLE;BRIGHT ACTIVE BOLD;Men's fashions in action The Atlanta Journal-Constitution May 18, 1997, Sunday,

Copyright 1997 The Atlanta Constitution
The Atlanta Journal-Constitution

May 18, 1997, Sunday, ALL EDITIONS

SECTION: DIXIE LIVING; Pg. 03M

LENGTH: 563 words

HEADLINE: DIXIE STYLE;
BRIGHT ACTIVE BOLD;
Men's fashions in action

BYLINE: From Staff and News Services

BODY:
Whether they're skateboarding or extreme in-line skating, teenagers and young adults are ready to roll this spring with styles inspired by an evolving interest in fast-action sports.

Young men's fashion has come full circle this spring from the laid- back grunge look of the early '90s to active-inspired, high-tech in bright colors, bold stripes and expressive detailing.

"The trends that seemed so shocking and far out last year have been translated to fun, hip and wearable looks for young men this spring," says Fran Yoshioka, fashion and design director for Sears.

"The bright oranges, lime greens and fluorescent yellows are captured in textures and details inspired by action and movement. Ribbed knits, retro logos and loose-fitting board shorts meet the strong demand of teens for apparel that combines both style and movability."

In Atlanta, three recent fashion introductions have driven this active-inspired category, according to Len Cohen, Rich's divisional merchandise manager for men's sportswear: **Nautica** Competition, Polo Sport from Ralph Lauren and Tommy Athletic from Tommy Hilfiger. "All are performing well," he said. "The clothes are comfortable, the colors are bright and the styling is exciting. And these casual looks are good for the spectator as well as the athlete."

Cohen says a new line from Hilfiger, Tommy Activewear, will debut in June exclusively at Rich's. It's geared more to the active participant and will feature lots of nylon shorts and shirts.

Jack Herschlag, executive director of the National Association of Men's Sportswear Buyers, says a large segment of nonperformance active wear that he likes to call "dress active" has moved from team logos and high-tech to dressier versions ---polo collars, zip necks and trimmed V- necks.

'In many instances," Herschlag says, "the bottoms have gone in the jeans direction, and patterns have been simplified. The color mood is milder, too, with lots of black and less glitter."

Young adults also like those active-inspired looks because they're not stodgy and dress-up looking and not too grungelike, either.

Tommy Hilfiger's spring athletic group interlaces the red, white and blue of the Tommy Hilfiger flag logo throughout the line.

Gym bags and baseball caps with terry lining are two of the sports- oriented accessories that round out the spring collection.

In his competition collection, **Nautica's** David Chu pushes the technical limits. There are cross-training tights, hooded shells, jackets and vests in high-tech micropolyillumi NITE, and super-breathable, water-resistant nylon Taslan.

The **Nautica** cycling jacket has tricot at the cuffs, waistband and collar to prevent chafing. Side zippers allow for easy removal during competition, and sleeves are pitched forward and engineered to fit a cyclist's stance.

New to **Nautica** Competition this season is the wind shirt in an ultra lightweight version of **Nautica's** exclusive Nautex fabric, offering wind and water protection for warm-weather sports.

Designer Ralph Lauren's Surplus group offers military-inspired styles. Bottoms range from heavy-duty canvas cargo pants and overalls to Rip-Stop nylon shorts with pockets for every imaginable piece of gear. The collection includes fitted long-and short-sleeve nylon/Lycra crew necks with logo screen prints and lightweight nylon outerwear pieces.

GRAPHIC: Color: Get ready to roll this spring. A half-zip knit Santana shirt ($ 20), from left, is paired with Rigoletto corduroy shorts ($ 28). The cotton polo with striped collar and sleeves ($ 14) tops Levi's 565 shorts ($ 36). Courage's zip-front plaid camp shirt mates well with Canyon River Blues' loose-fit shorts ($ 22). All at Sears.
Color: **Nautica's** cycling jacket ($ 115) boasts safety reflective stripes on the sleeves, neck and back. It's worn with nylon Tactel shorts ($ 38). At select Rich's stores.
Color: Flag colors run through Tommy Hilfiger's Athletic collection, which features shorts ($ 39), a logo tank top ($ 34) and T-shirt ($ 28). Information: 800-798-8858.
Color: On the cover: Retro knits are hot for young men. A Boca Blues' knit shirt with vertical stripes ($ 30) is worn with Levi's 565 shorts ($ 36). At Sears. Color: Surplus looks from Polo Jeans feature canvas overalls (each $ 125) and lightweight nylon logo tanks (each $ 62). For stores: 800-700-7656.

LOAD-DATE: May 19, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:08 AM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

The ticket pocket returns Forbes May 19, 1997

Copyright 1997 Forbes Inc.

Forbes

Forbes

May 19, 1997

SECTION: LIVING; Trends; Pg. 288

LENGTH: 246 words

HEADLINE: The ticket pocket returns

BYLINE: N.M.; EDITED BY NINA MUNK

BODY:
IT'S OFFICIAL: Italian is out. Go ahead, clean out those soft, drapey, late-1980s Armani suits handing in the closet. Now traditional English chalk-striped men's suits look right. Savile Row detailing (FORBES, *Apr. 8, 1996*) is cropping up in the oddest places: on suits from Tommy Hilfiger, **Nautica** and Gucci. "Even the Italians are copying the English now," says G. Bruce Boyer, a men's fashion historian and writer.

Americans have long favored center vents on their jackets. The Italians prefer ventless jackets. But it's the English double vent -- or side vent -- that's in style now. So, too, are details like hacking jacket pockets -- which are slanted -- and the raised waist on the back of trousers.

My favorite Savile Row detail: the ticket pocket -- a shallow pocket that lies just above a jacket's main right-hand pocket. I've noticed it everywhere this season. It looks sharp. But what on earth is it for?

Historian Boyer says the ticket pocket -- also known as the copper, or cash, pocket -- has its origins in hunting. The British gentry stored pennies in a little outside pocket on their hunting coats to offer as tips to lads who opened gates for them in the countryside. Later the minipocket turned up on suits as a perfect spot for a 9-to-5 man to store tram tickets, tokens or newspaper change.

Now the ticket pocket is back. But like so much in fashion these days, it's a detail more about recalling a time past than serving a function.

GRAPHIC: Picture, A Ralph Lauren Purple Label suit, The ticket pocket in action. DAVID HAMSLEY

LOAD-DATE: May 12, 1997

AMERICA'S MOST WANTED The New York Times May 25, 1997, Sunday, Late Edition - Final

Copyright 1997 The New York Times Company
The New York Times

May 25, 1997, Sunday, Late Edition - Final

SECTION: Section 6; Page 50; Column 1; Magazine Desk

LENGTH: 15 words

HEADLINE: AMERICA'S MOST WANTED

BODY:
A cool-looking summer uniform summer uniform captured after an exhaustive manhunt.

GRAPHIC: Photo: From left: Cotton shirt, $195, nylon pants, $315, and tie, all by Calvin Klein. Shirt at Thomas Miller, Woodbury, LI., Pants at Saks Fifth Avenue. Belt: To Boot New York Adam Derrick. Shoes: Banana Republic. Watch: TAG Heuer. Wool shirt, $230, tie and belt by Prada. At Barneys New York. Rayon pants, $165, by DKNY. At Neiman Marcus. Watch: Breitling. Cotton shirt, $115, tie and belt by DKNY. At Bloomingdale's. Nylon pants, $295, by Calvin Klein. At Bergdorf Goodman Men. Shoes: Bally. Silk shirt, $180, viscose pants, $255, and tie by Nicole Farbi. At Charivari, 18 West 57th Street. Belt: Prada. Shoes: To Boot New York Adam Derrick. Rayon shirt, $175, wool pants, $250, and tie, all by HUGO Hugo Boss. At Concept, Miami. Belt: DKNY. Shoes: Bally. Watch: **Nautica.** Fashion Associate: David Farber. Grooming: Lori Jean Swanson for Cloutier. Model: Noah Drake. Computer imaging: @Neo.

LOAD-DATE: May 25, 1997

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

YOUNG, HIP AND FASHIONABLE; Middle schoolers fight to keep up with trends just like the rest of the world Morning Star (Wilmington, NC) May 26, 1997, Monday

Copyright 1997 Wilmington Star-News, Inc.
Morning Star (Wilmington, NC)

May 26, 1997, Monday

SECTION: Lifestyle; Pg. 1D

LENGTH: 430 words

HEADLINE: YOUNG, HIP AND FASHIONABLE; Middle schoolers fight to keep up with trends just like the rest of the world

BYLINE: By BOBBY DAVIDSON, Generation Next Staff Writer

BODY:
Yes, believe it or not, there is fashion in middle school.

No, middle schoolers don't all dress the same. No, we don't all wear our pants at our knees. No, we don't all possess every stereotype we've ever been labeled.

But, of course, some of the stereotypes are true.

"What sucks about style," says Brad Bailey, 15, "is that if you don't got it, they'll rip on you, and they won't like you."

Which basically means middle schoolers need to keep up to date.

Middle school fashion has come a long way in several years. The biggest change is that grunge is dead, and with it the ripped-up jeans, dirty flannels and unmatched T-shirts are all gone.

"I don't like it when people just get up and throw on two things and then don't match," says Jenny Sniffen, 14.

In grunge's place has come hip-hop, techno and punk, which means new styles for everyone. People now wear baggy jeans, corduroy, sleek 60s-style sunglasses and bright neon colors.

"I like it when people wear bright neon greens and stuff because it's pretty bold and courageous," says Allison Cavenaugh, 14.

And because of the resurgence of punk rock, dyed hair is now a very mainstream thing, not just something for the punks to do.

Sports - surfing, soccer and skateboarding - are all big influences. Skateboarders wear baggy clothes that allow for freedom of movement - a necessity for doing complicated tricks. Soccer players tend to wear bright, light clothes - the lightness allowing them to stay cool while chasing after a ball. Surf clothing companies like Rusty, Roxy and quiksilver are big names.

"My favorite brands are definitely Rusty and Roxy," says Jenny.

Yes, people still wear designer clothes. Old stand-by clothing such as Calvin Klein, Perry Ellis and Ralph Lauren are still worn, but newer designers like Tommy Hilfiger and companies like **Nautica** control a larger share of the middle school market. Few middle schoolers are fashion savvy or rich enough to spring for highbrow names like Gianni Versace, but people do buy $ 120 Tommy sweat shirts and $ 90 **Nautica** shirts.

That's a lot of money for an age group whose allowance is around $ 10 a week. Shoes are also expensive - Nikes cost $ 60 to $ 9s; Doc Martens cost more than $ 100. Many older folks still think you can get shoes for $ 10. Where have they been shopping? Middle schoolers also pay $ 75 to $ 120 for sunglasses.

But even though we may lose the sunglasses and struggle to make payments on our shoes, it's all part of middle school fashion.

Bobby is an eighth-grader at Roland-Grise.

LOAD-DATE: May 27, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:05 AM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

STYLE FILE COLUMN The Toronto Sun May 27, 1997, Tuesday,

Copyright 1997 Toronto Sun Publishing Corporation
The Toronto Sun

May 27, 1997, Tuesday, Final EDITION

SECTION: IMAGINATION, Pg. 43, STYLE FILE

LENGTH: 227 words

HEADLINE: STYLE FILE COLUMN

BODY:
MATINEE FASHION FACES UP TO CHARITY

The Family Abuse Crisis Exchange charity - or FACE - recently received a $ 10,000 contribution from the Matinee Fashion Foundation. The proceeds from the recent Matinee Fashion In Motion show, held to celebrate Matinee Fashion's fifth anniversary, were donated to FACE at the evening gala. The charity helps families in domestic abuse situations and assists women overcoming crisis re-enter the work force. As part of its programs, FACE runs a clothing bank that donates business clothes to women to wear for job interviews. The designers who showed their spring and fall collections in the show, all Matinee Fashion Foundation grant recipients, also donated work wear to FACE's clothing bank.

WATCHES TUNE INTO FASHION TIMES

(CP) - Timex is streamlining many of its watches to resemble jewelry - a look more in sync with glamorous fashion times.

"Watches are taking the place of jewelry," Sylvia Vermeer, product manager for Timex Canada of Markham, Ont., said in a release explaining the shift to bracelet-style looks.

But Timex isn't abandoning the popular sports and adventure watches for which the company has gained a following, adds Vermeer.

Timex markets more than 1,500 watch designs under the Timex brand name as well as fashion labels including **Nautica,** Guess, Joe Boxer, Reebok and Timberland.

LOAD-DATE: June 3, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:05 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

THE CAPTAIN'S NEW CLOTHES A. Magazine May 31, 1997

Copyright 1997 SOFTLINE INFORMATION, INC.
Ethnic NewsWatch
A. Magazine

May 31, 1997

SECTION: Pg. 46

SLI-ACC-NO: 0697AMLR 117 000015

LENGTH: 2611 words

HEADLINE: THE CAPTAIN'S NEW CLOTHES

BYLINE: Ragaza, Angela

BODY:

THE CAPTAIN'S NEW CLOTHES.

EVERYONE KNEW THERE WAS A CREATIVE GENIUS BEHIND THE 300-MILLION-DOLLAR APPAREL EMPIRE KNOWN AS **NAUTICA.** BUT UNLIKE THE UBIQUITOUS TOMMY HILFIGER AND RALPH LAUREN, FEW CONSUMERS HAS EVER HEARD OF DAVID CHU, MUCH LESS SEEN HIS FACE. NOW THAT HE'S STEERING **NAUTICA** INTO UNCHARTED WATERS, HE'S GEARING UP FOR SOME MAJOR EXPOSURE. BUT IN UNDERTAKING SUCH RAPID EXPANSION, IS HE EXPOSING HIMSELF TOO MUCH?

It's a cold February morning in New York, and the scene at one menswear show is more halftime at homecoming than Seventh Avenue There's no runway, no gilt bamboo chairs: just an empty aisle flanked by aluminum bleachers rising two dozen rows high on each side. Soon hundreds of retail executives, buyers, and fashion reporters are clambering awkwardly up the bleachers, picking up the favor waiting on each numbered place (a colorful, fleece scarf), and settling in for one of the week's quieter shows. The crowd is decidly low key. There is no trash or vaudeville. Suits and furs are the order of the day.

But when the ligths go down, a kicky rock tune blares from the sound system. One by one, the models emerge, coasting quickly toward the bank of photographers, they turn, disappear, and reemerge as another manifestation of this bewildering, yet kinetic collection. There's a down parka on one young man, a fleece pullover on another. Then there's a cavalcade of elegant tailored coats and 3-button suits in glen plaids and chalkstripes, softened by the occasional odd touch, like a floppy fishing hat. It's a little Oscar Wilde, a little Liverpool hipster, a lot of Arctic bobsledder. Yet it holds together and keeps the audience in thrall, without any of the gimmicks -- the supermodels, the showstopping outfits, the bared flesh -- on which other collections rely. And the spectators, particularly the men in the audience over 30, look not only

like they hear cash registers ringing. They can see themselves in the clothes.

When David Chu emerges to take his bow, the applause is hearty and warm, like a strong handshake. Outfitted tastefully and informally in dark slacks and a turtleneck, he's smiling and waving, looking as if he'd taken a break from his studio in the Flatiron district to say hello to some old friends. And indeed, from the way the applause is filling the house, it sounds as if that's not far from the truth.

But fashion has a very short memory. Two years ago, David Chu stepped before the footlights after **Nautica's** first fashion show, and the applause betrayed as much puzzlement as enthusiasm. "Who is that?" some members of the audience asked.

If David Chu is only now becoming a recognizable face and name after a decade-and-a-half of building the **Nautica** name, it was by his own volition. Unlike the sportswear icons to whom he is most often compared -- Ralph Lauren, Tommy Hilfiger, Calvin Klein, and Donna Karan -- Chu long ago made a conscious decision not to take the hype road or the fast track.

"That's me. I'm low profile," he told The Philadelphia Inquirer.

"We don't want to be the quickest, or the biggest," he told Crains. "The key for us is finding a great idea with good quality and delivering it on a consistent basis."

Slow, steady, and solid: that is how **Nautica** went from taking 3 million in 1983 for a six-item collection of windbreakers, anoraks, and parkas to raking in over 300 million dollars in 1996. And that is the philosophy Chu has applied to every item with the **Nautica** name. "It's one of the best-conceived and best-designed men's collections in the marketplace today," says Allen Ellinger, director of the Marketing Management Group, a New York-based consulting firm for the fashion industry. "It's been consistent in its point of view."

"I have to tell you about this **Nautica** T-shirt that I got," raves Leon Hall of The Fashion Association, a nonprofit public relations group. "I've been wearing it for years. It's such a high-quality, well put together T-shirt. Can you imagine wearing the same T-shirt to the gym for years?" **Nautica's** other offerings, Hall adds, are equally above reproach. His jackets sport "pockets that really work, snaps that really snap."

Nautica's most elementary concept -- fashion that functions -- began with a love for the sea. "I love the islands. I've always loved water," he says fondly. "In the water, you have to endure these oceans. Everything has to be very technical and functional." (This concern with function led Chu, in later years, to invent new fabrics when none existed to suit the rigor of his requirements.) "And when I was searching for an idea of what I wanted to develop, a lifestyle concept, I always liked classical ideas. How to make the classics look new, that was my thing." Thinking of his love of sailing, Chu came upon the concept of **Nautica,** based on nauticus, the latin word for ship. "People have traveled around the world in boats for centuries," Chu explains. "So it's a very old idea, and a very romantic idea, exploring the world in ships. It's also very adventurous."

A reverence for tradition and a taste for adventure -- these twin threads

run through the trajectory of the 41-year-old designer's life. The eldest of three sons, he was born in Taiwan and emigrated to the United States in 1968 at the age of fourteen with his father. A talent for drawing and sketching led him to consider a future in architecture or advertising. But one summer course at New York's Fashion Institute of Technology -- in fashion history -- set his thinking on a decidedly different course.

In 1978, he graduated with a degree in fashion design and went off to work for mass-market apparel companies Kayser-Roth and Catalina. But a few years into the profession, he was disenchanted with the quality of the work he was doing. "I really wanted to do design things at the top end, not just big production in big quantities," he recalls. "A friend of mine suggested, 'how would you like to start a business?' I was very interested, and after five years with this really large firm, the time was right."

Chu started small, putting together a collection of six men's outerwear items in bright, unusual colors. Buyers from Saks Fifth Avenue, Bloomingdale's, and Macy's got the concept right away -- functional fashion, fashionable function -- and they placed orders totalling 3 million in **Nautica's** first year.

From there, **Nautica** grew at a steady clip, expanding its core of men's outerwear to add a wide array of men's sportswear. By 1992, net sales had reached 121 million and the company launched a self-titled fragrance, licensed by Revlon. **Nautica,** enjoying firm financial grounding and solid brand recognition, began to set its sights on other horizons.

All the while, Chu conceptualized, designed, and executed in the background. Rather than jockeying for papparazzi shots with supermodels and celebrities, free time was spent quietly with his wife and two daughters, or golfing. **Nautica** was a household name, and the genius behind it remained comfortably anonymous.

"The image that David is presenting is one of an average kind of guy who doesn't need to be in the limelight," says Tony Brown, division merchandising manager for Macy's West. "It's okay that he's not splashy. There's no need as long as the product has high quality."

Indeed, Chu's decision not to name his company after himself stands in marked contrast to his competition. "Unlike in the 60s and 70s, brand names have been replaced by designers' names, such as Donna Karan, Ralph Lauren, Calvin Klein," says Ellinger. "In general, if you go to the stores, you see people's names, not brand names."

Hall agrees. "People now want to know the personality behind the clothes. It's not like the 70s. If you look at the award shows, ask any celebrity who's clothes they're wearing and they'll tell you."

After a dozen years of slow and steady, **Nautica** has shifted into high gear over the past two years, launching new product lines in areas already stiff with competition. In 1995, they broke a longstanding aloofness from Seventh Avenue by launching a collection of men's tailored clothing -- suits, ties, dress shirts, jackets, and slacks -- that was their most fashion-oriented ever. In short order, **Nautica** also entered licensing agreements to produce men's shoes, watches, and eyewear. Competition, a line of high performance athletic gear, was launched in Spring 1996 (taking up the rear behind Polo

Sport and DKNY, critics noted). And the company's most controversial undertaking, a women's line, was unveiled last Fall. Soon, **Nautica** will enter the bed, bath, and home furnishings race with giants Ralph Lauren and Calvin Klein Indeed, the company seems bent on creating a whole way of living under the **Nautica** banner. But observers note **Nautica** is entering the "lifestyle" arena late in the game. "Whoever tries it will be a Ralph Lauren copy," insists Hall. "He did it first and he did it best."

Nautica has also decided, rather late in the game, to promote Chu as a public personality. Since the awkwardness of his first runway appearance, he has given more press interviews, and his name now appears next to **Nautica's** at presentations and on company invitations. Moreover, he's conceded to participating in some of the industry's high-visibility events, the likes of which his competitors have exploited for years. Last September, he presented the Competition line at Macy's West's "Passport '96," one of the fashion industry's largest and longest-running HIV/AIDS fundraisers hosted by celebrities like Sharon Stone and Elizabeth Taylor. At the show, basketball star Magic Johnson strode down the runway with his son, both outfitted from head to toe in **Nautica.** The next morning, Chu showed up for a ride on the Falconer 2000, the yacht **Nautica** is sponsoring for the America's Cup Young America team.

People in the industry have different speculations about the company's plans with Chu. Ellinger, for one, isn't sure the visibility is necessary. "People don't know David Chu," he says. "With his appearances to the public nowadays, he's relating more to the industry than to the consumers. It's conceivable that there's a long-term strategy, that the label might eventually say **Nautica** by David Chu. If I were him, I wouldn't do that. The brand and the company are doing very well right now without his name."

Others disagree. Brown says that getting Chu's face out there is "definitely a good thing for him to do. And good for the consumer to be able to put a face with the product and relate with the person developing the product. It gets people going."

Experts say that **Nautica** is in a better position than many apparel companies to undertake such heavy licensing and expansion. But in multiplying its lines to reach so many segments of the market at once, **Nautica** gives the appearance of scrambling to keep up with the Joneses. Moreover, no one knows better than the fashion industry that licensing, as temptingly lucrative as it appears on paper, can be the kiss of death if improperly managed.

Chu didn't anticipate any problems with **Nautica's** women's line, licensed with Bernard Chaus, Inc. "A lot of people don't know, but I was actually trained in women's design," he says, remarking that women not only buy **Nautica** for husbands, sons, and boyfriends. "They buy the sweatshirts and the jackets for themselves," he observes, "because our products are well-built, and a lot of women can't find well-built products for themselves."

But while the highly-awaited debut of Lauren and Tommy Girl attracted a stampede, retail execs reported that **Nautica's** women's wear wasn't moving. "We only carry it in a couple of stores," Frank Doroff, executive vice president and general merchandise manager for Bloomingdales, told Newsday in October, "and that has gotten off to a slow start." Company officials were prompted to cut wholesale prices for this Spring's collection by as much as 40 percent. They also reduced the number of tailored items and increased the number of

heavy logo and outerwear items that made **Nautica** famous in the first place.

While there's no disputing **Nautica's** quality, some in the industry are also confused about the image the company is trying to project. Its ubiquitous advertisements have long reinforced an image of ruggedly WASPy sophistication. But buyers whom the industry calls "young urban consumers" (read: young people of color) have also made **Nautica** a staple of streetchic, mixing individual pieces with other logo heavies like Polo, Hilfiger, CK, and DKNY. Hilfiger, unlike other major apparel and shoe designers, has chosen not to fight his following among young black consumers. Rather, he's embraced it, and to great profit.

But older, more conservative men are **Nautica's** chief audience, industry observers maintain. "**Nautica** appeals to a more mature customer, who maybe isn't as fashion-conscious as the Hilfiger customer, but wants very clean, understandable fashion" says Brown. "We think he's probably between the ages of 30 and 40."

Ellinger adds that it's in **Nautica's** interest to keep appealing to that consumer. "Tommy's been exploiting its popularity with kids, and **Nautica** is rolling with the punches," he says. "My concern about Tommy is that young customers quickly move on to the next great look. Tommy's older customer won't wear what the kids wore."

Nautica's popularity with urban youth isn't lost on company officials, but their attempts to include young people of color in their image have been tentative. "Even when **Nautica** uses black athletes, it's still that Americana kind of feeling," comments Brown. "They're doing a better job at showing more ethnicities in their advertising, but they still want to keep the look to a more generic one."

Hall says he's "terribly confused about what David Chu and Tommy Hilfiger are trying to do. They're trying to be everything to everyone at once. Yeah, it's been a WASPy image. **Nautica's** broadening their image, but at the core of it, that's what it is still all about."

Chu says he has no rigid ideas about who his customers are. "I don't really have a lock on an age group," he says. "I really like to design for people who appreciate good value, good quality, good design. He can be in the low 20s to mid 40s. He can be in his 60s. It's really not about age." He adds that he's not as resistant to young buyers as people might think. "I'm really happy to have them as customers," he says. "It gives it a different spin when I see them wear a **Nautica** jacket. I can see that it's a different idea. Somebody may wear a cropped jacket with khaki trousers, and some kid may take the same item very oversized. So everybody has their own idea of what **Nautica** is to them, what it stands for."

But quality, Chu says, remains the bedrock of everything **Nautica** does, even as the company vies for position in an industry that thrives on novelty. Whatever path the company chooses, the destination -- a perfect synergy of form and function -- remains the same. "There are certain limitations to being creative, and to be creative within these limitations is the toughest," Chu says. But striving for that balance, he reflects, doesn't limit his vision; it frees it. "Through function, sometimes you find new ways to design," he says. "A different way to look at something."

Article copyright Metro East Publications, Inc.
****

GRAPHIC: Photo, David Chu

JOURNAL-CODE: AM

LOAD-DATE: August 17, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 11:02 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

LIFE'S A BEACH FOR MEN: THEY DON'T FEAR SWIMSUITSLiving Smart - Fashion Savoir-Faire The Oregonian (Portland, Oregon) June 4, 1997 Wednesday

Copyright 1997 The Oregonian
All Rights Reserved
The Oregonian (Portland, Oregon)

June 4, 1997 Wednesday
SUNRISE Edition

SECTION: LIVING; Pg. D04

LENGTH: 496 words

HEADLINE: LIFE'S A BEACH FOR MEN: THEY DON'T FEAR SWIMSUITSLiving Smart - Fashion Savoir-Faire

BYLINE: LA Times-Washington Post Service

BODY:

Wednesday, June 4, 1997 LIFE'S A BEACH FOR MEN: THEY DON'T FEAR SWIMSUITS

Living Smart - Fashion Savoir-Faire

If men have any issues with their physiques, they are not apparent on the beaches. Whether a man sports a potbelly of epic proportion or a rippling six-pack earned from agonizing gym time, he seems to walk with the same confident swagger. That paunch? Pure muscle. Those pudgy thighs? Powerful.

The men are fooling no one, of course. But God bless 'em for steering clear of all that self-hatred baggage.

Women's magazines are filled with tips designed to ease a woman through the rigors of swimsuit shopping. There are suits designed to make a woman's legs look longer, her tummy appear flatter, her breasts seem fuller. There are even swimsuits that promise to create the illusion that she is 10 pounds lighter.

Meanwhile, men mostly seem unperturbed by the thought of waltzing out in front of an audience wearing little more than a swatch of spandex. Sure, there are a few men who slip into workout overdrive as the summer approaches. And there are others whose guts churn at the mere mention of the word ``Speedo.'' But men have a knack for slapping on a cocksure grin and focusing on their backstroke.

Men are able to accomplish this trick even though swimwear is one of the rare fashion divisions in which women have it easier. After all, a woman has a choice between a maillot and a bikini. She can pick thongs, briefs or fitted shorts. She can even find a swimsuit with a skirt.

Men, on the other hand, have relatively few coverage options. They range from a little to almost nothing.

And for spring, coverage is as minimal as ever. Prada adorns its slinky chocolate brown, tan and tomato-red swim trunks with sleek metallic buckles bearing the design house's name. Gucci offers gentlemen caramel-colored bikini bottoms with status hardware such as double G's. Gucci's designer, Tom Ford, even dares men to bare it all with his signature thong -- the famous G's are centered just above the rear end.

Tom of Finland offers more traditional bikini briefs in a green camouflage print. Square-cut spandex shorts from John Bartlett and Hugo Boss have more fabric than briefs but are no less revealing as they emphasize every toned muscle or fleshy spare tire. Hugo Boss creates them in candy stripes. Bartlett prefers his in bold, geometric block prints.

Of course, boxers, such as the no-nonsense versions from **Nautica,** are a beachwear classic and are the most forgiving of men's options. They tend to be favored by those who don't want to worry about their rear view.

With so little raw material, there's not much that designers can do to alter, update or reinvent men's swimwear.

The truth of the matter is that swim trunks are not representative of great design. They do not highlight trends. Instead, they are a vehicle for narcissism -- a way for a man to show off the body, the strut and the power of a healthy ego.

-- LA Times-Washington Post Service

LOAD-DATE: April 6, 2006

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 10:59 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

How to surf for a bargain in cyberspace Evening Standard (London) June 06, 1997

Copyright 1997 Associated Newspapers Ltd.
Evening Standard (London)

June 06, 1997

SECTION: Pg. 28

LENGTH: 1334 words

HEADLINE: How to surf for a bargain in cyberspace

BODY:

SHOPPING in cyberspace has been hailed as the greatest invention since sliced bread - it's convenient (you can shop when it suits you), there's a huge choice (the whole world's marketplace is at your fingertips) - and the cost savings can be dramatic.

Retailers can save up to 35 per cent through reduced overheads which means cheaper prices. Bargain hunters can choose the cheapest country for their shopping: for example CDs bought direct from the USA are much cheaper than those bought in the UK. And special Internet discounts are offered by most major airlines on last-minute deals - with savings of up to 90 per cent.

It's reckoned that within the next 25 years, around 60 per cent of all adults in the UK will have online access either at home or in libraries or through interactive TV. But how easy is it to do your shopping via your home computer? Electronic watchdog IMRG - Interactive Media in Retail Group - recently appointed a Mystery Shopper to test the service.This self-employed home-worker uses a personal computer with an Internet link to visit a random cross-section of sites each month and report back with his or her experience.

So far, the mystery shopper has compiled reports on buying wine, clothes and holidays. While shopping for wine and holidays generally proved satisfactory, by far the most disappointing results have come from the mystery shopper's attempts to buy clothes online.

"It wasn't easy," reports the mystery shopper.

"There's plenty of casual gear around but not much of anything else. You can get very frustrated, very quickly. It usually works, but you waste a lot of time and energy, with very little reward. They still have a very long way to go." The IMRG web site can be found at http:/www.imrg.org As BT announces new safeguards for Internet shoppers, NICOLE SWENGLEY checks out what is for sale on the screen WHAT THE MYSTERY SHOPPER FOUND America's Shirt Catalogue.

Marks out of five: 3.

http:/www.cottonshirt.com Self-service options allow you to enter the type of collar, cuff, material and sleeve length you need. Unfortunately most of the details requested resulted in "nothing available". Secure ordering and worldwide delivery but shipping costs can be expensive. A tie ordered arrived a week later.

BarclaySquare Marks out of five: 2 http:/www.bar-claysquare.co.uk Site has three virtual malls offering various services, including Debenhams. Not all shops offer online ordering and we were disappointed with

the choice available.

Designers Direct Marks out of five: 4 http:/www.designerdi-rect.com Site offers designer clothing including Calvin Klein, Tommy Hilfiger, Ralph Lauren, Guess, **Nautica,** Levi Strauss, DKNY. The international order form calculates shipping charges immediately with email received the same day confirming order. Calvin Klein T-shirt ordered - total cost inc p&p £20.14.

Freemans Catalogue Marks out of five: 3 http:/www.freemans.com More than 15,000 products available - clothing, household and electricals. Site not easy to navigate. First attempt at ordering ladies trousers went nowhere sent an email with no response. Eventually able to place an order for the same trousers which were delivered three days later. Other orders placed for a jumper, swimsuit and shirt were received within 24 hours.

After ordering a fourth item I received a letter saying it was out of stock. They should use email to communicate back.

Interactive QVC Marks out of five: 4 http:/www.iqvc.com Great site. Easy to navigate with a huge selection of merchandise nicely displayed.

Unfortunately they don't ship to the UK at present.

Leggs Hosiery Marks out of five: 5 http:/www.leggs.com Goods ordered were received four days later from the USA. Excellent service.

Site very easy to navigate, ordering done easily and quickly and confirmation received back by email within hours.

Mileta Top 24 Marks out of five: 2 http:/www.ukshops.co.uk On-line sports and leisurewear is part of the UK Shopping centre which claims to be Europe's largest online shopping mall. Mall also includes CDs and books.

Simple and straightforward site - but after ordering a T-shirt, email received two days later saying it was out of stock.

I replied, asking if other colours were available, but received no response. Delivery promised within 21 days with a £5 delivery charge in UK.

Shoppers Universe Marks out of five: 3 Http:/www.shoppersuni-verse.com Includes Burberry, Lingerie Label and Clothing Connection.

Crisp and simple home page with SHOP button that beckons you in. Product photos are fast-loading, clear and colourful. Delivery promised within 10 days with £2.95 charge in UK for any size order. Ordering is simple and straightforward.

An email was sent six days after placing an order saying THE good had been despatched,but after a week they still hadn't been received.I sent an email and received a reply saying the goods were lost in transit. They then arrived the next day.

LOAD-DATE: June 11, 1997

POOL CUES;FIVE GREAT LOOKS FOR THE SWIMSUIT SEASON Buffalo News (New York) June 8, 1997, Sunday, FINAL EDITION

Copyright 1997 The Buffalo News
Buffalo News (New York)

June 8, 1997, Sunday, FINAL EDITION

SECTION: LIFESTYLES, Pg. 1E

LENGTH: 1693 words

HEADLINE: POOL CUES;
FIVE GREAT LOOKS FOR THE SWIMSUIT SEASON

BYLINE: SUSAN MARTIN; News Style Writer

BODY:
Something's up in the swimwear department. The garments women swim and sun in are more and more resembling the clothes they exercise, socialize, relax and work in.

No longer can swimsuits be categorized simply as one-piece or two, tank or bikini.

Rather, the line keeps blurring between what a woman wears in the water and what she wears far from from it.

That black tank with the mesh insert at the neckline? Sort of looks like a cocktail dress.

That two-piece suit with sports bra top? Is she heading to the beach or aerobics class?

Similarly, a woman can choose to wear her swimsuit and its coordinates for more than just swimming.

"What's happening in the swimwear industry is that manufacturers are making more accessories to go with your bathing suit so you can wear the complete outfit inside and still look presentable. You can accessorize your bathing suit with a little skirt, skort, hot pant, sarong or whatever it may be that makes you feel comfortable about going into a restaurant or shopping -- but you're still ready for the beach," said Joanne Netols, owner of A Place in the Sun swimwear shop, 5463 Sheridan Drive in the Williamsville Place plaza.

Along the same lines, a black, high-neck suit by Jantzen with a see-through panel accented with a subtle gold-beaded design can be layered under a jacket for dining. A woman can later remove the jacket when she hits the dance floor.

Mrs. Netols calls such versatile styles "crossover suits." They're a bonus on vacations when a woman wants to pack light and not change her clothes for every activity.

What a woman will discover as she begins her annual quest for the perfect suit this summer is that she can choose from an entire wardrobe of styles -whether she is searching for something appropriate for a company pool party or a Fourth of July family bash.

She'll also discover that, like the clothes hanging in her closet, different styles create different moods, convey different messages.

Here are some of the major fashion-driven trends happening in swimwear. Your swimsuit talks. Know what it's saying.

The Evening Suit

The Little Black Dress heads to the beach. From the waist up, this swimsuit looks like a column gown or cocktail dress.

The key components: asymmetrical styling; random mesh inserts; lingerie straps; coordinating coverups that resemble slip dresses or chiffon dance skirts; gold, silver or tortoise hardware -- functional or decorative -- and lots and lots of black.

The asymmetrical styling, in fact, echoes one of the hottest trends on New York's runways this spring -- the one-shoulder dress, cut on the diagonal, favored by Calvin Klein, Donna Karan and other fashion leaders.

Now swimwear designers have discovered the asymmetrical look -- and not just by baring one shoulder. Anne Cole swimwear features diagonally placed mesh inserts, for example.

Fabrics normally associated with evening also dress up swimwear. Lame -- an ornamental fabric often shown in gold or silver -- shows up in lavender, orange, pale blue and other shades.

And for those who like to sparkle, glimmering foils, gilded animal prints, opulent lace, halogram finishes and suits with studs or shimmering paillettes transform ordinary swimwear into something chichi.

The evening suit suggests elegance, sexiness and a woman's desire to sip martinis at poolside.

Where to wear it: to a spectacular pool party, especially at night.

Accessories: Sexy sandals. Chiffon sarong. Perfectly pedicured feet. Up-'do (unless you plan to dive for pennies. But read the hangtag on your evening suit first; water, salt and chlorine are not always a suit's best friends).

The Power Suit

It's bold. It's stylish. It states, "Don't kick sand on my beach towel, but if you do we can handle it like adults."

Far more fashionable than the basic tank, the power suit often has textural interest, contrasting piping, a chic belt or some shirring at the bodice.

The power suit does not need to be tugged at. It stays in place, like a well-tailored jacket. The power suit may also be fitted with underwires, tummy-control panels and other figure-enhancing components.

Neckline styles may be scoop, square or a tad higher than usual. That's the other thing about the no-nonsense power suit: It offers coverage without appearing dowdy.

This summer, many power suits are fashioned in bold black and white -arranged either in color blocks, bands or stripes. The bright red power suit screams "energy." The navy power suit sends the message, "I'm organized." Wear royal blue or purple, and they'll know you're the intuitive type.

Where to wear it: A company pool party. The country club pool. Any hotel/conference center pool. The beach when you want to be left alone.

Essential accessories: Cellular phone in beach bag. Jackie O sunglasses. Beach umbrella. Wall Street Journal.

The power suit, however, is not to be confused with the Flower Power Suit, which is fun and frivolous -- whether one- or two-piece style. Some floral patterns are of the tropical variety. Others are straight from the '60s and '70s; patterns have names such as Delightful Daisies, Tutti Fruiti -- you get the idea.

As for the latter, retroactive styles also enter the picture here, with halter-style tops pairing with hot pants, hipsters or boy-cut briefs in eye-popping florals or psychedelic print.

Where to wear it: To a tropical island. To the beach when you're looking for company. To a Sweet 16 party.

Accessories: Bright patent leather totes. Coordinating hair scrunchies. Sunglasses with citrus-colored frames. Candies' slides.

The Workout Suit

For those who can't sit still more than 5 1/2 seconds on a beach towel, sporty swimsuits in high-tech fabrics practically double as running outfits.

Or in-line skating garb. Aerobic gear. Volleyball duds. Or cycling clothes.

And no wonder. Nike, **Nautica,** Speedo, Body Glove, Jantzen Sport and other labels give a competitive edge to swimwear.

These suits communicate one thing: Action.

Maybe it's those logos. Nike flashes its famous "swoosh" on some of its one- and two-piece swimsuits; others have "NIKE" stitched across the top or a more subtle "N."

Nautica also stamps its brand name on its line of swimwear.

Or maybe it's the styling. Many swimsuit styles are derived from surfing, beach volleyball, running, aerobics and other activities.

Color is key. Some of the Nike swimwear, for example, comes in black with racy silver accents. **Nautica** offers active brights, such as a two-piece suit with cropped top in sun yellow as well as a black and lime green scuba-inspired suit with zip front.

Of course, the fabrics are all designed to move when you do.

Where to wear it: In the lap lane. On the bike path. On the beach volleyball court. On your jet ski. Anywhere but lazing by the pool.

Accessories: Water bottle. Neoprene backpack. "Performance" shades such as Ray-Ban's Killer Loop sunglasses.

The Three-Piece Suit

This season, swimwear makers are big on "ensembles" -- pieces that can be mixed and matched and worn for activities other than swimming. And we don't just mean walking from the car to the beach.

In sportier lines, it may be a pair of running-style shorts topping a bikini bottom and halter top. Perfect from going from pool-side to boardwalk for a spin on in-line skates.

Or it may be an oversize T-shirt, which often features a design plucked from the swimsuit it covers.

In the case of **Nautica,** it's a jacket. The suits found in the line can be matched to a coordinating nylon

anorak -- with the explosive **Nautica** logo, of course.

Some of these two- and three-piece ensembles are actually quite glamorous. Swimwear designer Anne Cole accessorizes her line of swimwear with matching pareos, sarongs, drawstring pants and shirts. One black tank with lime green trim and black mesh inserts can be dressed up with a short, flirty wrap skirt in a black, lime green and white print.

Jantzen offers a madras plaid short skirt to cover a matching two-piece suit.

And a two-piece yellow swimsuit by La Blanca, splashed with a blue and green floral print, has a matching floral sarong. The swimsuit also comes as a one-piece, with built-in "tummy control."

Indeed, these multipiece ensembles can push swimwear across the line to sportswear.

Where to wear it: Almost anywhere casual. That's the point.

Accessories: Great sandals. Great hat. Great tote.

The Banker's Suit

Ahh, the striped suit. Designers love it. Less cutesy than gingham checks, more sophisticated than polka dots, the striped suit is an all-American classic.

Some stripes are as thin as those on a pinstripe suit. Others resemble rugby stripes.

The thing to remember about stripes is that they can be a great illusionary tool. Choose a swimsuit with the stripes set at a diagonal and the pattern works to give any boyish-figured woman curves where she has none.

Choose a suit with horizontal stripes across the bustline and her chest will look broader.

Choose a suit with vertical stripes and her torso will look longer.

Stripes can also give a suit a sporty edge without going all-out with logos. Designers run racing stripes down the sides of cropped tops; board shorts; bra tops; boy-cut bottoms and short-shorts.

By the way, you just have to love Calvin Klein's skinny-striped tank swimsuit -- as simple as can be, really -- with matching drawstring pouch for carrying it.

If you find one that flatters and is comfortable -- banker's stripes or otherwise -- you'll never go wrong with a striped suit.

Where to wear it: If it's blue and white; red and white, or red, white and blue, we know what you will be wearing to that Fourth of July pool party.

Accessories: Baseball cap (another all-American classic). Canvas tote. White Keds slip-ons.

We don't know why. It just seems right.

The birthday suit

In the trends department, not much new to report here.

Where to wear it: In the privacy of your own home. Otherwise, bring along the only accessory you'll need.

Your wallet.

Authorities always ask for I.D.

GRAPHIC: The Power Suit: Bold vertical stripes and a black and white color scheme combine to create a stylish swimsuit that exudes confidence. The suit is designed by Mainstream.; The Workout Suit: For the woman who wants to do more than laze by the pool, some swimsuits are designed in fabrics and styles that move when she does.; The Evening Suit: This one-shouldered asymmetrical swimsuit from Anne Klein is the right choice for after-5 pool parties.; Electric Beach transforms the traditional bikini with a '70s-inspired halter top and micro-short bottoms. Far right, Jantzen's madras plaid swimsuit ensemble.

LOAD-DATE: June 10, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 10:57 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Nautica's David Chu's earnings rise royally; received $ 1.4M in salary and bonus, and $ 3.8M in royalty income; Nautica Enterprises; Brief Article Daily News Record June 9, 1997

Copyright 1997 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1997 Capital Cities Media Inc.
Daily News Record

June 9, 1997

SECTION: No. 69, Vol. 27; Pg. 13; ISSN: 1041-1119

IAC-ACC-NO: 19486742

LENGTH: 278 words

HEADLINE: Nautica's David Chu's earnings rise royally; received $ 1.4M in salary and bonus, and $ 3.8M in royalty income; **Nautica** Enterprises; Brief Article

BODY:
NEW YORK -- David Chu, executive vice-president and chief designer at **Nautica** Enterprises, last year earned a total of $ 5.2 million, helped largely by nearly $ 4 million from royalty income.

He received $ 1.4 million in salary and bonus last year, plus another $ 3.8 million in royalty income on the **Nautica** name. Chu receives 50 percent of the net income of the **Nautica** business under a licensing agreement with the company. Chu brought the **Nautica** business to the firm, when he joined the company, then called State of Maine, in 1984.

Chu received a base salary of $ 697,463 plus a bonus of $ 741,000 in the year ended Feb. 28. In the prior year, he earned a base salary of $ 657,927, a bonus of $ 657,208, and royalty income of $ 2.2 million.

Most other company executives also received larger paychecks.

Harvey Sanders, chairman, president and CEO, saw his compensation rise to $ 1.66 million from $ 1.49 million, primarily reflecting a increase in his bonus to $ 891,000 from $ 742,863. John Wetzler, president of **Nautica** Retail, was paid a salary and bonus totaling $ 453,780 versus $ 392,218. He also realized $ 2.5 million from exercising stock options.

Donald Pennington, chief financial officer, was paid $ 276,961 against $ 252,538; but Charles Zona, president of State of Maine robe and loungewear division, saw his compensation drop to $ 216,000 from $ 310,221.

Sanders owns 4.4 million shares in **Nautica,** worth about $ 40 million at current market prices, and Chu holds 1.1 million shares worth about $ 24 million.

Besides **Nautica** and State of Maine, the firm operates a Bayou Sport shirts and swimwear, and does private label.

GRAPHIC: Illustration; Photograph

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

SUCCESSFUL INVESTING BROKERS CAN KEEP YOUR CERTIFICATES Charleston Gazette (West Virginia) June 10, 1997, Tuesday

Copyright 1997 Charleston Newspapers
Charleston Gazette (West Virginia)

June 10, 1997, Tuesday

SECTION: News; Pg. P5D

LENGTH: 851 words

HEADLINE: SUCCESSFUL INVESTING BROKERS CAN KEEP YOUR CERTIFICATES

BYLINE: Andrew Leckey

BODY:

Q. What do you think of having a broker keep your stock certificates for you? Is it a good idea? - R.L., Chicago

A. There are pros and cons.

When buying shares through a broker, the brokerage firm can arrange for your securities to be kept in a vault at a depository in what's called "street name." While the brokerage firm or its agent is listed as shareholder, it keeps records showing you as the real or "beneficial" owner.

Some investors feel more secure actually holding a paper certificate for their stocks, but keeping them in street name has become common practice.

"It's important for investors to understand that they have a choice, and if the broker doesn't offer to inform you, you have a right to ask," asserted Katherine Philipp, investor education specialist with the Securities and Exchange Commission in Washington, D.C. "While investors really don't have cause to worry about keeping their shares with their broker, there's really no one best way for everyone."

The advantages to having your broker hold your stock, according to the SEC, are:

You can be sure you'll easily meet the three-day deadline to present shares upon sale; you won't have to worry about certificates being lost or stolen; the brokerage firm will keep you up to date on developments such as tender offers; and it will be easier to use margin accounts or place limit orders to sell at a specific price.

The disadvantages are:

Some brokers may charge an "inactivity fee" for holding securities if you don't trade regularly; some pass along dividend and interest payments only on a weekly, biweekly or monthly basis; important corporate communications may not be mailed directly to you from the company and therefore be delayed; and it takes two weeks for a transfer if you wish to sell your securities through another brokerage firm.

Q. I'm 77 years old and have no pension other than Social Security and three mutual funds, one of which is Franklin High Yield Tax-Free Income Fund, Class I. Should I stick with this one? - R.H., Harlingen, Texas

A. It didn't get to be the third-largest long-term municipal bond fund without good reason.

Except for 1990 and 1995, it has consistently beaten its competition. Strong returns have helped the fund gain assets despite the attraction of a booming stock market.

The $ 4.5 billion Franklin High Yield Tax-Free Income Fund, Class I, gained 7.88 percent over the past 12 months to rank in the upper 6 percent of all national long-term municipal bond funds. Its three-year annualized return places it in the top 3 percent of its peers. As a

municipal bond fund, it's exempt from federal taxes.

"The big difference is selection, because this fund is very discriminating about picking a bond and following a buy-and-hold strategy," explained Kevin Kresnicka, analyst with the Morningstar Mutual Funds investment advisory. "It puts a lot of research effort on the front end to get purchases right, sometimes even working with bond issuers to help structure a bond deal."

The average weighted maturity of Franklin High Yield Tax-Free Income's bonds was recently 19 years and average duration seven years. The largest portion of its portfolio is in bonds rated AAA, BBB and BB.

The lower-grade or non-rated bonds it does hold are chosen judiciously. In 1990, the fund encountered some credit-related problems and in 1995 it underperformed because of declining interest rates.

About half its bonds are insured. This fund, based in San Mateo, Calif., has a 4.25 "load" (initial sales charge) and a $ 100 minimum initial investment.

Q. Having received some very good advice from your column in the past, I would now like to know what you think about **Nautica** Enterprises. Its most recent results were very good. - L.L., Northbrook, Ill.

A. This popular men's apparel company is charting a profitable course. As you noted, earnings per share rose 36 percent to $ 1.02 in the fiscal year ended February 28.

Wall Street analysts covering it currently have it rated between a buy and a strong buy, according to the Boston-based First Call Corp. research firm. That includes six strong buys, three buys and one hold. They project that the fiscal year that began in March will produce earnings per share of $ 1.25, rising the following year to $ 1.52. A

five-year annual growth rate of 22 percent is expected.

"**Nautica** has very good investor relations, with everyone up to date on its numbers," observed Charles Hill, First Call director of research. "Few surprises usually indicates a well-managed company."

Its **Nautica** International subsidiary makes men's sportswear, outerwear and activewear under the **Nautica** name. Its State-O-Maine subsidiary offers **Nautica**-brand dress furnishings, robes and loungewear, as well as activewear and sportswear under the Bayou Sport, Charles Goodnight and Christian Dior labels. It also licenses items such as fragrances and watches.

LOAD-DATE: June 10, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 10:54 AM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Right Now The Washington Post June 11, 1997, Wednesday, Final Edition

Copyright 1997 The Washington Post
The Washington Post

June 11, 1997, Wednesday, Final Edition

SECTION: STYLE; Pg. D05; STYLE PLUS

LENGTH: 1 words

HEADLINE: Right Now

BYLINE: Kathleen Stanley

BODY:

GRAPHIC: Photo, Mark Finkenstaedt for TWP, Hit the Links: Kenneth Cole's golf-inspired cuff links, $48 at Hecht's. Winning Ties: When is a tie not just a tie? When it's made -- and painted -- by hand. Jon Valdi's silk ties, $75 each at the Tiny Jewel Box, 1147 Connecticut Ave. NW. Dream Weaving: Tassel loafers made of woven calfskin ($285) by Cole-Haan. At Neiman Marcus. Shaving's Cream: Give a guy's morning routine a touch of class with John Hardy's sterling single-edge razor ($270) and badger-fur shaving brush ($300). At Neiman Marcus. Make Him Tick: A good choice of watches for any man: **Nautica's** sport watch ($120) with brown stitched-suede band; Hamilton's "Men in Black" watch ($495); or Rovin Dino's stainless steel and gold watch ($395). At the Watch Station, Georgetown Park, Fair Oaks, Montgomery Mall and Lakeforest Mall.

LOAD-DATE: June 11, 1997

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

SWIMSUITS;Loose vs. snug for men The Houston Chronicle June 12, 1997, Thursday, 2 STAR Edition

Copyright 1997 The Houston Chronicle Publishing Company
The Houston Chronicle

June 12, 1997, Thursday, 2 STAR Edition

SECTION: FASHION; Pg. 7

LENGTH: 196 words

HEADLINE: SWIMSUITS;
Loose vs. snug for men

BYLINE: Knight-Ridder Tribune News

BODY:
Men's swimsuit styles change from season to season about as drastically as suit lapels - which means not much.

It's a matter of personal preference on loose vs. snug styles - both are available. Sleek shorts and brief bikinis have an athletic connotation, although in Europe, they're universally favored even by men with less-than-perfect physiques.

Loose, shorts-style suits are native to California and more favored on the West Coast.

Once you decide on the style, then it's time to decide between solid colors like traditional red, navy or black; cyber-brights of orange, yellow or turquoise; and prints, which this year include Hawaiian patterns, geometrics and color blocks.

If you intend your swimsuit to do double duty as shorts, look for cotton, which offers more comfort. If you intend to swim, look for nylon or synthetic blends, which offer strength and quick drying.

Check construction and look for secured pockets if you want a place to stow your keys while swimming.

And size-wise, remember that elastic and drawstring waistbands are more forgiving and allow for expansion. If there's no give in the waistband, buy a size larger.

GRAPHIC: Photos: 1. Model wearing fashions by **Nautica** Competition (color); 2. Model wearing Volley/board short from Speedo (color)

BON-TON SEES SIGNS OF LIFE IN AREA STORES RETAILER SAYS;SALES, PROFITS ARE INCREASING
Buffalo News (New York) June 15, 1997, Sunday, FINAL EDITION

Copyright 1997 The Buffalo News
Buffalo News (New York)

June 15, 1997, Sunday, FINAL EDITION

SECTION: BUSINESS, Pg. 15A-

LENGTH: 1326 words

HEADLINE: BON-TON SEES SIGNS OF LIFE IN AREA STORES RETAILER SAYS;
SALES, PROFITS ARE INCREASING

BYLINE: SHARON LINSTEDT; News Business Reporter

BODY:
In the nearly three years since Bon-Ton Stores Inc. acquired Buffalo's Adam, Meldrum & Anderson Co. department store chain, the new owners have frequently described the performance of those stores as "disappointing."

But while the nine former AM&A's still lag between the sales curve of the York, Pa.-based retailer's other 55 stores, Bon-Ton executives say they are finally seeing signs of life.

"We are starting to see some movement," said Michael L. Gleim, Bon-Ton's vice chairman and chief operating officer. "It's coming a year or so later than we'd hoped, but it appears Buffalo is starting to understand who we are."

Gleim's upbeat comments come as the retailer prepares for its annual shareholders meeting Tuesday in York. He and the rest of the executive team will be delivering a generally rosy review of 1996 and an optimistic preview of what lies ahead in 1997.

"After what we went through in 1995, with the loss of $ 9.2 million, we feel very good about making $ 6.8 million in '96," Gleim said. "Even more encouraging is that the momentum has carried into '97, with our first quarter sales up 5.1 percent. We are in a turnaround."

The Bon-Ton executive declined to release specific sales data from its nine Western New York stores, but he predicted the properties will see comparable-store sales increases in the 3 to 5 percent range this year.

Local revenues make up about 10 percent of the chain's total sales.

Indicators of that favorable trend include a rise in local charge accounts, the popularity of the chain's Club X teen fashion program and similar growth in it petite apparel frequent buyers club.

Gleim is especially excited about Club X as it builds customer loyalty in the teen years that could transfer to the store's women's apparel lines and home goods as these young women mature.

Looking at individual store performance, Gleim ranked the chain's Eastern Hills Mall store as its top local property in terms of sales per square foot, followed closely by the Bon-Ton in the Northtown Plaza.

At the other end of the scale, the chain's Summit Park Mall store is its weakest local contributor.

The other area Bon-Tons were characterized as being "somewhere in the middle," with the Galleria Mall store singled out as the "greatest local challenge."

"It's a new, expensive structure that wasn't built to be a department store," Gleim said. "I'd like to get in there and spend some money to make it a better physical plant, but we can't rationalize doing that until sales are stronger."

The Bon-Ton chain that swaggered into Buffalo in mid-1994, gobbling up the venerable AM&A's chain, was a gutsy, cash rich operation in the midst of an acquisition smorgasbord. The family-founded business, which went public in 1991, had no experience with red ink and seemed the perfect example of an invincible regional chain.

But by the end of 1995, Bon-Ton was feeling both fiscal and managerial indigestion from having gulped down not only 10 AM&A's stores, but four vacant McCurdy stores in Rochester, six stores owned by C.E. Chappell & Sons Inc. of Syracuse and 19 units owned by Pennsylvania-based Hess's Department Stores Inc.

"In hindsight, it probably wasn't wise to do four deals in less than six months; it would have been preferable to space them out," Gleim said. "But the problem with acquisitions is that they come to the table when they come to the table. And we believe all four deals make sense in the long term."

Bon-Ton had little problem putting its mark on the Hess stores, as they were located in markets where the retailer already had a presence. And while Syracuse and Rochester shop

pers required some acclimation to the Bon-Ton style, they were much less reluctant than Buffalo-area consumers to step up to the cash register.

Former AM&A's customers have stayed away from the retail newcomer in droves, as indicated by Bon-Ton's local sales figures, and opinion polls that charted a free-fall in the stores' popularity.

A telephone survey conducted by Michigan-based MOR Research in late 1993 ranked AM&A's as the area's No. 1 department store chain, with 53.3 percent of those polled indicating they'd shopped at the local stores in the previous 30 days.

J.C. Penney Co. came in second in the shopping poll with 47.9 percent, Sears ranked third at 42.2 percent, and Kaufmann's was fourth at 39.1 percent.

An updated survey, in October 1995, found Penney had moved into the top spot with a 50.2 percent response, while Sears jumped into the No. 2 slot with 47.8 percent, Kaufmann's claimed third place with 42.5 percent and the former AM&A's stores, which had been converted to Bon-Tons, had tumbled to fourth with 41.2 percent of survey participants indicating they'd shopped at the chain.

Granted, both Penney and Sears had made major changes in their merchandising strategies to compete against the traditional department store, but it was still clear that Bon-Ton had lost a lot of loyal AM&A's shoppers and also was failing to attract the more upscale Kaufmann's crowd.

Consumers who did turn to Bon-Ton over the past 34 months have been greeted by an ever-changing assortment of merchandise, as the retailer has experimented with its mix of goods in an effort to bring local residents what they want.

One Buffalo shopper referred to Bon-Ton as "the mystery store."

"I've found a lot of labels and styles I like, but a lot of them disappear by the next time I shop," she said. "I still stop in and look, but I'm buying at Kaufmann's more often now because their assortment is less

mysterious."

Gleim acknowledged that, chain-wide, Bon-Ton has made a lot of changes in its merchandise mix over the past three years, now striving for a 50/50 blend of moderate and better goods.

In the Buffalo area, the tinkering has been more pronounced because the merchant first had to clear out a lot of AM&A's standards to make room for Bon-Ton fare. Then, just as that transition was made, Bon-Ton began its own quest for a stronger assortment.

"We are continuing a period of change, and while that might make for some temporary confusion, we're making the changes our customers are telling us they want," Gleim said.

Currently, the biggest local changes are occurring in Bon-Ton men's departments, where mini-boutiques of Ralph Lauren Polo, Tommy Hilfiger, Chaps, Calvin Klein, Claiborne and **Nautica** are sprouting up.

On the women's side, Ralph Lauren's Lauren and Tommy Hilfiger's Tommy debuted last fall and were history by spring due to poor sales. The European-inspired Oisen boutiques also made an exit in early 1997.

An upscale private label, Andrea Viccaro, has entered the market to help fill the "better" gap, and Bon-Ton's offerings of the Liz Claiborne Collections line have been expanded.

Gleim said fine-tuning of the upgraded merchandise mix will be done on an individual store basis to ensure shoppers find what they want.

"While the Bon-Ton is the Bon-Ton, we're not the same in every market and not the same in every store. A lot of emphasis is being placed on micro-management," he said.

Another step Bon-Ton is taking to boost local sales is an image advertising campaign that makes specific references to Buffalo. The chain also reportedly is considering hiring a local celebrity to act as its spokesman for the market, possibly a local sports hero, such as former Buffalo Bills quarterback Jim Kelly or Sabres star Pat LaFontaine.

Kenneth Lord, a Niagara University marketing professor, said the Bon-Ton may be on the right track in differentiating itself from the competition by using a local hook.

"There may be something to capitalizing on local loyalties," Lord said. "As a consumer, I'd be hard-pressed to give you any reasons why I'd pick Bon-Ton over Kaufmann's or Sears or J.C. Penney. They could probably use something like that to stand out from the pack and position themselves as a shopping destination."

GRAPHIC: HARRY SCULL JR./Buffalo News; William Serba of Buffalo checks out the upscale merchandise in the Polo-Ralph Lauren shop in the Bon-Ton's Walden Galleria store. Michael L. Gleim -vice Chairman and Chief operating officer- the Bont-Ton

LOAD-DATE: June 16, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 10:47 AM EDT

About LexisNexis | Terms & Conditions

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Shades of summer come in orange The Gazette (Montreal, Quebec) June 17, 1997, Tuesday, FINAL EDITION

Copyright 1997 CanWest Interactive, a division of
CanWest Global Communications Corp.
All Rights Reserved
The Gazette (Montreal, Quebec)

June 17, 1997, Tuesday, FINAL EDITION

SECTION: LIVING: FASHION STYLE; MEN'S WEAR; Pg. C1 / BREAK

LENGTH: 643 words

HEADLINE: Shades of summer come in orange

BYLINE: GUY SADDY; VANCOUVER SUN

BODY:
In anticipation of summer, you've spent all your spare time under the sun lamps at your local tanning studio and are now a comely shade of orange.

So what will go with your new beta-carotene skin colour?

Actually, a lot of things will, since orange is a hot colour this year. So what else is happening this season? For your consideration, a few things that could help ease almost every guy through the warm months:

Hue and Cry: For suits, summer colours fall into the "standard-issue summer fare" category: oatmeals, light khakis, the perennial beige-based hot-climate hues. But such conservatism gets chucked out the proverbial window when it comes to shirts.

This season, the shirt usurps the tie as the colourful focal point in a man's summer wardrobe and comes in a wide variety of bright oranges, yellows and lime greens. They're loud, proud and likely to be with us next summer, too.

Polo Players: While it has always been a preppie mainstay, the Polo shirt is a much changed garment from the one Ren Lacoste (remember the embroidered alligator logos?) made popular so many years ago.

The new polo shirts are clingier (check out John Bartlett's offerings) and often more flamboyant (Versace) than the usual stuff seen on golf courses or in mid-life-crisis singles bars. Men with well-developed pecs will wear their polos stretched tight across their chests.

The rest of us will wear ours underneath a sports coat, or ignore the style completely.

Shady Character: While there are still enough wraparound shades out there to satisfy any Quentin Tarantino disciple, look for a more toned-down, subdued look. This season, the prevailing style is less "wraparound" than "stretched thin" - narrow in height, yet coming out past the temples. Some good bets? Try Fila's new sporty yet sophisticated shades, or Ray-Ban's funky new stuff.

Foot Fetish: Check out any men's magazine and you'll find a combination you haven't seen for a while: dress shoes, worn without socks. Yet that's the whole idea behind sandals anyway, isn't it?

Sandals are great with shorts and jeans, and you already knew that. But this season, if you can get away with it (read: what's your workplace dress code?), twin a pair of open-toed sandals with a cotton or linen suit. You'll be the epitome of relaxed, casual style and your feet will thank you, too.

(A word of caution: just because they're sandals doesn't mean they'll work with a suit. At all costs, avoid Tevas and Birkenstocks in combination with more elegant attire.)

Big Khak Attack: A great bridge between work and play, chinos (aka "khakis") are a safe summer bet, no matter what your age. They're timeless, versatile and can be dressed up or down easily and relatively inexpensively.

Wear them with a plain white T-shirt and a pair of Sperry Top Siders for a casual, knock-around-the-beachside-cafe-look. Twin those same khakis with a navy blazer, brown slip-ons, striped shirt and rep tie - instant country-club chic. Look for brands like Polo, **Nautica** by David Chu, Tommy Hilfiger and, for possibly the biggest bang for your buck, Eddie Bauer.

Bars, No Stars: Stripes, which have been threatening to make a comeback for a few years now, launch a small-scale assault on the senses this season. Look for a huge selection of vertically striped shirts, as well as the usual seersucker suspects from designers like Boss and Tommy Hilfiger. Big again this year are extremely wide bands of alternating colours (aka "colour blocking"), found primarily in athletic gear.

The oddest new trend this summer? That would have to be Exotica's William Burroughs T-shirts.

According to GQ, for a mere $ 50 U.S. you, too, can have an autographed T-shirt featuring the wizened mug of the Beat-era novelist. And Wild Bill will personally shoot the sucker up with bullet holes for ya, too.

LOAD-DATE: June 18, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 10:35 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Sassafras' new flavors; new divisional president Jeff Turpin to to reorganize brands; Brief Article WWD June 19, 1997

Copyright 1997 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1997 Capital Cities Media Inc.
WWD

June 19, 1997

SECTION: No. 118, Vol. 173; Pg. 13; ISSN: 0149-5380

IAC-ACC-NO: 19523317

LENGTH: 605 words

HEADLINE: Sassafras' new flavors; new divisional president Jeff Turpin to to reorganize brands; Brief Article

BYLINE: D'Innocenzio, Anne

BODY:
After several years of flat sales at Sassafras, a division of Apparel Ventures, a new divisional president is aiming to turn the brands around by giving them separate images.

"There was no individual identity to the lines. It all pretty much looked like one," said Jeff Turpin, who joined the Gardena, Calif.-based swimwear company on March 15.

For three years, Turpin had been president of Authentic Fitness's designer division, which includes Anne Cole, Cole of California, Oscar de la Renta, Catalina, Sunset Beach and Rampage.

"We are taking the brands and reorganizing them," Turpin continued. "We are reinventing them."

In doing that, Sassafras -- composed of Sassafras, Too Hot, Sessa and Citrus, in addition to a licensed **Nautica** line -- is changing the age groups to which its brands are aimed. Until this year, all Sassafras brands except Too Hot reached for customers from the mid-teens to late 20s. Too Hot (formerly Too Hot Brazil) is targeting women from 18 to 35 instead of beginning with 16-year-olds.

Sassafras sales had leveled off at about $ 35 million, but Turpin expects to increase that figure to $ 45 million by the end of next year.

Nautica's fashion makeover is expected to be evident in the July 30 deliveries, while changes will be completed in the other four lines for the Sept. 30 deliveries.

Apparel Ventures, which posted $ 75 million in sales last year, also markets La Blanca, a contemporary misses' line, Ocean Pacific and Studio, both of which target juniors, and Elizabeth Stewart, a misses line.

As part of its strategy to differentiate the Sassafras division lines from one another, Turpin has hired two directors of design and merchandising -- Kathy Tanaka, who is responsible for the junior swim area, which includes Citrus, Sassafras and Too Hot, and Aimee Schmitt, who oversees misses' swimwear, which

includes Sessa and **Nautica.**

Previously, the lines had been designed by one person -- Natalie Walker, who left at the end of March to join Tahiti Apparel's licensed Jones swimwear division.

Tanaka had been the design and merchandise director at Roxy by Quiksilver, while Schmitt was responsible for design and merchandise at Authentic Fitness's Speedo's competitive swimwear division.

Sassafras also named Randy Troup director of sales for all five brands.

Troup has been with Sassafras for two years and was responsible for sales on the West Coast.

He succeeded Cheryl Strahan, who left in March.

Turpin believes **Nautica** will drive future sales for the division. The line hit stores in January and wholesales for an average price of $ 34.

Because Turpin believes the **Nautica** line was too "athletic," changes have been made. Starting with July 30 deliveries, the line will be divided into two areas -- **Nautica** Competition, which would compete with Nike and Speedo, and a traditional line, to go up against Anne Cole and Calvin Klein.

Too Hot, said Turpin, has had "a very limited appeal and was South American-inspired, with all of its skimpy thongs."

It will now focus on the contemporary market, offering some sexy looks as well as HotPants.

The line's average wholesale price is $ 29.

Sessa, which primarily marketed crushed satin print suits, is broadening to include contemporary, athletic and misses' styles, such as floral prints and textured cotton Lycra spandex.

Sassafras will focus on juniors, offering sizes 5 to 13. It had been in small, medium and large.

Citrus will now chase a customer starting at 13, with board shorts and double-knit crepes and cotton twills. It will offer sizes extra small to large, Turpin said.

IAC-CREATE-DATE: June 26, 1997

LOAD-DATE: June 27, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 10:34 AM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Changed little, watches still make a ticking statement The Vancouver Sun (British Columbia) June 30, 1997, Monday, FINAL EDITION

Copyright 1997 CanWest Interactive, a division of
CanWest Global Communications Corp.
All Rights Reserved
The Vancouver Sun (British Columbia)

June 30, 1997, Monday, FINAL EDITION

SECTION: LIFE; Pg. B7

LENGTH: 693 words

HEADLINE: Changed little, watches still make a ticking statement

BYLINE: JOANNE GOOD; SOUTHAM NEWSPAPERS

DATELINE: CALGARY

BODY:
It's just a matter of time.

They survive, they thrive and, finally, they graduate.

A new watch would help the new grads to beat the clock in their daily jog to the job. But what is it that makes a watch tick this season?

The wristwatch in its basic form is perfection itself and, for that reason, has changed little from the prototype Cartier Santos watch of 1904.

The story goes that the dashing Brazilian aviator Alberto Santos-Dumont, inventor of a gas-filled racing airship, whined to his buddy, Louis Cartier, about the giant nuisance of routing through his vestpocket while trying to steer his balloon.

Cartier, of course, solved the problem -- elegantly -- with a mini-timekeeper secured to a leather strap that buckled around the wrist.

You can only imagine what a sporting idea it must have been to that era's equivalent of the jet set.

There were many attempts to simplify, standardize and mass-produce this useful accessory, but credit goes to U.S. Time president, Joakim Lehmkuhl, formerly a maker of fuses and torpedo gyroscopes, who launched an inexpensive and sturdy version in 1949 under the label, Timex.

Consumers were suspicious of a "cheap" watch so Timex hired newsman John Cameron Swayze to torture-test the gadget.

It proved indestructible and Timex made record sales in record time.

Since then, watches have been both an essential adornment and a status symbol.

In the '80s, showy yuppies claimed fashion-conscious thieves were pilfering their Guccis and Rolexes. It was a bad time for watches. But today, there is no pretension and more practicality.

The names to know are Gino Franco (Japanese time and Italian design), Swiss Army, Banana Republic, Roots, Club Monaco and Guess?

What grads like now is not one conspicuous piece but a wardrobe of watches, sometimes for funky effect. True to their time in history, this is to keep track of their own complicated lives and others.

One grad who loves watches layers two and three on her wrist at the same time. Ever a baby of baby boomers, she feels the need to keep track of her mom's time zone in Arizona and her dad's zone in Ontario.

As for her own, she has a seconds dial so she can monitor her post-jog heart rate and time the cappuccino steamer. And, yes, she does have one of those Timex gadgets that'll download the to-do lists from her home PC.

Such is the life of a grad in 1997.

-

What's Hot?

Timex, still affordable and reliable, also produces designer labels such as Guess?, **Nautica,** Joe Boxer, Reebok and Timberland -- most for less than $ 200. Many can be seen at the Bay.

Data-Link by Timex allows you to download to-do lists and phone numbers from your home PC into the watch and take it wherever you go.

Companies such as Swatch push the fashion envelope with colorful "transparents" and their new Silverlite retro series expected this summer. Best of all, Swatch continues to guarantee you can live in their watches (shock resistant), swim in them (water-resistant) and benefit from accurate time-keeping (because they continue to be Swiss-made).

-

Scuba Style

You'd think everyone was exploring the deep seas these days with the number of divers' watches (see Guess? stores).

The message is the owner cares about technique, timing and the details of survival down to the 100th of a second. The chronograph styling, with three mini-dials, is available in many versions including a variation that tells you the day of the week, the date and counts off seconds.

-

Silver Urban

In the '60s silver was crowned the anti-establishment metal. Far cheaper than gold, it could be crafted into both serious and less serious jewelry and adornments. This season, silver and chrome finishes are the rule. There also are some matte gold as well as two-tone settings in silver and gold-colored metals.

-

The Mechanics

Almost all standard watches use quartz crystals to regulate them.

Quartz watches are the most reliable since the crystal vibrates at a consistent, known number of cycles per second.

A quick visit to a watch repair shop to replace a battery every year or so is all that's ever needed.

GRAPHIC: Photo: /Shannon Oatway, Calgary Herald / GRAD GIFT: These days one wristwatch is hardly enough.

Photo: Shannon Oatway, Calgary Herald / WRIST WARDROBE: This season the well-dressed arm is in silver and chrome.

LOAD-DATE: July 1, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 10:08 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Levi's Battles to Stop Slide in Market Share The San Francisco Chronicle JUNE 25, 1997, WEDNESDAY, FINAL EDITION

Copyright 1997 The Chronicle Publishing Co.
The San Francisco Chronicle

✦ View Related Topics

JUNE 25, 1997, WEDNESDAY, FINAL EDITION

SECTION: BUSINESS; Pg. B1

LENGTH: 741 words

HEADLINE: Levi's Battles to Stop Slide in Market Share

BYLINE: Carol Emert, Chronicle Staff Writer

BODY:
Levi Strauss & Co. is launching an ambitious plan to maintain market share in the increasingly cutthroat jeans market.

Leading the effort will be Tom Fanoe, a 28-year company veteran who yesterday was appointed president of the Levi's Brand USA division. He replaced George Porter, who retired.

The brand-building efforts will include:

* The summer launch of San Francisco-based Levi's most expensive advertising campaign ever, focusing on image- building rather than products.

* Introduction this fall of a line of premium jeans called Special Reserve, made with higher-quality denim.

* Expansion of the "personal pair" custom-tailoring jeans service, possibly to department stores.

* Expansion of the L2 line of baggy denim and corduroy jeans and overalls.

During the past six years, the U.S. jeans market has grown quickly, hitting a record $ 10.6 billion in 1996 sales. While designer labels such as Tommy Hilfiger and **Nautica** have exploded, Levi's market share has dipped to about 20 percent from 22 percent since 1990.

Private label jeans, such as J.C. Penney's Arizona and Sears Roebuck & Co.'s Canyon River Blues, have made significant incursions on the jeans market, grabbing 18 percent of all sales in 1996 -- a share almost as big as Levi's, according to NPD Group, a consumer research firm in Port Washington, N.Y.

Private label jeans are particularly damaging to Levi's because Sears and Penney's are two of the biggest outlets for its goods.

Levi's is still struggling to reinvent itself for the latest crop of America's youth. "Our target consumer is 15 to 25 years old, so every few years we're dealing with a whole new set of consumers who may or may not (have the same taste) as their older brothers or sisters" said Fanoe, who is 51 years old.

The Levi's campaign, slated to break in late July or early August, is targeted at this group. "The ads will be built around what the Levi's brand stands for: originality, independence and Levi's as an American icon," Fanoe said. The spots will feature 18- to 22-year-old actors, "but hopefully (the ads) will be executed in such a way that both younger and older people will be drawn into them," he added.

Fanoe declined to disclose the cost of the campaign, other than to say it is Levi's biggest advertising effort ever. It will last at least a year, he said. In 1996, the company spent $ 87.2 million promoting Levi's products on television, radio, magazines, newspapers and billboards, according to Competitive Media Reporting, a research firm in New York.

Foote, Cone & Belding of San Francisco, Levi's advertising agency of record, will produce the ads. FCB has produced several award-winning commercials for Levi's, including a spot in which a swimming pool cleaner hides his married lover's key in the fifth pocket of his 501 jeans.

The new Special Reserve jeans line, scheduled to hit store shelves this fall, will retail for about $ 48, compared to $ 44 for red tab jeans, Levi's current top line.

The Special Reserves will be made with "ring-spun" denim, a thicker, softer fabric that has not been widely used since the early 1970s, a Levi's spokesman said.

The jeans will be offered in a variety of styles and washes, similar to lines such as red tab and silver tab.

Levi's executives are contemplating how to expand the 2-year-old personal pair service into every major U.S. market, Fanoe said. With the service, customers' measurements are taken by staffers in Levi's stores, and jeans are custom-made for them at a domestic factory.

About a year ago, the company dropped plans to open 185 Original Levi's Stores around the country, opting instead to stick with 28 large concept shops in major markets. But that left the company with no obvious vehicle to expand the personal pair program.

Fanoe said a few new Levi's stores may be opened, or other retailers may be enlisted to offer the service.

"We believe in the notion of mass customization as being a potentially big part" of apparel sales, Fanoe said. New colors and styles of custom-made jeans will be offered this year, but the geographic expansion will come later, he added.

Fanoe joined Levi's in 1969, after receiving a MBA from the Haas School of Business at the University of California at Berkeley. He has run Levi's youth and Canadian operations. His most recent position was vice president of customer relations, managing relationships with retail customers.

GRAPHIC: PHOTO,Tom Fanoe

LOAD-DATE: June 25, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 10:27 AM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

The Miami Herald June 19, 1997 Thursday FINAL EDITION

Copyright 1997 The Miami Herald
All Rights Reserved

The Miami Herald
Found on Miami.com
The Miami Herald

June 19, 1997 Thursday FINAL EDITION

SECTION: NEIGHBORS MB; Pg. 12

LENGTH: 399 words

BYLINE: Herald Staff

BODY:
STYL>revhang,3 NEWBUSINESSES

WATCH STATION

Miami-based Watch Station has opened its newest location at the Bal Harbour Mall Shops, 9700 Collins Ave.

Watch Station is a division of Sunglass Hut International and carries watches and timepieces ranging in price from $50 to $1,500, including recognized brands such as Swiss Army, Casio and **Nautica.**

BROADCAST VIDEO

Broadcast Video Inc., will add a new office at 605 Lincoln Rd. this fall.

The facility will encompass the fifth floor of the Sony Building and will provide services such as film editing, special effects, music scoring and remote video production.

WOUND HEALING CENTER -- MOUNT SINAI MEDICAL CENTER Sivina

Mount Sinai has opened a wound center in its complex at 4300 Alton Rd. The center will use hyperbaric oxygen therapy to treat chronic, non-healing wounds. The center uses comprehensive care based on the standards set by the Association of Advanced Wound Care and the National Pressure Ulcer Advisory Panel. The center uses three hyperbaric chambers. Hyperbaric chambers accelerate the body's ability to kill germs and ability to heal, said Manuel Sivina, medical director of the new center.

MIAMI HAND CENTER

The Miami Hand Center has opened an office at the Columbia Heart Institute, 4701 N. Meridian Ave., to serve Miami Beach.

The Hand Center specializes in the treatment and rehabilitation of the hand, wrist, elbow, and shoulder. The staff physicians will be Dr. Roger Khouri, Dr. Jorge Orbay and Dr. Alejandro Badia.

INFORMATION WANTED

Have you opened a business in the area in the past six months and want to get the word around? Have you merged with another company or moved to a new location? Neighbors would like to help. Tell us these facts:

* Name of the business.

* Address.

* Hours.

* Phone number.

* Name of owner or owners.

* Number of employees.

* Type of service offered or products sold.

* Whether you are a new, merged or moved business.

We'll even run a picture of the place or your employees, but we can't return the photos.

Write to New Business, The Herald Neighbors, 407 Lincoln Rd., Suite 9-D, Miami Beach, Fla. 33139; or fax to 532-3009.

cutlines

WATCH STATION: Get what you need to tell time at the new location at Bal Harbour Mall Shops.

cutlines

MIAMI HAND CENTER: From left are Dr. Roger Khouri, Dr. Jorge Orbay and Dr. Alejandro Bada.

NOTES: NEW BUSINESSES

GRAPHIC: photo: Roger Khouri and Jorge Orbay and Alejandro Bada, Manuel Sivina, Watch Station

LOAD-DATE: October 23, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 10:29 AM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

The other side of pinstripes; men's fashions Esquire July, 1997

Copyright 1997 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1997 Hearst Corporation. All rights reserved. Further reproduction prohibited.
Esquire

July, 1997

SECTION: No. 1, Vol. 128; Pg. 76; ISSN: 0194-9535

IAC-ACC-NO: 19532397

LENGTH: 661 words

HEADLINE: The other side of pinstripes; men's fashions

BYLINE: Hochswender, Woody

BODY:
Pinstripes stand for rectitude and reliability, but they can also be cool. Today's designer versions are way hipper than the traditional banker's suit.

Legend has it that pinstripe suits originally simulated the lines in ledger books used by bankers in the City of Victorian London, where moneymen of all ranks hunched over their accounts by gaslight. The orderly linear pattern thus came to be associated with reliability, fastidiousness, and trustworthiness—all qualities one values in an accountant or broker. Eventually, kings, capos, and captains of industry adopted pinstripes as emblems of their power and authority, no matter how dubious.

These days, we think of pinstripes and chalk stripes simply as elements of fashion that have a nice slimming effect while also conveying a crisply professional air. Women increasingly wear them, taking full advantage of both these effects. Now pinstripes are being adopted (or co-opted) by the young and hip. Pinstripes in this new context are not necessarily worn as a complete ensemble--and seldom with a dress shirt and tie. The striped tailored pieces attain a new resonance outside the executive suite, perhaps as a means of deconstructing the classic banker's suit while enjoying some of its graphic elegance.

This may seem an odd misappropriation of fashion imagery, but from a historical perspective it probably is not. In the Victorian period, pinstripes almost certainly arose as part of a movement toward more casual clothing. They came into vogue in the 1880s end '90s, when men were making the transition from the formal black frock coat, worn with multistriped trousers, to the more countrified "lounge suit," a considerably less restrictive outfit, composed of a jacket and matching trousers, from which the modern suit is descended.

"At the time, there was a clear divide between town clothes and country clothes," says Robert Gieve, the fifth-generation scion of the Savile Row tailoring house Gieves & Hawkes. "Town was dark, somber, funereal. People were desperate to introduce color and pattern." So onto the plain-weave cloth were introduced first pinstripes, which added a hairline pattern to worsted wools, then chalk stripes, which imparted a broader stripe to the nappier flannel wools. "They gave you the chance of wearing a conventional suit with discreet decoration that could be worn in town," Gieve adds. (Gieve also floats the theory that pinstripes might have arisen when the white basting stitches used in the construction phase of

the custom-suit-making process were incorporated into the overall design.)

While it could be argued that nothing looks better than a pinstripe suit worn with a solid shirt, dotted tie, and reverse-calf shoes, contemporary designers from Richard Tyler to Giorgio Armani have seemed determined to break up the ensemble, making a point of showing pinstripe trousers a la carte, so to speak, without the pinstripe jacket. This is the statement young people have been making on the street--borrowing the chic of striped tailored wool but negating its power connotations.

Designer fashion has also changed the color and format of stripes. There are traditionally four basic striped-suit styles: pinstripe, chalk stripe, beaded stripe, and multistripe. They are nearly always in neutral, complementary colors, like gray or cream. But this fall, men will be able to find Paul Smith's otherwise classic three-button gray suit with alternating stripes of kelly green and bright blue, or **Nautica's** gray-flannel suit with chalk stripes of varying gauges. Tommy Hilfiger's fall-fashion presentation included an entire tableau of pinstripe suits, from bold, Guys and Dolls-ish numbers to a dressy horizontal pinstripe.

The message in all these collections is that pinstripes have another side--a strictly fashion dimension that endures and transcends social and economic pursuits. Pinstripes stand for probity, but they can also be cool.

GRAPHIC: Illustration; Photograph

IAC-CREATE-DATE: June 27, 1997

LOAD-DATE: September 09, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 10:00 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

THE LATEST WATCH WORDS: POSH TO FUNKY;A WATCH IS MORE THAN TWO HANDS AND 12 NUMBERS. HERE'S SOME SAVVY ADVICE ON CHOOSING A STYLE TO MATCH YOUR MOOD.WATCHES Orlando Sentinel (Florida) July 3, 1997 Thursday, METRO

Copyright 1997 Sentinel Communications Co.
Orlando Sentinel (Florida)

View Related Topics

July 3, 1997 Thursday, METRO

SECTION: LIVING; Pg. E1

LENGTH: 1309 words

HEADLINE: THE LATEST WATCH WORDS: POSH TO FUNKY;
A WATCH IS MORE THAN TWO HANDS AND 12 NUMBERS. HERE'S SOME SAVVY ADVICE ON CHOOSING A STYLE TO MATCH YOUR MOOD.WATCHES

BYLINE: By Jean Patteson

BODY:
Sandy Strobel is never late. And no wonder: She has at least a dozen watches to keep her on time.

"I get a thrill out of collecting and wearing them. I also need them, because I'm always on a tight schedule," said Strobel, 43, who is director of the St. James Montessori School in Orlando, and who sits on a number of church and civic committees.

"Which one I wear depends on my mood and my outfit," she said.

Shawn Hunt, on the other hand, is never on time - even though he owns almost 40 watches.

"I have them just for the fun of wearing them. I guess you could say they're more ornamental than functional," said Hunt, 27, a hairstylist at the Gary Lambert Salon in Winter Park.

There was a time when a watch was a rare luxury, an heirloom passed down from father to son, a token of esteem presented to an employee after a lifetime of loyal service.

But that started to change about 50 years ago, first with the introduction of inexpensive battery-powered watches in the 1950s, then with the invention of even cheaper quartz-based electronic watches in the early 1970s. Suddenly, just about everyone could afford a watch - or two, or more.

Today more than 60 million watches are sold annually in the United States. They range in price from less than $10 to more than $50,000 and in style from elegant to sporty, funky or humorous.

Deciding which one to buy can be a time-consuming task. Here are just some of the questions to consider before strapping on a new watch:

How much do you want to spend?

What style of watch do you need? Big, bold and loaded with gadgets for sporting activities? Plain and

understated for business? Elegant for evening events? Or a classic style that you can wear everywhere?

Does the watch need to be water-resistant?

Do you want a basic timepiece, a multipurpose gadget packed with knobs and whistles, or a collector's item that will appreciate in value over the years?

Watches are no longer made just by the traditional watchmaking companies - Seiko, Rolex, Bulova, Cartier, Citizen, Timex, etc. Now they also are offered by the designers of trendy fashion (Gucci, Fendi, Tommy Hilfiger, **Nautica)**, surf gear (Mossimo, Rip Curl), and even footwear (Kenneth Cole, Timberland). And you can buy them in jewelry stores, boutiques, department and discount stores and through mail-order catalogs.

The look has changed dramatically too. Gone are the days when all watches had a round case of silver or gold, a white face with black markings and a strap of metal or leather. The latest styles come in every imaginable shape, color and material.

Chantea Keown, 15, of Winter Park, has a mood watch that swings through eight shades, depending on her body temperature. Her sister, Cavilyn, 13, has a honey-colored watch in the shape of a Winnie-the-Pooh face.

Orlandoans Eric Soriano, 21, and Kristoffer Rodriguez, 19, sport watches with faces of deep indigo and rich red. Anita Lyman, 57, also of Orlando, has a watch with a black ceramic face and gold hands. And Emily Landmark, a 42-year-old movie buff from Sanford, alternates between watches featuring characters from 101 Dalmatians, Hercules and Batman.

Of the dozens of watches in Shawn Hunt's collection, one of his favorites has a Pee-wee Herman face and a strap made of the same shiny fabric as the entertainer's suits. And Sandy Strobel delights her young students when she wears her Noah's Ark watch with assorted animals marching around the strap.

In addition to telling time, the latest timepieces can double as stopwatches, beep at the approach of key dates, show time in different zones, indicate the fluctuations of high and low tides, and entertain with electronic games.

One of the most unusual new watches is the Countdown by Branco, which - in addition to telling regular analog time - counts down the hours, minutes and seconds digitally to the year 2000. It costs $79.95, and can be ordered by calling Branco at 1-800-528-7445.

"The look of the watch - that's the first thing customers go for. After the look, they want to know the price, the functions," said Elizabeth Zamora, assistant manager of the fine jewelry department at Saks Fifth Avenue, Orlando.

"A few customers go for the name first. They know they want a Cartier - but which Cartier? They'll decide based on the look," Zamora said.

"A watch is very personal," said Doug Bradstreet, manager of Mayor's Jewelers at Orlando Fashion Square. "A customer may be drawn to a particular name. A Rolex, say, for the status, the resale value, the fact that it's virtually indestructible. But the final choice comes down to the way it looks."

At Mayor's, the current luxury favorite with men is the Rolex Submariner, a large, sporty model with a midnight-blue face. It ranges in price from $3,350 for the stainless steel model, to more than $20,000 in solid gold.

"Men like a tough watch. They also like the gadgets - the lights and beeps and buzzers. And then there's the status thing. A watch is the sum total of a man's jewelry; it's his sign of success," Bradstreet said.

"The watch the women want is the (Rolex) Presidential," he added, indicating an elegant, solid-gold timepiece encrusted with diamonds and costing $17,950. "That watch says, 'I've arrived.' "

Still, appearances aren't everything. When buying a watch, you should also consider special features such as water-resistance, timing functions, how easy it is to read the dials, the quality of the band and whether it can be replaced, and how much is covered under warranty.

"And with a luxury watch, always buy from an authorized dealer and have the watch serviced by an authorized dealer - or you may not get the genuine article," Bradstreet added. (To check whether a dealer is authorized, call the manufacturer's toll-free number, available from the dealer or through directory information.)

Watches can be divided into two broad categories, luxury and fashion, depending on workmanship and price.

Luxury watches start at about $3,000. A few may sell for around $1,000 - and many cost considerably more, depending on the complexity of the mechanism and the number of jewels decorating the bezel (rim). Fashion watches generally sell for $35 to $500.

If you're buying a new watch, it's worth becoming familiar with a few technicalities - such as the difference between analog and digital display, and between mechanical and electronic movement.

Traditionally, watches have displayed time by means of hands pointing to numerals or markers on a dial. That is analog display. But since the 1970s, lighted numerals also have been used to display time. This is digital display.

A mechanical watch has a movement that features a mainspring, which powers the watch, and a balance wheel, which regulates the watch's speed. These parts set in motion a series of levers, wheels and gears that turn the hands on the watch face.

A dwindling number of highly skilled watchmakers, most of them Swiss, make and assemble the many intricate parts by hand - which accounts for the high price of most mechanical watches.

An electronic watch contains a battery that makes a tiny quartz crystal vibrate. The vibrations are translated into electrical impulses by an integrated circuit on a tiny silicon chip.

In electronic analog watches, the impulses activate a tiny motor that moves the watch hands at the correct speeds. In a digital watch, the impulses translate into a liquid crystal display (LCD), which shows the time in the form of digits on the watch face.

Because most electronic watches have machine-made parts and much of the assembly is automated, they are moderately priced.

But enough with the technicalities, already.

"I don't really wonder about how it works," said Rachee Banks, 21, of Titusville.

"So long as it keeps time, and so long as I like the way it looks, that's all that matters."

GRAPHIC: PHOTO 3: (A smiley face, red, and green watch).
PHOTO 2: Time span. Eye-catching watches range from offbeat to chic to match your mood and budget: Joe Boxer (clockwise from top), $45, from Gayfers; Swatch, $50, Burdines; Gucci, $375, Saks Fifth Avenue; Fossil, $65, Gayfers; and Cartier watches from Saks, hers $5,250, his $6,750, ROBERTO GONZALEZ/THE ORLANDO SENTINEL.
PHOTO: Honey of a watch. Winnie the Pooh has been the single best

seller for Timex. TIMEX.
PHOTO: 2 tones. This is a woman's silver/gold watch by Guess, $70, from Gayfers. ROBERTO GONZALEZ/THE ORLANDO SENTINEL.
PHOTO: Favorites. Midnight-blue Rolex Submariner, $5,800; Presidential, $17,950; Mayor's, Orlando Fashion Square. ROBERTO GONZALEZ/THE ORLANDO SENTINEL.
BOX: WATCH TRENDS
Two-tone cases and bands in silver and gold.
Stainless steel cases and bands with bright colored dials.
Dark dials, especially black, indigo and hunter green.
White gold and platinum cases, rather than gaudier yellow gold.
Diamonds as decorator gems on the bezel (rim) of the watch.
Sport watches dressed up with leather straps.
Square watch faces.
'Conversation watches' featuring sports, hobbies, movies, cartoon characters, etc.
BOX: WATCH FACTS
In the beginning . . . German locksmith Peter Henlein is credited with making the first watch. In the early 1500s, he invented a mainspring to power clocks, which until then were driven by falling weights and had to remain upright and stationary. Mainsprings enabled watchmakers to product portable clocks.
What a drag. Early watches were heavy and inaccurate, possessed just an hour hand, and were suspended by a cord or chain and worn around the neck or on a belt.
Up to speed. Minute hands were introduced in the late 1600s; second hands in the 1900s.
In the bag. During the late 1600s, watches became small enough to fit in the pocket of a jacket - hence the name "pocket watch."
Armed and convenient. Women's wristwatches were introduced in the late 1800s, but men's wristwatches did not become common until the time of World War I, when soldiers and pilots realized that wristwatches were more convenient than pocket watches.
Timely updates. Electric analog watches, powered by a tiny battery, were introduced in the 1950s. Quartz-based digital watches became all the rage in the 1970s.
How much? Watches range in price from plain models costing less than $10, to jeweled timepieces costing more than $50,000.
How many? More than 60 million watches are sold annually in the United States.
Deluxe data. Many watch enthusiasts rate Patek Phillipe watches the best in the world. The best-known of the luxury watches is Rolex - in part because it is one of the most counterfeited brands, a fact that has boosted its name recognition. A Rolex has the highest resale value.
Often confused. A chronometer is a highly accurate clock used for measuring precise time. It must pass a rigorous, 15-day series of tests designed by Swiss watchmakers. A chronograph is a watch used to measure and record brief, precisely spaced intervals of time. For example, a stopwatch.
JEAN PATTESON
BOX: BUYING TIPS
Price. Most fashion watches cost from about $35 to about $500. Some luxury watches can be had for as little as $1,000, but the best start at about $5,000. Those in solid gold or platinum and decorated with precious stones cost considerably more.

Style. Most luxury watches feature an understated, classic look that adapts to every dress style and occasion. Many fashion watches imitate this look, which makes them a versatile and affordable choice. Chunky sport watches with multiple dials and gadgets go best with athletic and casual gear. For business, a simple, conservative watch in gold or silver with a band of metal or leather works well. Elegance is the key look in a dress watch; women's models usually are small and often are decorated with gemstones. Colorful, amusing or supertrendy fashion watches are great for casual and fun occasions, although some adapt well to business and formal dress.
Function. Some watches simply tell the time of day. Others show the day of the week, the date, sound alarms at desired times, or double as stopwatches or calculators.
Display. An analog display shows time by means of hands pointing to numerals or markers. In digital watches, lighted numerals display the time.
Warranty. Most warranties cover the mechanism for at least two years. Few cover the crystal (dial cover), the band or precious-metal plating.
Water-resistance. Most watches are water-resistant to 100 meters (330 feet), which means they can be worn in the shower or the pool. Divers' watches may be water-resistant to a greater depth. Many dress watches are not water-resistant and should be kept dry.
Quality. Many inexpensive watches are remarkably tough and keep accurate time for years, making them some of the best bargains around. With fashion watches, check how securely the band is attached and whether it can be replaced. Be aware that gold plating often wears off after a year or two and usually cannot be replated under warranty. Also, remember that inexpensive dial covers get scratched over time. Watches made of precious metals can be polished to remove scratches, and usually have crystals (dial covers) of synthetic sapphire, which is so hard that only a diamond can scratch it.
Luminosity. Watches with luminous hands or dials can be read easily in the dark or under water.
Band. The choice of metal or leather depends on personal preference. In Florida, a leather band made of sharkskin, alligator or crocodile adapts best to hot, humid conditions.
JEAN PATTESON
BOX: Timely trivia: What do Pooh Bear and Ironman have in common? Timex is the top-selling watch in the United States, with 30 percent of the market share. Of all the Timex models, the single best seller features Winnie the Pooh and five honeybees, which rotate around the dial.
Timex's Ironman Triathlon series is the top-selling watch line in the world. The Ironman, which debuted in 1986, is the creation of John Houlihan, who designed the boat-tail Buick Riviera and Chevy Vega station wagon during an earlier career at General Motors. The watch was named for Hawaii's Ironman Triathlon, which Houlihan says signifies "the ultimate in endurance."
President Clinton has been spotted wearing an Ironman with everything from jogging shorts to business suit to tuxedo - much to the disapproval of Washington Post columnist Gene Weingarten, who calls it a "wrist gargoyle" that is "thick as a brick and handsome as a hernia."
But Clinton still wears the watch, which the White House says is

fitting for a president who is "a man of the people."
JEAN PATTESON

COLUMN: STYLE

LOAD-DATE: July 3, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 9:59 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Raid nets bogus designer clothes St. Petersburg Times (Florida) July 4, 1997, Friday, 3 Early Tampa Edition

Copyright 1997 Times Publishing Company
St. Petersburg Times (Florida)

July 4, 1997, Friday, 3 Early Tampa Edition

SECTION: TAMPA & STATE; Pg. 4B

DISTRIBUTION: TAMPA & STATE; CITY & STATE

LENGTH: 162 words

HEADLINE: Raid nets bogus designer clothes

DATELINE: ST. PETERSBURG

BODY:

The owners of five retail stores were arrested by sheriff's investigators this week and charged with selling counterfeit apparel and jewelry.

Detectives, acting on an anonymous tip, spent two months investigating trademark infringements at the stores in downtown St. Petersburg and Clearwater.

Investigators found the stores were selling more than $ 30,000 worth of fake merchandise - Nike, Tommy Hilfiger, Fila, Polo, Guess?, Calvin Klein, **Nautica,** Disney and Rolex.

Detectives raided two Today's Man shops - one at 3247 Central Ave in St. Petersburg and one at 1813 Highland Ave in Clearwater. Arrested at the Clearwater store were owner Anas Khlil, 22, and manager Hani Basyouni, 36.

Investigators also arrested Kyong Lambert, 47, at Sassy's in St. Petersburg and Gin Oh, 44, at Sonny's Beauty Supply. Both stores are on Central Avenue.

Kunja Fatterlee, 51, also was arrested at MKS Fashions at 1841 N Highland Ave. in Clearwater.

GRAPHIC: BLACK AND WHITE PHOTO, ERIN PAINTER; some of the counterfeit merchandise police seized from several shops in St. Petersburg and Clearwater (ran CITY & STATE)

LOAD-DATE: July 4, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 9:58 AM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

IN CLINTON, DESIGNER WEAR FOR A BARGAIN Hartford Courant (Connecticut) July 4, 1997 Friday, STATEWIDE

Copyright 1997 The Hartford Courant Company
Hartford Courant (Connecticut)

July 4, 1997 Friday, STATEWIDE

SECTION: CONNECTICUT LIVING; Pg. E5

LENGTH: 351 words

HEADLINE: IN CLINTON, DESIGNER WEAR FOR A BARGAIN

BYLINE: KORKY VANN; Special to The Courant

BODY:
Anyone familiar with the New York City shopping scene knows that for a bargain hunter, a Seventh Avenue showroom sample sale is like hitting the lottery -- if you can get in. The events, which feature fabulous one-of-a-kind designer creations for a fraction of their original cost, are closely guarded secrets, usually open only to select insiders.

If you don't have a friend in the garment business or can't make it into the Big Apple, try Clinton Crossing Premium Outlets' Warehouse & Designer Sample Sale running this weekend.

Many of the shopping center's designer apparel outlet stores, including Donna Karan, Tommy Hilfiger, Kenneth Cole and Emmanuel Ungaro, are featuring sample merchandise at deep discounts. Other stores are using the holiday weekend to offer warehouse specials and clear out past-season merchandise.

Donna Karan fans should try the DK Company store, where a sample rack features items from $20 to $40 and accessories for $10.

Other bargains: 40 percent off all women's swimwear and all pink- highlighted merchandise at Saks Off-Fifth Avenue; Aigner shoes from $29.99 to $39.99; and the 50 percent-off rack at Jones New York. **Nautica** shoppers can pick up a discount coupon for an additional 20 percent off any sale item.

Bargains at the outlet stores across the covered bridge include Nike sneaker samples at $19.99, and the truckload sale at WestPoint Stevens. Check for 49-cent washcloths, $1.40 hand towels, $2.99 bath towels, and the hard-to-find twin extra-long sheet sets for $14.99.

From Hartford take I-91 south to Route 9. Drive south to Exit 9, turn right onto Route 81 south and go 13 miles. (Stop by Mom's Country Muffins in Killingworth for huge, delicious 99-cent homemade muffins.)

The Warehouse and Designer Sample Sale runs today from 10 a.m. to 6 p.m.; Saturday and Sunday from 10 a.m. to 9 p.m. Information: (860) 664-0700.

Have information on great bargain finds, special sales or local outlets? Send suggestions to Korky Vann, The Hartford Courant, 285 Broad St., Hartford, CT 06115 at least four weeks in advance. No phone calls, please.

COLUMN: The Savvy Shopper

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Summer Nights The New York Times July 6, 1997, Sunday, Late Edition - Final

Copyright 1997 The New York Times Company
The New York Times

July 6, 1997, Sunday, Late Edition - Final

SECTION: Section 6; Page 42; Column 1; Magazine Desk

LENGTH: 11 words

HEADLINE: Summer Nights

BODY:
Crisp linen for lying in bed and listening to the crickets.

GRAPHIC: Photos: Marguerite pillowcase by Designers Guild, $20. Available in September from the Saks Fifth Avenue Folio catalogue.Sarapillowcase by **Nautica,** $30 a pair. At Macy's East. Above, from bottom: Moss Stitchthrow, $250. At Calvin Klein Home, 654 Madison Avenue. Cotton blanket by Garnet Hill, $80. For information, call (800) 622-6216.Posy Borderdouble sheet set by Garnet Hill, $100. Linen full-queen flat sheet, $375. At Calvin Klein Home. Sara full sheet by **Nautica,** $27.Margueritefull flat sheet by Designers Guild, $38. White-on-white plaid full flat sheet, $90. At Calvin Klein Home.Winthrop breakfast sham by Designers Guild, $60. Stylist: Lisa Naftolin. Market Editor: Kimberly Stevens. (Photographs by Kenji Toma)

LOAD-DATE: July 6, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 9:58 AM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Levi's fights to stop slide in market share The Denver Post July 7, 1997 Monday

Copyright 1997 The Denver Post
All Rights Reserved
The Denver Post

July 7, 1997 Monday 2D EDITION

SECTION: BUSINESS; Pg. E-02

LENGTH: 214 words

HEADLINE: Levi's fights to stop slide in market share

BYLINE: By Carol Emert, San Francisco Chronicle

BODY:
Levi Strauss & Co. is launching an ambitious plan to maintain market share in the increasingly cutthroat jeans market.

Leading the effort will be Tom Fanoe, a 28-year company veteran appointed president of the Levi's Brand USA division in June.

The brand-building efforts will include:

The summer launch of San Francisco-based Levi's most expensive advertising campaign ever, focusing on image-building rather than products.

Introduction this fall of a line of premium jeans called Special Reserve, made with higher-quality denim.

Expansion of the "personal pair" custom-tailoring jeans service, possibly to department stores.

Expansion of the L2 line of baggy denim and corduroy jeans and overalls.

During the past six years, the U.S. jeans market has grown quickly, hitting a record $ 10.6 billion in 1996 sales. While designer labels such as Tommy Hilfiger and **Nautica** have exploded, Levi's market share has dipped to about 20 percent from 22 percent since 1990.

Private label jeans, such as J.C. Penney's Arizona and Sears Roebuck & Co.'s Canyon River Blues, have made significant incursions on the jeans market, grabbing 18 percent of all sales in 1996 - a share almost as big as Levi's, according to NPD Group, a consumer research firm in Port Washington, N.Y.

LOAD-DATE: July 08, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 9:57 AM EDT

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Suiting Nautica's year-round lifestyle; spring cottons to be followed by dressy business worsteds for fall '98; Nautica Tailored Clothing division Daily News Record July 9, 1997

Copyright 1997 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1997 Capital Cities Media Inc.
Daily News Record

July 9, 1997

SECTION: No. 82, Vol. 27; Pg. 6; ISSN: 1041-1119

IAC-ACC-NO: 19579400

LENGTH: 944 words

HEADLINE: Suiting **Nautica's** year-round lifestyle; spring cottons to be followed by dressy business worsteds for fall '98; **Nautica** Tailored Clothing division

BYLINE: Gellers, Stan

BODY:
"Buy the line pretty, just don't buy the basics," Mike Sandler, president of the **Nautica** Tailored Clothing division of Lanier Clothes, pleads with would-be department store customers. And the suits and sport coats he's showing are indeed a far cry from the pallid, preppie traditional line that was first launched about three years ago.

Under license to Lanier since January '96, the clothing collection visibly reflects the **Nautica** sporty lifestyle. For example, the first line of suits and sport coats by Lanier, currently in stores, heavily favors cotton twill and seersucker.

There's no mistaking designer David Chu's hand in this clothing collection. Chu is also CEO of **Nautica** International. Typical is his use of snappy, nautical blues, biting greens and high-visibility yellows and reds in some of the patterns -- plus the comfortable lines of the suit silhouette.

Says Chu, "The **Nautica** concept is not about season. When I started the clothing, the concept was never just a spring/summer collection, but an expression of the attitude and lifestyle of this customer and his year-round needs."

With this, he turns to fall '98 planning and says, "We're continuing to develop clothing fabrics for daytime business as well as weekends. This includes stretch wools, shetlands, even luxury blends with cashmere, that are all appropriate for fall."

As for the designer's surprisingly classic clothing tastes, Sandler says, "David loves cotton suits for summer and flannels for winter -- and, of course, navy blazers."

That sums up the spirit of **Nautica** clothing and that's what the executive and his merchandiser, Ralph Shockey, put together in the line -- with a few exceptions. First, because major department stores are the target customers, the team bent a little and developed a model and a fabric assortment to make the line a year-round proposition with super 100s and silk/wools. Second, while the line could be classified as

updated traditional, coats have a capped shoulder with more of a universal fit.

The coats are all non-vented and have an easy fit, which is the way Chu designed it. Sandler adds, "David likes flapped pockets and a 3 1/2-inch lapel. The pants, by the way, are all pleated."

Playing to a department store customer, the big model has been a three-button single-breasted, accounting for 60 percent of the suit business and 75 percent of the sport coats. The balance is done in a high two-button.

He continues, "We work very closely with David and his staff for color and model direction. And we strive for consistency. For example, we've developed patterns for next fall that are very similar to spring, but in mid-tones."

In addition to Chu's recommendations for fall, Sandler says the upcoming fall suit line will include moleskin cotton and high-twist worsted suits, a wool ottoman blazer and sport coats ranging from cotton corduroy to wool loden cloth.

The result will hardly be a bland or watered-down department store clothing line. After all, with 1,106 **Nautica** in-store sportswear collection shops setting the pace, the suits and sport coats, which are sold in the clothing department, have to come across as a lively relative.

Sandler reports, "From the day we opened, we had a tremendous interest from suit buyers. They needed something new and fresh." Certainly, having the many **Nautica** shops in place didn't hurt.

The line is currently carried by such stores as Lord & Taylor, Dayton Hudson, Macy's East and West and Filene's, among others. The executive says Lanier's first **Nautica** line was shipped for spring '97, and at this point he's confident the division will exceed $ 12 million at wholesale for the first year -- not bad for a new clothing company. **Nautica** Enterprises' volume approached $ 400 million in its last fiscal year.

Discussing **Nautica's** new clothing niche in department stores, Sandler comments, "What sells for us at retail are attractive, colorful patterns and not deadbeat traditional clothing." He admits that when Lanier first licensed the **Nautica** label, it came with its own baggage left over from when Plaid Clothing held the license. "The typical retail price for a suit was over $ 500. We immediately decided to bring in all the suits to retail at $ 395, and all the sport coats, at $ 275.

"We took this one-price approach because we felt it would be easier for the consumer to understand single prices for the **Nautica** suit or sport coat collection, rather than a number of prices."

Discussing the almost automatic sell of the clothing at stores with **Nautica** shops, Sandler says, "The key word for us is the integrity of the brand. "It was established in the sportswear and our mission has been to maintain it. We go for the best quality in the make and in the fabrics -- exactly the sort of things you'd find in a **Nautica** parka or sport shirt."

Lanier's ace in the hole is expected to be **Nautica** dress slacks, which has become a featured part of the total presentation. Here again, it's a year-round story going from seasonal cottons and tropicals to corduroy, flannel and worsteds. Prices are under $ 100.

For now, Sandler is pleased as punch with the consumer response to the line. "We're selling **Nautica** suits to men from 21 to 45. They're young, aggressive and love to look at themselves in the mirror. Why not? They look great."

Chu, meanwhile, has some additional ideas up his sleeve. When asked whether some of his rugged, heavier-weight outerwear fabrics could be translated to tailored clothing, he dismisses the thought but adds, "They will come in rainwear and that line will be launched next January for fall '98."

Stay tuned.

GRAPHIC: Photograph; Illustration

IAC-CREATE-DATE: July 16, 1997

LOAD-DATE: July 17, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 9:56 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

LAZARUS KICKS OFF TUTTLE SHOPPING ONSLAUGHT TODAY Columbus Dispatch (Ohio) July 11, 1997, Friday

Copyright 1997 The Columbus Dispatch
Columbus Dispatch (Ohio)

View Related Topics

July 11, 1997, Friday

SECTION: BUSINESS, Pg. 1D

LENGTH: 589 words

HEADLINE: LAZARUS KICKS OFF TUTTLE SHOPPING ONSLAUGHT TODAY

BYLINE: Debbie Gebolys, Dispatch Business Reporter

BODY:
The grandfather of Columbus retailing throws out the welcome mat this morning for the city's first suburban mall in 30 years.

At 8:45 a.m., Lazarus will open its doors to the public as it becomes the first of 128 stores to fully open at the Mall at Tuttle Crossing.

The other anchors, Sears and Marshall Field's, open next week, and the remaining stores, including JCPenney, will open July 24 at the $ 300 million regional mall developed by Taubman Co. and The Limited Inc.

Lazarus, founded Downtown in 1851 and now part of Federated Department Stores, hasn't opened a full-line department store in the Columbus area in 27 years. That was at Kingsdale Shopping Center.

The company's eighth outlet in central Ohio is a 225,000-square-foot store that is "clearly our prototype of what all our stores are going to look like," said Russell Stravitz, chief executive of Federated's Rich's/Lazarus/Goldsmith's division.

The store opens to great expectations from Lazarus executives.

"This will be a major store," destined to give the mammoth Downtown store a major challenge for most sales in central Ohio, Stravitz said. "It might be the largest-volume store, but it won't be overnight."

The two-story store radiates from a central, domed skylight and features light marble floors and wooden accents. Store officials want to capitalize on Tuttle's suburban location to appeal to upscale shoppers looking for casual clothes.

"We think it's a casual market, not focused on career," Stravitz said. Despite a stock of more than 2,000 men's suits, apparel offerings "will look louder at Tuttle," including more color and trendier styles than at other Lazarus stores. But 90 percent of offerings will duplicate Lazarus merchandise available at Northland Mall, Kingsdale and Downtown.

Merchandise exclusives dominate the information offered by senior executives at the store this week. They

touted firsts in the store's expanded Clinique and Estee Lauder cosmetics offerings, free facials from Clarins cosmetics, its largest women's shoe department with more than 70,000 pairs, and the first Ralph Lauren petites department in the 76-store chain.

Lazarus is banking on a combination of popular U.S. designers and the growing strength of its private brands to build its Tuttle Crossing business. Ensconced in the highest-income neighborhood of Columbus' five malls, the store is heavy with Tommy Hilfiger, Calvin Klein, Liz Claiborne, Guess, **Nautica** and other "status" brands.

Merchandisers took care, however, to load up on Charter Club, I.N.C., Club Room, Royal Gallery and other private-label names intended to replicate the quality of designer brands at prices 15 percent to 20 percent less.

Since their introduction four years ago, private-label merchandise has grown to nearly 15 percent of Lazarus sales. "Customers need to tell us if we can go further," Stravitz said.

Arnold Orlick, installed four weeks ago as president of Rich's/Lazarus/Goldsmith's, comes to the chain from sister company Bloomingdale's. He said he's intent on bringing Bloomingdale's level of customer service to Lazarus with a prototype sales-specialist program at Tuttle.

Twenty of 325 salespeople have received special product training to help customers choose between products. The goal is to have 30 percent of the salespeople receive the training.

Meanwhile, the store pays notice to shoppers who prefer self-serve. Cosmetics, for example, will available from self-serve displays as well as from counter clerks.

GRAPHIC: Photo , Eric Albrecht / Dispatch, Arnold Orlick, left, president of the Rich's/Lazarus/Goldsmith's division of Federated, and Russell Stravitz, the chief executive of the division, stand in the new Lazarus store at the Mall at Tuttle Crossing

LOAD-DATE: July 17, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 9:55 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

NET GAINS The New York Times July 13, 1997, Sunday, Late Edition - Final

Copyright 1997 The New York Times Company
The New York Times

View Related Topics

July 13, 1997, Sunday, Late Edition - Final

SECTION: Section 6; Page 46; Column 1; Magazine Desk

LENGTH: 20 words

HEADLINE: NET GAINS

BODY:
Today's tennis players have a choice: To borrow from the gentlemanly styles of the past or to jump into the future.

GRAPHIC: Photo: Left: Cotton vest, $49.50, shirt, $48, and trousers, $98. All at Brothers. Sneakers, Ralph Lauren Footwear. Sunglasses, Oliver Peoples. Opposite, foreground: Cotton sweater, $175. At Jay Kos. 986 Lexington Avenue. Polo shirt, $42. by David Chu. At **Nautica.** 216 Columbus Avenue. Lord & Taylor. Shorts, $82.50. At Paul Stuart, Madison Avenue and 45th Street. Background: Vest from Polo by Ralph Lauren. Shorts from Polo Sport. At Lord & Taylor. (pg. 46-47); Above: Mesh polo shirt, $48, from Adidas. At Paragon Sporting Goods, 867 Broadway. Shorts, $45, wristband and socks, all from Nike. At Niketown. 6 East 57th Street. Sneakers. DKNY. Racquet. Prince. Model: Jeff Lorch. (pg. 48); Right: Polo shirt, $60, polyeter shorts, $32 socks and sneakers all from Nike. At Niketown. Paragon Sporting Goods. Watch. Breitling. Racquet, Wilson. Model: Kevin Louie, Fashion associate: David Farber. Grooming: Marvin Lynch for Celestine Agency. (pg. 49) (Photographs by Mark Hanauer)

LOAD-DATE: July 16, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 9:54 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Teens' second-hand shop teaches business firsthand The Post and Courier (Charleston, SC) July 24, 1997, Thursday,

Copyright 1997 The Post and Courier (Charleston, SC)
The Post and Courier (Charleston, SC)

July 24, 1997, Thursday, ZONED EDITION EDITIONS

SECTION: SUMMERVILLE, Pg. 1

LENGTH: 476 words

HEADLINE: Teens' second-hand shop teaches business firsthand

BYLINE: DORA ANN REAVES; Of The Post and Courier

BODY:
Most kids play with Monopoly money and beg their parents for the real stuff.

Four teens in Summerville are making their own money operating a consignment store for their peers.

Babosshga's at 104 E. Doty Ave. in the Crystal Ice House building is operated by Natalie Abel, 13, Joey Abel, 15, Mak Allen, 15, and Laura Evans, 13. Parents Tamara Abel, Alan Abel, Gail Evans and Frank Evans are their silent partners. The business name is taken from one of the teen's Internet handles, not the Russian women's scarf, the "babushka."

"We had a lot of designer clothes we never even wore," said Natalie, explaining how the store was stocked. "We cleaned out our closets," Joey added.

"The business needed to be opened," Mak said. "Pawn shops don't give you the value you want. Everybody had stuff they didn't want."

The store's stock ranges from girls' and guys' T-shirts, shorts and jeans to girls' party dresses. Designer labels include **Nautica,** the Limited, Express, Banana Republic, Polo and Eddie Bauer, to name a few. "We've got mostly (items from) the Gap," Laura said. "We try to keep just brand names."

To fill the summer hours, they've stocked used CDs, movie videos, video games, game systems and hand-held games. "We also are going to have baseball cards," Mak said.

Although parents may think teen tastes are fickle, the four disagree. "Styles don't change that much," Laura said. She added that Babosshga's styles are current and less expensive than the mall stores.

If a teen wants to empty his or her own closet, Babosshga's offers a 50/50 split on sales. Compared with other consignment stores, which take 60 percent, that's a deal, the teens said.

"We're trying to do what the other stores don't," Natalie said. Mak noted that if a teen has a particular item in mind, "we try to find it for him."

Consigners can bring in their unwanted items, and the store's owners sort and price them. Items that cannot be sold can be returned to the owner or donated to charity. Checks are sent to consigners at the end of each month.

In addition to cleaning out their closets and friends' closets, the teens described the business as a fun experience and a money-making opportunity. "You can get high-school credits for this kind of thing, too," Natalie said.

During the summer, the teens can work at the store when they don't have anything else on their schedules. During the school year, they plan to work after classes and hire an adult to work earlier in the day.

Just as playing Monopoly doesn't necessarily mean you plan a career in real estate and land development, opening a teen business doesn't mean you want to stay in retail.

Natalie said she would consider a retail career. But Mak wants to work in computer science and graphics. "I really don't know yet," Joey said of his plans. Laura wants to go into law.

GRAPHIC: PHOTO; One Color Staff Photo by Reaves of the interior of Babosshga's

LOAD-DATE: July 25, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 9:53 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

BACK TO COOL;CHOOSING BOTH SLEEK AND LOOSELY CASUAL LOOKS, TEENS ARE FORSAKING GRUNGE THIS;SEASON IN PURSUIT OF WHAT'S HOT..ER,COOL. Sun-Sentinel (Fort Lauderdale, FL) July 27, 1997, Sunday,

Copyright 1997 Sun-Sentinel Company
Sun-Sentinel (Fort Lauderdale, FL)

July 27, 1997, Sunday, FINAL EDITION

SECTION: LIFESTYLE, Pg. 3E, FASHION

LENGTH: 512 words

HEADLINE: BACK TO COOL;
CHOOSING BOTH SLEEK AND LOOSELY CASUAL LOOKS, TEENS ARE FORSAKING GRUNGE THIS;
SEASON IN PURSUIT OF WHAT'S HOT..ER,COOL.

BYLINE: ROD STAFFORD HAGWOOD

BODY:
Here is a physical law you won't find in any textbook: The more you chase "coolness," the more likely you'll miss it by a mile.

Coolness is an elusive, slippery thing that hovers above back-to-schoolers - tantalizingly close, but gonesville nonetheless. It's best to ignore cool. Turn your back on it. Let it creep up on you, take over you, reform you.

Of course all of this takes time. Coolness - not bound by physical laws - is not a mercurial, quick thing, but rather a large, cumbersome, monolithic thing. Cool lumbers around dragging pop icon references, music-video stylings, socio-political moods and a disdain for anything that is yesterday.

That's why the so-called echo Boomers, the children of the Baby Boomers who are just coming into their teen-age years, hate dilapidated grunge and are starting to dress with a sharper silhouette.

"Usually, I'm always dressed up," says Jill Touhey, a Cooper City High School senior. "My friends all say I never look like scrub. I wear skirts and dresses all the time. I love XOXO; that's my favorite brand."

Even more relaxed dressers have definite ideas of what they want to wear this school year.

"I'm entering my senior year and I'm going to relax with sweat pants and T-shirts," says Christina Fennel, a senior at J.P. Taravella in Coral Springs. "I do like skirts though - mid-length, long, flowing or short A-line. And I like loose-fitting tops. I love Gap style. I also like Limited Express clothing."

Leslie Medalie, spokeswoman for TJ Maxx stores, says, "It's either body-conscious or oversized. It depends on what you're doing: hanging out or going out."

That closer silhouette comes from sports such as in-line skating and wave-boarding. The looser look is a hybrid of dress-down comfort and the '70s reprise from designer runways. But it all depends - and rests - on the denim.

"You have to have the perfect pair of jeans," says Marie Moss of Seventeen magazine. "You should take

eight pairs into the dressing room and try them all on."

Moss says that coolness with a quickness means dark denim this season with a flare (or boot-cut) leg. Even '70s staple overalls have a little flare at the leg.

"The jeans have a little stretch in them," Moss says. "That's what (updates) them; a little Lycra. That and a wider leg."

With denim, bigger is better. "I like wide-leg jeans and name-brand T-shirts like **Nautica** and Polo," says Nicole Ashley, a senior at Hallandale High School. "School is not a fashion show. Jeans and a T-shirt is fine with me."

That flare at the cuff can take on elephantine proportions _ 32 to 34 inches in some versions. Straight-leg jeans have a cuff about 18 inches in circumference. Labels like Dickies, Lee and Levi's all have bell-bottom denim somewhere in the 22- to 24-inch range. Sutter's Jeans has a "Bigga" 29-inch-wide-leg jean with oversized pockets that reach mid-thigh ($ 45 at B.C. Surf and Sport). There's also "Giant" 32-inch-leg jeans.

If you trip over your own hem, you've gone too far. You've passed cool.

GRAPHIC: PHOTOS 5, Dickies photo; (color) Classic painter's pants, 874 work pants and jeans, seen above by Dickies Workwear, ride the back-to-school trend. Seventeen Magazine photo; (color) With denim, bigger is better. Wide-legged jeans, like Sutter's Jeans ($ 45 at B.C. Surf and Sport in Fort Lauderdale and Just Jeans in Miami), flare at the cuff. Eastpak photo; (color) A back-to-school backpack, such as the Eastpak ($ 27.50 to $ 39.50) at right, should be functional and user-friendly, with zippers instead of latches, and a padded back. Athletic Influence photo; Sports -influenced activewear, above. KRT photo; Mary Jane shoes, above.

LOAD-DATE: July 27, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 9:52 AM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Men's Wear Consultant CNNFN July 29, 1997 Tuesday

Copyright 1997 Cable News Network
All Rights Reserved
CNNFN

SHOW: BIZ BUZZ 12:22 PM Eastern Standard Time

July 29, 1997 Tuesday

Transcript # 072908cb.L04

SECTION: Business

LENGTH: 853 words

HEADLINE: Men's Wear Consultant

GUESTS: Tom Julian

BYLINE: Donald Van de Mark, Beverly Schuch

BODY:
12:00) DONALD VAN DE MARK, CNNfn ANCHOR, BIZ BUZZ: Continuing on our theme of fashion and retail businesses. Joining us today is Tom Julian to talk about men's wear designers in particular. (12:22:40) Welcome to the show, Tom.

TOM JULIAN, MEN'S WEAR CONSULTANT: Thank you, Don.

VAN DE MARK: Good to have you here. Let's start with Tommy Hilfiger (Company: Tommy Hilfiger Corporation: Ticker: TOM; URL: N/A). And just for our viewers, the numbers for Tommy Hilfiger -- it is a publicly traded company - came out this morning better than (12:22:50) Wall Street expected, $0.46 a share versus $0.34 a share in the second quarter last year. Sales of 173 million versus 124 million. A company clearly (12:23:00) doing well. And Tommy Hilfiger is also doing well in terms of his latest designs and marketing deals, right?

JULIAN: Yes. Last week, Donald, during the men's week, Tommy didn't do a traditional (12:23:10) runway show. He did something different. He brought all the press to Larabelle (ph), and he had a very special press conference and it was tied to his sponsorship of the (12:23:20) rock star Sheryl Crow.

And for her fall '97 tour, Tommy Hilfiger will be designing her wardrobe. It kicks off August 15, and I believe that's in (12:23:30) Jones Beach, and he is creating her wardrobe. And this is very strategically tied. Here, we're looking at Tommy models in front of Sheryl Crow. (12:23:40) This is going to be tied to his women's collection as well as to his Tommy fragrance, which is his whole licensing push as well.

VAN DE MARK: So getting the most bang for his buck shall we say. He's not only choosing a hot rock star, which no one else really has done, or tied themselves so closely to, but also a woman to promote (12:23:50) Tommy Girl.

JULIAN: Yes, and if you notice they were all wearing the pink ribbon. He's also tied this into breast cancer, because Sheryl Crow is very involved with that. So you're looking at a multi (12:24:00) effort,

multidimensional marketing program, which Tommy is always very successful in doing.

VAN DE MARK: And a very strong stock performance for a company that's only, what, 3 years old in terms of publicly (12:24:10) traded, right?

JULIAN: Yes. His women wear will be 1 year old this fall, and I believe he has gone from 400 stores to 550 for this fall. (12:24:20) So you see he's getting a lot of real estate support in order to make this collection works.

VAN DE MARK: 400 stores you said?

JULIAN: Yes.

VAN DE MARK: OK. To 500 stores. Let's shift gears here and talk about **Nautica** Enterprises (Company: **Nautica** Enterprises Incorporated; Ticker: NAUT; URL: N/A) and David Shue (ph), the lead designer behind **Nautica,** because that's another company that is doing very well.

JULIAN: Yes. **Nautica** got very positive reviews for the **Nautica** collection show last week. (12:24:30) Here we're looking at some of his sportswear statement. **Nautica** is still pushing their competition line, but what you're finding is it's a low key approach to the active (12:24:40) influences. Sportswear with a twist.

Nautica also capitalized on the whole collegiate Americana theme. And right now Americana (12:24:50) keeps popping up internationally and globally. Here you're seeing some of the running active influences from the competition collection -- some man-made (12:25:00) fibers paired with, of course, natural fibers.

VAN DE MARK: And for all of you interested in stocks of fashion companies -- and you may have been burned by Donna Karan (Company: Donna Karan International Incorporated ; Ticker: DK ; URL: http://www.donnakaran.com/) so far -- this is another company that (12:25:10) continues to outpace Wall Street estimates in terms of revenues and earnings -- **Nautica.**

JULIAN: Yes and **Nautica's** tailored clothing story for this particular runway show was very (12:25:20) strong because we're seeing the silhouette come in. And what **Nautica** did, which was very similar to the entire marketplace, flat front trousers across the board. (12:25:30) So if there's one thing we learned from the runway shows last week and the long last month, is flat front trousers, whether they're lean and narrow, or wide leg and casual.

VAN DE MARK: Now, you were commenting (12:25:40) before we came on air about how the show was a little bit, not conservative, but there's no bright new color star design. Everyone's playing it safe these days?

JULIAN: Yes. It's very (12:25:50) safe right now. No one has gone to one extreme or the other. I call it a mixed bag, whether it was in Milan, whether it was in Paris, whether it was here in New York. And I think (12:26:00) that's just because no one wants to jump the scene too much.

We've had a lot of fit and shape. It didn't do very well in the world of retail. No one wants to keep (12:26:10) pushing that. They want to come back a bit.

VAN DE MARK: Interesting. Well, thank you very much for joining us.

JULIAN: Thank you.

VAN DE MARK: Tom Julian, who is our men's wear consultant.

END (12:26:20)

Extremes; Between Geeky and Baggy, Classics Fit School Looks Tulsa World (Oklahoma) July 31, 1997 Thursday

Copyright 1997 The Tulsa World
Tulsa World (Oklahoma)

July 31, 1997 Thursday FINAL HOME EDITION

SECTION: LIVING; Pg. D1

LENGTH: 577 words

HEADLINE: Extremes;
Between Geeky and Baggy, Classics Fit School Looks

BYLINE: Sonya Colberg

BODY:
Kids' fashion look is big and wild for back-to-school.

"The boys are wearing things really, really big. We just got the big, baggy look it, the baggy shirts and jeans that look like they're going to fall off any minute - the skate board look," said Melissa Wilson, The Children's Collection at Utica Square assistant manager.

"I hate it but the kids love it," she said.

Just as skate boards have replaced plain ol' feet as youthful transportation, dressing kids has taken a drastic change.

"Gone are the days of dressing your kids in pink and blue," said Elena Hart, The Fashion Association's fashion marketing director, in a telephone interview from New York.

Kids - OK, some kids - cram their parents' credit cards in their jeans and traipse off in search of watered down, moneyed down versions of the clothes that have been sashayed across grown-up runways, fashion magazines, movies, music videos and MTV.

"The music scene is a huge influence," said Hart. "Big baggy jeans with underwear peeking through. "

"Isn't it fabulous? " she sighed.

Whatever.

Kids with a strong sense of self realize they can adopt a look so geeky it's cool. Geek jeans are shorter and tighter than their counterparts.

But classic always works.

"If you're not a complete hip-hopper and you want to look cool, a classic pair of 501's works," said Hart.

Logos and labels are still important. For little boys, Batman is big. For big ones, Tommy Hilfiger, Joe Boxer, Banana Republic, The Gap, Structure, Polo and **Nautica** are all hot.

Meanwhile, girls of all ages are going wild.

We're talking leopard, zebra, jaguar, even dalmation prints.

We're talking even leopard print tights, leggings and socks, according to Wilson.

The big and wild trend aside, there is good news for more conservative parents.

Girls will be dressing more like girls, Hart said.

Dresses, jumpers and skirts are making a come-back. A cute look is the little pleated red tartan skirt with knee highs. Lots of girls will consider plaid skirts totally rad for fall.

Then there are the minis just like the ones models strutted down the runways for fall fashion for mamas and big sisters. Try those popular leggings or tights under the minis for the little ones and teen girls.

"We're doing a lot of velvet and floral leggings," said Wilson.

And those jeans you could barely keep your daughter from wearing every single day last fall? She could consider substituting those old standbys with a pair of nice non-pleated, straight-legged black pants.

Retro is another big influence for both boys and girls.

"Kids that were not in even around then or were mere glimmers in their parents' eyes are discovering the '70s," said Hart. "It's scary. "

Peace symbols, flowers and smiley faces adorn kids' clothes.

Zippers on shirts, velour, polyester, corduroy and polar fleece (like sweatshirt material) are all biggies. Denim is exploding in true-blue, deep indigo instead of acid- or sand-washed blue.

Some of the hottest shoes for fall include hiking boots, penny loafers, hush puppies and saddle shoes. Mary Janes with snip toes also are good for girls.

"It's cool to have a sense of all-American fun," said Hart.

GRAPHIC: COLOR PHOTO; Credit, Photo courtesy Jeanswear Communications; Photo courtesy Lands' End;

Photo courtesy Joe Boxer; Clockwise from top left, baggy jeans will be popular for fall. These jeans with 24-inch bottoms are shown with a half-zip polo. Bugle Boy.; Geeky jeans (about $ 39) by Joe Boxer are shorter, tighter alternatives to baggy jeans.; This cotton fleece dress ($ 30) from Lands' End is comfortable and easy to layer.; The newest denim is dark like this skort ($ 20) and jumper ($ 24) from Lands' End.

LOAD-DATE: August 02, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 9:49 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

THE BOLD AND THE BEAUTIFUL DETROIT'S FASH BASH CROWD DONNED EVERYTHING FROM BOAS TO BLACK Detroit Free Press JULY 31, 1997 Thursday METRO FINAL EDITION

Copyright 1997 Detroit Free Press
All Rights Reserved

Detroit Free Press
Found on Freep.com
Detroit Free Press

JULY 31, 1997 Thursday METRO FINAL EDITION

SECTION: FEATURES; Pg. 1F

LENGTH: 746 words

HEADLINE: THE BOLD AND THE BEAUTIFUL DETROIT'S FASH BASH CROWD DONNED EVERYTHING FROM BOAS TO BLACK

BYLINE: HOLLY HANSON Free Press Fashion Writer

BODY:
Clear playform stilettos. Gene Meyer ties. Versace pinstriped suits. A dress made of plastic food. Feather boas. Chanel handbags. Flower-print chiffon dresses. And lots and lots of men in black.

That was the scene Wednesday night at the 28th annual Fash Bash, Detroit's biggest and best opportunity to prove itself a fashionable city.

So how did Motown do?

Pretty well, thanks to fashion-conscious Bash-goers like Johnnie Washington of Southfield, who said he feels a definite responsibility to set high fashion standards. But then, a sense of style runs in the family.

He owns Hi-Line Gallery in Southfield. Singer Keith Washington is a cousin.

"With the affiliations (with art and music) in my own family, we like to think we kind of create the trends," he said.

And what was he wearing?

A turquoise tattersall double-breasted suit by Zanelli, with a turquoise-and-blue print shirt by Gianni Versace. A panama hat and teal alligator slip-ons completed the picture.

His Bash mate and cousin, Grady Washington, was no slouch either. He chose a black pinstriped Versace zoot suit with a long double-breasted jacket and wide-legged pants. Black alligator oxfords added the requisite snap.

The evening, sponsored by Hudson's and the Detroit Institute of Arts Founders Junior Council, was a sellout, with would-be ticket buyers still arriving at the Fox Theatre box office more than three hours after the event's 5 p.m. start. Fash Bash 1997 was expected to raise about $600,000 for the DIA, organizers

said. And it drew the tuxedo-and-sequins group as well as an eye-catching crowd of show-offs.

After all, who could miss Cheryl Monahan, a makeup artist from Farmington Hills, in her Creamsicle-orange page boy wig and red lip-print tattoo? And just in case you didn't notice that, your eye might have been drawn to her friend Ted Pipendick, a hairstylist from Royal Oak, who wore a blue mesh shirt and matching blue streaks in his hair.

In comparison, their friend Adam Stuart, a mortgage consultant from Pleasant Ridge, was relatively low-key in a bronze velvet Donna Karan vest and black velvet pants.

It was his first visit to Fash Bash, he said, pronouncing it "cool."

Meanwhile, Kevin Quinn, fashion director at Nordstrom at Somerset North in Troy, did the men-in-black thing, strolling around in a black suit, black shirt and black leather flip-flops.

Moe Ulrych of Southfield, owner of Dobby's Men's Formalwear in Livonia, did, too. But let him explain his look.

"Black stretch three-button suit by Donna Karan. Hugo Boss shirt. Black shoes that I got somewhere in SoHo in New York. And the tie is always Gene Meyer."

The tie -- a melange of big blue and green ovals -- was a nice contrast to the all-black ensemble, and a purposeful tribute to one of Fash Bash's guest designers.

Ulrych said he has been coming to Fash Bash since the late 1970s, but he had no trouble singling out the most memorable Bash he's attended.

"It was the one with Cindy Crawford," he said with a grin. "My eyes went lingering. I gave her that lingering look."

Though creative types were everywhere, you didn't need a job in art, makeup, music or fashion to make your mark in the Fash Bash crowd.

Dona Tracey, an attorney from Troy, accessorized her form-fitting black dress with a black chiffon capelet trimmed in ostrich feathers.

"I thought of it as gothic Little Red Riding Hood," she said. "The feathers will get carried away by the wind, but that's the fun of feathers."

After several hours of spirited mingling, much of it on the red-carpeted sidewalk outside the Fox and State theaters, the crowd strolled inside for the traditional fashion show.

This one, called "Fashion Takes Off," offered the novelty of 3D effects (visual enhancers provided at the door) and segments devoted to the collections of David Chu for **Nautica** and Gene Meyer.

Chu showed a capsule of his sporty fall collection, from go-to-work suits to casual weekend wear to high-performance biking clothes. Guest model David Chokachi, of "Baywatch" fame, took a turn on the runway in a blue down vest and black track pants. Chu took a bow, too, in a natty blue suit.

Chokachi got more than a few wolf whistles, but the crowd really swooned when Gene Meyer brought out hunky models wearing his silk boxer shorts and dressing gowns. Meyer had no celebrity model, but he didn't need one to generate heat.

It might have been a moment to rival even Cindy Crawford.

NOTES: SEE RELATED PHOTOSTORY, PAGE 8E

GRAPHIC: Photo STEPHANIE SINCLAIR Detroit Free Press;
Above: Johnnie Washington, left, of Southfield wore a Versace shirt and Zanelli suit. His cousin Grady Washington of Detroit donned a Versace double-breasted suit.
Below: Phyllis Marra of Bloomfield Hills topped her outfit with a hat from Nordstrom.
Christopher Jeannotte and Julia parrish of Canton Township made their first trip to the Bash at the Fox and State theaters in Detroit.
Toni Walton of Detroit chose a unique accessory.
Cheryl Monahan of Farmington Hills showed off her lip-print tattoo and Creamsicle-orange wig.
Alison Gause of Auburn Hills, left, and Sarah Sohn of Ann Arbor share a laugh.

LOAD-DATE: October 17, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 9:49 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

READING THE LABELS: OUR GUIDE TO WHO'S WHAT AMONG TEENS TODAY The Miami Herald July 31, 1997 Thursday FINAL EDITION

Copyright 1997 The Miami Herald
All Rights Reserved

The Miami Herald
Found on Miami.com

The Miami Herald

July 31, 1997 Thursday FINAL EDITION

SECTION: LIVING; Pg. 1F

LENGTH: 786 words

HEADLINE: READING THE LABELS: OUR GUIDE TO WHO'S WHAT AMONG TEENS TODAY

BYLINE: JOHNNY DIAZ Herald Staff Writer

BODY:
Here's a breakdown of some of the more common teen labels we turned up in Dade and Broward counties:

* BASERS -- Also known as gangsters, thugs, ghettos.

Hair: For boys, watch for fade haircuts, short dreadlocks, Afros, hair shaved in the back, sideburns down their faces; for girls, strands of hair greased to the side of the face, with the rest of their hair pinned back in a bun.

Makeup: Girls wear lots of lipstick, usually tones like dirt brown, beige, taupe, beet red.

Pants: Carpenter pants that are baggy like a Hefty bag and droop down to the ankles, with briefs peeking out.

Shirts: Tommy Hilfiger. Polo. **Nautica.** Large, possibly extra large, draping down to the knees. Or basketball jerseys over white T-shirts.

Music: Rap. Think Luke, Bone Thugs-N-Harmony and the Wu-Tang Clan.

Accessories: Beepers at their waist.

Cars: Low-riders that bob up and down on hydraulic lifts when their drivers negotiate turns. With limo-tinted windows.

Speech : "Wassup, dawg?" "Homeboy."

Idols: The rap group Bone Thugs-N-Harmony.

* RAVERS -- Often perceived as weird Xers, or fashion victims. Also known as the headbangers of the '90s.

Hair: Usually two-toned, at least. Greasy, stringy. Tends to look unwashed and unkempt.

Pants: Worn-out, thrift-store-bought denim jeans or baggy corduroys.

Shirts: They usually sport shirts with their favorite music group's logo or aliens on the front.

Music: Marilyn Manson, silverchair, Korn, Live, Bush, Chemical Brothers.

Accessories: Eyebrow rings, belly rings, tattoos, wallets chained to pockets, Nike Airwalk sneakers.

Cars: Whatever they can afford -- but with a bumper sticker on it of their favorite band, or of a UFO emblem.

Spokeswoman: Gwen Stefani, the lead singer of No Doubt; Sarah from MTV's The Real World V, Miami; and Trent Reznor from the band nine inch nails.

* POSERS -- Wannabes. People who try so hard to fit in that in doing so, they stand out, and in a bad way.

Most famous: Amber from the movie Clueless . (She was the ultimate fashion victim with bright red hair and loud outfits in which each piece clashed instead of matched.)

Music: Listens to what friends say is cool.

Cars: Hitches ride with friends they kiss up to.

Language: "Been there, done that." "Like, ya know!" "Migosh."

* HOOCHIE MAMAS -- Girls who wear Calvin Klein shorts up to their, well, you know.

Poster child: Shenene from the Fox TV show Martin, or the two female characters in the movie BAPS.

Accessories: Long, curving nails that mimic the shape of curly fries.

Music: Dancy, catchy songs that describe a girl and her sex/love life with fast but heavy bass beats. Songs like Tootsie Roll by the 69 Boyz, Hoochie Mama by 2 Live Crew, C'Mon 'N' Ride It (The Train) by the Quad City DJs and Baby Got Back by Sir Mix-A-Lot .

Where to find them: Along Washington Avenue in South Beach on Friday and Saturday nights -- or as guests on the Ricki Lake Show.

GOTHICS -- A sad bunch. They act tormented. They look and act like they're going to a funeral -- melancholy vampire lookalikes.

Attire : Black, head to toe.

Hair: Pitch black -- usually dyed with Miss Clairol.

Accessories: Black nail polish, mascara and lipstick. And crosses.

Music: They listen to anything that signifies the end of the world. Groups like The Cure, Morrissey, Marilyn Manson, Depeche Mode.

Spokesman: Any character from any Anne Rice vampire novel, beginning with Interview with the Vampire. Louis, the melancholy one played by Brad Pitt in the movie, would be their poster boy.

* PROBES -- This seems to be a mostly Broward phenomenon, especially centered in Hollywood. Kids who

have found a middle ground among all the types of styles. They can blend among the various labels.

Dress: Tends to be retro, '70s style. They wear bellbottoms and shirts with wide collars. Some look like they just walked off the set of The Partridge Family or The Brady Bunch .

Music: Dancy-rap music like hip-hop, but also alternative electronic sounds like techno beats and some even dig country. Think Snoop Doggy Dogg meets Billy Ray Cyrus.

* PRETTY BOYS -- Guys who obsess about their appearances even more than their girlfriends. They're popular among girls, and maybe guys, too. Also known as preps in some parts.

Dress: Structure and Aeropostale shirts. Khaki slacks or crisply pressed Gap jeans. Dockers pants. Timberland shoes.

Hair: Well-groomed. Usually short, conservatively styled with not a hair out of place.

Warning: Don't let him walk in front of a mirror. He'll never leave.

Where to spot them: They look like they just walked out of a Burdines catalog. They'll stand out among the basers, ravers and probes. -- JOHNNY DIAZ

GRAPHIC: photo: Gwen Stefani (a), Shenene from Martin (TV SHOW-M), Marilyn Manson (MUSICIAN-M), Bone Thugs-N-Harmony (MUSICIAN-B)

LOAD-DATE: October 24, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 6:15 PM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Suiting up Generation X: tailored clothing gets a makeover. Apparel Industry Magazine August, 1997

Copyright 1997 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1997 Shore Communications Inc.
Apparel Industry Magazine

August, 1997

SECTION: No. 8, Vol. 58; Pg. 56; ISSN: 0192-1878

IAC-ACC-NO: 19948568

LENGTH: 2886 words

HEADLINE: Suiting up Generation X: tailored clothing gets a makeover.

BYLINE: Musselman, Faye

BODY:
Suiting today's hip consumers involves responding to trends and updating the classic three-piece

Yes, casual days in the corporate workplace are probably here to stay. But some industry insiders say the days of showing up at work in weekend clothes may be numbered. "Men's idea of casual workwear was to take a blazer and put it on with casual pants. But that doesn't really cut it," says Norman Fryman, executive vice-president of marketing for the Bayer Clothing Group, which manufactures proprietary labels for Federated Department Stores and IC Penney, with suits in the $ 300 price range and sportcoats at $ 200. In spite of - or perhaps because of - the casual trend, Fryman sees a resurgence in more tailored or structured clothing. "Menswear has always been influenced by the external environment," he says. "Whether it is social or work, they see clothing as a uniform. The only question they have is, what game are we playing?"

"But it doesn't have to be a uniform," says Robert Vignola, president of Perry Ellis tailored clothing, a division of Hartmarx Corp. since 1994, manufacturing for major department stores and better specialty stores - 65% of its production in dressy and business suits at price points of $ 450 to $ 600.35% in more casual sportcoats (at $ 250 to S500) and trousers ($ 85 to $ 125). "It's a process," says Vignola. "As older men move on, and the younger ones move in, I think [corporate dressing] will change."

Most manufacturers agree: men didn't really understand the concept of casual corporate attire. "For the most part, men have had two wardrobes: suits work and knit shirts and jeans or khakis for the weekend." says Fryman. Vignola says. "For their whole adult life, it was a safe haven for men to wear a suit to work. They were never mentally challenged to put together a wardrobe. And when casual entered the workplace, most men wore their interpretation of Saturday clothes to the office."

According to market research, says Robert Bayer, president of the Bayer Clothing Group, "[The trend] was unrealistically casual. Mature men were not comfortable with it." Bayer sees a bouriceback in tailored clothing, and says men are finding that a casual wardrobe, as originally defined, doesn't meet their business and social needs.

Mike Sandler, president of the newly launched, upscale **Nautica** Tailored Clothing division of Lanier

Clothes, says men are returning to a more corporate look. "The tailored sales numbers have stabilized," he says "Although figures have been going down for the last four or five years, we're now finding that upper moderate price points are important." The **Nautica** line, with suits retailing at $ 400, sold $ 2.7 million in its first season, Spring '97, with projections of $ 15 million through Fall '98, according to Sandler. "The reason for that success is that we were able to put all the parts together: Lanier's ability to manufacture and market the product at the right price, and the fantastic integrity of the **Nautica** name. There is definitely a comfort factor with such a mega-brand."

High-tech blends

At a July meeting of the Private Label Conference & Sourcing Network, Fay Gibson, of the textile product design and marketing department at University of North Carolina at Greensboro, said manufacturers are creating a new "lifestyle suit" or "bridge collection" - basic designs in new fabrications .and blends that help span the gap between sportswear and tailored clothing. "Generation X is used to comfort and function," she said. "They want performance and aesthetics. If they have to wear a suit, they want it to feel like gym wear." In an effort to "double dip" on tailored clothing, designers have branched out into a third compromise wardrobe of stylish business casual wear, said Gibson. "A lot of companies got on the khaki bandwagon [Levi's Dockers and Wrangler's Timber Creek, to name two] and others have developed entire lines of related separates for the office, including JC Penney's 'Options by Stafford'; Haggar's 'City Casual'; and Sears 'Dress Casual.'"

Although Bayer has always relied heavily on natural fibers such as wool, cotton and silk, Fryman sees a world of new possibilities coming from hightech fabrics such as Lycra and Tencel: softer, more stretchable garments that are comfortable to wean "We're doing some very interesting things today with suits, sportcoats and separate trousers," says Fryman, adding, "We make real clothes for real people. Clothes that the average guy will feel comfortable in, while doing what he has to do."

Re-dressing for success

Many in the men's tailored clothing industry have felt that casual attire in the workplace was a ploy of corporate America, designed to compensate for a dismal economy. "Companies said, 'How can we give employees more percs without paying more money?' says Perry Ellis' Vignola. "The answer was to create a lighter atmosphere in the office, and make them feel good."

But with today's robust economy, Vignola perceives a shift toward more sophisticated business attire. "Especially with young men, age 25 to 35 or 40," says Vignola, "there is a definite trend toward dressing for success again. They are realizing that to get ahead corporately or socially, they need a suit." The trend, says Vignola, is toward the well groomed, successful looking man holding a cigar and sipping a martini. "And it's not just in big cities," he says. "It's all across the country. The atmosphere is not quite as gluttonous as the '80s, when money was more freewheeling. But, compared to five years ago, Wall Street is stronger, big business is going well, job security is up, and that translates into more dressing for success. From nine to five, it's serious business, and these young men want to go in to work looking like a VP."

These consumers are also looking for value. "There is clearly a trend toward 'better,'" says Homi Patel, president and chief operating officer of Hartmarx Corp. "The higher the price, the better we're doing. As people are buying less, they want to buy better."

Two-tiered customer base

The tailored clothing industry's current customer base is two-tiered, according to Vignola. One level, the 45-and-older boomer market, is grounded in values of the '60s. Married, with children at home or in college, and worried about saving for retirement, these consumers' perceptions about corporate and social life - and aesthetics - differ considerably from those of their younger counterparts. "They have different wardrobe needs. They are more frugal shoppers," says Vignola, attributing the last decade's success of discount chains to this conservative market. "They grew up conservative and tend to buy button-down shirts."

But buyers in the 25 to 40 age bracket are the future, he says. These consumers - single college graduates with no mortgage, no kids, and incomes of $ 40,000 a year or more - grew up with different rules, he says, and want a more contemporary look. "They buy Tommy Hilfiger. And they may buy a button-down shirt, but wear [the tabs] unbuttoned, and the collar open." While the most staple item in both of these consumers' closet may be the navy blazer, Vignola says the manufacturers' challenge is to tailor it to each one's taste. "The older buyer wants metal buttons - more of a cocktail party look, while younger men like black or horn buttons. They want it to look downtown. You have to really know your customer in this business."

Fryman, too, sees a different balance in the influence of cultural environment on current apparel design. "When I grew. up," he says, "kids wanted to dress like their fathers. Now fathers want to dress like their kids. Today's fashion comes from the streets. If kids are wearing body-hugging clothes, [men's] suits are more body-conscious. If kids' clothes are baggy, [adults'] jackets and pants get a little looser."

"We're trying to teach men they can wear a suit without a tie," says Perry Ellis' Vignola, whose own corporate dress code encourages the staff not to wear ties. "But we are a suit manufacturer," he says, "so our employees still wear suits - with sport shirts, knit shirts and turtlenecks."

Both of these trends turned up in spring collections at the National Association of Men's Sportswear Buyers Inc. (NAMSB) show in New York this March, where the runways were filled with banded-collar, unstructured suits; belted and zippered jackets; and dress versions of the "street active" or non-performance athletic look.

Maintaining market share

But not everyone is sanguine about the prospects of a renaissance in tailored clothing. Wayne Brantley, president of Oxford Industries' Lanier Clothes division, does not see a trend of increasing sales of more formal suits for businesswear. "It spikes up and down," he says. "Total sales of men's tailored clothing peaked 20 years ago, and now they're at $ 4.683 billion."

So why do manufacturers continue to make tailored clothing? Because it is their core competency, and because they are adaptable to changes in the marketplace.

"It's a fact of life that people aren't going to wear suits to work every day," says Hartmarx's Patel. But, noting that suit sales are tracking very well for 1997, he adds, "The casual trend has stabilized, and may in time reverse itself. As far as we're concerned, if they're wearing coats and pants, that's okay."

"We are gaining market share," says Brantley. Lanier not only continues to be a major player in the industry - manufacturing for Oscar de la Renta, **Nautica,** and Robert Stock - but is adding customers, beginning in spring '98 with Geoffrey Beene. "Even though it may be diminished, it is still a very large market. While things are always tougher in a declining market, we just have to work a little harder and be more competitive."

Going offshore

Part of that competitive edge, for many manufacturers, is offshore sourcing. Lanier's offshore manufacturing facilities include a sewing plant in Merida, Mexico; a joint-venture cut-and-sew operation in Colombia; and contractors in the Dominican Republic and some Eastern European countries.

"There has been a flood of tailored clothing coming in from offshore," says Brantley. "The trend has been growing for as long as I've been in the business, but the floodgates have opened in the last two years." According to AIM's research (see page 62), imports now account for more than 40% of the market.

The pressure of lower price points comes not only from offshore manufacturers, but from the U.S. consumer, adds Brantley. "Retailers are looking for better profits, consumers are demanding more for their

money," he says. "Consumers are very smart, and they drive the whole thing."

Faced with such demands, manufacturers have little choice but to go offshore, says Brantley. "When you compare the figures - wages of eight dollars an hour in the U.S. compared to one dollar in many Latin American and Caribbean Basin countries, the bottom line always comes out the same." But that doesn't make it easy, he adds. "It's a pretty easy decision to make financially, but it's not one we want to make. We're balanced. We're growing with the market in terms of partnering offshore, but we've fought very hard to remain competitive domestically as well. And we're still fighting."

Some aspects of tailored clothing construction force manufacturers offshore. Luxury fabrics, for instance, are often not made in the United States. "We depend on blends of silks and linens, especially in sportcoats," says Brantley. Mike Sandler, who buys fabrics from all over the world for **Nautica** Tailored Clothing, says, "It is absolutely essential to make major demands on our domestic textile mills. There is no advantage to manufacturing apparel from foreign piece goods in Mexico," he says, "because the duty gobbles up your savings."

Nautica's tailored clothing is manufactured in Mexico and the U.S., says Sandler. "We need a domestic industry," he explains, "for speedy delivery, better quality and consistency of quality. But that's not going to be our growth pattern. Growth is going to be in NAFTA-aligned countries, where we can get better production costs and lower duty rates."

Lanier maintains sizable operations in the United States: coat factories in Tupelo, Miss., and Fayette, Ala., a central cutting and finishing facility in Greenville, Ga.; and a distribution center in Toccoa, Ga. The company will always have a manufacturing base in this country to provide quick response, especially for catalog customers Lands' End and Eddie Bauer. "The nature of their catalog business is responding to their consumer," he says. "If something takes off, they have to be able to chase it quickly."

Patel says, "It's always going to be a blend of domestic and offshore manufacturing." At Hartmarx, he says, the product often determines location. "At higher price points, we are more likely to keep production in our company-owned, domestic facilities, while lower-end goods and sportswear are made offshore."

The new rules

Gordon S. Cohen, senior divisional vice president of Hart, Schaffner & Marx, says, "Out sourcing does not mean taking your entire business offshore. There are many reasons for outsourcing, including price, fashion and niche marketing. British is very hot right now," he says, "so you might use an imported tweed. The label, 'Made in Italy,' has a certain cachet, so a company might out source a specific number of garments to fill that niche."

Cohen redefines today's methods of going offshore. "People used to think you'd just go find a cheap suit, buy it, bring it back and sell it - that's the old way. The new way is to use American patterns and specifications to create quality construction." With facilities and partnerships in Costa Rica, Mexico, Colombia, Canada and Italy, Cohen stresses the need for establishing rapport and trust among all parties. "This is not a one-shot deal," he says. "It's a long-term relationship, a friendship. You are going to have problems, and if you are friends, you can work together to solve them."

Managing skills

In order to maintain a profit, companies often have to price average, balancing the cost of offshore and domestically-produced garments. But maintaining the same quality from both sources involves top management skills. "That's where control of your factories becomes [TABULAR DATA OMITTED] very, very critical," says Patel.

"It is important when you buy or build a factory to have someone there who knows your goals, objectives, product and customer," says Brantley. Cohen agrees. "Manufacturers need to look for contractors with the infrastructure and the understanding to meet American specifications on everything, from samples to

delivery dates."

Meticulous sourcing and training is essential, says Patel. "We use all the same raw materials, the same pattern, the same equipment, the same training and the same specifications - the only variable is the accuracy of the personnel," he says. "And we insist on doing it our way." The company's Operations Bulletin gives detailed instructions on every facet of a garment's construction, from the tension of the thread to its final silhouette. "There are more than 100 operations in one jacket," he says, "and each one is specified as accurately as possible in the Bulletin."

Norman Fryman told a recent meeting of the Clothing Manufacturers Association of the U.S.A., "We work in a business of nuances . . . a shoulder expression acceptable to a Korean running a factory in Costa Rica may not be acceptable to a retailer in Chicago." Fryman recounted that he once nailed a coat to the wall of a factory and told workers nothing less would be acceptable for shipping. "People with whom you deal in foreign factories . . . have no idea of American consumers' tastes or American retailers' idiosyncrasies - nor should they," he added. "That is your job."

Looking forward

In doing that job, what do manufacturers see as their major challenge in the tailored clothing industry?

"A suit is not a suit is not a suit," says Homi Patel, stressing the importance of retailers' and consumers' understanding the entire product. "It is critical to establish a strong brand identity and communicate it to the consumer," he says. The second key to success, he says, is providing services that retailers cannot, such as Quick Response, EDI, fashion, product knowledge and training. "If all you are selling is a product," he says, "retailers today are large enough to source that themselves."

Robert Bayer says, "The strongest single change in the industry today is consolidation. There are fewer retailers, fewer manufacturers. We have economies of scale - and that means worldwide sourcing of design and manufacturing resources. That's the key to survival in tailored clothing."

Mike Sandler is looking to the American textile industry for help. "This is a $ 4.7 billion industry," he says. "We all need piece goods, and we all want to manufacture in Mexico. Domestic textile manufacturers have the opportunity of a lifetime, and we need them to produce better fabrics."

Says Wayne Brantley, "We're still a large industry, and still the same industry. We're just playing in a different environment and location."

GRAPHIC: Photograph; Illustration

IAC-CREATE-DATE: November 5, 1997

LOAD-DATE: November 06, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 9:47 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Footloose! The Washington Post August 03, 1997, Sunday, Final Edition

Copyright 1997 The Washington Post
The Washington Post

August 03, 1997, Sunday, Final Edition

SECTION: STYLE; Pg. F03; FASHION

LENGTH: 532 words

HEADLINE: Footloose!

BYLINE: Robin Givhan, Washington Post Staff Writer

BODY:
For spring '98, virtually every runway included men strolling along in flip-flops, slides, clogs, even thongs -- the footwear variety, not the derriere-baring version. Models wore sandals with drawstring trousers, with Bermuda shorts, even with business suits and evening wear.

Many European men, gay men and young men have cultivated a comfortable relationship with sandals. They understand that open-weave shoes are nothing to fear. For them, there is nothing unseemly about showing a little toe.

But let us be blunt. To the average, straight, thirty-something and older American guy, revealing footwear is anathema. They have sandal phobia. Perhaps they believe that displaying one's feet in an aesthetically pleasing manner requires exfoliating scrubs, a pumice stone, possibly even a full-scale pedicure.

Well, calm down. No need for paraffin wax treatments and hot oil massages. Just buy a good toenail clipper and learn to use the business end of it. A little lotion would be nice, too.

Do not wear hosiery with sandals. Men who wear socks with sandals are not true believers in huaraches and flip-flops. They are noncommittal. Poseurs. The presence of socks counteracts the whole purpose of wearing cool, open shoes.

You're probably familiar with the sport sandal man. Wide, nylon straps fit snugly across his instep and are locked in place thanks to a little square of Velcro. The sandals are engineered to grip wet rocks while the wearer is, you know, mountaineering. The shoes' association with wild adventure, danger and athleticism has allowed them to shed any fey reputation. But it's hard to really consider all of that cantilevered technology adding up to a true, beach-combing, lazy afternoon sandal. Basically, sport sandals are hiking boots with ventilation.

The brave sandal wearers have been few: hippies, granola munchers, fashion fiends, gents.

But designers have not been deterred. In the past they have suggested slides and flip-flops with summer wear. For next spring, it's almost as if they're insisting on them.

There are plenty of sturdy sandals with wide leather straps. They show only a few slivers of metatarsus and are perfect for the fellow who isn't quite ready to shed his loafers for the summer. At Donna Karan, kick-around shoes have been transformed into slides. Models did what so many men do to break in a pair of new bedroom slippers: They folded down and walked on the backs of the shoes. Most of the foot is covered

except for a teasing bit of heel.

At **Nautica** there are poolside sandals modeled on the traditional Dr. Scholl's slip-ons. They have an athletic appeal but the strap-free heel demands that the wearer slow down, take it easy.

There are woven slides from designer Nicole Farhi. Paired with trousers hemmed in beads, the shoes are a homage to a hippie aesthetic. And John Bartlett's voodoo cabana boys wear flip-flops with their police pants and linen suits.

Seventh Avenue is not suggesting that men start showing toe cleavage in the office. This is not a call to ban wingtips and burn oxfords. Designers simply are encouraging men to occasionally set their feet free. And see how good it feels.

GRAPHIC: Photo, mark finkenstaedt for The Washington Post, From left, **Nautica's** slides; toe-ring sandals from DKNY; more slides from **Nautica;** a chunky version of slides by DKNY; wide-strap sandals from DKNY; and flip-flops by **Nautica.**

LOAD-DATE: August 03, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 9:46 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

SLOW AND STEADY; EVOLUTION RATHER THAN REVOLUTION MARKS THE SPRING MEN'S WEAR COLLECTIONS The Record August 3, 1997; SUNDAY; ALL EDITIONS

Copyright 1997 North Jersey Media Group Inc., All Rights Reserved
The Record

August 3, 1997; SUNDAY; ALL EDITIONS

SECTION: LIFESTYLE; Pg. L01

LENGTH: 728 words

HEADLINE: SLOW AND STEADY;
EVOLUTION RATHER THAN REVOLUTION MARKS THE SPRING MEN'S WEAR COLLECTIONS

BYLINE: JUDY JEANNIN, Fashion Editor

BODY:
There is an old adage that no news is good news. Such is the case in men's wear.

These days men's fashion evolves at a studied pace, without the wild swings that have become the norm in women's wear. The designers with staying power are those content to fiddle with color and texture, and to let their customers become accustomed to new silhouettes before suggesting change.

The spring collections unveiled recently in Manhattan during The New York Mens Shows are a good case in point. Little that appeared on the runway would cause a stir on the street, unless you happened to be on Wall Street, where news that Ralph Lauren has produced another winning collection should add even more luster to his stock.

What's interesting is the diversity of design philosophy that coexists within the industry. There are the fashion conservatives like Lauren, Barry Bricken, Alexander Julian (back on the scene after a brief hiatus), Mondo di Marco, Wilke Rodriguez, and Hugo Boss, who season after season turn out collections of wearable clothes for men who like stability in their wardrobes.

There are the more adventuresome designers who like to push the envelope, sometimes blurring the edge between masculine and feminine.

Calvin Klein falls into this camp these days because of the frequent cross-pollination of ideas between his men's and women's lines. Richard Edwards, Gene Meyer, John Bartlett, and newcomer Sandy Dalal also fit this pattern. All design for a hip, younger male for whom the business suit is only a sometimes thing.

Then there are the sportswear gurus Tommy Hilfiger and David Chu of **Nautica,** whose collections are so diverse that they encompass everything

from business wear to activewear, all targeted at young males. Joining their ranks are a number of new entries including Ecko Unlimited, with Rutgers graduate Marc Echo at the helm, Maurice Malone, and Pelle Pelle clothing that caters to the hip-hop crowd.

And there are the individualists like Jhane Barnes, whose clothes, while conservative in cut, are at the leading edge in color, pattern, and texture.

Surprisingly, there are some areas where all these designers agree.

One is the importance of color. After seasons of bland, dull shades, men's wear is lightening up. Expect to see everything from lilac (a biggie) and coral to multiple shades of blue. Rich spice tones dominate the palette at Lauren and Bricken. The monochromatic look, while still viable, seems to be on the wane.

Suits are important again, not just for business but as part of the casual scene, where the dress shirt might be supplanted by a colorful silk T-shirt or sheer polo. Nearly every designer has some form of shine, whether it comes from the use of nylon, waxed cotton, or an iridescent weave.

When it comes to serious business suits, Alexander Julian has some of the best. His new line includes dapper pinstripes top-stitched in burgundy and closed with unusual brown buttons.

Most everyone has eased up on fit. Klein, who was among the first to endorse a body-hugging jacket, shows classic gray summer-weights with enough ease to suit the average guy. Flat-front trousers are still popular, but look for the return of pleated trousers with a slightly wider leg. Even Lauren shows the wide-leg trouser in his high-end Purple Label collection, where he balances it with a body-hugging striped knit shirt.

Designers continue to show suedes and leathers for spring. Klein has lilac leather coats and suede jackets, Lauren has pale-blue suede shirts, and nearly everyone has something in a sand tone. Most of these springtime leathers are soft as silk and every bit as light.

Which brings us to another signpost of the season, sheer fabrics.

Expect to see lots of lightweight knits and sheer shirts come spring.

While a few are totally transparent, most just hint at the buff body beneath. John Bartlett uses devore, a fabric that has been chemically burned away to create a pattern, for his colorful shirts.

There really is nothing shocking about the spring season other than an occasional wide-leg pant that is either too stiff or too feminine to seem salable. The men's wear industry seems to be more interested in dressing real men than in making headlines.

GRAPHIC: 5 PHOTOS - M. Chandoha Valentino / Photographer

1 - Among the trendsetting looks shown at the New York Mens Shows were Nicole Fahri's dip-dyed sweater,
2 - Ralph Lauren's Purple Label wide-leg trousers and form-fitting shirt,
3 - and Calvin Klein's lilac suede peacoat. Suits are making a comeback for spring both for business and casual wear.
4 - Here Gene Meyer shows pinstripes in the dress-down mode.
5 - John Barlett was among those endorsing the sheer look for men.

LOAD-DATE: August 4, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Tuesday, June 20, 2006 - 9:46 AM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Hopes sink in Channel Race THE AUSTRALIAN August 4, 1997, Monday

Copyright 1997 Nationwide News Pty Limited
THE AUSTRALIAN

August 4, 1997, Monday

SECTION: SPORT; Pg. 23

LENGTH: 811 words

HEADLINE: Hopes sink In Channel Race

SOURCE: MATP

BYLINE: ROB MUNDLE

BODY:
A DISASTROUS result in the Channel Race has all but sunk Australia's chances in the Champagne Mumm Admiral's Cup world teams championship being sailed out of Cowes, England.

The only yacht to save face for the Australian team was G'Net, which is being campaigned jointly by John Calvert-Jones and Robin Crawford.

With Colin Beashel at the helm, G'Net scored a very respectable second in the ILC 40 division.

The yacht diced for the lead all the way and eventually only lost to America's MK Cafe by 20s.

In the big boat class, Syd Fischer's Ragamuffin, which led for much of the race, faltered in fickle winds near the end to finish last. There were some suggestions Ragamuffin may also have snagged a sheet of plastic on its keel.

Our third team member, the Mumm 36 Sea (Steve Kulmar and Richard Friedrichs) could only manage sixth after blowing the start. The Sea crew underestimated the speed of the fast flowing tide and broke before the gun. They lost more than three minutes getting back to the line and could only regather one place in the highly competitive fleet.

The 24-hour Channel Race started in a 12-14 knot westerly.

The breeze faded to between four and five knots around the halfway mark.

The current points table is: USA 33.75 1; Great Britain 45.00 2; Germany 51.50 3; New Zealand 54.38 4; Italy 60.00 5; Australia 61.88 6; Scandinavia 86.50 7.

+

FOXTEL AMAZON, Peter Walker's fast-running pocket maxi, was set to demolish the course record for the XXXX Sydney-Southport race late yesterday.

The final position report for the day had Amazon off Byron Bay and charging north at better than 15 knots before a solid southeasterly breeze.

At that pace, the big Steinman design was on schedule to slice a staggering nine hours from the 39-hour record for the 386-mile course. That would give her an average speed of around 12 knots.

In a furious night of sailing the first night out, glamour yacht Exile (Warwick Miller) was dismasted while running hard off Port Macquarie. Eight other yachts were forced to retire during the night.

+

DETERMINED not to spoil their planned northern circuit of racing at Hayman and Hamilton islands, the crew of Exile are today mounting a massive effort to get the yacht re-rigged with a spare mast.

Soon after Exile arrived in Coffs Harbour late yesterday, the nucleus of the crew was aboard a plane back to Sydney. Their job was to organise for the new rig to be transported to Coffs by road.

Owner Miller said it appeared that the rig broke because the capshroud failed at the lower spreader on the port side.

"The wind had been gusting between 20 and 35 knots during the night and flicking between the southwest and southeast,"

he said. "At the time we were experiencing 24 knots of breeze and our guess is that we would not have been too far behind Foxtel Amazon.

"We saw the shroud fail at the spreader. The entire rig went over the side. We had to dump the lot -mast, mainsail and spinnaker. It was too rough to try to salvage anything."

Exile is set to be one of the stars at the TAG Heuer-Ansett Australia Big Boat Series at Hayman Island, starting on August 17. Her arch rival, George Snow's Brindabella, did not start in the race but the yacht will be delivered directly to Hayman after which the fleet will go south to Hamilton Island for the XXXX-Ansett Australia Race Week, starting on August 23.

+

YOU can cancel any vis ions you might have held of 'The Body', Elle McPherson, racing aboard a yacht carrying her name in this year's Whitbread round the world race for the Volvo Trophy.

The head of the Elle Racing syndicate, John Harvey, has confirmed that he has abandoned his plans to enter a yacht.

Harvey claimed the West Australia Government had not lived up to its end of a sponsorship deal.

+

ONE yacht that will start in the Whitbread Race, Dennis Conner's Toshiba, turned in a mind-boggling run during its trans-Atlantic crossing to England last week.

With skipper Chris Dickson driving the Whitbread 60 to the limit to prove it was unbreakable, Toshiba careered through a mid-Atlantic gale under full spinnaker at speeds up to 31.4 knots. "Our boatspeed is in the 20s and regularly above 30 knots," Dickson reported.

In one 24-hour period (1800 to 1800) Toshiba logged 434.5 miles -6.2 miles better than the current record recognised by the World Sailing Speed Record Council. But because the run was not between the hours of 1200 and 1200 it will not be recognised. Toshiba covered 424.7 miles during that period.

+

AUSTRALIA -top nation in 1993 -has finished a very disappointing 14th in the **Nautica** Cup World Youth Sailing Championship in Japan.

+

AUSTRALIA's Neville Wittey, Joshua Grace and David Edwards have won the prestigious Soling Infanta Cristina Trophy in Scandinavia, beating the Ukraine crew 2-0 in the final.

LOAD-DATE: March 1, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 6:13 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Men's options are limited: Beach Attire Isn't Varied, but Most Guys Don't Care Calgary Herald (Alberta, Canada) August 5, 1997, Tuesday, FINAL EDITION

Copyright 1997 CanWest Interactive, a division of
CanWest Global Communications Corp.
All Rights Reserved
Calgary Herald (Alberta, Canada)

August 5, 1997, Tuesday, FINAL EDITION

SECTION: LIVING: STYLE; Pg. B6

LENGTH: 512 words

HEADLINE: Men's options are limited: Beach Attire Isn't Varied, but Most Guys Don't Care

BYLINE: ROBIN GIVHAN, THE WASHINGTON POST

BODY:
If men have any issues with their physiques, they are not apparent on the beaches. Whether a man sports a pot belly of epic proportion or a rippling six-pack earned from agonizing gym time, he seems to walk with the same confident swagger.

That paunch? Pure muscle. Those pudgy thighs? Powerful.

The men are fooling no one, of course. But God bless 'em for steering clear of all that self-hatred baggage.

Women's magazines are filled with tips designed to ease a woman through the rigors of swimsuit shopping.

There are suits designed to make a woman's legs look longer, her tummy appear flatter, her breasts seem fuller.

There are even swimsuits that promise to create the illusion that she is 10 pounds lighter. Indeed, women mutter to one another about the embarrassing and frustrating work of finding a flattering swimsuit.

Swatch of Spandex

Meanwhile, men mostly seem unperturbed by the thought of waltzing out in front of an audience wearing little more than a swatch of spandex.

Sure, there are a few men who slip into workout overdrive as the summer approaches.

And there are others whose guts churn at the mere mention of the word "Speedo."

But men have a knack for slapping on a confident grin and focusing on their backstroke.

Men are able to accomplish this trick even though swimwear is one of the rare fashion divisions in which women have it easier.

After all, a woman has a choice between a maillot and a bikini. She can pick thongs, briefs or fitted shorts. She can even find a swimsuit with a skirt.

Few Coverage Options

Men, on the other hand, have relatively few coverage options. They range from a little to almost nothing.

And for this year, coverage is as minimal as ever. Prada adorns its slinky chocolate brown, tan and tomato-red swim trunks with sleek metallic buckles bearing the design house's name.

Gucci offers gentlemen caramel-colored bikini bottoms with status hardware such as double Gs.

Gucci's designer, Tom Ford, even dares men to bare it all with his signature thong -- the famous Gs are centered just above the rear end.

Tom of Finland offers more traditional bikini briefs in a green camouflage print.

Square-cut spandex shorts from John Bartlett and Hugo Boss have more fabric than briefs, but are no less revealing as they emphasize every toned muscle or fleshy spare tire.

Hugo Boss creates them in candy stripes. Bartlett prefers his in bold, geometric block prints.

Boxers Are Most Forgiving

Of course, boxers, such as the no-nonsense versions from **Nautica,** are a beachwear classic and are the most forgiving of men's options.

They tend to be favored by those who don't want to worry about their rear view.

With so little raw material, there's not much that designers can do to alter, update or reinvent men's swimwear.

The truth of the matter is that swim trunks are not representative of great design.

They do not highlight trends. Instead, they are a vehicle for narcissism -- a way for a man to show off the body, the strut and the power of a healthy ego.

GRAPHIC: Color Photo: The Associated Press / SWIM STYLE: A model for John Bartlett shows a swim trunk during a New York show July 25

LOAD-DATE: August 6, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 6:12 PM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

FITTING IMAGE HOW TO GET THE HIP-HOP CLUELESS EVERYTHING SKATEBOARDER LOOK The Post-Standard (Syracuse, NY) August 7, 1997 Thursday City Edition

Copyright 1997 Post-Standard, All Rights Reserved.

The Post-Standard
The Post-Standard (Syracuse, NY)

August 7, 1997 Thursday City Edition

SECTION: HJ; Pg. 12

LENGTH: 1059 words

HEADLINE: FITTING IMAGE HOW TO GET THE HIP-HOP CLUELESS EVERYTHING SKATEBOARDER LOOK

BYLINE: Stories by staff writer Tasneem A. Grace

BODY:
Skateboarder/ banger/ blader style

The Look:

Extra-wide-legged pants (any fabric), band T-shirts and Airwalk, Vans or Adidas sneakers. Dyed hair is optional.

Funky jewelry is a must. Hemp, beaded and string chokers in various widths line the neck. Wear wallets with long, sloping silver pocket chains.

The Message:

Adventurer, risk-taker, says Carrie Besaw, a 14-year-old freshman at Baldwinsville High School.

"You like to have fun and you're afraid of stuff."

The clothes also signal solidarity, says Audrey Fisher, a 15-year-old junior at Nottingham High School.

"The people like me on the inside dress like (this) on the outside," she says.

"It's all about trying to be individual, like you really feel confidE 1/8 / 3/4 @k 1/2 'v.ybP4ve In unity." (NOTE: TEXT AS APPEARS IN PAPER)

To sport the style means you do the sports - skateboarding or in-line skating - that are made easy with the help of huge pants. Or it can mean you're a "banger" and really dig the music of alternative bands like Nirvana, Bush and Sublime.

Skateboard Accents:

Big T-shirts in bright colors. Layered clothes, like a short-sleeved shirt over a long-sleeved one. And a sidebag instead of a backpack. And if you're a girl - no purses!

A cool, scraped-up skateboard that broadcasts bravery is an asset, and so are pants from Carousel Center's Pacific Sunwear store.

Skateboarder Attractions:

Anything daring. 'Boarding and 'blading off jumps. Taking gutsy classes like anatomy, biology and calculus.

"Life is too short," says Erin Kneeskern, a freshman at Liverpool High School."You might as well just live life the way you want it to be."

Hip-Hop style

The Look:

Bold, baggy, oversized everything.

The Message:

It says you're "cool," says Kevin Williams, 14, a freshman at Henninger High School. Decked out in dark green Army fatigues, a black Levi's sweat shirt and weathered black Filas, Kevin calls his look "thug" style.

His friend and classmate, 15-year-old Qashawn Thomas, says the look's lineage runs with rap music.

"It says that you've got a talent, a talent for hip-hop," he says, dipped in **Nautica** jeans, an XXL Calvin Klein T-shirt and the latest Nike Air Jordans.

Hip-Hop Accents:

Anything made by top designers, says Brad Sweeney, a 16-year-old Fowler High School junior. Tommy Hilfiger, **Nautica** and Hugo Boss are top-of-the-line for tops. Footwear fashion should sport the Nike swoosh, Fila or Reebok trademarks, he says.

Tammy Foster gives Brad's assessment a nod.

"Everything's got to be popular with me," says the 17-year-old GED student. "I want Nikes, baggy jeans ... and I've got to have the earring in the nose."

"It's expensive. You've got to have lots of money," Brad adds, mentioning that his outfit - a red Tommy Hilfiger windbreaker and T-shirt, SouthPole jeans and Nike sneaks - cost him about $350.

Serious hip-hoppers also own a pair of Timberlands (the leather tongue laced up or hanging out is optional, Brad says) and a couple of medium-sized gold chains.

Hip-Hop Attractions:

Anything super-fly, ultra-cool. Translation? Sports. Basketball, football and gym class. "That's what hip-hoppers like," says Qashawn. "All they want to do is show off."

The 'Clueless' look

The Look:

Inspired by the movie starring Alicia Silverstone. Trendy, meticulously maintained, color-coordinated outfits. Any chinos or denim wear? AS IF!

The Message:

Perky, perky, PERKY!

"It just says that I'm fun," says Sheena Coker, a 17-year-old senior at Cicero-North Syracuse High School.

Clueless Accents:

Bright colors to match the sunny disposition. Sheena suggests yellows and lime greens.

Purses (no barfy backpacks!) to match outfits. All schoolbooks are carried by arm - prima donna style.

Lauren Williams, a 13-year-old freshman at Bishop Ludden High School, prefers classy wallets to purses.

Socks, stockings and shoes in various colors are essential.

Chunky heels and platforms and patent leather are cool, says Lisa Burdick, a 17-year-old senior at C-NS. She owns about 13 pairs of Clueless style footwear.

If your allowance won't allow such variety, get a pair of anything neutral, says Lauren.

Jewelry shouldn't overpower the fashion statement. Simple silver rings, chains and earrings or matching colorful accessories are clued in.

Hats add extra flair. Lauren owns about 15 ranging in color from beige to blue.

Clueless Attraction:

The mall. Lauren shops about three times a week. Sheena and Lisa go about twice a month.

Hotspots? Anywhere with the latest looks. Try Claire's Boutique, Weathervane, Rave and Deb Shops.

P.S.: Don't think that Clueless girls lack in the brain department. Don't let their fashion sense fool you. Quite often they're skillful students and shoppers. It's just a matter of wearing what feels good, says Lisa, "I just like to dress up."

The Everything style

The Look:

A little bit of this, a little bit of that. Ranging from platform shoes ('70s fanatic), khakis (preppy look), band shirts (skateboarder style).

The Message:

Middle-of-the-road or "just whatever was clean," says Shannon Spelman, a 14-year-old Bishop Ludden High School freshman waving a hand over her skateboarder-style wide-legged jeans, hippie tie dye T-shirt and Nike Airs.

Everything Accents:

Denim for days. Charlene Drake, a 17-year-old senior at Phoenix High School, owns 10 pairs - wide-legged, straight-legged and all shades of blue. And the multi-purpose denim top goes with everything from a long, flowing skirt (prairie girl fashion) to sweat pants and sneakers (chillin' mode).

For the fellas, baseball caps (with the duckbill rim), T-shirts, jeans and polo-style shirts, says Chris Gleister,

a 14-year-old freshman at Onondaga Central High School.

Guys and girls can stock up on sneakers. Unlike other fashions, brand loyalty is minimal, so you can maintain style and savings.

Charlene cautions to keep the accessories simple. No door-knocker, clunky gold earrings or nameplate necklaces.

And body piercing is way too extreme.

She wears studs or small hoops in silver or gold.

Everything Attraction:

Not much - including their style - is dramatic or daring.

They're the all-around student and do well in most classes.

With one of those slow "cooool duuude" nods, Lindsay says those with the Everything style are low-key about life.

"We take it as it is."

GRAPHIC: PHOTO; Photos by staff photographer Al Campanie; Stylin' and Profilin',from left, are Brandon Boyer, Jennifer Edwards,; Siobhan Smith and Talia Mendillo. All footwear provided by models.; Color.; Siobhan K. Smith,17, a 1997 graduate of Fulton High School, sits in; the summer sun wearing wide-legged Inco jeans ($60), a peach Inco top; ($24), an Absolutely cotton long-sleeved sweater ($28) and; skateboarder style sneakers ($55). She also sports beaded neckware; ($5) and Riviera shades ($30). Color.; Brandon Boyer,a 14-year-old freshman at West Genesee High School; sports black Hugo Boss jeans ($50), a white, black and lime green; Urban Circuit top ($32), Nike Air Hawks ($125) and a Nike cap ($15).; He totes books in a black Nike backpack ($26). Color.; Skateboarding? AS IF! Talia Mendillo, a 16-year-old sophomore at; DeRuyter High School, watches as Siobhan tries a new style of; skateboarding. Talia wears a lime green flowery Byer Too! minidress; ($49.99), an orange scarf ($10), matching beret ($8) and off-white; heels ($29.95). She also carries an off-white patent-look Rosetti; purse ($20). Color.; Just Coolin'. Jennifer Edwards, a 17-year-old senior at Baker High; School, takes it easy in Paris Blues jeans ($38), an orange Arizona; shirt ($16), a matching orange Kangol ($69), a Levi's jean shirt; around her waist ($42) and a denim Carpet Bags of America book bag; ($22) beneath her head. Her feet are also dipped in denim ($32). She; also wears blue and orange rings ($4.99) and matching necklace ($6).

LOAD-DATE: January 30, 2003

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 6:11 PM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

BREAKING: NAUTICA: MARINE DENIM GOES URBAN Advertising Age August 11, 1997

Copyright 1997 Crain Communications Inc.
Advertising Age

August 11, 1997

SECTION: News; Pg. 27

LENGTH: 54 words

HEADLINE: BREAKING: **NAUTICA:** MARINE DENIM GOES URBAN

BODY:
City scenes form the backdrop for a series of spots that broke Aug. 4 for **Nautica** Marine Denim Jeans, **Nautica's** first ever apparel spots. Anne Taylor Davis Communications and Icon Pictures, both New York, teamed up to target urban youth in the 30- and 60-second spots, which are airing on cable in 15 major markets.

LOAD-DATE: August 14, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 6:09 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

READY, SET, SHOP / NEW TEMPTATIONS ABOUND FOR FASHION-CONSCIOUS CONSUMERS Newsday (New York) August 14, 1997, Thursday,

Copyright 1997 Newsday, Inc.

Newsday

Newsday (New York)

August 14, 1997, Thursday, ALL EDITIONS

SECTION: STYLE FILE; Page B17

LENGTH: 951 words

HEADLINE: READY, SET, SHOP / NEW TEMPTATIONS ABOUND FOR FASHION-CONSCIOUS CONSUMERS

BYLINE: By Anne Bratskeir. Anne Bratskeir writes frequently about fashion for Newsday.

BODY:

A shoeshine and a smile - the basic ingredients of old-fashioned salesmanship and customer service.

You can get both, plus 160,000 pairs of shoes, fashions from designer to moderate, and a bottomless 25-cent cup of coffee at Nordstrom, the Seattle-based retailer which opens its 225,000 square-foot store at Roosevelt Field tomorrow.

The addition of Nordstrom is raising the stakes of the retailing game in Roosevelt Field, and shoppers are likely to be the big winners. Bloomingdale's is beefing up merchandise, building dramatic new outposts and retraining sales associates. Macy's is putting the finishing touches on a renovation.

Fashion-conscious shoppers are eager to dive in. "If I were looking for Cinderella's glass slipper, I bet I could find it at Nordstrom," says shoe-lover Paula Ptaschnik, 42, of Port Washington, who will be at the new store on opening day. Ptaschnik, who got her first taste of Nordstrom at its Paramus, N.J. location, can choose from the vast stock of shoes for women, men and children, in a great range of sizes and widths. But if you're happy with your old shoes, a buck and a quarter will buy you an in-store shine.

It is amenities like this that are indicative of, as Christina Southard, 45, of Manhasset puts it, "the kind of service our mothers used to get when they went to departent stores." Elaine Kornspan, 36, of Syosset, says she sent in her Nordstrom credit card application minutes after receiving it in the mail. "Legendary service and a superior merchandise assortment - that's Nordstrom," she says. "There's always a salesperson waiting to help you and they make you feel it's worth spending your money there."

What does Nordstrom have that nobody else has? For one thing, there's a good selection of high-end designer clothing. There's the drop-dead Richard Tyler collection, luxurious Oscar de la Renta, and Donna Karan's sophisticated signature line. There's Versace, Thierry Mugler, Sonia Rykiel and Donald Deal. Exclusive to Nordstrom is the Greta Garbo collection, an elegant bridge line of tailored day wear, produced with permission from the star's heirs.

Fashion is the driving force at the store, so don't go looking for sheets, towels or furniture. But you will find a new twist on the department store beauty parlor - Spa Nordstrom. Forget preconceived notions of ladies in curlers under domed hairdryers. Nordstrom doesn't even do hair, but it does pamper and relax you with aromatherapy, reflexology, and five different massage techniques.

Finally, after shopping till you almost drop, you can refuel at one of four separate eateries: Cafe Nordstrom, The Pub, The Garden Court and the Espresso Bar. A bottomless cup of coffee at the Cafe costs a quarter.

Bloomingdale's has one restaurant, where a cup of java goes for $1.19 (they do refill). Macy's has no restaurant. But look for Nordstrom to motivate major changes at the Roosevelt Field's other two anchor retailers. And look for the customer to benefit from the healthy rivalry.

"Retail is like building a cathedral," says Michael Gould, chairman and chief executive of Bloomingdale's. "It's never really finished. We keep trying to make it better, easier . . . for the customer. Obviously, with Nordstrom opening, we took it to another level." Bloomies has launched an intensive retraining program for salespeople to help improve the quality of service. The women's shoe department has been expanded to accommodate 40,000 pairs.

A "street of shops," a new grouping of some 20 manufacturers of contemporary sportswear aims to improve visual impact. This "store-within-a-store" showcases downtown looks such as Catalyst, BCBG, Parallel and Betsy Johnson. A groovy new outpost from designer Cynthia Steffe, for her new Cynthia line, has been installed closeby.

The new merchandising initiative "will highlight the contemporary sportswear manufacturers we think are best. It's a business we want to own," says Frank Doroff, Bloomingdale's executive vice president.

The many worlds of Liz Claiborne converge in an enormous new section at Bloomingdale's. Petites get bigger and better space, and a wider range of merchandise. In the men's department there are more suits and furnishings. And private labels gets new emphasis for both men and women. "It's exclusive merchandise," says senior vice president, fashion director Kal Ruttenstein, adding that it is designed by "some of the best minds in fashion."

The Macy's spread is also growing. A large-scale renovation will be mostly complete by tomorrow. According to store manager Patti Lee, "We have respaced the second floor and have added the latest and greatest new fixturing. There are enhancements for Polo Jeans, **Nautica** and Tommy Hilfiger, and a brand new DKNY shop." Like Bloomingdale's there is new emphasis at Macy's on a private label, called I.N.C., and an almost-completed "mega-shop" to showcase it.

Lee says the men's and women's shoe departments will be somewhat expanded, as will men's clothing. A new Louis Vuitton shop will debut soon. Lee looks at the Nordstrom opening in a positive light. "We're excited to have another anchor down at our end of the mall," she says.

Nordstrom store manager Dan Craig sees the retailing rivalries as a plus, as well. "We really like to be in malls that have great competition. The better the competition, the harder we're going to work."

In fact, Nordstrom may be good for everybody. "When a Nordstrom comes to town everybody steps up the level of service," says Sue Rolontz, the executive vice president of the Tobe Report on fashion and merchandising. "Everybody cleans up their act and puts on their best face. It is really good for an area."

GRAPHIC: 1) Cover Photo by Dan Lecca-Cynthia Steffe's new Cynthia line gets its own store at Bloomingdale's, where shoppers can find this velvet animal print coat, $398. Cover Photos-2) A Nordstrom house brand, the Greta Garbo collection, offers this short herringbone jacket, $450, worn with stretch velveteen jeans, $150, and silk satin blouse, $165; 3) above right, silk chiffon scarves from the Garbo collection, $88 each. 4) Right, a black leather coat, $275, from Macy's I.N.C. line.

LOAD-DATE: August 14, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Wyoming Tribune-Eagle (Cheyenne, WY) August 17, 1997, Sunday

Copyright 1997 Cheyenne Newspapers, Inc.
Wyoming Tribune-Eagle (Cheyenne, WY)

August 17, 1997, Sunday

SECTION: News

LENGTH: 554 words

BYLINE: Deidre Forster

BODY:
CHEYENNE I couldn't sleep the night before school started. The first day of school gave me too much to worry about.

I had major decisions to make.

Blue jeans and a sweater? Shorts or maybe a skirt? What about the cool jumper I have? What will my friends wear? What if I have a bad hair day?

What if that one cheerleader who weighs like 10 pounds has on the same outfit? What if that cute guy doesn't think I look good? What if that nerdy guy does?

I had to flip out.

The single most important thing about the first day of school wasn't remembering locker combinations, it was image.

What you were wearing the first time everyone saw you set the pace for the rest of the year.

This year's pace, according to one local store manager, is retro mixed with contemporary.

Retro like flared-leg or wide-leg jeans and contemporary like plaids or corduroy jackets, said Brenda Hill, manager of The Buckle.

Other fashion experts agree with Hill. The '70s aren't out of our system yet.

"The '70s trend has once again redefined itself with boot-leg cut and earthy plaid pants and gauzy embroidered tops," said Chris Daniel, trend director for Mervyn's California stores, in a copyrighted story in the Los Angeles Daily News.

In the same story, Fran Yoshioka, Sears fashion director, recommends blending plush, nylon, double-knit polyester, stretch velvet and velour, and denims with peace signs, flowers, and smiley faces, in a variety of color and pattern combinations.

Basically, don't be afraid to mix a polyester plaid skirt with a striped velour shirt. Add clunky-heeled shoes and maybe a pair of knee socks for good measure.

Hill said she predicts this year's top 10 vendors will be Lucky, Jnco, Silver, Tommy, Mossimo, Calvin Klein,

Nautica, Lei, GX, and Legend, most of which offer the age-old staple: denim.

Jeans are hot. Everything from flared-leg to boot-cut to straight-leg will be found on fashion plates in the school halls.

Even utility jeans, complete with side loops and tool pockets ready for paintbrushes and screwdrivers, or the more conventional school tools like pencils, are a can't miss, Hill said.

Flannel shirts, plaids and sweaters also are big hits again this year.

"Chenille, chenille, chenille," said Deanna Bauman, Joslins' personal shopper.

Mock knit tops, striped with dark colors like browns, dark reds and deep greens, or solids are hot sellers, too, she said.

Corduroy, especially frosty colored corduroy pants, skirts, shirts and jackets are big sellers, too, Bauman said.

Corduroy is so hot, Sandi Fields, assistant manager of Express, said if you can only afford to buy two new wardrobe items this year, pants or a skirt in that fabric should be one of them.

Going to school with only your clothes on is going to school only half dressed. Don't forget to accessorize.

Chokers, bracelets, anklets and rings are must haves, said Wendy Austin, manager of Afterthoughts.

"Everybody loves hemp," she added. Hemp necklaces, anklets and bracelets are big.

Rings can be huge, but keep earrings small. "Nothing huge and outrageous, except for the rings," Austin said.

Backpacks, with Nike swooshes and other sports logos for boys, or character packs for girls are the way to go, she said.

Purses that look like mini lunch boxes are another accessory girls shouldn't live without.

LOAD-DATE: November 13, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 6:08 PM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

WORTH NOTING The Record (Bergen County, NJ) August 20, 1997; WEDNESDAY; ALL EDITIONS

Copyright 1997 North Jersey Media Group Inc., All Rights Reserved
The Record (Bergen County, NJ)

August 20, 1997; WEDNESDAY; ALL EDITIONS

SECTION: BUSINESS; Pg. B03

LENGTH: 319 words

HEADLINE: WORTH NOTING

COLUMN: WORTH NOTING

BYLINE: The Record

BODY:

INNER SPACE, And you thought you needed more closet space. The real estate division of Hartz Mountain Industries Inc. of Secaucus has leased almost 500,000 square feet of warehouse space to various clothing and apparel companies at its Secaucus and North Bergen locations.

The leases include more than 8,500 square feet to **Nautica** International of New York, more than 90,000 square feet to Marty's Shoes of Secaucus, and a 320,000-square-foot building to Pepe Jeans USA of New York. The space leased to **Nautica** represents **Nautica's** largest outlet.

Hartz Mountain has a portfolio of more than 20 million square feet of warehouse space within 12 miles of Manhattan.

"Secaucus has great benefits,"says Emanuel Stern, president of Hartz Mountain's real estate division.

SMOOTH OPERATOR, David Seelinger, president and CEO of Empire International, a Norwood-based limousine and transport company, has been named 1997 "Operator of the Year"by Limousine & Chauffeur magazine.

"This was one of the closest competitions in the eight-year history of the award,"says Sara Eastwood-McLean, publisher.

Operators were judged on the basis of staff training, safety records, service innovation, customer relations, and civic and industrial involvement.

Seelinger's company won points for being what Eastwood-McLean calls a "concierge operation on wheels."

Empire serves more than 100 markets in the United States and Europe

and can order theater or concert tickets for customers in any one of those cities before the customers arrive.

"It's a great asset if you're entertaining business partners," Seelinger says.

The magazine also cites the company's community work.

"Every year, we drive underprivileged kids from an Archdiocese of Newark-sponsored home to the circus," Seelinger says."It's a chance for our company to give back to the community."

LOAD-DATE: August 20, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 6:07 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

FASHION IS BACK IN SESSION COMFORT RULES WHEN CHOOSING CLOTHES FOR THE CLASSROOM
Dayton Daily News (Ohio) August 22, 1997, Friday,

Copyright 1997 Dayton Newspapers, Inc.
Dayton Daily News (Ohio)

August 22, 1997, Friday,

SECTION: LIFESTYLE, Pg. 1C

LENGTH: 678 words

HEADLINE: FASHION IS BACK IN SESSION COMFORT RULES WHEN CHOOSING CLOTHES FOR THE CLASSROOM

BYLINE: Meredith Moss DAYTON DAILY NEWS ;

BODY:
Carleen Turner is emphatic about this: 'If my children don't like how it feels, they won't wear it.'

The Oakwood mother of three speaks for lots of other moms and dads. According to a recent survey by Land's End Kids, when it comes to back-to-school shopping, comfort is even more important than price or fashion combined. 'They have to sit still and pay attention - and it's hard to do that if they're not comfortable,' says Turner.

Her 6-year-old son, Brent, insists on picking out his own clothes.

'If I pick it out he won't wear it,' his mom says. Brent typically opts for the classics: jeans, corduroys, polo shirts, sweaters. He says they're all comfortable. 'And shoes like this,' he adds, pointing down to his favorite Nike gym shoes.

A sale shopper, Turner looks for quality and clothing that will last. 'Last year I bought him five pair of Lee jeans in different colors at Kohl's,' she says. 'Now they all have holes in the knees so they need to be replaced, but he wore them every day for the whole school year.'

The Turners shop at children's specialty stores such as Gymboree as well as department stores like McAlpin's and Elder-Beerman. They sometimes head for garage sales and consignment shops as well. Turner also likes Kelley's Kids, the line of classic appliqued clothing sold through home parties. Many of the separates are made of cozy cotton fleece.

'I hate trendy looks on little children,' she adds. 'I want them to look like children while they're young.' Sharon Buse, owner of Mariannette in Troy, says clothing for kids can be both comfy and fashionable. 'Feel this fabric,' she says, lifting the hem of a pretty floral swing dress made of ultra-soft flannel. Kids, she says, love beefy corduroys, velours, cottons, denims, fleece. Polar-Tec has also become very popular. As for themes, sports traditionally provide inspiration for boys fall fashion - in-line hockey, football, ice hockey and soccer.

Girls' fashions this season have been influenced by popular television shows such as Clueless and Sabrina. 'Those Friday-night shows have had a real impact on little girl's fashions,' Buse says. 'The characters wear dresses, matching outfits.' Spring's strong citrus colors have been toned down for fall - softer yellows, greens, pumpkins. Look for browns and rusts, reds and hunter greens. 'Kids of every age love purple,' Buse

says.

According to Fran Yoshioka, director of fashion and design for Sears, the allure of the '70s is very strong for teens this season. She says they'll be choosing bell-bottoms, tye-dyes, polyester and pleather.

'They love the ease of knits, the feel of plush, and pleather which gives them the look of leather on a teen budget,' she says. They'll top it off with fitted tye-dyes in navy, green and browns, space dyed sweaters and bell sleeve tops with cut-away front in poly prints and panne velvets and embroideries.

Popular accessories this Fall will be berets, lug-soled boots, backpacks.

Josh Ocampo of Troy says junior high boys his age look for name brands such as Nike, **Nautica,** Levi's and Hilfiger. But Troy pediatrician Norma Pattugalan says the emphasis on labels can put unnecessary pressure on teens as well as their parents. 'I favor uniforms for older children,' she says.

She reminds those shopping for younger children - especially nursery school parents - that the most important thing in buying clothing is safety and comfort. She says a decorative string or ribbon, for example, might get entangled around a child's neck; loose buttons might end up in a toddler's mouth. Though back-to-school sales are in full-swing, not all shoppers are already scouting the stores. The Turner family, for instance, typically waits until just before school starts to shop.

'Going back to school should be fun,' says Carleen Turner. 'One way to get Brent excited about it is to let him pick out some new clothes just before school starts. 'Besides, if I pick it out, he won't wear it!'

CONTACT Meredith Moss at 225-2440 or by e-mail at meredith_moss@coxohio.com

GRAPHIC: PHOTO: Dayton Daily News photographer Jim Witmer SHOPPING TRIP Brent Turner likes picking out his own clothes and enjoys dressing just like his dad. On a shopping trip to McAlpin's, with his mother, Carleen, he selects a plaid shirt with denim collar ($ 26) and khaki pants ($ 24). Both by Duck Head. Last year he wore penny loafers every day to school. These are McAlpin's store brand, 955 Originals. ($ 34.99). AT BAT Josh Ocampo in jean shorts ($ 34.50) and jacket ($ 70) both by **Nautica.** Design Graphics sport motif shirt ($ 19.50). Fashions from Mariannette in Troy. About our models Emily Ames is a senior at Alter High school and is from Kettering. Joe Berger is from Vandalia and will be a freshman at Indiana University. Corey Brown is a first-grader at Holy Angels Elementary School in Sidney. Marisa Brown is a sixth-grader at Northwood Middle School in Sidney. Betsy Buse is a fourth-grader at Miami East South Elementary School in Troy. Duncan Clark is a student at Effica Montessori in Centerville. Elizabeth Kline is a second-grader at Troy Christian Elementary School. Cayleigh Hopkins is in kindergarten at Smith Elementary School in Oakwood. Josh Ocampo is a seventh-grader at Troy Junior High School. Megan Reimer is a second-grader at St. Peter's Elementary School in Hamilton. Kylee Reimer is a third-grader at St. Peter's Elementary school in Hamilton. Brent Turner is a first-grader at Harman Elementary School in Oakwood. Joshua Westfall is a third-grader at Heywood Elementary School in Troy. BETWEEN CLASSES Joe Berger in a striped shirt by Polo by Ralph Lauren ($ 68) and Levi's wide leg jeans ($ 50). Emily Ames models a sand corduroy double-breasted jacket by At Last & Co. ($ 38), Levi bootcut jeans ($ 46), short sleeved mock-turtleneck by Palmetto's ($ 32) All from Elder-Beerman. READY FOR RECESS Left to right: Megan Reimer is ready for school in a hunter green wide-wale corduroy vest ($ 24), berry plaid skirt ($ 19.99) and cream turtleneck ($ 14.99). Duncan Clark models a basketball jog top ($ 25.99) and pants ($ 16.99). Cayleigh Hopkins is ready to play house in her fleece 'playhouse' romper ($ 33.99) and yellow turtleneck ($ 14.99). Kylee Reimer stays cozy in a light blue fleece ballet embroidered jog top ($ 25.99), pink checked pants ($ 16.99) and pink checked turtleneck ($ 15.99). All from Kelly's Kids catalog. For more information on the line, call Linda Clark at 291-0439. Photographs were taken at John Hole Elementary School in Centerville, Heywood Elementary School in Troy and Mcalpin's Dayton Mall by

LOAD-DATE: August 26, 1997

EQUIPMENT FINANCIER OPENS OFFICE Richmond Times Dispatch (Virginia) August 25, 1997, Monday,

Copyright 1997 The Richmond Times Dispatch
Richmond Times Dispatch (Virginia)

August 25, 1997, Monday, CITY EDITION

SECTION: METRO BUSINESS, Pg. D-11

LENGTH: 611 words

HEADLINE: EQUIPMENT FINANCIER OPENS OFFICE

BODY:

Springs Leasing Corp., which recently acquired Wimbish Financial Services, has opened an office at 9030 Stony Point Parkway, Suite 490. Springs provides financing for equipment and vehicle leasing for small businesseses. It is a subsidiary of Charlotte, N.C.-based The Springs Co., which is also the parent company of Charter Properties Inc. in Richmond.

OPENINGS, NEW BUSINESS

Bob Matthews has opened Bob's Hair Shop, a family hair care service, at 8096 Mechanicsville Turnpike in Mechanicsville. He had owned Hair Fair at Azalea Mall and Major's Hair Designs in Fairfield Commons Mall.

Robert F. Watkinson is president of a new business, The Edgewood Group, at 8704 Melwood Lane in Richmond. The Edgewood Group is a strategic partner with ICF Kaiser International Inc. and its subsidiary, ICF Information Technology Inc. of Fairfax. Edgewood markets human resource, legal and productivity software applications developed by ICF and consulting services for medium-to-large-sized companies.

EXPANSION

Capri Jewelers will open its third store at Powhatan Plaza Sept. 1. This is the first of three expansion sites the company has planned. The others will be in the Virginia Center Commons area and at Monticello Marketplace in Williamsburg.

RELOCATION

Virginia Carolina Controls Co. Inc. is moving Sept. 2 to 201 Granite Springs Road in Richmond.

NEW SERVICE

Raytheon Engineers & Constructors has expanded its Richmond services to include full-service capabilities for the pulp and paper industries and has named J. Michael Rogers pulp and paper product line manager. J. Phillip Wilson is general manager of Ray theon's Richmond office.

The University of Virginia has opened its Center for Executive Development, a continuing education program that focuses on executive leadership development. This includes management skills and team building and educational skills such as engineering, environment, banking and health care. Sessions can be held through interactive video conferences, broadcast via television or transmitted via satellite.

CONTRACTS

Nautica Apparel of New York has reached an agreement for Decorite Inc. of Ashland to provide products for **Nautica's** Home Collection line. Decorite makes decorative accessories such as pillows, chair pads, bar stool cushions and gift pillows.

Classic Kitchens of Virginia Inc. has become the exclusive dealer in Virginia for SieMatic European kitchen cabinetry. SieMatic Corp., based in Bensalem, Pa., is a member of the Lohne, Germany-based SieMatic group of companies.

Pyramid Studios has created a sales-active CD-ROM to be distributed for international usage for Westinghouse. The program includes a combination of digital video, animation and graphics. Pyramid also has received a contract to design a Web site for Concert Communications Services, a strategic partnership between MCI and British Telecom. Pyramid is to make the intranet web site accessible to existing customers.

DISTINCTIONS

Richmond Goodwill Industries Inc. has received a three-year accreditation for its employment services from the Commission on the Accreditation of Rehabilitation Facilities. The specific programs receiving accreditation were employee development services, employment skills training services, organizational employment services and community employment services. Company News, published each Monday, reports on local company formations, business relocations and expansions, awards and significant contracts. Send information to: Company News, Metro Business, the Richmond Times-Dispatch, P.O. Box 85333, Richmond, Va. 23293-0001; Fax: (804) 775-8141.

GRAPHIC: PHOTO

LOAD-DATE: August 27, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 6:04 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

THE MEDIA BUSINESS: ADVERTISING -- ADDENDA;Miscellany The New York Times August 28, 1997, Thursday, Late Edition - Final

Copyright 1997 The New York Times Company
The New York Times

View Related Topics

August 28, 1997, Thursday, Late Edition - Final

SECTION: Section D; Page 6; Column 4; Business/Financial Desk

LENGTH: 51 words

HEADLINE: THE MEDIA BUSINESS: ADVERTISING -- ADDENDA;
Miscellany

BYLINE: By Stuart Elliott

BODY:

* **Nautica** division, **Nautica** Enterprises, New York, signed the basketball star Glen Rice of the Charlotte Hornets as the first professional athlete to endorse its **Nautica** Competition line of sportswear and basketball shoes. A campaign by Anne Taylor Davis Communications, New York, begins next month.

LOAD-DATE: August 28, 1997

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Designers, top brands to drive 2d-half apparel growth: analysts. some gains seen for talored clothing as casual dressing slips; tailored, second half 1997, apparel brands Daily News Record August 29, 1997

Copyright 1997 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1997 Capital Cities Media Inc.
Daily News Record

August 29, 1997

SECTION: No. 104, Vol. 27; Pg. 10; ISSN: 1041-1119

IAC-ACC-NO: 19715541

LENGTH: 1068 words

HEADLINE: Designers, top brands to drive 2d-half apparel growth: analysts. some gains seen for talored clothing as casual dressing slips; tailored, second half 1997, apparel brands

BYLINE: Picard, Diane E.

BODY:
Despite some slowed growth in the men's collections business, Wall Street analysts are expecting the second half to continue trends of strong apparel growth.

Top companies such as Polo **Nautica,** Tommy Hilfiger and Polo Ralph Lauren **will** continue to shine, providing the cachet of well-known brands combined with quality merchandise, according to the Street.

Brenda Gall, with Merrill Lynch, attributed this return to solid brand names to the strength of the "baby-boomer" generation.

"The 45-and-older population is the largest spending group at the moment," she said. "They want quality in their apparel, they have the money and are willing to spend for the brands that appeal to them."

Both Allison Malkin, at Dillon Read, and Gall agreed that manufacturers are switching back to a more "understandable and accessible" styling.

Another trend that will continue to emerge in coming months is the growth of the dominant apparel manufacturers, who continue to increase market share, making it more difficult for small- and medium-sized firms to compete for business from department store chains.

Fashion-wise, casual dressing is taking a slight downturn, which will eventually lead to a gain in the tailored clothing business, said Jay J. Melt- zer, managing director at LJR/Redbook Research. "Looking ahead, men's wear is going to be all right," Meltzer said. However, he noted that toward the end of the year, and into 1998, rising wool costs will start to affect the tailored clothing business.

"In the collections business, growth is slowing down, as the market has been filled," he said. "[But that's] a normal situation."

No-name basic apparel makers have not fared well, said Carol Pope with J.P Morgan. "There has been price

competition, and licensed names are starting to matter more in this field." She noted that some of the basic apparel manufac- turers are switching to branded apparel from commodity items.

Redbook's Meltzer said, "Overall, the industry looks to be recovering. A year ago this industry was in trouble, so now we are seeing easier comparisons." He added, however, that the changes are "not yet visible" as design changes have yet to reach consumers. "The outlook is good, or at least as good as it can be in a tough business like this -- small and medium-sized companies are still struggling for market share against the big players."

"The second quarter was a good building block on top of a strong first quarter, which will result in solid results for 1997," Pope, said. However, "the second half will face tougher comparisons, and results might not appear as strong."

In a survey of 34 apparel manufacturers, earnings for the second quarter jumped 32.7 percent, to $ 429.4 million from $ 323.6 million, as many firms recovered from year-ago losses. Sales inched ahead 2.9 percent to $ 7.63 bil- lion.

For the six months, earnings climbed 31 percent to $ 870.1 million, while sales increased 3.1 percent to $ 14.8 billion.

Gall noted that Polo Ralph Lauren should earn 43 cents in the September quarter (against 33 cents). For the full year it is expected to earn $ 1.13 (against 89 cents).

Malkin expects **Nautica** to earn 48 cents (against 37 cents) in the quarter and $ 1.28 (against $ 1.02) for the year. Tommy Hilfiger should earn 88 cents in the quarter (against 72 cents) and for the year, earn $ 2.75 (against $ 2.28), Gall said.

VF Corp. is expected to earn $ 1.54 in the quarter (against $ 1.42) and $ 5.18 for the year (against $ 4.64).

Haggar is expected to report third-quarter operating earnings of 42 cents from operations, compared to 36 cents last year, Meltzer said. However, for the year he expects operating earnings of 40 cents a share, compared to 78 cents last year.

Pope sees Warnaco earning 60 cents in the third quarter, compared to 47 cents before special items, and $ 1.88 in the year (against $ 1.51).

Meltzer said he expects Phillips-Van Heusen to earn 10 cents the third quarter, compared to 8 cents. For the year, he expects earnings of 73 cents in the quarter compared to 69 cents last year.

He noted that Farah's third-quarter earnings are expected to rise to 10 cents a share, from last year's 7 cents. For the year he expects earnings to surge to 55 cents from 5 cents. He noted his estimates are operating earnings.

Oxford Industries should earn 45 cents in the quarter, compared to 40 cents last year, Meltzer said. For the year he expects it to earn $ 2.60 compared to $ 2.25.

However, notable exceptions in the improved earnings picture for most major apparel firms this year are Donna Karan International, Designer Holdings and Guess. Fruit of the Loom is also expected to show a decline for the third quarter and the year in the face of an inventory glut in activewear and heavy price competition. Pope said she expects Fruit of the Loom to earn 30 cents in the third quarter (against 63 cents) and $ 1.30 for the year (against $ 1.98).

Gall said that given the weak performance of Donna Karan International so far this year, she did not have a third-quarter estimate, but expects the firm to report a loss of 55 cents for the year. The company earned 59 cents last year. However, Faye Landes, analyst with Smith Barney, said she agrees with the com- pany's

estimate that it will earn 1 cent in the quarter (against 61 cents). For the year she agrees with Gall, expecting the 55-cent loss.

Designer Holdings' earnings in the third quarter should drop to 7 cents a share from to 35 cents last year, according to Gall. For the full year, she expects earnings to be in the range of 36 to 48 cents. It earned 96 cents last year.

Gall also expects third-quarter earnings at Guess to dip to 33 cents a share from 38 cents in the year-ago quarter. For the full year, she expects $ 1.10, down from $ 1.23 last year. Meanwhile, activewear maker Russell Corp. is expected to earn 70 cents in the third quarter (against 63 cents) and $ 2.05 in the year (against $ 2.11).

Another activewear company, Starter Corp., which warned that the poor environ- ment would result in lower earnings for the year, is expected to earn 23 cents (against 40 cents) in the third quarter but should report a loss of 20 cents for the year, compared to earnings of 7 cents last year.

Tultex is expected to earn 50 cents in the third quarter, (against 43 cents) and 70 cents in the year (against 53 cents).

GRAPHIC: Table; Illustration

IAC-CREATE-DATE: September 12, 1997

LOAD-DATE: September 15, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 6:02 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Men's fragrances waft a long way, baby Rocky Mountain News (Denver, CO) September 4, 1997, Thursday

Copyright 1997 Denver Publishing Company
Rocky Mountain News (Denver, CO)

September 4, 1997, Thursday

SECTION: SPOTLIGHT ON STYLE; Ed. F; Pg. 5D

LENGTH: 251 words

HEADLINE: Men's fragrances waft a long way, baby

BYLINE: Jackie White; The Kansas City Star

BODY:
As a social commentary on our times, consider how far men's fragrances have traveled.

In the old days, any product had to be presented in macho tough-guy terms. Even the softest images depicted a weather-leathered, windbreaker-clad male sailing bravely against nature's forces.

Then came the sex thing (Eternity), status appeal (Polo and Michael Jordan) and action (**Nautica**). But here in the gentle '90s, we have also turned to gender blenders. Besides unisex scents such as CK, there are men's scents with the same names as women's perfumes. Look at Opium for Men, Tiffany for Men and Estee Lauder's new launch, Pleasures for Men, so named for the successful women's scent.

The advertising image features a man relaxed lazily in a hammock on a sunny day with a small sleeping boy curled comfortably into his chest. The promotional copy reads: "Some things transcend gender, like the freedom of having some time that is entirely your own." The state of mind captured for women, it says, is captured for men in an "unmistakably masculine fragrance. " So there.

Meanwhile, for men in the market for new smells, Hal Rubinstein, author of Paisley Goes With Nothing, advises relying only on your own judgment. Spray on a few fragrances at the store counter, then walk to another part of the store or outside, away from other smells. After 10 minutes, sniff.

"Remember," he writes, "it's not after-shave. You're not supposed to know it's there unless you check." Most women would agree.

LOAD-DATE: September 5, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:58 PM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Nautica Enterprises to acquire golf apparel firm; E. Magrath Apparel, green-grass resource, will function as a separate division. Daily News Record September 5, 1997

Copyright 1997 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1997 Capital Cities Media Inc.
Daily News Record

September 5, 1997

SECTION: No. 107, Vol. 27; Pg. 1; ISSN: 1041-1119

IAC-ACC-NO: 19734605

LENGTH: 468 words

HEADLINE: Nautica Enterprises to acquire golf apparel firm; E. Magrath Apparel, green-grass resource, will function as a separate division.

BODY:
Nautica Enterprises Inc. has reached an agreement in principle to acquire The E. Magrath Apparel Co. When the purchase is completed, the golfwear firm will be a separate division and will not produce any **Nautica** merchandise. The purchase price was not disclosed.

Harvey Sanders, chairman and CEO of **Nautica** Enterprises, and Jimmy Haggar, Magrath president, made the announcement at a press conference Thursday in Irving, Tex., where E. Magrath is based.

E. Magrath designs, markets and distributes golf sportswear under its E. Magrath label and the licensed Byron Nelson brand. Golf shirts under the Magrath label retail from $ 40 to $ 62. Byron Nelson shirts run from $ 65 to $ 95.

According to industry sources, Magrath's 1996 volume was $ 6.2 million, up from $ 4.5 million in 1995.

"We think that this will make **Nautica** the dominant resource in golf," Sanders said at the press conference. "Our business, the apparel business, is all about product. We have always dealt with quality. E. Magrath and Byron Nelson epitomize quality and good taste.

"We are ecstatic over the opportunity to team with The E. Magrath Apparel Company, Jimmy Haggar, Byron Nelson and this rich tradition in golf. The combination of our resources and expertise will allow **Nautica** to become a dominant force in the golf apparel industry."

But Sanders stressed the Magrath business will be run separate from **Nautica's** other golf line.

In a telephone interview after the press conference, Haggar said Magrath had not been up for sale, but he was impressed by **Nautica's** leadership.

"It seemed like a magnificent fit," Haggar told DNR. "It's a real great deal for both companies."

Haggar reiterated that Magrath will not produce any product under the **Nautica** label. "We're just acquired and funded by **Nautica,**" he said.

Ninety percent of E. Magrath's distribution is to resorts and pro shops, with the balance in specialty stores, Haggar said.

Sanders was travelling immediately following the press conference and could not be reached for further comment.

At the press conference, Haggar said he had the vision to start the company eight years ago and four years ago approached golf legend Byron Nelson. "We have integrity and quality in two labels now and are very excited about the acquisition of our company and these labels by Nautica Enterprises," he said.

Nelson, who recorded 11 straight PGA tournament wins, said: "I've always prided myself on being associated with the right people: First with Jimmy Haggar and now with Harvey Sanders and Nautica. When I see people wearing the shirts with my logo on it, it makes me feel very humble and very proud."

The acquisition is subject to the execution of a Definitive Asset Purchase Agreement and the satisfaction of certain other conditions.

IAC-CREATE-DATE: September 15, 1997

LOAD-DATE: September 16, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:57 PM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

DIGEST; WESTLAKE'S MILLER UNDECIDED ON FOOT SURGERY Los Angeles Times September 6, 1997, Saturday,

Copyright 1997 Times Mirror Company
Los Angeles Times

September 6, 1997, Saturday, Valley Edition

SECTION: Sports; Part C; Page 12; Zones Desk

LENGTH: 920 words

HEADLINE: DIGEST;
WESTLAKE'S MILLER UNDECIDED ON FOOT SURGERY

BODY:
Westlake High volleyball player Courtney Miller has been second-guessing her decision to have surgery on her left foot and possibly end her senior season.

Miller did not practice Friday but said she isn't as certain she wants to have surgery to remove a bone fragment.

"I'm so indecisive right now," said the 6-foot-2 opposite hitter, who is being recruited by several universities. "I've changed my mind so many times the past few days."

If Miller opts for surgery, she likely will miss the regular season but have a chance at returning for the playoffs.

If Miller postpones surgery, the condition could deteriorate.

"If I wait until December, I have a chance of breaking it further and making it worse," Miller said. "I don't know.

"It's my senior year. I want to play. But I think they're going to do fine whether I'm playing or not."

Miller, who expects to decide in the next couple days, broke the foot playing basketball as a freshman. It failed to heal properly, but only recently has it started to irritate her.

COLLEGE

Pepperdine men's golf Coach John Geiberger, who guided the Waves to the NCAA championship last spring, has been named the university's 1996-1997 coach of the year.

Gaylen Matsumura, a three-year letter winner on the women's golf team, was named the Pepperdine scholar-athlete of the year.

TRIATHLON

Steve Neale, 45, of Newhall has qualified for the Ironman Triathlon on Oct. 18 at Kailua-Kona, Hawaii. The event consists of a 2.4-mile swim, a 112-mile bike race and a 26.2-mile run.

*

The **Nautica** Malibu Triathlon will take place Sunday at Zuma Beach at 7:30 a.m.

Several former Olympians will compete, including Amanda Beard, Dave Johnson, Ruth Wysocki and Steve Scott. Also competing will be model Kim Alexis, 1996 Miss USA winner Ali Landry and Alexandra Paul of "Baywatch."

The triathlon benefits the Pediatric AIDS Foundation.

FOOTBALL

Admission for Royal High's season-opening freshman and sophomore football games on Thursday at the Highlanders' new stadium will be $ 5 for adults and $ 3 for children under 12.

Royal students with ASB cards will be admitted free. The freshman game is scheduled for 4 p.m. with the sophomore game will follow at 6 p.m.

SOFTBALL

The Southern California Stealth will hold softball tryouts for girls 16 and under Sept. 14 at Chaminade Middle School from 10 a.m. until noon. Information: (818) 551-8582.

MOTOR SPORTS

Castaic Lake will be the site of the SOLAS Western Championship personal watercraft races today and Sunday. Racing begins at 10 a.m. both days.

The event is the second-largest of its kind in the U.S., behind the World finals in October at Lake Havasu, Ariz.

*

Alex Harris of Simi Valley, who last weekend posted his seventh victory in 11 U.S. Auto Club three-quarter Midget races this season, leads the Western States TQ Midget points standings with 449 points.

*

U.S Auto Club Midget race cars will be featured tonight at Ventura Raceway. Among the drivers expected to compete are Billy Boat of Glendale, who raced in the Indianapolis 500 earlier this year, as well as Simi Valley resident Rick Hendrix and USAC Midget points leader Ricky Shelton.

Racing begins at 6 p.m. with qualifications, and the first race is scheduled for 7 p.m.

BOXING

Area boxers Don Goodwin of San Fernando, Rex Saldana of Van Nuys and Dario Lopez of Westlake will compete in separate bouts tonight at Paolina Boxing Club in Los Angeles.

Goodwin (6-7 with five knockouts) will face Fidel Avendano of Mexico (44-8, 26 KOs) in an eight-round

super-middleweight bout. Saldana (2-2) will face Angel Ogas of El Monte (1-1) in a four-round junior lightweight bout. Lopez (0-4) will face Isreal Lopez (3-0) in a four-round super-flyweight bout.

LOAD-DATE: December 21, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:56 PM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Lawyer busts those who steal intellectual property Charleston Gazette (West Virginia) September 07, 1997, Sunday

Copyright 1997 Charleston Newspapers
Charleston Gazette (West Virginia)

September 07, 1997, Sunday

SECTION: News; Pg. P6A

LENGTH: 739 words

HEADLINE: Lawyer busts those who steal intellectual property

BYLINE: Aliah D. Wright THE ASSOCIATED PRESS

BODY:
PHILADELPHIA - From his corner office overlooking City Hall, attorney M. Kelly Tillery battles pirates pirates who steal other people's images, their ideas, their music, their movies.

Don't pity the little guy on the street, selling gritty copies of "The Empire Strikes Back" or shabbily made fake **Nautica** Apparel at $ 10 a pop, he says.

"They know exactly what they're doing."

It's called intellectual property theft, and the 42-year-old Tillery is considered a pioneer among IP attorneys.

Tillery's spacious office contains reminders of what he's fighting. There's an imitation Rolex watch, a fake Polo baseball cap and a phony Mighty Morphin Power Ranger. A boyish photo of crooner Tevin Campbell peeks out from beneath a pile of counterfeit concert paraphernalia and bogus brand-name jeans.

"People are injured," Tillery says. "Sunglasses shatter, shirts go up in flames, airplane parts break; everything in the world is being counterfeited - even baby formula."

He pulls out a T-shirt showing Michael Bolton's smiling face, and noxious fumes follow.

"You get a match near this and it will go up in flames in a second," he says.

Tillery began this work 17 years ago. As a novice attorney from New Orleans, he first went after bootleggers at a Black Sabbath concert. Since then, he has represented Fortune 500 behemoths, small entrepreneurs and even Michael Jackson.

When Tillery began, only a handful of lawyers in the country specialized in intellectual property theft. He now estimates that the ranks have grown to 15,000 to 20,000 attorneys.

"Kelly is certainly very well respected in the community of professionals who are concerned with fighting piracy and counterfeiting in the United States," says Nils Montan, a lawyer for Warner Bros., who helps protect the intellectual property generated by the Looney Toons characters, the Batman movies and TV shows such as "Friends" and "E.R."

Tillery helps Montan fight IP theft in Pennsylvania.

Few attorneys go as far as Tillery does. Early morning or late night may find him donning a wire and a bulletproof vest to lead a raid with federal marshals and state troopers, storming homes, warehouses, stores and trucks in search of illegally made goods.

The items are then held by authorities until suspects can be prosecuted or Tillery files a civil lawsuit.

Tillery's firm, Leonard, Tillery & Sciolla, which handles a broad range of intellectual property, business and casualty litigation, uses a nationwide network of informants, investigators and lawyers to root out bootleggers.

But mostly, says Tillery, his clients help him out. They spot their wares on the street, get angry and tell their personal lawyers or business managers, who then phone him.

The thefts hurt common taxpayers as well as celebrities.

"Our estimate is that counterfeiting may cost the United States $ 200 billion a year," says Spring Thompson, communications director at International AntiCounterfeiting Coalition Inc., which promotes laws and regulations to render IP theft unprofitable.

"They do not pay taxes; they don't get business licenses; they're cheating you and me - the average citizen - in more ways than one," says Tillery, who sits on the IACC board.

Counterfeiting is illegal in every state, but the severity of the punishment differs depending on the number of offenses. Last October, Pennsylvania passed a felony statute against counterfeiting. In some states it's considered a misdemeanor.

"Normally the criminal authorities won't get involved unless it's a lot of money," Tillery says.

Criminal penalties can include five-year prison sentences and fines of up to thousands of dollars for the big guys, the producers and importers. But even if the thieves are caught, there's no guarantee of restitution.

Jann S. Moorehead, former general counsel for San Francisco-based Winterland Productions, the world's largest producer of rock 'n' roll T-shirts and other paraphernalia, says some offenders whom he fought successfully in court "did creative things with their assets" so that wouldn't have to pay.

"Often you're dealing with people who develop very complex systems to find out what the next hot property is going to be and evade law

enforcement or investigators," Moorehead says.

LOAD-DATE: September 08, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:56 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

In school, clothes make the rapper - or raver The Gazette (Montreal, Quebec) September 9, 1997, Tuesday, FINAL EDITION

Copyright 1997 CanWest Interactive, a division of
CanWest Global Communications Corp.
All Rights Reserved
The Gazette (Montreal, Quebec)

September 9, 1997, Tuesday, FINAL EDITION

SECTION: NEWS; Pg. A6

LENGTH: 514 words

HEADLINE: In school, clothes make the rapper - or raver

BYLINE: SUSAN SEMENAK; THE GAZETTE

BODY:
The official uniforms imposed by school committees and enforced by teachers and principals are not necessarily the toughest dress codes in effect in Montreal high schools.

Students have their own unofficial, unwritten standards for dress - which prescribe everything from how to wear a baseball cap to the width of pant legs and the brand of running shoes the wearer dons.

Stake Out Identities

In high schools from east-end Montreal to the West Island and Los Angeles to Long Island, teenagers stake out identities for themselves based primarily on dress. Here's a sampling of some of the styles popular among Montreal youths:

- Ravers are most easily recognized by their wildly coloured hair, sometimes multi-hued and usually spiked. They wear the widest, biggest pants, slung precariously below the hips, crotch seam dangling by their knees. Shirts, too, are oversized. Other prominent features include nose and lip studs and eyebrow rings and multiple earrings. Tattoos are plentiful and highly visible.

- Rappers are loyal devotees of rap music. They sport very big pants, too, with one leg tucked into a sock. Giant hooded sweatshirts are de rigueur. Hair is intricately braided. Adornments include heavy chains and other bulky jewelry. Work boots are OK; so are Timberland boots. Basketball shoes are the footwear of preference - especially Nike, Fila or Reebok. But suede shoes will not do.

- Skaters are the teens who speed around at breakneck speeds on skateboards. Otherwise, they carry them under their arms as accessories. They, too, wear the ubiquitous baggy pants - not as loose as rappers, though, for safety reasons - but with cargo pockets at the sides. They wear only skater shoes, often suede, preferably with the brand names DC, Sheep or Etnies. Never Nikes. Baseball caps or woolen tuques top off the look.

- Posers are wannabe skaters. They have all the most expensive apparel and sometimes even carry skateboards. But they can barely skate and couldn't olly and land on their feet if their lives depended on it. Posers are most easily spotted because they often wear the wrong footwear, namely Nikes or basketball shoes.

- Preppies live for nice clothes, expensive clothes. They strut around in white shirts, designer sweaters and polo shirts emblazoned with Tommy Hilfiger, **Nautica** and Polo insignia. Both guys and girls wear tight black pants, preferably Guess jeans. Males wear their hair slicked back. Girls wear platform shoes and jerseys, belly blouses or skinny sweaters and black spandex pants that flare at the bottom. And lots of lip liner.

Toughest Looking

- Punks are the toughest-looking teenagers. They sport requisite Doc Marten workboots, chains and black leather jackets. They have myriad earrings and studs and severely spiked and partially shaved hair in a vast array of colours.

- Then there are regulars, the most difficult group to identify. They generally wear loose, comfortable clothing, including Nike running shoes. But regulars display no distinct, easily characterized style traits.

GRAPHIC: Photo: DAVE SIDAWAY, GAZETTE / Lachine High teens show styles. From left, front row: rapper Aaron Sealy, regular Bryan Hebert, skaters Dave Bouthillier, Craig Cheverton. Back: skater Devin MacGillivray, regular Chris Pugh, skater James Bridgeman.

LOAD-DATE: September 10, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:55 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Nautica lines up marketing push for Byron Nelson line Dallas Business Journal September 12, 1997

Copyright 1997 UMI Inc.;
Copyright The Dallas Business Journal Inc 1997;
Business Dateline;
Dallas Business Journal

September 12, 1997

SECTION: Vol 21; No 3; pg 16

LENGTH: 428 words

HEADLINE: **Nautica** lines up marketing push for Byron Nelson line

BYLINE: Welch Suggs

DATELINE: Las Colinas; TX; US; Southwest

BODY:
LAS COLINAS - He's lost a few steps, but at age 85, Byron Nelson still has the build of an athlete. Rumor has it he even hits nine holes every once in a while.

Along with his health, the winner of 11 straight PGA Tour titles still has star quality. On Sept. 4, **Nautica** International Inc. announced it was purchasing E. McGrath Inc., an Irving-based company which markets Nelson's signature line of top-end golf clothes. The deal makes Nelson the oldest athlete in the country to have an endorsement deal.

Terms of the deal weren't disclosed, but Nelson said his benefit was vastly different from his playing days, which concluded some 50 years ago.

"If someone had asked me when I was 60 if I'd be endorsing clothes at 85, I'd have said, 'You're nuts,' " Nelson said, sporting a white, short-sleeved shirt in a diamond knit with a five-button placket and a pair of dark houndstooth trousers.

The enduring value of Nelson's name comes in part from the prominence of the eponymous PGA Tour stop. In May, some half a million spectators crowded the grounds of the Four Seasons golf course in Las Colinas to watch Tiger Woods defeat a loaded field just after his Master's victory.

Harvey Sanders, chairman and CEO of **Nautica,** was a bit more flowery about Nelson's marketability.

"The Byron Nelson name is a legendary foundation to build on," he said. "The taste level it infuses in the product is beyond belief." **Nautica** is capitalizing on the fastest-growing segment of the American consumer market for sporting goods.

The $ 15 billion golfers spent on apparel, equipment and fees in 1996 represented a 92% increase over the preceding decade, according to the National Golf Foundation. More and younger people are getting into the sport, especially as Woods attracts kids and members of ethnic minorities to the links.

"The growth in golf has just been extraordinary," Nelson said. "The number of courses built last year was 300, or something like that. And every one fills up as soon as it's built. Another thing is that there's more

municipal, daily-fee courses, so it's not just people playing at country clubs."

The Nelson line won't necessarily be marketed to those players, though. Instead, Sanders said it would be targeted to the higher end of the market, largely sold through pro and specialty shops.

"We have always talked about controlled growth," Sanders said, drawing an analogy from another sport to distinguish **Nautica's** strategy from Nike's onslaught of Woods commercials and gear. "Nike is the sprinters, while we're the marathoners."

UMI-ACC-NO: 9810397

LOAD-DATE: October 10, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:54 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

YOU ARE WHAT YOU WEAR Sun-Sentinel (Fort Lauderdale, FL) September 17, 1997, Wednesday,

Copyright 1997 Sun-Sentinel Company
Sun-Sentinel (Fort Lauderdale, FL)

September 17, 1997, Wednesday, SOUTH BROWARD EDITION

SECTION: COMMUNITY CLOSE-UP, Pg. 14, NEXT GENERATION

LENGTH: 1027 words

HEADLINE: YOU ARE WHAT YOU WEAR

BYLINE: Erin Brown; Heather Rosenblum

BODY:

Preppy

* General description: Prepples dress conservatively and casually. Preppy dressers wear plain or striped shirts, khaki pants and shorts, or blue jeans. Shoes range from hiking boots to sandals, Docksiders to sneakers. They rarely add accessories except the occasional belt. Their hair is clean-cut.

* Brand names: Gap, Old Navy, Banana Republic, Ralph Lauren Polo, Dockers, Hush Puppies, any brand of sneakers.

* Accessories: Belt and/or scrunchie or hair clip.

* What they are interested in: Preppy students are very involved with school activities such as clubs and sports. Their music tastes are varied, including anything from alternative to mainstream, but many dislike country.

* Price range: $ 160 to $ 200 for shirt, pants, shoes and a belt. BY ERIN BROWN Western High School Gothic

* General description: Gothic clothing is at the extreme of the '90s fashion statements. From leather boots and vinyl pants to poet shirts and trench coats, the style of clothing is black and dramatic.

* Brand names: Raevyn, Funhouse, Incarnation, BeGotten, Ercoli, Dark Garden.

* Accessories: Jewelry: Silver rings, crosses, ankhs, chokers, rosaries. Makeup: white foundation, dark nail polish, dark lipstick, black eyeliner; hair dye; Victorian hats.

* What they are interested in: Gothic art, Gothic music, Gothic drama, Gothic literature, Gothic philosophy, classical music, vampire role-playing games, and the study of the Victorian era, the 16th century and the Romantic movement.

* Price range: $ 260 for a poet shirt, vinyl pants and black leather boots. Accessories cost $ 25 and up.

By ALEX KRASNE

St. Thomas Aquinas High School Hip-Hop

* General description: The hip-hop style centers on image, and the way you wear the clothing says a lot about you.

The baggy pants have to cover the tongue of the shoes. The shirts cannot be form-fitting. Undershirts are recommended. The shoes have to be a popular name brand and kept in mint condition. The hair has to be kept neat. You have to own at least one sports jersey. Gaudy gold or silver jewelry is out because it takes attention away from the clothes. Understated jewelry is OK. Cologne is a must but shouldn't be worn too heavily. You must be up-to-date with changes.

* Brand names: Polo Sport, **Nautica,** Fila, Nike, Tommy Hilfiger, Wu-Wear, Perry Ellis, Timberland, Pelle Pelle, Mecca, Twism, Karl Kani.

* Accessories: Oakley, Bolle or Versace eyewear, watch, understated gold or silver jewelry.

* What they are interested in: Wu-Tang, Puff Daddy; football; baseball; basketball; swimming; soccer.

* Price Range: $ 120-$ 300 for shoes, shirts and pants. Accessories start at about $ 100.

LISA MARCELLUS

Ely High School Jeans: From rebel to respectable

You go to school together, you go to the movies together, you even went on your first date together.

Jeans are the foundation of many students' wardrobes, and they have been around for more than 140 years.

In the 1770s, jeans were worn by Italian sailors as work clothes, but it was not until 1853 that the blue jeans we know of were conceived by Levi Strauss in San Fransisco. Strauss saw that mine workers needed strong pants, and stiched his first pair of overalls together.

As they grew in popularity, they were dyed with indigo and pockets were added.

Still, it was not until the 1950s that the popularity of jeans skyrocketed among teens. It was at that time when James Dean, Elvis Presley and Marlon Brando demonstrated the true fashion appeal of jeans outside the mining industry.

In 1955, school officials began banning blue jeans in school. They complained about everything from their "juvenile delinquent" image to the destruction of desk seats by the rivets on the back pockets.

It was not until 1969 that blue jeans won the Coty American Fashion Critics Award and were deemed acceptable clothing.

Since then, jeans have morphed from the glamour jeans of the mid-1970s to the stoneand acid-washed, ripped jeans of the 1980s and the designer jeans of today.

By CATHERINE BACHMAN

American Heritage High School Retro

* General description: Retro wear, also known as hippy wear, has returned. Back are flared jeans and bell bottoms, hip huggers, tie-dyed shirts, halter tops, hot pants, polyester, velour, platform shoes and clogs.

Here is what has changed: The hippies were making a statement about Vietnam and the government. Today women wear 1970s-style clothes to make a fashion statement.

* Brand names: Bongo, 5-7-9, Wet Seal, Cloud Nine, Blue Asphalt, Zanadi, Claires, Candles, Sketchers.

* Accessories: Hemp jewelry, chokers, long beaded necklaces, John Lennon-style glasses, fringed handbags, beanie hats.

* What they are interested in: The 1970s era - The Brady Bunch, John Lennon's Give Peace A Chance, television and music.

* Price range: $ 60 to $ 130 for shirt, jeans and shoes. Accessories start at $ 6.

By HEATHER ROSENBLUM

Hallandale High School Skate

* General description: Bladers have a style that may look like the hip-hop style, but it is not. Most bladers wear long baggy pants that fit at the waist and fitted shirts.

* Brand names: Most bladers buy Jnco pants. Shirts include Senate, Interstate 7 and many others that are fitted. Unlike hip-hop shirts, bladers' shirts do not hang down to the knees. What you wear on your feet is very important. There are many kinds of shoes and blades available, but only a few are cool. Airwalks are the top shoes for now. The top skates are Rollerblade, Oxygen and K2.

* Accessories: Wallet chain, cap, jewelry worn in pierced body parts.

* What they are interested in: Ska and rave music, skating, learning new tricks.

* Price range: $ 260-$ 610 for pants, shirts and skates. It's not cheap to be a blader!

By DONNIE COQMARD

Miramar High School Top 5

According to the National Retail Federation, the top back-to-school clothes are:

* WNBA jerseys.

* Soccer jerseys.

* Snowand wake-boarding apparel.

* Platform shoes.

* Baggy denims from labels such as Levi's, Gap, Tommy Hilfiger and Calvin Klein's CK line.

GRAPHIC: PHOTOS 3 DRAWING, Photos/ERIN BROWN, Western High; (color) Preppy; (color) Gothic Photo/DONNIE COQMARD, Miramar High; (color) Skate Illustration/JONATHAN REID, American Heritage High; (color) Hip-hop

LOAD-DATE: October 10, 1997

Out on a Limb The New York Times September 21, 1997, Sunday, Late Edition - Final

Copyright 1997 The New York Times Company
The New York Times

View Related Topics

September 21, 1997, Sunday, Late Edition - Final

SECTION: Section 6; Part 2; Page 75; Column 1; Men's Fashions of The Times Magazine

LENGTH: 117 words

HEADLINE: Out on a Limb

BODY:
Wearing a suit should be a kind of adventure, not a dull, workaday experience. To help dramatize that point, our fashion escapade is set in the mysterious Lava Beds National Monument in Northern California.

Here, suits in elegant gray and brown, current colors of choice, blend into the ominously beautiful landscape. Indeed, the only flashes of color in this otherwise monochromatic vision come in the vividly hued shirts and ties of royal blue, burgundy, gold and forest green -- the surest ways to add excitement to any suit.

But these are not just any suits. Their smart Savile Row flavor -- strong shoulders, bold stripes and sartorial vests -- would satisfy even James Bond himself.

GRAPHIC: Photos: Pinstripe wool suit with ticket pocket, $395, from **Nautica** by David Chu. At Lord & Taylor, selected stores. Cotton and Lycra shirt, $145, from Boss Hugo Boss. At Boss Hugo Boss Shop, Short Hills, N.J., and Washington. Saks Fifth Avenue, selected stores. Silk tie from Boss Hugo Boss. Silk pocket square from Christian Dior.; LEFT: Chalk-stripe, single-breasted three-button wool suit with ticket pocket, $2,010, by Giorgio Armani. At Giorgio Armani, 760 Madison Avenue; Beverly Hills and San Francisco, Calif. Mini-check cotton shirt, $85, from XMI. To order, call (800) 838-0424. Silk tie from XMI Platinum. RIGHT: Beaded-stripe, single-breasted one-button wool suit, $895, by Jhane Barnes. At Kaufmans Tall and Big, Denver and Seattle. Cotton shirt with snap-down collar, $145, by Jhane Barnes. Both at Syd Jerome, Chicago. Silk tie by Jhane Barnes. Tortoise-shell glasses from Oliver Peoples.; Single-breasted three-button wool suit with ticket pocket, $1,150, from Joseph Abboud Collection. At Saks Fifth Avenue, selected stores. Cotton-twill shirt, $225, from La Confianza by Ike Behar. At Bergdorf Goodman Men, to order. Silk tie from Chanel Cravates. Silk pocket square from Robert Talbott.; THIS PAGE: Chalk-stripe single-breasted suit of wool and cashmere, $1,795, from Loule for Louis Boston, and striped cotton shirt with spread collar, $275, by Luigi Borrelli for Louis Boston. Both at Louis Boston, Boston. Silk tie and pocket square by Luciano Barbera. Leather cap-toe shoes from Bally of Switzerland. OPPOSITE PAGE, LEFT: Single-breasted three-button wool suit, $698, and pinstripe cotton shirt, $75. Both from Brooks Brothers. Silk tie from Brooks Brothers. Silk pocket square from Ashear and Company. Watch from Tag Heuer. RIGHT: Double-breasted pinstripe suit of worsted wool with peaked lapels, $550, from Kenneth Cole Collection. For stores, call (800) 536-2653. Mini-check cotton shirt by Kenneth Gordon. Silk tie from Harrison James. Handmade silk pocket square from Robert Talbott.; LEFT: Three-button suit of wool and cotton by Dolce & Gabbana; jacket and pants, $1,190, vest, $345. At Dolce & Gabbana Boutique, 825 Madison Avenue. Saks Fifth Avenue, selected stores. Cotton shirt with french cuffs, $135, by Ike Behar. At Bergdorf Goodman Men. James Davis, Memphis. Silk tie from Countess Mara. Pocket square from Christian Dior. Leather cap-toe shoes by Kenneth Cole. CENTER: Three-piece suit of wool and cashmere in a windowpane plaid with ticket pocket,

$3,000, and cotton shirt, $165, from Ralph Lauren Purple Label. Suit, to order, and shirt at Polo Ralph Lauren, 867 Madison Avenue. Silk tie from Ralph Lauren Purple Label. Silk pocket square from Robert Talbott. Shoes from Ralph Lauren Footwear. RIGHT: Single-breasted three-button suit of wool and cashmere with ticket pocket in a windowpane plaid, $1,580, from Yves Saint Laurent Rive Gauche. At Yves Saint Laurent Rive Gauche Boutique, 855 Madison Avenue. Cotton shirt, $49, from **Nautica** by David Chu. At Lord & Taylor, New York only. Silk tie by Luciano Barbera. Silk pocket square by Tino Cosma. Wing-tip shoes from Bally of Switzerland.; Three-piece three-button suit of lamb's wool in a beaded stripe, $2,950, from Alfred Dunhill. At Alfred Dunhill stores nationwide. Houndstooth-check cotton shirt with spread collar, $375, from Harrison James. At Harrison James, 5 West 54th Street. Handmade silk tie from Protocol by Robert Talbott. Cotton pocket square from Paul Stuart. (Photographs by Wes Bell for The New York Times)

LOAD-DATE: September 21, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:46 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Nautica Inks Pfaltzgraff; Brief Article HFN The Weekly Newspaper for the Home Furnishing Network September 22, 1997

Copyright 1997 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1997 Capital Cities Media Inc.
HFN The Weekly Newspaper for the Home Furnishing Network

September 22, 1997

SECTION: No. 38, Vol. 71; Pg. 1

IAC-ACC-NO: 19778037

LENGTH: 188 words

HEADLINE: Nautica Inks Pfaltzgraff; Brief Article

BYLINE: Goldbogen, Jessica

BODY:
As part of its two-year plan to become a complete player in the home furnishings category, **Nautica** Home reported late last week that it has penned an agreement with Pfaltzgraff to develop a complete tabletop line.

The line, to be shown at the October 1998 tabletop market, will include dinnerware, coordinating glass beverageware and serveware, a stand-alone collection of mugs, ceramic serveware and pantryware and flatware.

Nautica, the $ 1 billion supplier of apparel, has been steadily taking on licensees since it reported in March that it was teaming up with textiles suppliers for bedding and bath items, which hit stores in June.

Vendors working with **Nautica** include Dan River and Keeco for decorative bedding; Leshner for bath towels and Ex-Cell for shower curtains, decorative towels and table linens. Most recently, textiles supplier Decorite signed on in August to produce decorative pillows, chair pads and stool covers under the **Nautica** name.

A furniture line, manufactured by Lexington, will be introduced next month in High Point, N.C. **Nautica's** plans also call for housewares and wall coverings.

IAC-CREATE-DATE: October 6, 1997

LOAD-DATE: October 07, 1997

PEOPLE: PHOTO REVIEW Advertising Age September 22, 1997

Copyright 1997 Crain Communications Inc.
Advertising Age

September 22, 1997

SECTION: People; Pg. 34

LENGTH: 384 words

HEADLINE: PEOPLE: PHOTO REVIEW

BODY:
NEW YORK: Hearst Magazines held a 50th birthday party for Liz Tilberis, editor in chief of Harper's Bazaar, Sept. 7 at Gertrude's. The evening of celebration was marked when September's issue came to life in a birthday cake featuring guest and September cover girl, Courtney Love (far r.). Also pictured are Cathleen Black, president, Hearst Magazines (center); and Ms. Tilberis.

SAN FRANCISCO: GQ, Visa and Bank of America hosted a reception at the Westin St. Francis Hotel on Union Square, in celebration of the promotion "Shop, Dine & Stay on the Most Famous Streets of America." Pictured (l. to r.): John Marks, president, San Francisco's Convention & Visitors Bureau; Richard Beckman, publisher, GQ; Carl Poscarella, president-CEO, Visa; and Rob Robins, exec VP, Visa.

NEW YORK: US sponsored the world premiere of the Miramax/Dimension film "Mimic," starring Mira Sorvino (r.). Pictured with Ms. Sorvino is Andrew Amill, publisher, US.

NEW YORK: Power & Motoryacht entertained clients at dinner following a boat ride aboard their company boat, Office Ours. Enjoying the sushi appetizers are (l. to r.): Chris Kelly, contributing editor and Don Malone, mid-Atlantic sales manager, Power & Motoryacht; Julie Richardson, manager, marketing services, Hatteras Yachts; Dave Branch, advertising director, Power & Motor-yacht; Kim Riley, account exec, BK&M Advertising; and John Bean, publisher, Power & Motoryacht.

MALIBU, CALIF.: One-thousand triathletes, weekend warriors and celebrity relay teams participated in the 1997 **Nautica** Malibu Triathlon presented by Met-Rx and Men's Health. Among those in attendance (l. to r.): Sean Flanagan, publisher, Men's Health; actor Robin Williams, who finished sixth in the 18-mile bike race; and Steve Bruman, international fashion director, Men's Health.

NEW YORK: The city of Saratoga Springs, N.Y., was the first recipient of American Heritage's The Great American Place award, which recognizes the U.S. city of historical significance that is also a great place to visit. The award, which will be presented annually, was presented at the Forbes Magazine Galleries. Receiving the award from Timothy Forbes (l.), president, American Heritage, and chief operating officer, Forbes Inc., was J. Michael O'Connell, mayor of Saratoga Springs.

LOAD-DATE: September 25, 1997

TEENAGE TASTES The Evening Standard (London) September 25, 1997

Copyright 1997 Associated Newspapers Ltd.
The Evening Standard (London)

September 25, 1997

SECTION: Pg. 10

LENGTH: 97 words

HEADLINE: TEENAGE TASTES

BODY:
BALLERINA Darcey Bussell joined Henry Dent-Brockle-hurst, his girlfriend Lili Maltese and newly sleek-looking Sir Terence Conran at the restaurateur's Bluebird gas-trodome last night, for the UK launch of American sportswear label **Nautica.**

The dancer confessed she still wears a leotard she has had from the age of 13. "I never throw anything away," she sighed. "It's always the old stuff that's so comfortable and I keep hop-

ing that if I hang onto things for long enough they'll come back into fashion."

One look at London Fashion Week should confirm that.

LOAD-DATE: September 30, 1997

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

DRESS-DOWN FRIDAY'S MEAN BIG BUSINESS FOR CLOTHING DESIGNERS NBC News Transcripts
September 26, 1997, Friday 10:40 AM

Copyright 1997 National Broadcasting Co. Inc.
NBC News Transcripts

SHOW: NBC NIGHTLY NEWS (6:30 PM ET)

September 26, 1997, Friday 10:40 AM

LENGTH: 364 words

HEADLINE: DRESS-DOWN FRIDAY'S MEAN BIG BUSINESS FOR CLOTHING DESIGNERS

ANCHORS: TOM BROKAW

REPORTERS: MIKE JENSEN

BODY:
TOM BROKAW, anchor:

It should come as no surprise that casual Friday has become a huge business. As clothing designers and stores have realized, there's gold in khaki pants. We continue our IN DEPTH reporting now with NBC's chief financial correspondent Mike Jensen.

MIKE JENSEN reporting:

Look closely and you'll see more than pants and shirts. You'll see money, lots of it. The people who make and sell casual clothes are getting rich. Americans will spend $ 15 billion this year on jeans, and khakis, and slacks and sport shirts. Steve Husbands is a bank vice president who prefers to wear suits. But he had to open up his wallet to buy new clothes for dress-down day.

Mr. STEVE HUSBANDS: Couple of hundred bucks. Getting some certain slacks and pullover shirts in order to wear on Fridays.

JENSEN: A handful of manufacturers are riding the crest of this 10-year trend, says Wall Street analyst Allison Malkin.

Ms. ALLISON MALKIN: Tommy Hilfiger, Levi Strauss, **Nautica** Enterprises and Ralph Lauren.

JENSEN: Stores also are raking it in.

Ms. MALKIN: Bloomingdale's, Macy's, Burdines, Lord & Taylor, Bon Marche, The Gap, Banana Republic, Eddie Bauer, JCPenney and Sears.

JENSEN: First in California, then on the East Coast, now the world is wearing casual clothes.

Mr. MICHAEL MCCADDEN ("The Gap" Senior VP): We do business in Japan and the UK and Canada, France and Germany. And we do see this trend happening virtually everywhere.

JENSEN: Clothing designers are rushing to get in on the action. Kenneth Cole made his reputation on

shoes. Now, a new line of men's sportswear.

Mr. KENNETH COLE: Dress-down Friday today is a big part of the business that we're in today.

JENSEN: Claiborne for Men even outfitted a 35-foot trailer with computers to cross the country, offer up the latest casual styles.

Mr. JAY FREEDMAN (Lis Claiborne Men's Line President): This is really a how to.' This is hands-on how to.' This is how you do it.

JENSEN: The clothing may be casual, but for designers, manufacturers and retailers, there's nothing easygoing about it. Every customer who dresses down on Friday sends profits shooting up. Mike Jensen, NBC News, New York.

BROKAW: When we come back, a 38 percent rise in violence against the elderly. How more and more of them are now defending themselves.

And later, THE AMERICAN SPIRIT: an inspiring story, a man's sacrifice--personal sacrifice to keep a school.

LOAD-DATE: September 29, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:43 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Stone & Thomas in transition Employees wonder what's in store Charleston Daily Mail (West Virginia) September 26, 1997, Friday

Copyright 1997 Charleston Newspapers
Charleston Daily Mail (West Virginia)

September 26, 1997, Friday

SECTION: News; Pg. P1A

LENGTH: 503 words

HEADLINE: Stone & Thomas in transition Employees wonder what's in store

BYLINE: THERESE S. COX

BODY:
REINCARNATED at the mall, Stone & Thomas will shine with glazed white ceramic tiles in the aisles, green tweed carpeting and upscale clothing hanging on the walls.

When the new store opens in November, gone will be pots and pans and picture frames, the beauty salon and the bridal registry, teen clothes and the tea room.

"We like to think of it as more of a large specialty store," said Thomas Mathes, Stone's vice president and director of the chain's 21 stores.

Five entrances in the mostly glassed-in facade will usher shoppers into the new 30,000-square-foot store on the second floor of the east end of Charleston Town Center.

Shaped like a giant Y, the store will feature men's and women's clothing and accessories with a smattering of duds for infants and toddlers, Mathes said.

There will be 22 fitting rooms and between 65 and 70 employees and separate **Nautica** and Tommy Hilfiger shops. The store will be open 19

hours more each week because of the longer mall hours.

"It will be quite a dramatic change," Mathes said.

For some longtime loyalists, such change is hard to accept.

"It breaks my heart," said Jerry Underwood, a 40-year Stone & Thomas shopper. "I guess I'll go to the mall, but I just don't like it."

When Underwood moved to Charleston in 1957 she said she applied for a charge account at the huge Diamond department store.

It was refused.

Underwood marched around the corner and got a Stone & Thomas card, no hassles.

"I have bought from Stone & Thomas ever since," she said.

Employee Julia Jacobs, who purchased her June Roses china at Stone & Thomas in 1952, came to work during the Christmas rush in 1985. Twelve years later, she's still doing lunch relief and vacation fill-in.

"My cousin and I would shop every Saturday for our children's things and wedding gifts," Jacobs said. "Our husbands had the children. It was our thing.

"Coyle's (and Richardson) is gone. So is the Diamond. There's no place for us to come," she said.

As sale merchandise disappears, floors are closing. This week, the store is advertising 25 percent reductions, with no returns allowed.

Some employees have moved to the Kanawha City and Teays Valley locations and others wait to learn if they will have a job come Nov. 1.

A workforce of about 100 will be reduced to 65 or 70, Mathes said.

Said salesman Tony Lee, "I'd like to see them keep the younger people and give severance packages to older people."

Marie James, who works with Lee in menswear, still doesn't know if

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

CURRENT Buffalo News (New York) September 28, 1997, Sunday, FINAL EDITION

Copyright 1997 The Buffalo News
Buffalo News (New York)

September 28, 1997, Sunday, FINAL EDITION

SECTION: LIFESTYLES, Pg. 3F

LENGTH: 606 words

HEADLINE: CURRENT

BYLINE: SUSAN MARTIN

BODY:

Diana remembered

Buffalo artist Nancy C. Murnyack, who designs a line of porcelain china called Table Art, has created an ornament to commemorate Diana, Princess of Wales, who died a month ago from injuries suffered in a car crash in Paris.

The cream-colored hanging ornament features an image of Diana's face, golden embellishments and the words by which she had come to be known, "Princess of the Common People, Queen of our Hearts."

The 3-inch round ornament is priced at $ 19.95; add $ 5.05 for shipping and handling (plus 8 percent sales tax for New York State residents). The ornament comes gift-boxed; a glass dome display case with a wooden base is available for an additional $ 15.

A portion of the proceeds will go to the charities supported by the late Princess of Wales, and purchasers' names will be included on a list of donors passed along to the organizations.

To order, call 877-2215 or send payment to NCM Studio Inc., 50 Wilbury Place, Buffalo, N.Y. 14216. Visa, MasterCard, money orders or personal checks are accepted.

Delivery is expected to begin Dec. 1.

Sleep on it

Some of the snazziest patterns around can be found on sheets, shower curtains and scores of coordinating accessories for the bedroom and bath. These days, many of these fashionable items carry such labels as Liz Claiborne, Ralph Lauren and other popular names from the clothing biz.

Well, clear a shelf in the linen closet for another one.

The **Nautica** Home Collection is new on the market and offers a full line of bed, bath and home accessories. Found here are three design themes -Yachting, Nantucket and Classics -- which spill over onto not only sheets but also towels, window treatments and shower curtains.

Sure, there's the recognizable **Nautica** logo and flag motifs on some designs, but also florals, bright colors and patterns borrowed from menswear items, such as oxford shirts.

Selections from the **Nautica** Home Collection are available at the Bon-Ton's Eastern Hills, McKinley Mall and Walden Galleria locations and Kaufmann's at Boulevard Mall and Walden Galleria.

Feet first

You're familiar with Teflon frying pans? Well, what about Teflon socks?

They're coming soon to a foot near you.

Allure magazine writes that Teflon socks are designed to guard against blisters and calluses by reducing friction between feet and socks.

Long on style

Long skirts -- those that extend to midcalf and beyond -- make a strong showing for fall. But proper proportion is the key to pulling off the look.

To do it right, follow these useful tips from the pages of Woman's Day magazine:

Opt for chunky heels. Flats usually look dumpy with long skirts.

Midcalf or knee-high boots boots will give you a clean line.

Opaque tights are best for day. Choose dark colors that match your shoes.

Avoid long tops over long skirts: Sweaters and jackets should be fitted and hit you at the waist or hips.

Slim knit tops are better than shirts, which tend to bunch up. For the longest, leanest look, try a knit bodysuit (no tucking required).

Remember, too, that long straight skirts are most figure-flattering in woven fabrics. If you prefer knits, try a soft A-line.

And finally ...

"A house is not a home unless you are surrounded by things that are meaningful to you and reflect your identity. Making a home has nothing to do with monetary value. It has to do with aesthetic values and things that give you pleasure."

-- Dianne H. Pilgrim,

director of the Cooper-Hewitt

National Design Museum,

New York City;

in House & Garden

GRAPHIC: Wearing a long skirt this fall? The key is proportion.

LOAD-DATE: September 30, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

STAR TRACKS People September 29, 1997

Copyright 1997 Time Inc.
People

September 29, 1997

SECTION: STAR TRACKS; Pg. 6

LENGTH: 10 words

HEADLINE: STAR TRACKS

BODY:
[This article consists of photographs--see below]

GRAPHIC: COLOR PHOTO: MILAN RYBA/GLOBE PHOTOS, Pumped and ready to ride, Robin Williams climbed into the saddle for the 18-mile bicycle leg of the **Nautica** Malibu Triathlon. Williams teamed with trainer Greg O'Bryan, who ran, and triathlete Scott Tinley, who swam, to finish sixth at the Pediatric AIDS Foundation benefit. [Robin Williams]; COLOR PHOTO: STEVE SANDS, Actor-director Kenneth Branagh made sure costar Winona Ryder got the point on the Manhattan set of Woody Allen's fall project, a comedy about what happens to two newly divorced New Yorkers. Ryder next abandons terra firma for the sci-fi flick Alien Resurrection, due Nov. 26. [Winona Ryder and Kenneth Branagh]; COLOR PHOTO: THE SOUTHAMPTON PRINCESS, Tennis, anyone? Well, maybe not. Patrick Rafter, fresh from his U.S. Open victory, was willing, but his mammalian pal at Bermuda's Southampton Princess resort looked as if he'd rather eat the ball than work on his ground strokes. [Dolphin and Patrick Rafter]; COLOR PHOTO: JEFF CHRISTENSEN/REUTERS, There she was, Miss America Kate Shindle, enduring the ritual day-after dip following her crowning moment in Atlantic City. Shindle, the contestant formerly known as Miss Illinois, was one of 13 women who wore a two-piece swimsuit in the pageant but obviously not to swim in.; COLOR PHOTO: LISA O'CONNOR, Proud papa Kirk Douglas basked in the reflected glow of his son Michael--not to mention the gleam of family pal Jack Nicholson's grin--after Michael's hand-and-footprints were immortalized in cement alongside his own at Mann's Chinese Theatre in Hollywood. Quoth Douglas the elder: "I think his footprints should be much bigger than mine." [Jack Nicholson, Kirk Douglas, and Michael Douglas]; COLOR PHOTO: TAMMIE ARROYO, It was an all-sister act at the Soul Train Lady of Soul Awards in Los Angeles, where the event's pregnant cohost Erykah Badu (below) took home a bundle of trophies for her debut album, Baduizm, and an in lip-synch En Vogue--Maxine Jones (far left), Cindy Herron and Terry Ellis--blew kisses and won kudos for best group single. [Erykah Badu]; COLOR PHOTO: LAURA LUONGO/SHOOTING STAR, [See caption above--Maxine Jones, Cindy Herron, and Terry Ellis]; COLOR PHOTO: ROBIN PLATZER/TWIN IMAGES, General Hospital's resident heartthrob Tyler Christopher quickened costar Vanessa Marcil's ticker, as the real-life lovers--who plan to wed Dec. 14--cuddled for cameras at the Soap Opera Update Awards in New York City. Christopher, who plays Nikolas Cassadine, won as Best Male Newcomer. [Vanessa Marcil and Tyler Christopher]; COLOR PHOTO: GABE PALACIO, Just a fool for a photo op, King Tusk, an Asian elephant, let Melanie Griffith tickle the ivory in New York City's Central Park to honor India's 50th year of independence. [Melanie Griffith sitting on elephant's tusk]; COLOR PHOTO: MICHAEL MU, Tough guys may not dance, but they do sing the blues, as emotive action guy Steven Seagal proved at Nashville's Planet Hollywood, crooning tunes from his movie Fire Down Below.; COLOR PHOTO: ADAM NEMSER/PHOTOLINK, Sure, every litter bit hurts, but Deborah Gibson--no more of that Debbie stuff--wasn't bothered a bit at the Broadway on Broadway fete in Manhattan. She's starring in Beauty and the Beast.

Focus on Men's Fashions CNNFN September 30, 1997 Tuesday

Copyright 1997 Cable News Network
All Rights Reserved
CNNFN

SHOW: BIZ BUZZ 06:46 PM Eastern Standard Time

September 30, 1997 Tuesday

Transcript # 093014cb.L09

SECTION: Business

LENGTH: 1083 words

HEADLINE: Focus on Men's Fashions

GUESTS: Tom Julian

BYLINE: Sean Callebs

BODY:
18:00)

SEAN CALLEBS, CNNfn ANCHOR, BIZ BUZZ: Tom Julian, our men's wear consultant now (18:46:30) joins us. And if you've done nothing else during your time here you've made me more conscious of the way I look on air.

TOM JULIAN, MEN'S WEAR CONSULTANT: And you're in a 6 button, tuda(ph) button with a ticket(ph) pocket. Very fashionable.

CALLEBS: All right.

JULIAN: I like (18:46:40) that.

CALLEBS: And a Hugo Boss tie that my producer purchased because I'm leaving soon. I'll tell you more about that later.

Well how are things? You got a lot going on.

JULIAN: A lot of headlines, Sean. International (18:46:50) headlines as well as retail headlines as well as a lot of business feelings out there.

CALLEBS: Let's first talk about Guess (Company: Guess ? Incorporated; Ticker: GES; URL: http://www.guess.com) opening on Broadway.

JULIAN: Yes, there's still a lot of retail activity in Soho right now. Guess (18:47:00) just opened up a store. It is their 2nd store in Soho. But this is for their signature sportswear and denim pieces. It's 7000 square feet. It is (18:47:10) on Broadway and it is projected to do about $1000 per square foot.

CALLEBS: Now is that going to make money or is that just kind of the brand extension out there?

JULIAN: I think (18:47:20) right now they are all striving to make money. But it's also the equity of extending the brand. And it will have 40 percent mens wear and also the womens wear (18:47:30) collection. And they're also talking about opening up another store in the Seaforge(ph) before the end of the year.

CALLEBS: Is that the way the fashion industry is moving right now? I mean is that kind of (18:47:40) product going to move well, the denim that you're talking about?

JULIAN: Oh yes, the sports wear, the lifestyle, it's moving well internationally. And Soho is a hot shopping area and it keeps growing.

CALLEBS: Let's (18:47:50) make the transition, talking about this casual wear into what **Nautica** Enterprises (Company: **Nautica** Enterprises Incorporated; Ticker: NAUT; URL: N/A) has been doing.

JULIAN: Yes. **Nautica** is in the headlines this week because they've also gone (18:48:00) international. And last week they had presented their collection for the first time in London. And David Choo(ph), the designer of **Nautica** took his Spring --

CALLEBS: He's been called a genius. I mean he's a young guy who's done an awful lot (18:48:10) with that company.

JULIAN: You're right. And his vision is very much worldwide. And he has setup a whole international operation in London. And to kick it off he showed his mens (18:48:20) collection with 60 different looks. And it was well received.

And there was a lot of activity in London right now because it's officially London fashion week.

CALLEBS: Tell us about that.

JULIAN: Well (18:48:30) this is probably the 2nd year that the London based designers have gotten aggressive with showing their Spring collections. And they have over 49 designers showing on the schedule. (18:48:40) It started last Thursday and its a 6 day program. And that's pretty substantial because here in the United States and in Milan and in Paris, you're hearing 50, 60, 70 different shows. (18:48:50) So here we've got 49 in London.

CALLEBS: And the significance. Do you think it's going to get more attention?

JULIAN: Definitely more attention. I was reading an article, one of the key title sponsors, (18:49:00) Vidal Sasson. You're hearing more about sponsorships. A lot of new designers as well as a lot of the famed reputable designers. (18:49:10) And I think we're going to talk about some of them because they've been in the headlines.

CALLEBS: Sure. Talk about sponsorships, the guys from Rolling Stones when they dragged those tired bones (18:49:20) on the stage, at least some of them are going to be wearing designer clothes.

JULIAN: Yes. Mick Jaggar(ph) is going - has already worn a Tommy Hilfiger (Company: Tommy Hilfiger Corporation; Ticker: TOM; URL: N/A) designed outfit last week in Chicago.

CALLEBS: Those guys can (18:49:30) squeeze a buck out of anything, can't they?

JULIAN: Yes, well you know it's right for Tommy Hilfiger because if he wants to launch a rock and roll collection it's the perfect marriage. He's also going to have Keith Richards(ph) and (18:49:40) Charlie(ph) Watts(ph) warning the clothes. And this is a 33 city store I believe, 22 weeks, bridges to Babylon.

CALLEBS: (OFF-MIKE) to Babylon. Right.

JULIAN: So that's a lot of exposure. (18:49:50) And I'm sure it costs a lot of money as well.

CALLEBS: In every city they're going to get a lot of local media coverage because they're going to be allowed to shoot the first 2 songs, put it on the evening news and everybody's going to see the front man wearing the Tommy (18:50:00) Hilfiger outfits.

JULIAN: Exactly.

CALLEBS: And Charlie(ph) Watts(ph) who's also known to spend a ton of money on his clothes. He's always been a big Armani(ph) fan.

JULIAN: And also Tommy's getting ready to open his new store in (18:50:10) Beverly Hills where he wants to showcase the Rock and Roll collection there. So there are synergies(ph).

CALLEBS: Interesting. OK, you now you also have an exclusive men's store on Thompson(ph) called (18:50:20) (OFF-MIKE). It's kind of interesting.

JULIAN: Yes.

CALLEBS: Now tell us about this.

JULIAN: Now this is a very - very much a haberdashery. We don't see a lot of those. This is a Persian designer who is joined (18:50:30) up with Sean Cassidy, who's a young entrepreneur in New York City. And found a space and he really created this space in the mood of the Persian designer store. Now the (18:50:40) Persian designer is a meal leforea(ph). And they had their store opening last week and they're bringing a lot of the French sensibilities but with an American lifestyle statement. (18:50:50) And if I had to visualize it, it's a sports coat with a net - with a chino in wonderful fabrics and rich colors.

CALLEBS: And you think that's the kind of style - I mean it wouldn't be called a classic but is it the kind of thing (18:51:00) that's going to carry on and on?

JULIAN: It's driven by sportswear with more of a global feel, more of an international statement.

CALLEBS: Great. Tom Julian, always a pleasure. Thanks for joining us and best of luck.

JULIAN: Good to see you. (18:51:10) (18:51:20) END

LOAD-DATE: July 16, 2003

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:40 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Fragrances for fall radiate a healthy, sporting image Calgary Herald (Alberta, Canada) September 30, 1997, Tuesday, FINAL EDITION

Copyright 1997 CanWest Interactive, a division of
CanWest Global Communications Corp.
All Rights Reserved
Calgary Herald (Alberta, Canada)

September 30, 1997, Tuesday, FINAL EDITION

SECTION: LIVING: STYLE; Pg. C1 / FRONT

LENGTH: 492 words

HEADLINE: Fragrances for fall radiate a healthy, sporting image

BYLINE: KAVI MOHAN, CALGARY HERALD

BODY:
There's a fresh new fragrance floating on the air. Fragrances are crisp, clean and citrus scented for both women and men.

"Many of the new scents are really refreshing," says Brenda Krause, fragrance consultant for more than eight years.

"They have a little hint of lemon."

Sport colognes for men are also gaining popularity. **Nautica** Competition is very hot in the States and is rapidly catching on here, according to Krause, who works at Eatons downtown and the Bay in Chinook Centre.

CK1 by Calvin Klein and Claiborne Sport are not far behind.

Building on the image of scents worn by well-built, fit men now comes the idea of recreational sportsmen -- men in good shape but perhaps not as muscular as the sporty man.

Fragrances such as Pleasures by Lauder, Dune by Christian Dior and the musky Chrome by Azzaro portray strong men enjoying relaxing family time through marketing campaigns.

Pleasures, for example, is known by its handsome man relaxing in a hammock with his dog.

"Musk will always be popular," says Krause, "just as florals for women will always be big."

The fragrance world is eagerly awaiting the arrival of a completely unique scent, Angel for men, scheduled for an October release.

"Angel is one of the most original fragrances because there are no flowers in it -- it's made with chocolate," says Krause. Described only as extraordinary -- but not chocolatey -- fragrance lovers will have to keep their noses in the air while awaiting Angel.

Women's fragrances, like men's, radiate a healthy, glowing image.

The light, refreshing mists made for spring and summer are evolving into natural scents as the season turns.

Donna Caron has a new all-botanical line which is available in petal, nectar or leaf scent at Holt Renfrew.

"They say you can drink it because it's organic," says Annette Cini, fragrance manager at Holts.

Light, herbal scents have been slowly gaining acceptance for about five years but have only recently begun to flourish.

The Body Shop, known for its all-natural products, has just added two new fragrances to its collection; Satsuma, which smells like bubbling orange pop, and Framboise, a rich raspberry fragrance.

Many customers mix and match from the 22 scents to create their favorite eau de toilette, bubble bath or massage oil.

"We have three main categories," says Lisa Held at the Eaton Centre location.

"Sweet and fruity, warm and spicy, fresh and floral. People probably enjoy fruity or fresh the best."

Although not perfume in the traditional sense, products such as those offered by the Body Shop give men and women a sense of having "their own" smell.

Good for people with allergies, natural products have a pleasant smell without being too strong.

When choosing a fragrance, narrow the choice down to either floral or spicy.

Then get a sample and actually try it on over several days to see how it reacts with your body chemistry.

GRAPHIC: Color Photo: David Moll, Calgary Herald / HOT SCENTS: Fragrances by Oscar de la Renta, Jean Paul Gaultier, Angel, Van Cleef and others will be in the air this fall.

LOAD-DATE: October 1, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:35 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

City Takes Center Stage International Herald Tribune (Neuilly-sur-Seine, France) October 2, 1997, Thursday

Copyright 1997 International Herald Tribune
International Herald Tribune (Neuilly-sur-Seine, France)

October 2, 1997, Thursday

SECTION: Feature; Pg. 10

LENGTH: 817 words

HEADLINE: City Takes Center Stage

BYLINE: By Suzy Menkes; International Herald Tribune

DATELINE: LONDON

BODY:
With a whoop of joy, designer Julien MacDonald ran down the runway, embracing the supermodels wearing his saucy webs of knitwear. His inventive, imaginative show was a fitting end to a lively London fashion week that has brought the swinging city to center stage.

With a sprinkling of big players and myriad quirky innovators, London seems finally to be making it into the international arena.

"I loved that - it summed up the whole season - fun, wearable, colorful and full of energy," said Nicole Fischelis of Saks Fifth Avenue after MacDonald's show. "It's where British fashion should be."

To some extent, it is the cocky confidence of the British designers, reflecting the effervescent spirit of the city, that has made the spring- summer season seem exceptional.

But MacDonald's show was impressive by any standards. This Welsh wizard of the knitting machine sent out brief playful dresses, fringed, fluffy or paillette-edged hemlines just grazing the rear and the bodice dangling from decorative straps.

In such a tiny area, MacDonald packed in his ideas: knitting that was alternately lacy, sheer, stretchy, latticeworked and glimmering silver, or glowing with color and geometric pattern. The inventiveness burst out in clusters of ragged ends, artistically worked, or in a tramway of knitted flowers.

Surely these bikini pants, kimono jackets and that mad stole looking like sequined feathers couldn't possibly all be knitted?

"One hundred percent knit!" said a jubilant MacDonald backstage, praising the skill of the Italian knitwear factories. They too should be grateful to have found a designer who is reinventing knitwear in a youthful, wearable way for a new generation.

The conundrum for British designers is how to harness their creativity to a commercial bandwagon - rather than just being known as inventive eccentrics. But it was dispiriting to see Vivienne Westwood's secondary line tamed to a mishmash parade of girly outfits. The setting was appealing: the newly restored Globe Theatre, with a "Midsummer Night's Dream" set and an Elizabethan quartet. But for what? Pert or prissy

junior-miss outfits (read mini-skirted sailor suits and milkmaid dresses) shown with familiar vertiginous platform soles. Inevitably the models stumbled. So had the designer. - BUT then what was Richard Tyler's show about? Why would the American-based designer known for finely crafted clothes and delicate tailoring cross the pond to show so-called hip sportswear in hideous colors, with stretch pedal pushers making even acceptable outfits seem weird? It must have been a misreading of the current London scene, where street looks are right off the runways and the focus is on cutting and craftsmanship - which is just what Tyler really stands for.

How difficult it was to assess Antonio Berardi's collection. Here was a superbly crafted show, exquisite in its detail and presented with great panache - but with an aesthetic that is so close to John Galliano's that Berardi looked like a couture clone.

You couldn't argue with the quality or the breathtaking workmanship: the trellis of ribbons worked into a flirty dress (which is Berardi's thing). The dresses came also edged with minuscule pleats, with openwork fagoting, or with a whorl of flowers at the hem. Knits were dainty, delicate, lacy and sexy. The opening dress of feathery white lace knit, fringed at the hem, worn by Naomi Campbell making a star appearance, summed up the sexy romanticism of the show.

But that particular combination of raunch and romance is Galliano territory. And Berardi has to accept that he appears to be following in another's high-heeled footsteps - unless he can turn his talent to a different track.

The venues of the London shows have opened up hip downtown areas to the fashion crowd, with MacDonald showing at Spitalfields Market in the revitalized Dickensian East End. Berardi chose a club in Brixton, London's Harlem, where Bella Freud also presented perky suits and dresses in an ill- advised parade of "homeboy chic."

The internationalization of London fashion week was proven by shows from Tyler and the American sportswear company **Nautica,** and by Ghost, a British company, which returned from showing in New York to present its flimsy dresses with whimsical decoration.

According to John Hoerner, the chairman of London Fashion Week, the volume of buyers and business have proved the event "a pretty big success." American buyers were enthusiastic.

"In a way, London's shocking days are over - now the quality is there - I think England has grown up and become more mature," said Bonnie Pressman of Barneys.

"Those who are good have come to fruition - and this time in London, it has all come together," said Joan Kaner of Neiman Marcus, who, like the other fashion professionals, is now off to the shows in Milan.

LOAD-DATE: October 3, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:34 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Nautica bets on design; style seen as key to Pfaltzgraff line. HFN The Weekly Newspaper for the Home Furnishing Network October 6, 1997

Copyright 1997 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1997 Capital Cities Media Inc.
HFN The Weekly Newspaper for the Home Furnishing Network

October 6, 1997

SECTION: No. 40, Vol. 71; Pg. 99

IAC-ACC-NO: 19831933

LENGTH: 895 words

HEADLINE: **Nautica** bets on design; style seen as key to Pfaltzgraff line.

BYLINE: Goldbogen, Jessica

BODY:
With the ink still damp on their signed agreement, Pfaltzgraff and **Nautica** Home are banking on fashion-forward designs -- not just the **Nautica** name -- to make their tabletop line a success.

Under the **Nautica** Home label, Pfaltzgraff will produce a complete tabletop assortment, including dinnerware, glassware, flatware, serveware, pantryware and collectible mugs.

Retailers, as well as executives from both Pfaltzgraff and **Nautica,** were quick to point out that the new line must bring something new to the tabletop category in order to succeed.

"It's all going to depend on the product. **Nautica** Home does not necessarily have a big following," said Gina Bernal, divisional merchandise manager for tabletop and gifts for The Bon Marche.

She pointed out the difficulty of translating the style of ready-to-wear to tabletop products.

"Not necessarily do all the ready-to-wear names translate to the home. It relates to soft home; you're talking the same medium," she said. "But you have to translate it to glass, to tabletop."

Whether or not she picks up the product depends on its design, she said. "I would like to wait and see the actual product," said Bernal. "They'll have to have a lot of marketing. But it's a new twist, it's exciting and different. I wish it well."

"The design of these products has to be excellent," agreed Dave Lengyel, president of Pfaltzgraff. "The fact that they are from **Nautica** and Pfaltzgraff is just a plus."

Meanwhile, David Chu, president and chief executive of **Nautica,** believes that the **Nautica** tabletop line's merit lies in the casual, sporty lifestyle that both **Nautica's** sportswear and home furnishings are designed around.

Nautica products will be entering the housewares level of the tabletop market. Conversely, most designers

who entered the tabletop category, such as Calvin Klein and Ralph Lauren, design products for the upstairs.

Although specific designs are still in the works, Chu said the line will be sold open stock and will most likely consist of four to six collections.

"People can create their own unique combinations," he said. "That's the way lifestyle is. **Nautica** has a casual, leisurely quality. The dinnerware will embody our style of classic, but with a new attitude."

Nautica Home's textiles are known for their upscale casual looks, such as men's wear textures, country florals, tartans and tattersalls.

The housewares tabletop category is lacking in designer-licensed products, noted a housewares tabletop buyer for a regional department store. "I think the line will step into a place where there isn't a lot of licensed product," he said, adding that his store has had success thus far with the **Nautica** Home textiles.

Currently, Nicole Miller, whose dinnerware is supplied and marketed by Sakura, is the only designer represented at the housewares level.

Both **Nautica** and Nicole Miller are entering a segment of the market where brand recognition is not very strong. On the housewares level, the tabletop category does not have as many well-recognized brands, with the exception of names like Pfaltzgraff, Oneida, Corelle and Farberware.

The upstairs tabletop category is populated with brands that rank high in consumer recognition, such as Mikasa, Lenox and Waterford. These brands and others, made popular by the bridal market, are seen as "safe bets" by consumers.

In the upstairs segment, industry estimates place total sales of the designer brands at between $ 30 million and $ 40 million. The total upstairs market, including dinnerware, crystal, flatware, silverplate and sterling, is $ 1.91 billion.

By contrast, designer-licensed textiles, the most developed of all the designer categories, accounts for $ 1 billion across all retail channels -- up to 30 percent of all home textiles sold.

Ralph Lauren Home is the largest at about $ 20 million. The firm's line of dinnerware and glassware is marketed by its own Ralph Lauren Home division; the flatware is by Reed & Barton.

The remainder of the designer business in tabletop includes Raymond Waites, marketed by Block China; Christian Dior by Sasaki; Versace by Rosenthal; Calvin Klein by Swid Powell, and Christian LaCroix by Christofle.

Lengyel called Pfaltzgraff's agreement with **Nautica** Home "excellent timing." He sees **Nautica** as reaching younger consumers, a demographic that Pfaltzgraff has been targeting with recent products and ad campaigns. Typically, the Pfaltzgraff self-purchase consumer is between 35 and 50.

As for **Nautica's** tabletop sales projections, Chu said estimations would be premature. "I don't have a particular dollar figure in mind yet," he said. "My goal is creating the best possible dinnerware."

The deal with **Nautica** marks the first time Pfaltzgraff has supplied products under another company's brand.

"It's part of our strategic direction, but I don't know how far beyond this we intend to pursue it," said Lengyel. "We're not looking to be a supplier to every other designer."

The line is aimed at the housewares tabletop departments of better department stores -- the predominant channels for **Nautica** Home.

But Chu also sees opportunities beyond department stores. "The products will have wide distribution, to catalog houses and specialty shops." The furniture line, which will be unveiled later this month, will be sold through furniture stores.

IAC-CREATE-DATE: October 14, 1997

LOAD-DATE: October 15, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:33 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

SUMMER SET TO SIZZLE Sunday Mail (Queensland, Australia) October 12, 1997, Sunday

Copyright 1997 Nationwide News Pty Limited
Sunday Mail (Queensland, Australia)

October 12, 1997, Sunday

SECTION: ADVERT; Pg. 18

LENGTH: 474 words

HEADLINE: SUMMER SET TO SIZZLE

SOURCE: QNP

BYLINE: DUGGAN A

BODY:
IT is almost as if fashion gurus were forewarned that Queensland is set for a long, hot summer.

The new season's fabrics are ultra cool _ ice pale shades, aquas and eau de nil which will be everywhere complementing the pretty, floating styles you'll see in all the leading shops, particularly at Westfield Indooroopilly where their many fashion shops are all in spring mode.

There are three distinct colour palettes coming in just now: delicate pastels with that ice cool look, neutrals like sand and honey and exciting spicy tones of chilli, olive and cardamon for that a sophisticated mood.

They can all be seen in the exciting fashion parades scheduled on centre stage in the coming week at Westfield Indooroopilly.

Fabrics will mirror this romantic, feminine look with lots of light sheer layers being the trend this summer.

The more avante garde among us will opt for the sheer look with nothing underneath, while others will achieve a similar effect by choosing filmy garments with flesh coloured linings or opting for several layers.

In complete contrast, the alternative "in" look will be that of the easy-to-wear stretch suede.

As for the designs themselves, you'll find midriff scoop necklines everywhere and bare bits peeping out at waist level.

Skirts can be long or short, so long as they are simple.

There'll be classic linen looks or the sheer numbers but they will all sport an oriental influence with clean lines and lots of splits. They look stunning with sheer tops or fine sleeveless silky knits tops.

Summer essentials will include slide shoes, raffia bags and plain silver jewellery, all designed to complement the ice cool prettiness of the 1997/98 summer look.

And for the men?

Anything American is the rage this year with sharp, smart lines reflected in both formal and casual wear.

For those dressed-up events you'll see the fellas in neat slimline suits and shirts with higher collars and not a pair of baggy pants in sight.

Eye-catching fabrics with plenty of interesting textures and strong colours are in, with those from Germany and Italy attracting most attention.

Manufacturers like Hugo Boss and Bagnato make excellent use of these fabrics while others like Tommy Hilfiger, Gant and **Nautica** all have good ranges exemplifying the new look.

Casual dressing this season is very bold and more defined than it has been in the past.

Monotones are out and stronger colours, like those in the new "fringe citrus" range are in.

These new shades include burnt orange and pistachio greens but are more subtle than the shrieking lime greens and vivid oranges of last season.

Gant, Ralph Lauren and Timberland have gone to town on the new look and you'll find them at men's fashion outlets at Westfield Indooroopilly _ most definitely one of Brisbane's leading shopping centres for "in" clothes.

LOAD-DATE: March 1, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:30 PM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

WEISSHOUSE: 'MOST ENJOYABLE' FOR SHOPPING Pittsburgh Post-Gazette (Pennsylvania) October 12, 1997, Sunday,

Copyright 1997 P.G. Publishing Co.
Pittsburgh Post-Gazette (Pennsylvania)

✦ View Related Topics

October 12, 1997, Sunday, FIVE STAR EDITION

SECTION: LIFESTYLE, Pg. G-11, IN FASHION

LENGTH: 681 words

HEADLINE: WEISSHOUSE: 'MOST ENJOYABLE' FOR SHOPPING

BYLINE: GEORGIA SAUER

BODY:
It doesn't take much to get normally effervescent Lou Weiss of Weisshouse enthusiastic, but this time he has good cause to be. He was surprised to find out that his family store was named in the November/December Metropolitan Home magazine Metro section on travel.

In "An Insider's guide to the best new places to eat, shop, sleep and visit - from Paris to Pittsburgh," this is what the shelter magazine says about Pittsburgh's own:

"The airy Weisshouse Design Store might be the most enjoyable place in town to shop for well-designed home furnishings. The Shadyside emporium stocks everything from Mitchell Gold sofas to Eames chairs.

"The fun part comes from co-owner Lou Weiss's antic efforts to charm, offering customers everything from Weisskrispic treats (chocolate bars) to Weisstea (champagne), which he delivers when you buy furniture."

He's in pretty heady company, with stores in London and New Orleans also mentioned. Good going, Lou. You made the big time.

THE TURNSTYLE: A Jones New York fashion show and cocktail reception to benefit the Pittsburgh Race for the Cure will be 6 p.m. Oct. 16 in Kaufmann's Downtown store, hosted by Sheila Hyland of WTAE-TV, with clothing by Jones New York and Lauren by Ralph Lauren, which is manufactured by Jones New York. Deanna Randall, president of Jones New York, will be the special guest. Call 521-CURE to reserve the $ 20 tickets.

The Downtown store also will sponsor a holiday entertaining and decorating benefit for the Greater Pittsburgh Community Food Bank at 6 p.m. Nov. 5. Call 232-2313 for the $ 10 reservations.

And Kaufmann's Liz Claiborne shows will be Nov. 2 in Ross Park Mall, Nov. 8 Downtown and Nov. 9 at South Hills Village. Tickets are $ 10; call 232-2313 for reservations.

Designer Days '97, Nov. 8, 9 and 10 at the David L. Lawrence Convention Center, will benefit the National Council of Jewish Women Pittsburgh Section. Money raised will be used to support the Susan G. Komen Breast Cancer Foundation Race for the Cure; Silent Witness Initiative, a domestic violence awareness program; Council Care Senior Adult Day Care Centers; the Jane B. Lobl Children's Waitings Rooms in

Family and Juvenile Courts; and "many more."

Louis Anthony Jewelers has opened a gift store in the Galleria, Mt. Lebanon, from October through the end of January, carrying gifts like Waterford crystal, Limoge and Herend china, hand-painted glassware and jewelry boxes.

H. Baskin Clothier is having a Geiger trunk show Oct. 18 in the Galleria, Mt. Lebanon, and Oct. 25 in Ross Park Mall.

Keck Jackson of Jackson's Cabinet Shop in Allison Park has been selected to be in Early Homes Magazine's 1997 directory of traditional American crafts. He was chosen for "his outstanding work in 18th century reproduction furniture."

Charlotte Hornets basketball star Glen Rice, 1997 NBA All-Star Game MVP, recently signed a "three-year, multimillion contract" with **Nautica** Competition, including "product usage, new product prototype testing, spokesperson responsibilites, as well as personal appearances."

The free Greater Pittsburgh Bridal Show will begin at 12:30 p.m. Oct. 26 at the Pittsburgh Airport Marriott, including a fashion show at 2 p.m. and two ballrooms of bridal exhibits to plan your wedding.

The prestigious travel magazine, Conde Nast Traveler, has named Nemacolin Woodlands Resort & Spa in Farmington one of the 10 best spas in the U.S. Nice to have you close to home.

The Frick Art & Historical Center, Point Breeze, is having a workshop at 7 p.m. Oct. 16 that will begin with a tour of the current exhibit, Plains Indian Drawings 1865-1935, Pages from a Visual History, followed by a workshoip to decorate your own Lakota box, using patterns from the exhibit. Cost, $ 7. Call 371-0606 for reservations.

Ruth Young, Shadyside, will have a Basler European sportswear trunk show Nov. 3, 4 and 5.

Henne Jewelers in Shadyside will have an exhibit of the "Black Pearls of Tahiti, the rarest pearls in the world," Oct. .16-21, which range in price from $ 350 to $ 75,000.

LOAD-DATE: October 18, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:29 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

In Style;IN FASHION;BRIEFS The Atlanta Journal and Constitution October 12, 1997, Sunday,

Copyright 1997 The Atlanta Constitution
The Atlanta Journal and Constitution

October 12, 1997, Sunday, ALL EDITIONS

SECTION: DIXIE LIVING; Pg. 08M

LENGTH: 316 words

HEADLINE: In Style;
IN FASHION;
BRIEFS

BYLINE: Marylin Johnson

BODY:

A half-century of designs on display

If you are in New York, stop by the Museum at the Fashion Institute of Technology, Seventh Avenue at 27th Street, for the exhibit "50 Years of Fashion: New Look to Now." Fashions from the museum's collection include Halston's ultrasuede shirtwaist (above), Dior's full-skirted New Look dress and Yves Saint Laurent's Mondrian dress. It runs through Jan. 10. Free.

Information: 212-217-5800.
Get Happy and smell good

For its third women's fragrance, Clinique has chosen the name Happy (right). "Happiness is the new modern ideal," says Jim Nevins, creative director of Clinique Laboratories. "It's the most enviable commodity yet much more attainable than wealth, power and possessions." Happy's a multilayered floral that includes five notes never before used in fragrance: boysenberry, mandarin tree blossom, Hawaiian wedding flower, morning dew orchid and melati blossom. A 1.7-ounce spray is $ 35; a 3.4-ounce spray is $ 47.50. At Clinique counters.

Head-turning shades

Revlon is introducing ColorStay Haircolor, a permanent cream-gel that resists fading or dulling between applications. Available in 24 shades, (spokesmodel Cindy Crawford, above, wears Lightest Golden Brown), the formula has built-in ultraviolet absorbers to provide extra sun protection against color change. The formula allows for easy, no-mess application and provides complete coverage, even on gray hair. ColorStay is $ 6.99 and available at drugstores and other retail stores.

Men in blue

It seems males can't get enough of the denim stuff. That's why designer David Chu has launched his **Nautica** Marine Denim collection, with jeans, shirts and jackets (above). The jeans are available in three silhouettes ---relaxed, classic and loose ---and three washes ---light blue, medium stonewash and black-dyed denim. $ 22-$ 110.

At Rich's.

GRAPHIC: Color Photo: Halston's ultrasuede shirtwaist, part of the Museum at the Fashion Institute of Technology's collection.
Color Photo: Clinique's new women's fragrance, Happy
Color Photo: Cindy Crawford wears Revlon's Lightest Golden Brown lipstick.
Color Photo: Male models wearing David Chu's new **Nautica** Marine Denim collection.

LOAD-DATE: October 13, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:29 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

NAUTICA MAKES A SPLASH IN SU SHOW AUDIENCE APPLAUDS FASHIONS AND STUDENTS WHO MODEL THEM. The Post-Standard (Syracuse, NY) October 18, 1997 Saturday Metro Edition

Copyright 1997 Post-Standard, All Rights Reserved.

The Post-Standard

The Post-Standard (Syracuse, NY)

October 18, 1997 Saturday Metro Edition

SECTION: LOCAL NEWS; Pg. B1

LENGTH: 357 words

HEADLINE: NAUTICA MAKES A SPLASH IN SU SHOW AUDIENCE APPLAUDS FASHIONS AND STUDENTS WHO MODEL THEM.

BYLINE: TASNEEM A. GRACE The Post-Standard

BODY:

Meredith Danziger went to check out the clothes. She didn't even know she was sitting fewer than 10 seats away from the man responsible for bringing the **Nautica** fashion show to Syracuse University Friday evening.

"The CEO of **Nautica** is over there?" asked Danzinger, a junior retail major as she glanced right. "I'm going to take a picture of him."

Before Harvey Sanders, chairman of the board of **Nautica** Enterprises Inc., addressed the SU audience, he seemed effortlessly to blend with the crowd.

Sanders was accompanied by his wife and two young children. He was one of many parents at SU for the annual Parents Weekend.

Perhaps his heavy navy fleece **Nautica** Competition sweat shirt could have made him more conspicuous.

Nope.

The audience of about 300 focused on the runway to watch 55 SU students model the **Nautica** '97 clothing line.

Sanders sponsored the fashion show as part of the Sue Ann Genet Lecture Series hosted annually by the College of Human Development. The 16-year-old, eight-day event draws prominent retail, fashion and design speakers to SU.

Nautica, known for its blend of sporty styles and classic lines, has been featured in fashion shows around the country. However, this was the first time the clothing company put on a show at a university, Sanders said.

"Anybody who likes what they see can hurry down to your Kaufmann's store in the" Carousel Center, he told the audience.

Minutes later, rock and techno music filled the Goldstein Auditorium of Schine Student Center. The models appeared in twos and threes to the applause and cheers of their parents and peers.

The fashions ranged from khakis, plaid tops and wool scarves to gloves, baseball caps, boots and ski wear. The hues included the classic **Nautica** reds, blues and whites along with earth tones in chocolate, maroon and rust.

Nanaboakye Tutu, a 20-year-old information systems technology student, watched the 20-minute show clad in a Ralph Lauren button-down shirt.

"The thing I like about **Nautica** is the sportsman line," he said.

But Tutu's top attraction was the student-studded performance.

"My friends are in it," he explained.

GRAPHIC: PHOTO; IRENA PASTORELLO/Contributing photographer; Si Nae Bong, a Syracuse University fashion design student from Korea,; hangs clothes in a makeshift dressing room Friday during aNautica; fashion show at the university's Schine Student Center. **Nautica;** chairman Harvey Sanders spoke to the audience. Color.

LOAD-DATE: January 30, 2003

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:26 PM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Jostling Nike Forbes October 20, 1997

Copyright 1997 Forbes Inc.

Forbes

Forbes

October 20, 1997

SECTION: MANAGEMENT, STRATEGIES, TRENDS; Pg. 158

LENGTH: 502 words

HEADLINE: Jostling Nike

BYLINE: By Kelly Barron

HIGHLIGHT:
Does the world really need another sneakermaker? **Nautica** and Genesco aim to find out. So do Ralph Lauren and Tommy Hilfiger.

BODY:
NAUTICA ENTERPRISES, INC., the $ 387 million (sales) clothing company, licenses its name for fragrances, watches and luggage. Sneakers? Why not?

Nautica is selling a line of athletic shoes retailing from $ 60 to $ 95. The market is tempting because sneakers are a low-tech product made in low-wage Far East factories and carry high margins. But it's a business where marketing is all, or nearly all, and Nike, Reebok, L.A. Gear, Fila, Converse and Adidas are master marketers. Nevertheless, David Chu, **Nautica's** founder and chief designer, thinks he has a shot. "When you have a large market," he says, "there's always room for a new idea."

To cut through the sneaker clutter, **Nautica** has signed Glen Rice, forward for the Charlotte Hornets, to a three-year endorsement deal estimated at $ 2 million. Rice won't turn **Nautica,** which sells khakis and primary-colored polos, into an athletic powerhouse like Nike, but it buys the company some credibility. **Nautica's** footwear line is selling through 600 Foot Locker stores and in department stores that carry the company's clothes.

Nautica is joining the sneaker scrum through a fairly straightforward licensing deal. The new shoes will bear the **Nautica** name but will have very little of **Nautica's** money behind it. Genesco Inc., the 73-year-old Nashville footwear manufacturer and retailer (sales: $ 461 million) that makes Johnston & Murphy shoes, will bear all the manufacturing and distribution costs.

For every pair of **Nautica** shoes that retails at $ 95, **Nautica** pockets about $ 2.85, based on the wholesale cost of the shoes.

Say this for David Chu, 42: He knows the value of the **Nautica** name. He started **Nautica** in 1983 after deciding not to follow his father into the Chinese restaurant business. Chu took some courses at New York City's Fashion Institute of Technology, then set out on his own to design colorful -- but tough and functional -- men's outerwear. A year later he sold his outfit to Harvey Sanders' State-O-Maine, Inc. clothing company (FORBES, *Nov. 25, 1991*). The merged company took the **Nautica** name in 1993, with Sanders, now 47, as

chairman and chief executive, and Chu as executive vice president and head of design.

It has been a profitable partnership. From 1992 to 1997, the company's revenues and net income grew from $ 121 million to $ 387 million and $ 8 million to $ 44 million, respectively. With little debt and relatively small amounts of fixed capital, **Nautica** last year earned 23% on shareholders' equity. The company has made both men rich. Chu owns 3.9% of **Nautica,** worth about $ 45 million. Sanders owns 11%, worth about $ 131 million.

If Chu and Sanders expect their sneaker business to further enhance their wealth, they will need to hustle. The business is getting crowded. Tommy Hilfiger has licensed its name to an athletic shoe produced by Stride Rite Corp. Ralph Lauren's Polo is teaming up with Reebok/Rockport. Sunglasses-maker Oakley, Inc. plans to introduce a line of sneakers in 1998.

GRAPHIC: Picture 1, **Nautica's** David Chu, SUSAN SALINGER; Picture 2 and Graph, Flat feet, Fashion companies are flooding the footwear market, but sales growth has stalled. Source: Footwear Market Insights.

LOAD-DATE: October 13, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:24 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Area stylists raise nearly $2,000; Money from annual - Clip for the Austin American-Statesman (Texas) October 23, 1997

Copyright 1997 The Austin American-Statesman
Austin American-Statesman (Texas)

View Related Topics

October 23, 1997

SECTION: Lifestyle; Pg. E3

LENGTH: 499 words

HEADLINE: Area stylists raise nearly $2,000; Money from annual - Clip for the

BYLINE: Douglas Ryan

BODY:
A good haircut and a charitable spirit are essential elements of personal style. Haircare giant Regis Corp. recently gave its mall customers a chance to have both at once. On Oct. 4, more than 10,000 Regis hair stylists volunteered their time and talents to the Seventh Annual Clip for the Cure fund-raising event. Mall customers were offered $10 haircuts, and all proceeds will be donated to breast cancer research.

David Campos, the manager of Regis in Highland Mall, said the Austinoff was extraordinarily successful.

We had a lot of fun and raised $1,961 in the Austin area for breast cancer research," Campos said. We want to thank all the people in Austin who stopped in to get a haircut and help out the cause."

Campos said that in addition to the Oct. 4 proceeds, 10 percent of retail sales from Oct. 1 to 15 will be donated.

Money collected from the Clip for the Cure is distributed through the Regis Foundation for Breast Cancer Research to organizations that focus on breast cancer research and education. Recipients have included the Susan G. Komen Foundation for Breast Cancer Research and the Canadian Breast Cancer Foundation. Past donations from Regis Corp. also have paid for more than 25 first-year grant recipients, whose breakthrough research is often too preliminary and experimental to receive government money.

To date, Regis Hairstylists has raised nearly $2 million for breast--cancer research. Breast cancer strikes one out of every eight women.

*

--

Many rock-climbing enthusiasts pursue their sport in Central Texas. If Enchanted Rock lacks the romance and mountain views of some higher peaks, it also lacks blizzards and high winds that go with some peaks.

Rock-climbing is a demanding sport in any environment, and demanding sports require performance sportswear.

The **Nautica** Competition Collection has expanded for fall '97, with a new line of high-performance athletic apparel for rock-climbing enthusiasts. It's a natural fit for **Nautica,** since designer David Chu showed his first outerwear designs in 1983 and has developed a worldwide reputation for performance-driven men's fashion.

"Technology has transformed sports apparel," Chu said. Today's athlete wants everything in his sports gear to enhance his athletic performance, and that includes his clothes."

The **Nautica** line is a result of studying the way the body moves and the way an athlete thinks. Chu adopted the strategy of studying ski, track and field, cycling, running and workout needs, then he engineered a collection that worked specifically for each sport. Now he has done the same for rock climbers.

The backbone of the expanded collection is Nautex, a fabric engineered by Chu that is wind- and water-repellent and breathable.This is combined with Nautech Fleece, for layering, so that climbers stay warm and dry when the weather kicks up on the rock.

The **Nautica** Competition Collection is available at department and specialty stores nationwide.

GRAPHIC: Regis Hairstylists has raised nearly $2 million for breast cancer research through its Seventh annual Clip for the Cure. // The **Nautica** Competition Collection keeps rock climbers in mind in a Tactel parka with stand-up collar and hidden hood ($185).

LOAD-DATE: October 23, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:23 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

DISIGNER FURNITURE;DESIGNERS BREAK OUT OF CLOGHING, INTO HOMES Charlotte Observer (North Carolina) October 25, 1997 Saturday ONE-3 EDITION

Copyright 1997 The Charlotte Observer
All Rights Reserved
Charlotte Observer (North Carolina)

October 25, 1997 Saturday ONE-3 EDITION

SECTION: HOME; Pg. 1E

LENGTH: 1220 words

HEADLINE: DISIGNER FURNITURE;
DESIGNERS BREAK OUT OF CLOGHING, INTO HOMES

BYLINE: ALLEN NORWOOD, Home Editor

DATELINE: HIGH POINT

BODY:
You know and trust the top designers' brand labels on clothing, on fragrances, even on automobiles - and furniture manufacturers are betting that you'll continue to react the same way when you see recognizable names on sofas and tables.

A trend that has been gaining momentum the past few years shifted into overdrive at the fall furniture market, which closed this week, as companies introduced collections bearing the names of Bill Blass, Eddie Bauer and **Nautica.**

The three join such notables as Ralph Lauren and Alexander Julian - who, by the way, expanded their own lines for Henredon and Universal Furniture.

Twice a year, 70,000 wholesale buyers from around the world come to the International Home Furnishings Market to review the new furniture styles and buy for retail stores. The market isn't open to consumers, but it's a good indicator of what will be on showroom floors in about six months.

Based on the fall market, what you'll see is more of a look that insiders call relaxed or casual elegance.

It's marked by lighter hues and less glossy patinas on wooden furniture, or case goods, and softer colors and less formal tailoring on upholstered furniture.

Blass said he chose both the colors and sheen for his line for Pennsylvania House to match today's more casual lifestyle.

His designs, which include 53 case goods creations, are available in solid cherry and oak, and in an even lighter antique pearl finish.

The designs are based on his own collection of antiques at his Manhattan apartment and Connecticut country home - he owns only antiques, he said - but pieces have been scaled down, and most aren't as imposing as the dark, highly polished originals.

"I didn't want dark wood," he said. "I think people don't live their lives in a dark way. And the matte finish is more comfortable, more versatile. It's elegant, but comfortable to live with, too."

Blass compared his efforts for Pennsylvania House to the work he did for Ford, when he was putting his stamp on the interiors of Lincoln Continentals.

He doesn't have to know how to build a table or automobile, he said, to help a manufacturer match its product to customers' wardrobes.

"When I was working for Lincoln, everybody was wearing more casual clothes. . . . More natural fabrics, with more relaxed styling. . . . But the car was full of metallic surfaces. I said, What the hell is this?' "

"The clothes people wear should match the way they live their lives. That should be reflected in the rooms they live in, too.

"The only thing I can offer anybody is my own taste or my own style. It's very gratifying that they appreciate that, that they want to live their lives with less clutter, with fewer pieces but great pieces."

Blass' favorite piece in the new collection is a heavily carved secretary in antique pearl, based on a Belgian original in his own foyer.

A 19th-century Scottish bench with triple-arched back inspired several pieces, including a sleigh bed and dresser. An English William Kent conservatory bench - in stone - was the motivation for a bed with a 74-inch-high panel back and carved extension off the headboard and footboard. Blass even designed a paisley fabric to line the drawers of a six-drawer oak chest.

An antique table 8 feet in diameter was the inspiration for a table 6 feet in diameter, and Blass said he was a bit startled by how well classic furniture design endured when the size was changed dramatically.

"Yes, I was surprised that came off so well," he said. "Not in every case, but most of the time. I was surprised at how good design translated to much larger or smaller scale."

The furniture industry has turned to name designers like Blass to help it escape from its recent doldrums.

Such instantly recognizable names expand the appeal to the consumer. At last fall's market, Julian predicted that more designers would be stamping their names and looks on furniture lines. (The buzz at last week's market was that Liz Claiborne could be next.)

Blass said he chose to join Pennsylvania House because the company agreed to give him freedom to experiment with his own ideas.

"And the fact that they're only a couple of hours from New York (in Lewisburg, Pa.) had something to do with it, too," he said with a deep laugh. "I can drive there."

Like Blass' name, the **Nautica** and Eddie Bauer labels also are associated with auto lines.

The **Nautica** label appears on the interior of a Villager minivan by Lincoln-Mercury and, of course, plush Ford four-wheelers bear the Bauer logo.

Like Blass, **Nautica** CEO and chief designer David Chu chose classic designs on which to build his 150-piece collection for Lexington Furniture.

The **Nautica** collection is largely based on Colonial English and British West Indies styles, in cherry and "butterscotch" maple finishes.

"We made a trip to the Caribbean. . . . to great houses off the beaten path," said Richard Graves,

Lexington's senior vice president for marketing. "We visited Nevis, St. Kitts, Jamaica and Barbados. . . . We looked for classic designs, and tried to give them a contemporary or eclectic twist."

In other words, Graves said, they tried to translate furniture the way **Nautica** translates men's fashion.

The collection actually consists of four diverse groups. One features the campaign look from the 19th century, with softened corners and more formal hardware. Another features highlights of bamboo, cane and woven seagrass.

Graves said many of the pieces were scaled down from the originals. "They have such high ceilings down there." And, like the Blass creations, many **Nautica** pieces are lighter in color and less glossy than the originals.

Lexington also produces furniture collections bearing the names of North Carolina artist Bob Timberlake and golfer Arnold Palmer. Graves said the **Nautica** collection is priced between those two lines, in the upper middle price range.

The new **Nautica** line should begin reaching department and furniture stores in March.

Lane Furniture's new Eddie Bauer collection has simpler lines than either the Blass or **Nautica** collections, but is instantly recognizable as a blend of classic looks.

"The Eddie Bauer people came to us about 18 months ago," said Lane's Bill Martin. "The notion they had is that they wanted something between Shaker and Mission."

Both Mission and Shaker are unadorned looks. "They said, We do not want fussy furniture.' "

Mission, of course, is often dark. "They said, No, no, no - we want something light."

What Lane came up with is a look that combines light pine in a clear finish with inset panels of cherry. And almost every piece has function built in that might not be apparent at first glance.

Upright pieces have clothes-hanging rods that pull out from their sides. One chest has a cedar-lined compartment, and a bed has a helpful shelf built into the headboard. A kitchen island has a folding, butcher-block top.

"They said they wanted function, too," Martin said.

The collection includes 15 pieces that will only be available in Eddie Bauer stores and catalogs. Another 70 pieces will be available through the Bauer outlets, and through other Lane retailers.

Dealers have been so eager to begin selling the new line that Lane plans to start shipping in December, six weeks ahead of schedule.

GRAPHIC: Photo-7;
1. & 2. Photo by Pennsylvania House: The hand-carved secretary from the Bill Blass Collection, above, features a lighted interior. The Sutton chaise, below, features a high flared arm and waterfall skirt. 3. & 4. Photo by The Lane Company: This Eddie Bauer Lifestyles chest combines pine with inset panels of cherry veneer for strong contrasts. The "clocktail" table, below, features the familiar logo. 5. Photo by Lexington Furniture: Many of the **Nautica** creations, like this cherry chest, were inspired by antiques from the West Indies. 6. Photo by The **Nautica** collection combines woven rope, bamboo and sea grass with nautical motifs. 7. Photo by Pennsylvania House: Inspired by the designer's rare English baroque stone conservatory bench, the William Kent bed from the Bill Blass Collection features a 74-inch headboard and side extensions that are pierced and curved.

LOAD-DATE: October 17, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Singapore retailer gains foothold in Seoul / Royal Sporting House, Taeseung Company, RSH Holdings
Copyright 1997 SINGAPORE STRAITS TIMES October 27, 1997

Copyright 1997 FT Asia Intelligence Wire
All Rights Reserved
Copyright 1997 SINGAPORE STRAITS TIMES

October 27, 1997

SECTION: News

LENGTH: 527 words

HEADLINE: Singapore retailer gains foothold in Seoul / Royal Sporting House, Taeseung Company, RSH Holdings

BYLINE: Kalpana Rashiwala

BODY:
Royal Sporting House first to make foray

HOMEGROWN Royal Sporting House (RSH) Group has become the first Singapore retailer to go into South Korea, opening a 10,000 sq ft outlet in Seoul last week through a franchise arrangement.

The outlet, showcasing a range of brands including Nike, Reebok, Adidas, Rockport and Converse, is the first outlet in the country to group various sporting goods brands within the same store, according to Mr K. H. Wong, business development director of RSH Holdings.

The group's franchisee is Taeseung Co, an apparels group which owns the leading brand of jeans in the country, Nix.

RSH Holdings will also have an equity interest in the franchise operation. "We are revolutionising the sports retailing concept in

South Korea. Before this, such brands were sold at separate outlets," Mr Wong said in an interview.

Besides footwear and sporting goods, the Royal Sporting House concept store in Seoul also sells apparel, sun glasses and watches such as Guess, **Nautica** and Swiss Army.

RSH Holdings is planning at least two more similar outlets in the country next year. The group is also considering introducing its Golf House (selling golfing equipment), Why Pay More (a value retailing format) and Watch Terminal USA concept stores there.

In addition to retailing, RSH Holdings plans to step up its distribution business in South Korea.

It has already been distributing the Dr Martens line there for the past three years, again through a partnership with Taeseung.

RSH Holdings chairman J. S. Gill said: "In 1979, when I opened my first store in Singapore, I never thought that 18 years later, we would be franchising our business in places like North Asia."

Mr Gill, the founder of Royal Sporting House Group, set up RSH Holdings, a $ 70 million tie-up with Indonesia's Gadjah Tunggal Group, earlier this year to tap the sporting goods, food and entertainment businesses worldwide.

Most of Royal Sporting House Group's sporting goods and fashion retail and distribution businesses have been pumped into RSH Holdings, except those in Indonesia and Hongkong, which are covered under earlier agreements with Gadjah Tunggal.

Within the next two years, these two markets will also come under RSH Holdings. China will be the next market for the company.

The first store is slated to open next year in Shanghai, with another two planned in Beijing and Guangzhou the following year.

Next on the cards are the South American markets including Chile, Brazil, Argentina and Paraguay, the European Union countries and the United States.

RSH Holdings hopes to set up outlets in these markets in the next two years. The group's existing retail operations span Singapore, Hongkong, Indonesia, Malaysia, Brunei, the Philippines, South Korea, and the Middle East.

Its distribution business covers these markets as well as Thailand, Vietnam and India. RSH Holdings is aiming for an $ 800 million annual turnover by the year 2000 -more than double the nearly $ 350 million sales chalked up by Royal Sporting House Group for the year ended April 30, 1997.

Copyright, STP (1975) Limited

LOAD-DATE: October 30, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:21 PM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

THE GOODS;HOW THE BEAUTIFUL PEOPLE GET THAT WAY In Style November, 1997

Copyright 1997 Time Inc.
In Style

November, 1997

SECTION: BEAUTY/THE GOODS; Pg. 164

LENGTH: 494 words

HEADLINE: THE GOODS;
HOW THE BEAUTIFUL PEOPLE GET THAT WAY

BYLINE: ALICE H. KIM

BODY:
CLEAN SWEEP Avoid sticky situations with Bath & Body Works Instant Anti-Bacterial Hand Gel ($ 4 per bottle). Great for travel, these totable bottles--used by Tyra Banks, Lauren Bacall and Valerie Harper--are handy for those times when soap and water are not available. The colorful scented gels, including Kitchen Lemon, Country Apple and Vanilla Walnut, kill germs and moisturize the skin with aloe vera. Call 800-395-1001 for store information.

LIP SMACKERS With names like Snickerdoodle, Cream Puff, Sweet Torte and Ginger Snap, Benefit's Baker's Dozen lipsticks ($ 13 each) are especially hard to resist. Elisabeth Shue, Ione Skye, Gwyneth Paltrow, Helen Hunt and Robin Wright have all indulged in these shimmery shades of iridescent color. The lipsticks are a real treat for the mouth--without the calories. Call 800-781-2336 to order.

PLAY TIME Athletes like Magic Johnson, Charlie Ward and Boomer Esiason just can't get enough game time, it seems. Maybe that's why they wear **Nautica** Competition ($ 32.50, 2.4 fl. oz.), a citrus and woodsy scent with notes of bergamot and Egyptian rose geranium. Designed for the adventurous man, the silver-blue bottle is inspired by scuba gear. Available at department stores nationwide.

TINY HELPERS Even the smallest handbag can accommodate Make Up For Ever's compact sable brushes ($ 85). The pleasingly short wooden-handled tools slip into a clear plastic pouch for easy identification of the kit's four different makeup brushes, perfect for blending eye shadow, contouring and lining the eye, and applying lipstick. Species' otherworldly star Natasha Henstridge picked up a set. For information or to order, call 800-757-5175.

VINCENT'S PALETTE Way to glow: The lustrous shades in makeup artist Vincent Longo's collection seem to capture the sparkle of natural light. His frost eye shadow colors ($ 16) have brightened the lids of Candice Bergen, who favors Cream Glow, and Lauren Holly, who prefers the pink-bronze Seashell. Sigourney Weaver has sported both the Passion lip pencil ($ 14) and Divine Flesh lipstick ($ 18). Call 800-825-6646 for a store near you.

PRETTY IN PINK For Melanie Griffith and Jennifer Aniston, face washing is a one-two knockout punch, thanks to Guinot Paris's cleansing duos. First, the Refreshing Cleansing Milk removes makeup and de-bris, and then the Refreshing Toning Lotion (each $ 22.50 for 6.7 oz.) follows up to rid the skin of impurities left behind. The sets are available in three formulas for dry, normal and combination skin types. Call 800-444-6621 for information.

SCRUB-A-DUB-DUB Vitia Sea Scrub exfoliating salts ($ 18 for a three-packet canister) let you experience the benefits of a spa salt-rub at home. Massage one of the aromatic blends of sea salt, sweet almond oil and plant extracts onto the skin and slough off dead skin cells. Harmony, Laura San Giacomo's favorite scent, includes chamomile to soothe muscles. Call 800-848-4240.

--Alice H. Kim

GRAPHIC: SEVEN COLOR PHOTOS: ERAN OFFEK, [Bath & Body Works Instant Anti-Bacterial Hand Gel; **Nautica** Competition cologne; Benefit's Baker's Dozen lipsticks; Make Up For Ever's compact sable brushes; Vitia Sea Scrub bath salts; Vincent Longo makeup; Guinot Paris face cleansers]

LOAD-DATE: November 3, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:17 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

THE SHOE FIT FOR NEW CEO AT GENESCO Palm Beach Post (Florida) November 2, 1997, Sunday,

Copyright 1997 Palm Beach Newspaper, Inc.
Palm Beach Post (Florida)

November 2, 1997, Sunday, FINAL EDITION

SECTION: BUSINESS, Pg. 5F

LENGTH: 979 words

HEADLINE: THE SHOE FIT FOR NEW CEO AT GENESCO

BYLINE: Karin Miller

DATELINE: NASHVILLE

BODY:
Ben Harris was just a country boy with a knack for selling shoes. More than three decades later, he's found a perfect fit with Genesco Inc.

Harris in February was named the company's chief executive officer, capping a career that began as a stock boy in a department store shoe department.

Genesco markets and distributes shoes under the names Johnston & Murphy, Dockers Footwear and **Nautica** Footwear, and boots under the names Laredo, Code West and Larry Mahan.

The company, with 3,500 employees, operates 556 retail stores, principally under the names Jarman, Journeys and Johnston & Murphy, and sells wholesale to more than 4,000 retailers.

But it was only a few years ago that the Nashville-based company nearly folded. Over-extended with too many product lines, the company's net worth dropped to $ 6.9 million in 1994 and stock was below $ 2 a share.

Talk about a rebound.

For the fiscal year that ended Jan. 31, the company's net worth was $ 60.5 million, and in June, Genesco stock hit a 24-year high of $ 15 per share.

"Shoes are fashion. That's what's most of these people didn't understand," Harris says of the executives running the company during the decline.

Genesco was brought back from the brink by Harris' predecessor, David M. Chamberlain, who took the chief executive officer post in October 1994. He closed plants and sold unprofitable divisions like men's suits, children's shoes and Mitre soccer gear.

He noticed that Harris ran one of the company's few successful areas: men's shoes. Profits were up in the Jarman lease division, which rents space in department stores to sell men's shoes. Harris had also brought the deep-in-the-red Jarman retail stores into the black within a few years.

So Chamberlain gave Harris control of Journeys, a mall chain targeting the teen market with unisex shoes

and brightly lit shops showing rock music videos. In its first few years, the stores hadn't taken off like Genesco had hoped.

With Harris at the helm, Journeys soared. In the first quarter, the stores reported a 21 percent increase in same store sales growth. That's on top of last year's 19 percent jump during the same time period.

Feeling his job was done, Chamberlain stepped down in February and turned control over to Harris, who is hardly the sterotypical CEO.

The youngest of four children, Harris, a high school freshman, was the only one still living at the family's Lewisburg, Ky., farm when his father, a coal miner, died.

To make ends meet, his mother went to work in a sewing plant, which, ironically, Genesco later bought.

"When I got out of high school, I told her it was time for me to start working and time for her to quit," Harris said of his 91-year-old mother, who is still living in Kentucky.

He got a job as a stock boy in the shoe department of a Sears department store in Nashville.

"They wouldn't even let me sell shoes," he says with a laugh. "I was a country boy. I didn't know anything else except how to run stock. That's what they thought."

But the 18-year-old was persistent.

"It wasn't long before they let me get out on the floor, sell some shoes. And it wasn't long until I was selling as many shoes as the top salesman who'd been there for many years. It kind of came naturally," he says.

Harris, 53, doesn't remember how much money he made at that first job or the first shoe he sold, "but it was probably a woman's shoe because I was single then," said Harris, who now has two grown daughters and is on his second marriage.

He has only had two jobs that weren't sales-related: his Army stint during Vietnam as a company clerk and a few months as a die cast operator.

After he was laid off from that job in 1967, he joined Genesco, selling shoes in a department store in Bowling Green, Ky.

From there, Harris moved from store manager to district manager to operations manager. He also worked in product development and merchandising.

He was named president and chief operating officer of the footwear manufacturer in November 1996, at which point he was expected to succeed Chamberlain.

"David got us back to the basics of being a footwear company," Harris said. "I think we're positioned well for the future."

Genesco is trying to make Johnston & Murphy shoes more casual to keep up with the trend toward relaxed office dress codes. There's also the new **Nautica** athletic shoe, endorsed by this year's All-Star MVP Glen Rice of the Charlotte Hornets.

But Harris says he'll be careful not to repeat the mistakes of the past by overexpanding.

In 1959, the company first created in 1924 as Jarman Shoe Co. by James Franklin Jarman, was renamed Genesco Inc. to reflect the acquisitions of several non-shoe related businesses. The company bought into some high fashion houses such as Bonwit Teller Henri Bendel, Charles Jourdan, and even the jewelry

company Tiffany & Co.

For a while, that philosphy served the company well. At one point during the 1960s, Genesco had a $ 1 billion net worth, its stock was $ 58 a share and the company was listed at No. 88 in the Fortune 100.

"Their thought was to have every type article of clothing a person could wear. But you know, we started in the shoe business and that's our heritage," Harris says.

Harris' common sense approach stems from years in the field. He still asks people about the kind of shoes they like and how long they plan to wear them. And, he's a walking advertisement, always wearing Genesco brands.

During a recent interview, Harris wore Johnston & Murphy dress shoes, but on other days he's just as likely to sport Laredo cowboy boots.

Analyst James Palczynski of New York's Ladenburg Thalmann & Co. Inc. said Genesco will probably continue to flourish under Harris' leadership.

"You don't bet on the horse, you bet on the jockey," he says - even when the jockey is wearing loafers.

NOTES:
EMPLOYMENT

GRAPHIC: PHOTO (B&W), THE ASSOCIATED PRESS, Ben Harris, CEO of Genesco, with some of the company's products at its Nashville headquarters.

LOAD-DATE: November 4, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:16 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

FASHION MAKES MARK ON FURNITURE The Miami Herald November 2, 1997 Sunday FINAL EDITION

Copyright 1997 The Miami Herald
All Rights Reserved

The Miami Herald
Found on Miami.com
The Miami Herald

November 2, 1997 Sunday FINAL EDITION

SECTION: HOME; Pg. 17H

LENGTH: 860 words

HEADLINE: FASHION MAKES MARK ON FURNITURE

BYLINE: ALLEN NORWOOD Knight-Ridder News Service

DATELINE: HIGH POINT, N.C.

BODY:
You know and trust the top designers' brand labels on clothing and fragrances, and furniture manufacturers are betting that you'll continue to react the same way when you see recognizable names on sofas and tables.

A trend that has been gaining momentum the past few years shifted into overdrive at the fall furniture market last month, as companies introduced collections bearing the names of Bill Blass, Eddie Bauer and **Nautica.**

The three join such notables as Ralph Lauren and Alexander Julian -- who, by the way, expanded their own lines for Henredon and Universal Furniture.

Twice a year, 70,000 wholesale buyers from around the world come to the International Home Furnishings Market to review the new furniture styles and buy for retail stores. The market isn't open to consumers, but it's a good indicator of what will be on showroom floors in about six months.

Based on the fall market, you'll see more of what insiders call relaxed or casual elegance.

It's marked by lighter hues and less-glossy patinas on wooden furniture, or casegoods, and softer colors and less-formal tailoring on upholstered furniture.

Blass said he chose both the colors and sheen for his line for Pennsylvania House to match today's more casual lifestyle.

His designs, which include 53 casegoods creations, are available in solid cherry and oak, and in an even lighter antique pearl finish.

The designs are based on his own collection of antiques at his Manhattan apartment and Connecticut country home -- he owns only antiques, he said -- but pieces have been scaled down, and most aren't as

imposing as the dark, highly polished originals.

"I didn't want dark wood," he said. "I think people don't live their lives in a dark way. And the matte finish is more comfortable, more versatile. It's elegant, but comfortable to live with, too."

The furniture industry has turned to name designers like Blass to help it escape from its recent doldrums.

Such instantly recognizable names expand the appeal to the consumer. At last fall's market, Julian predicted that more designers would be stamping their names and looks on furniture lines. (The buzz at the most recent market was that Liz Claiborne could be next.)

Like Blass' name, the **Nautica** and Eddie Bauer labels also are associated with auto lines.

The **Nautica** label appears on the interior of a Villager minivan by Lincoln-Mercury and, of course, plush Ford four-wheelers bear the Bauer logo.

Like Blass, **Nautica** CEO and chief designer David Chu chose classic designs on which to build his 150-piece collection for Lexington Furniture.

The **Nautica** collection is largely based on Colonial English and British West Indies styles, in cherry and "butterscotch" maple finishes.

"We made a trip to the Caribbean,to great houses off the beaten path," said Richard Graves, Lexington's senior vice president for marketing. "We visited Nevis, St. Kitts, Jamaica and Barbados. We looked for classic designs, and tried to give them a contemporary or eclectic twist."

In other words, Graves said, they tried to translate furniture the way **Nautica** translates men's fashion.

The collection for diverse groups includes the campaign look from the 19th Century, with softened corners and more formal hardware. Another features highlights of bamboo, cane and woven sea grass.

Graves said many pieces were scaled down from the originals. "They have such high ceilings down there." And, like the Blass creations, many **Nautica** pieces are lighter in color and less glossy than the originals.

Lexington also produces furniture collections bearing the names of North Carolina artist Bob Timberlake and golfer Arnold Palmer. Graves said the **Nautica** collection is priced between those two lines, in the upper middle price range.

Lane Furniture's new Eddie Bauer collection has simpler lines than either the Blass or **Nautica** collections, but is instantly recognizable as a blend of classic looks.

"The Eddie Bauer people came to us about 18 months ago," said Lane's Bill Martin. "The notion they had is that they wanted something between Shaker and Mission."

Both Mission and Shaker are unadorned looks. "They said, 'We do not want fussy furniture."'

Mission, of course, is often dark. "They said, 'No, no, no — we want something light."

What Lane came up with is a look that combines light pine in a clear finish with inset panels of cherry. And almost every piece has function built in that might not be apparent at first glance.

Upright pieces have clothes-hanging rods that pull out from their sides. One chest has a cedar-lined compartment, and a bed has a helpful shelf built into the headboard. A kitchen island has a folding, butcher-block top.

Fifteen pieces will only be available in Eddie Bauer stores and catalogs. Another 70 pieces will be available

through the Bauer outlets, and through other Lane retailers.

cutlines

KRT Photo NEW LOOK: A 'clocktail' table from Lane Furniture's new Eddie Bauer Collection was one of several lines designed by fashion gurus that were shown at the fall furniture market in High Point, N.C. The Eddie Bauer line uses a blend of classic looks.

GRAPHIC: photo: Lane Furniture's new Eddie Bauer Collection (TABLE)

LOAD-DATE: October 24, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:15 PM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Name brands rule among savvy students Calgary Herald (Alberta, Canada) November 4, 1997, Tuesday, FINAL EDITION

Copyright 1997 CanWest Interactive, a division of
CanWest Global Communications Corp.
All Rights Reserved
Calgary Herald (Alberta, Canada)

November 4, 1997, Tuesday, FINAL EDITION

SECTION: LIVING: STYLE; Pg. B10

LENGTH: 462 words

HEADLINE: Name brands rule among savvy students

BYLINE: SARAH BINDER, CANADIAN PRESS

DATELINE: MONTREAL

BODY:
What's in a name? Everything, it seems, when it comes to teens making a fashion statement.

Fila says sports fan. **Nautica** exudes class.

Adolescents are walking billboards for brand names.

Tommy Hilfiger's signature flag -- red and white blocks outlined in navy -- leaps out from Ts and sweatshirts. Nike's checkmark is unmistakable on caps, footwear or jackets.

"If you wear cheap stuff, people look at you, like, normally," says Yvonne Armaos, a junior high school student explaining why she's clad in brands from top to bottom.

But put on a Reebok suit, she adds, and "people say hey, that girl's cool. "That's why private schools have uniforms, so that you're not judged badly by your clothes."

Armaos, 12, likes Reebok, Fila, **Nautica,** Polo and Nike -- though her mom's down on Nike because of controversy over the exploitation of child labor.

Julio Reynel, 14, has a slightly different reason for why he struts his brands on the tracksuits that are his favorite clothing.

"Whatever you wear should try to satisfy you," he says. "It's just personally when I go to a sport I have to wear something that says I'm an athlete."

Reynel has two things in common with superstar Michael Jordan -- basketball and Nike.

Reynel bought a Nike tracksuit and Adidas pants in a recent shopping trip with buddy David Schepis, 16. He also likes wearing Puma because it shows he's a soccer fan.

He knows he pays for the name. A no-name tracksuit may sell for $ 29.99 at the local mall's sports shop

but a Nike symbol inflates the price to $ 59.99.

"So it's 30 bucks just for the brand name," says Reynel. "It bothers me sometimes. But I wouldn't buy the plain one.

"There's no use wearing the plain one. Just the name attracts people's attention."

Sports-related brand names are popular at teens' schools across the country. The brand-name trend has everything to do with the influence of sports -- especially basketball -- and music videos, especially rap, says Molly Alexander, manager of a Montreal clothing store.

"Music has influenced fashion in the '90s big time," says Alexander, 23.

"Sportwear has turned into a fashion statement," she says as she points to the popularity of stretchy material, white stripes, and even high-fashion platform track shoes.

"It's streetwear, it's what kids wear."

There are other styles in high schools. Skaters, a sub-group of grunge, have their own prominently displayed labels such as Exhaust, No Fear and Airwalks.

But other kids -- hippies and ravers, for example -- wouldn't be caught dead flashing a brand though there are stores and labels that cater to their distinct tastes, said Alexander.

As rappers started making money, they began wearing high-end labels to show off their wealth.

GRAPHIC: Color Photo: Associated Press / Michael Jordan has the Midas touch when it come to clothing endorsements.

LOAD-DATE: November 5, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:14 PM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

THE NAME GAME;High Point furniture market focuses on famous labels and designers The Houston Chronicle November 06, 1997, Thursday

Copyright 1997 The Houston Chronicle Publishing Company
The Houston Chronicle

View Related Topics

November 06, 1997, Thursday 2 STAR EDITION

SECTION: FASHION; Pg. 1

LENGTH: 2231 words

HEADLINE: THE NAME GAME;
High Point furniture market focuses on famous labels and designers

SOURCE: Staff

BYLINE: MADELEINE MCDERMOTT HAMM, Houston Chronicle Home Design Editor

DATELINE: HIGH POINT, N.C.

BODY:
HIGH POINT, N.C. - What's in a name? When it's Eddie Bauer, Bill Blass or **Nautica** and the game is the furniture business, the right name could mean the sound of money.

Manufacturers at the fall International Home Furnishings Market here were banking on big names to bring in big sales.

The theory, they say, is that consumers' buying confidence rises with familiarity, with names they know and trust. So at the October installment of the world's largest furniture trade show, a number of savvy manufacturers showcased the designers - from headliners to talented newcomers - along with their armchairs, dining tables and imposing beds.

It appeared to be working at this stage of the game for the nine-day wholesale market, where manufacturers, furniture retailers, designers and media converge 70,000-strong for the semi-annual ritual of seeing, sitting on, ordering or reporting on what's new. In this normally slow-paced Southern city, the usual market buzz was different. The standard question of "What have you seen?" was replaced in showrooms and hallways with "Have you seen Bill Blass? What did you think of Eddie Bauer? How about **Nautica?**"

But Lane (Bauer), Lexington (**Nautica**) and Pennsylvania House (Blass) weren't the only crowded showrooms where order-taking was brisk. From a British designer and afternoon tea in a Cotswold-like setting to furniture reflecting the ambience of a famed golf resort, the names were often easier to remember than the furnishings of the 2,300 exhibitors in 150 buildings.

In recent decades, furniture designers' names have not been household words, but all that changed in 1990 when Bob Timberlake exploded onto the scene. Lexington's introduction of North Carolina realist artist Timberlake's comfortable, traditional furniture set off a sales phenomenon that's added names and faces to the industry.

Here's a look at some of the names that made news at this market. Normally, the new designs start showing up in stores and designer showrooms four to six months after market, but technology and competition are shortening many shipping dates. A few collections will debut next month, and a number will arrive in early 1998.

Bill Blass for Pennsylvania House

Two fellow American apparel designers paved the way for well-known couturier Bill Blass' entry into the furniture world. The unbridled success of high-fashion designer Ralph Lauren's pricey furniture collections with the look of "old money" was followed in the past few years by the immediate popularity of menswear designer Alexander Julian's more affordable designs for Universal.

In spare, gallerylike rooms inside the immense Pennsylvania House building, a dapper Blass roamed amid his 53-piece collection, amiably shaking hands and fielding questions from admiring retailers and reporters. The almost minimal look - different from the more decorated showrooms - was his idea, he explained.

"I hate clutter. I refuse to have (too many) accessories. Space in your house is the greatest luxury," Blass said. "I have spent over 40 years collecting. I'm always ready to go antiquing."

But a few years ago, Blass decided he needed more space in his widely published homes, a Manhattan apartment on Sutton Place and a 1779 stone house in Connecticut. "I edited my collection, putting things away in a warehouse in Long Island City. Now I rotate things."

The handsome new designs at Pennsylvania House are inspired by the pieces Blass has collected. "This represents one man's taste and style in his time," he explained. "It is not country, not city, not casual, not elegant. It's not 'in your face.' My taste evolves all the time. Everyone's should. Attitudes change."

Blass did not design the pieces, but he worked closely with the Pennsylvania House designers. "I really listened to them to see what adapts to mass merchandising. I don't like highly polished, high-gloss finishes. We lightened the woods. I don't like dark brown furniture," he added.

Woods in the tables, chests and cabinets are solid cherry and oak with accent woods, and the upholstered pieces blend comfortably with the traditional designs. Nothing matches, but they all work well together. These pieces look truly collected.

Styles range from a simple Old Albany oak chest with six drawers lined in a Blass paisley to an imposing round dining table 6 feet in diameter, scaled down from an 8-foot antique. A sleigh bed was inspired by a 19th-century Scottish bench with triple arches, and a desk with contrasting animal-style legs, not just feet, is adapted from a favorite Swedish piece.

Blass said working on furniture rather than clothing designs had been fun and energizing and he hoped the collaboration with Pennsylvania House would be ongoing. From the reaction at market, that seems to be a sure bet.

Eddie Bauer for Lane

Casual, comfortable, dressed-down - the hot new Eddie Bauer Collection developed with the Lane Co. brings to the home all the looks and attitudes Eddie Bauer products embody. Plus, the pairing joins the strength of the 77-year-old Bauer business, with some 450 stores as well as mail-order catalogs, and the enormous 85-year-old furniture manufacturer. The response at market was overwhelming.

It's all so simple, so practical, so livable. This is furniture for the relaxed lifestyle, styled somewhere between Shaker and Mission, executed in cherry and pine, with clear finishes for a light, natural look. There are 80 pieces in the initial offering, including upholstery, woods and wicker - something for every room in the house.

"The target consumer for Eddie Bauer is outdoor-oriented, usually married and roughly between the late 20s and the 40s in age," said Lane spokesperson Kathy Oswald.

Especially appealing are the not-obvious function features in many pieces. For example, there are special places to keep remote controls and store small items such as watches or jewelry. Pull-out rods provide extra hanging space, and a kitchen island has pull-up leaves to extend its work/eating surface.

Dealer demand for the collection was so strong, Lane hopes to start shipping it in December, about six weeks ahead of the original schedule.

Nautica for Lexington

Not as casual as Eddie Bauer, the **Nautica** Home collection for Lexington still appeals to the more informal tastes of the boomer consumers who are buying the most furniture. Designer David Chu, who founded the thriving **Nautica** line of men's, women's and children's clothing in 1983, launched the first phase of **Nautica** Home this spring with bedding, bath and related items.

With Lexington, Chu gives his modern interpretation of Colonial English and British West Indies styles. This is traditional with a contemporary attitude, emphasized in the warm tones of cherry and butterscotch-finish maple. Campaign furniture from the 19th century reappears, and bamboo, cane and hand-woven seagrass add decorative distinctions.

Eye-catching pieces in the 150-piece **Nautica** collection include a round dining table with a wide pedestal base that includes storage drawers; an oversize wicker and wood storage trunk, called the Expedition Chest; and a fanciful sideboard with a faux tortoise shell and wicker design.

Pinehurst at Drexel

The famous name being touted by Drexel Heritage is not a designer or a fashion label but a golf resort. Begun in the 1890s and now called one of the top golf destinations in the world, Pinehurst in North Carolina served as inspiration for the new collection of laid-back, gracious furnishings with the look of antiques.

There are two distinct groups in the Pinehurst Collection, with about 120 pieces in all. Features of the more dressed-up Clubhouse group include decorative painted finishes, beaded glass in the china cabinet for that antique appearance and a massive four-poster pineapple motif bed. Wicker, aging [pi 8]white paint finishes and even garden pieces are found in the light and airy Cottage group.

Drexel Heritage expects the Pinehurst theme to have wide appeal, far beyond those interested in golf. But the tie-in can't hurt. Look at the success Lexington has achieved with the sophisticated Palmer Home Collection, tied to the tastes of legendary golfer Arnold Palmer and his wife, Winnie. The furniture is handsome traditional, but the name makes it a marketing triumph.

Cotswold Cottage by Highland House

Few in this country have heard of British furniture designer Julian Thompson, so Highland House wisely

named his new collection Cotswold Cottage for the idyllic English countryside that tugs at an Anglophile's heartstrings.

Going all out to debut the approximately 40-piece group of wood, wicker and upholstery designs, Highland House even replicated the facade of a thatched-roof cottage at the entrance to the featured showrooms and served tea and scones on a flagstone terrace.

While the look is casual traditional, it's decidedly British in style, with the appealing quality of being inherited and collected through the years. Some of the occasional tables have the look of one-of-a-kind antiques discovered in a little shop. Pieces' names such as Kelmscott, Tewksbury and Fairford leave no doubt about the origins of the designs.

Garden florals stand out, even though most have that faded look, and the upholstery includes velvets, plaids, leathers and needlepoint accents. One dressmaker detail that may prove a bit too frilly for most American tastes is the short skirt or 2-inch ruffle edging some sofas show above exposed wood legs.

Names revisited

Not every name cropping up was new to the furniture market. Some such as Mark Hampton and John Mascheroni have become mainstays, while Jacques Grange, Ransom Culler and Lillian August are starting to make their mark here.

In his 10th year with Hickory Chair, renowned New York interior designer Mark Hampton still enjoys the challenge of creating new traditional pieces for the retail consumer. "I look for designs, documents, drawings, photographs all the time. I keep a running file of ideas. . . . We have to keep changing. Things change, needs change and styles change from time to time. But we still have many pieces from the original collection," Hampton said.

New to the Mark Hampton Collection at this market are approximately 50 wood and upholstered pieces called Westminster Classics. They feature the pared-down neoclassic look of the English Regency period in vogue between 1811 and 1830.

Crown jewel of the introductions is the four-poster bed, available with or without molded canopy. Each slender post is set off with a carved lotus-leaf base and capital, the primary decoration on the deceptively simple bed. New to the collection is a softer, matte finish, which gives the mahogany pieces a less formal feeling than the original highly polished look.

Swaim allows New York furniture designer John Mascheroni to test his design theories with styles that range from stripped-down traditional to cutting-edge contemporary. He believes we keep moving toward modern and produces products that make you hope he's right.

Mascheroni strongly believes in the look of stainless steel, both in brushed and polished finishes, for occasional tables and the luxurious look of fabrics such as a flame-stitch chenille, pure silk velvet - "Don't ask how much (it costs)," he commented - and mohair, which looked grand in burgundy on a kidney-shaped sofa.

French interior designer Jacques Grange added to the signature collection he began with John Widdicomb in the spring. While his designs draw inspiration from any period or part of the world, he is most influenced by the style of France in the late 1930s, especially the clean lines that easily mix with other pieces.

Grange's most dramatic introduction at this market was an elegant cherry credenza with classical lines, finished in Chinese red lacquer with gold-leaf detailing.

Timeless designer Milo Baughman has long been associated with Thayer Coggin, creating everything for the

manufacturer from conservative contemporary to space-age modern. And he still does a few new works for most markets. This time he called his compact, rounded upholstery the Lombard group for the glamorous actress.

But the fresh, young face at Thayer Coggin belongs to High Point native and fourth-generation furniture family member Ransom Culler, 28. He leans toward combinations of curves and angles, exaggerated lines and luxurious comfort. His curvy new Paradox group can be configured a number of ways with left and right love seats, bumper and corner pieces, as well as swivel or stationary chairs.

While his upholstery is large, it's not as overscaled as his designs of a few seasons ago. "I think we've definitely gone as far in the direction of big as we can go. We're scaling back slightly," he said.

The Lillian August Collection for Drexel Heritage has concentrated on elegant upholstery until this market. Now the woman who designs and licenses everything from fabrics to framed art and has three retail shops in Connecticut has launched the 35-piece Greenwich Collection.

Inspired by 18th- and 19th-century English country-house furniture, the lavishly detailed collection includes a showcase breakfront secretary, dining furniture and an impressive master bed. This is high-style elegance, the extreme opposite of the easy ways of Eddie Bauer followers.

GRAPHIC: Photos: (ALL COLOR) 1. Ransom Culler, one of High Point's young furniture designers, sits on his new Paradox sectional sofa for Thayer Coggin.; 2. The British West Indies style is interpreted in the **Nautica** Home canopy bed for Lexington.; 3. Fashion designer Bill Blass stands by a bookcase/china cabinet adapted from one of his antiques, the inspiration for his signature collection for Pennsylvania House.; 4. The Eddie Bauer Collection for Lane is a cross between Shaker and Mission styles. (p. 7); 5. A table and chair from Drexel Heritage's Pinehurst Collection show the relaxed look of the furniture adapted from the famed golf resort. (p. 7); 6. A ruffle skirts the Tewksbury sofa from the Highland House's Cotswold Cottage Collection. (p. 7); 7. British furniture designer Julian Thompson created the "proper casual" Cotswold Cottage Collection for Highland House, bringing the informal English style to High Point. (p. 8); 8. Mark Hampton's latest introductions for Hickory Chair are inspired by English antiques from the early 19th-century English Regency period. (p. 8); 9. John Mascheroni points out his different twist on an armchair design for Swaim. (p. 9); 10. French interior designer Jacques Grange is influenced by late 1930s styles in his collection for John Widdicomb. (p. 9); 11. An elegant sideboard by Lillian August for Drexel Heritage features classic styling with lion's head-with-ring pulls on the drawers. (p. 9); 12. A kidney-shaped

sofa by John Mascheroni for Swaim is upholstered in burgundy mohair and trimmed in burgundy leather. (p. 9); 13. The Bill Blass Collection for Pennsylvania House includes a bed adapted from a triple-arch Scottish bench, a Swedish desk with animal legs and an English chair backed with a leopard print. (p. 10); 14. Milo Baughman calls his curvy but compact upholstery for Thayer Coggin the Lombard Chair. (p. 10); 15. The lotus-leaf design on the posts is the distinguishing motif in Mark Hampton's new Regency Four-Poster Bed for Hickory Chair. (p. 10); 1., 3., 7., 9., 10., 12., 13., 14. Curtis McGee / Special to the Chronicle

LOAD-DATE: November 8, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:14 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

The Right Stuff USA TODAY November 7, 1997, Friday,

Copyright 1997 Gannett Company, Inc.
USA TODAY

November 7, 1997, Friday, FINAL EDITION

SECTION: BONUS; Pg. 3E

LENGTH: 921 words

HEADLINE: The Right Stuff

BYLINE: Gene Sloan

BODY:
What are the hottest new products for the ski slopes this winter? USA TODAY's Gene Sloan talked to two mountain gurus, Ski magazine's Paul Hochman and Skiing magazine's Bill Grout, about the most exciting offerings in equipment and gear. The 10 must-haves:

Packasport System 60 roof-top carrier

Forget those old, clunky car-top storage boxes. The fiberglass Packasport system is sleeker and more aerodynamic than earlier versions.

"Frankly, it looks great," says Hochman, noting it's the only roof-top carrier that can be custom painted to match your car. The $ 660 carpet-lined container offers 14.5 cubic feet, enough for four pairs of skis (up to 210 centimeters long), plus boots and accessories. The company also makes a wider, 21-cubic-foot version called System 90 for $ 770. Custom painting costs $ 225. Information, 800-359-9870.

Smith Ocular Docking System goggles

No more fumbling to put goggles on over your glasses. The new Smith system comes with its own insertable prescription lenses. The inserts fit snuggly into the company's top-of-the-line Smith Turbo Fan goggles (inserts, prescription grinding and goggles, $ 245). The lenses also clip inside other Smith products like the Moab H/P Sport Shield. Information, 800-459-4903.

Nautica Competition EPG storm parka

Ski clothes are great for skiing but have never really fit in

off the mountain until now. **Nautica** is one of several companies adding street-fashion sense to the technical requirements of good ski wear. Instead of what Hochman calls the "action-figure silhouettes" of yesterday's clothes, **Nautica's** $ 340 gold-and-black storm parka has a classic look. It's waterproof and windproof with a nylon shell, two-layer Gore-Tex lining, an adjustable waist and reinforced shoulders and elbows. Information, 212-541-5757.

Leki Descent Antishock ski pole

Call it the Cadillac of ski poles. The $ 75 model offers a smorgasbord of features never found on the same pole, including an adjustable stock and a spring-loaded shock absorber. It also has a dial to adjust strap tension around your wrist. The pole is bent 15% near the handle, which aids in planting it quicker and puts less strain on wrists. Information, 800-255-9982.

K2 Xplorer ski

"Shaped" skis are great for groomed trails. And "fat" skis are excellent for powder. Now K2 is the latest manufacturer to launch a hybrid for use in both conditions. The $ 600 skis have a fatter middle while retaining the shaped skis' hourglass curves. They come in four sizes (173 to 198 centimeters) and one color scheme.

"They're the first skis that average skiers can use in all conditions. Expect to see more," says Grout. Information, 800-972-4063.

Salomon SnowBlades

First there were fat skis. Then shaped skis. Now comes short skis. At half the length of traditional models, 90-centimeter SnowBlades offer far great-er maneuverability. They cater to the snowboard crowd that wants to do tricks. Like snowboards, the $ 249 skis are curved on both ends, allowing backward as well as forward movement. And their short length allows for spinning and jumping.

"They're particularly good in terrain parks," the mountain fun zones that resorts have been adding for snowboarders, says Grout. Several other small companies are selling short skis, which the industry has dubbed "skiboards," but Salomon's blue-and-gray model is the first from a major ski maker. For more information, call your local ski store.

Arbor Snowboard

The snowboarding generation is growing up, and so are snowboards. The new Arbor line offers a radical departure from the brightly colored, plastic-topped models that have dominated the teen craze.

Catering to an older crowd, which is the sport's fastest-growing segment, Arbor offers a classic-cut, sophisticated board made from rich woods. Choose from Hawaiian koa wood, bird's eye maple, rosewood or a combination. The $ 440 snowboard comes in eight sizes. Says Hochman: "They're simply the most beautiful snowboards ever made." Information, 310-656-3268.

Leedom "Limit" Helmet

Finally, a helmet that doesn't make you look like a dork. This sleek model ($ 115-$ 159) weighs less than a pound and is available in five snazzy colors. It also has a new, patented slide vent that solves a major drawback of most helmets: overheating. The improvements come just in time. With new, shaped skis allowing mediocre skiers to take on expert terrain, helmets are becoming a must, says Hochman. Information, 781-440-0633.

Rossignol Mtn. Viper CUT 9.9 DUALTEC ski

Shaped skis have revolutionized skiing for beginners and intermediates. Now Rossignol is launching some for experts. The $ 679, yellow-and-red Vipers come in five sizes, from 170 to 198 centimeters.

"You can go faster and put yourself at more extreme angles to the hill than you ever have been able to do before," says Hochman. For more information, call your local ski store.

Nordica "Grand Prix EXOPOWER C-XTREME" boots

Nordica has solved the problem of boots that are too hard in some spots and too soft in others. The $ 595 Grand Prix is the first to use its bi-injection process, in which hard and soft plastic material is simultaneously pumped into the same boot mold. As a result, the unisex boot is stiff along the sides for support but softer around the foot, allowing for more comfort and flexibility.

Raves Grout: "It doesn't feel like concrete on your feet." Information, 800-892-2668.

GRAPHIC: PHOTOS, B/W(4); PHOTO, B/W, Dan Lecca

LOAD-DATE: November 07, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:13 PM EDT

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Designers bring name appeal to furniture lines Consumer mood The Vancouver Sun (British Columbia) November 8, 1997, Saturday, FINAL EDITION

Copyright 1997 CanWest Interactive, a division of
CanWest Global Communications Corp.
All Rights Reserved
The Vancouver Sun (British Columbia)

November 8, 1997, Saturday, FINAL EDITION

SECTION: HOME; Pg. E4

LENGTH: 619 words

HEADLINE: Designers bring name appeal to furniture lines Consumer mood

BYLINE: NICHOLE MCGILL; SOUTHAM NEWSPAPERS

BODY:
They have entered our closets and bedrooms. Now they are planning to redesign our homes and lifestyles.

Big name fashion designers are turning their decorating attention to the furniture and home furnishings market.

What started a few years ago with Ralph Lauren and Alexander Julian trying to invigorate a sagging furniture industry with name brand appeal is on the verge of exploding.

At the recent fall International Home Furnishings Market in North Carolina, companies launched new furniture lines bearing the names of Bill Blass, **Nautica** and Eddie Bauer. Henredon and Universal Furniture announced that Ralph Lauren and Alexander Julian will be expanding their own lines for them, and the buzz is that Giorgio Armani and Liz Claiborne will be stamping their names on furniture.

This designer trend doesn't surprise Phillip Van Leeuwen, owner of an Ottawa furniture store. He says furniture companies have been courting high-profile industrial designers and architects over the past decade for their name brand appeal.

"We see the crossover not only in furniture but in other industries that are fashion-oriented," Van Leeuwen says. "It's like when Donna Karan gets involved in doing candles. Her candles are very nice -- they're a little thinner, they're coloured a little darker than the average candle, but with her name on it. It's a natural extension of business."

South of the border, the furniture industry has turned to name designers such as Bill Blass to help it escape from its doldrums, banking on the idea that instantly recognizable names will appeal to the consumer. The two most successful marriages of fashion and furniture -- Alexander Julian with Universal and Ralph Lauren with Henredon -- have been financial bright spots in the bleak furniture industry. But not all partnerships have been successful. J.G. Hook and Laura Ashley had quick exits from the furniture business.

Van Leeuwen suggests that Canadians may only be attracted to designer furniture if the name belongs to a megastar like a Bill Blass. He feels we are less apt to follow the careers of lesser-known designers than the more design-conscious Europeans.

"It's bigger in Europe," he says. "The public follows designers' names right through, whether they are designing bicycles or furniture."

The November issue of House & Garden features Gucci's tablewear designs, Donna Karan's selection of dinner trays and the interior designs of Carolina Herrera and Isaac Mizrahi.

Connie Larin, sales manager for DeBoer Dante furnishings in Ottawa, says it's all about marketing lifestyle.

Drexel Heritage, for example, has developed a line of furniture with a casual feel.

"Everybody is so stressed out nowadays that everybody wants to feel they can have that lifestyle," she said.

Drexel is not a clothing designer, but **Nautica** is. And using the same lifestyle principle, **Nautica** -- known for its upscale, outdoorsy clothes -- has developed a furniture line that DeBoer Dante expects to have in the store in the spring.

"When you see the clothes, you have an immediate idea of the kind of consumer that's going to buy the product," she said. "If you are going to buy the clothes, you are going to buy the product."

Eddie Bauer has been selling lifestyle furniture for the last five years through a separate American chain called Eddie Bauer Home. There are no immediate plans to open a store in Canada, but Tony Worsfold, manager of Eddie Bauer's Rideau Centre store, says bed and bath furnishings will be available this Christmas to test the market.

Eddie Bauer has no immediate plans to sell in Canada, but their home products can be viewed on their Web page at www.eddiebauer.com.

LOAD-DATE: November 9, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:13 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Furniture firms turn to trendy names for sales Telegraph Herald (Dubuque, IA) November 9, 1997, Sunday

Copyright 1997 Telegraph Herald
Telegraph Herald (Dubuque, IA)

November 9, 1997, Sunday

SECTION: Features; Pg. e 7

LENGTH: 374 words

HEADLINE: Furniture firms turn to trendy names for sales

BYLINE: BARBARA MAYER

BODY:
Designers: Manufacturer hopes an Eddie Bauer label will convince customers to buy

Manufacturers are trying a new tactic: using the name-recognition factor to help overcome consumer resistance to the idea of buying new furniture.

There are few well-known furniture brands, so companies are taking a shortcut by borrowing names from other industries.

The trend was evident at the national furniture market in High Point, N.C. Designs will be in the stores come spring bearing labels better known in the apparel industry, such as **Nautica,** Eddie Bauer and Bill Blass.

Summarizing the industry viewpoint, Sean Slack, a vice president at the Lane Co., which introduced the 80-piece Eddie Bauer Lifestyles Collection, said that "brands remove the consumer's fears about buying the wrong thing."

The clean-lined Eddie Bauer pieces in cherry and pine with casual upholstery to match are designed to appeal to those who might already be wearing the rugged outdoor gear sold in catalogs and mall stores under the Eddie Bauer name.

But what do Bill Blass and **Nautica** suggest in the way of furniture?

The 50 or so Blass designs marketed by Pennsylvania House are mostly adaptations of English antiques from the 18th and 19th centuries that Blass happens to own.

Nautica is known for casual clothes with the label sewn on the outside. For their take on the style, Lexington Furniture Industries decided on what a company news release calls "a modern interpretation of Colonial English and British West Indies designs in natural materials such as bamboo, cane, hand-woven sea grass finished with a faux tortoiseshell appearance."

The name recognition factor is extending beyond apparel to vacation destinations.

In a tie-in with the golf resort of Pinehurst, N.C., Drexel Heritage Furnishings Inc. introduced the nostalgic Pinehurst collection. Lea Industries went even further afield, tying a collection of Stars & Stripes youth furniture with nautical motifs to the name of Dennis Conner, a winner of the 1993 America's Cup sailing

race.

Beyond the name game, much of the new furniture is a reprise of the past. Baker's Eighteenth Century group and Hickory Chair Co.'s Westminster Classics by Mark Hampton are close copies.

GRAPHIC: This decoratively carved secretary ($3,500), from the Bill Glass Collection by Pennsylvania House, is inspired by a Belgian antique. (AP photo)

LOAD-DATE: November 12, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:12 PM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Haute shots San Antonio Express-News (Texas) November 13, 1997, Thursday

Copyright 1997 San Antonio Express-News
San Antonio Express-News (Texas)

November 13, 1997, Thursday , METRO

SECTION: SA LIFE ; Pg. 12, Part F

LENGTH: 710 words

HEADLINE: Haute shots

BODY: Fiber artist

Local fiber artist Rachel Lawrence Edwards will read her poetry, discuss art-to-wear and talk about her collaborations with local weaver Cat Brysch from 5 to 7 p.m. Friday at Textures Gallery. Edwards is the gallery's artist of the month. Her work (she specializes in one-of-a-kind jackets and vests) will be on exhibit through Nov. 30. Gallery hours are 10 a.m.-5 p.m.

For men only

Dillard's Rolling Oaks will hold a "For Men Only" event from noon to 6 p.m. on Saturday. Sales associates will be on hand to demonstrate the latest in fragrances and electronics for men. Men may register to win up to $200 in fashion merchandise from **Nautica** and Johnston and Murphy. The event repeats 1-5 p.m. on Sunday. Men don't need to worry about missing weekend football, either. Dillard's personnel promise to have big-screen TV's set up and tuned in to the Dallas Cowboys.

Quick chic Pretty hair ornaments can make an ordinary hairdo extraordinary in minutes. And the variety of trimmings has never been greater. Here are some key looks for the upcoming holiday season:

Hair sticks. They come ornamented with pearls, rhinestones and twinkling jewels. They're festive tools for holding chignons or French twists in place.

Metallic hair springs. In a wide range of colors, hair springs are the accessory of the moment.

Rhinestone barrettes. Twinkling barrettes can add a subtle touch of glamour and change your everyday look into an evening image.

Holiday outfit

The holiday season is fast approaching, and you'll be going to a lot of parties directly from the office. How to handle a tight schedule in style? Fashion experts recommend investing in a versatile suit - maybe black, brown or midnight blue. Put it with a metallic sweater, jacket buttoned up, for day. For evening, take off the jacket, and add some glitzy jewelry and fancy shoes. It's a simple (but very effective) way to prepare for the party.

Tradition returns

If you're heading to New York in the near future, drop by that elegant hotel, the Waldorf-Astoria, on Wednesday afternoon. From 4 to 7 p.m., informal fashion presentations go on in the Cocktail Terrace,

harking back to the days when tearoom modeling was the rage. Among the designers regularly featured are Mary McFadden, Christian Lacroix, Stephen Yearick, Yves Saint Laurent and Luca Luca. Cole Porter's Steinway grand piano played by Daryl Sherman adds to the ambience.

Hot trend

Not long ago, blue jeans and a blazer could take you almost anywhere on the weekend. But now jeans are getting some stiff competition from leather pants. Flat-front leather pants are all over the streets of New York, reports Anne-Marie Schiro of the New York Times. They range in price from $1,695 (for Ralph Lauren's beauties) to around $242 for Sienna Studio's version at Saks Fifth Avenue.

Stylish windows

Thirty-one top fashion designers have been commissioned by Barneys of New York to create displays for the store's Christmas windows. Among the big names who'll be interpreting their stylish versions of Yuletide are John Bartlett, Isaac Mizrahi, Yves Saint Laurent and John Galliano. The windows will be unveiled around Thanksgiving.

Rent check

Sebastian International wants to pay your rent. Three grand prize- winners in the Sebastian Collectives Sweepstakes will have their house/apartment rent paid for one month (up to $750), and get a trip for two to Los Angels to see the Broadway hit, "Rent." In addition to seeing the Tony-award winning show, winners will dine with the cast, go on a $500 shopping sprees, get make-overs and $100 to spend on Sebastian products. For contest rules, call Sebastian at (800) 829-7322 or visit a participating salon. Deadline is Nov. 30.

Bright nights

Donna Ricco intends to rule the night. The designer, previously known for her daytime dresses, recently launched an evening wear line for the holiday season. The collection revolves around brilliant colors and luxurious fabrics such as red-crepe. Suggested retail prices for the Ricco evening clothes are $178-$288. The Ricco label is carried at Dillard's.

- Compiled by Rose Mary Budge

LOAD-DATE: September 1, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:10 PM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Zips and toggles are us?; Style Counsel The Independent (London) November 14, 1997, Friday

Copyright 1997 Newspaper Publishing PLC
The Independent (London)

November 14, 1997, Friday

SECTION: FEATURES; Page 5

LENGTH: 386 words

HEADLINE: Zips and toggles are us?; Style Counsel

BYLINE: Melanie Rickey

BODY:
'Anorak' used to be a derogatory term, but now it's acceptable not only to be called one but to actually wear one. In fact, the two go hand in hand, says Melanie Rickey

At the end of the Nineties a slew of books will attempt to define the style of the decade. Among the pages on underwear as outerwear, minimalism, and androgyny, Liam and Noel Gallagher should garner a mention. For along with their Britpop pals they have resurrected the humble anorak to a new levels of popularity. Ask a Mancunian about his Henri Lloyd anorak "with marine technology" and he will say "they're dead warm, and they keep out the rain", which course is true, but that's only half the story.

An anorak can now be officially classed as a boy's gadget. Liam Gallagher is rumoured to own more than 60, with Noel not far behind. They collect them in the same manner as other men collect football shirts, with a nerd- like interest in the tiniest colour, design or fabric change. The other day I overheard two men discussing their new anoraks over a pint. They chatted with the kind of enthusiasm usually reserved for mobile phones and fantasy football. "It's fantastic, it folds up into itself, and see these toggles. . ." said one of his hooded black parka, while the other took off the label buttoned to the arm of his Stone Island beige anorak: "People will recognise it because of the two buttons," he said.

Thanks to companies like Helly Hansen, Patagonia, North Face and Henri Lloyd the fashion anorak is thriving, and their gadgety merits have been transported onto fashion jackets. A Helly Hansen ski anorak, for example, has hand-warmer pockets, underarm airflow venting, heavy two-way zippers and what's called a three-panel super bio hood. Urban/function label Maharishi, on the other hand, sells its fashion anoraks for between pounds 200-300 and though they are more likely to be worn walking the dog, or to the pub, they have - like Helmut Lang's parkas at pounds 500 a throw - enough fixtures to excite a gadget nerd.

This winter **Nautica,** better known for yachting wear, has captured the imagination of the anorak brigade. The mod-inspired parka pictured was bought by Noel Gallager last week in Harvey Nichols, but if pounds 350 is too much for you, try M&S; their anoraks are pretty fab too.

LOAD-DATE: November 14, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)

GET DRESSED AND GET MOVING St. Louis Post-Dispatch (Missouri) November 15, 1997, Saturday, FIVE STAR LIFT EDITION

Copyright 1997 St. Louis Post-Dispatch, Inc.
St. Louis Post-Dispatch (Missouri)

November 15, 1997, Saturday, FIVE STAR LIFT EDITION

SECTION: LIFESTYLE, Pg. 32

LENGTH: 413 words

HEADLINE: GET DRESSED AND GET MOVING

BYLINE: Anne Gorman; Special To The Post-Dispatch

BODY:
THE PHYSICAL fitness trend is a hot one. And before beginning an exercise program, many people are faced with a burning question: What to wear while burning off the fat?

Do you want to be truly comfortable or look good as you work out? In the past, there was hardly a compromise. Comfy designs were made of flimsy material. Other designs of bulky, heavy-duty sweat-shirt material made it hard even to move.

Luckily, some designers and manufacturers understand this problem and are doing something about it.

Ready-to-wear designers are adding special fabrics to make activewear more comfortable and lightweight but substantial, with vibrant colors to make the clothes more appealing.

For example, Adidas has lined their activewear with a fabric called Co ol Max polyester. This fabric allows material to breathe and yet keeps you cool indoors while holding in the heat outdoors.

The Limited stores also offer a series of sporty styles in Lycra blends and, as a result of the growing interest, have dedicated more space to these clothes.

Bright colors, meanwhile, are on the move.

Designers such as Ralph Lauren in his Polo line, David Chu for **Nautica** and Donna Karan in DKNY appear to be blending '80s fluorescent colors with '90s style. Visit gyms around town, and you'll see more and more bright colors lifting spirits.

Silver has been added to the color palette this season in activewear offering a striking and stylish way to work out.

Stripes are found in almost all hip collections this season, from young juniors street clothes to outright fitness wear. Thin and even thick vertical stripes give the body a long, lean look. Adidas strategically places stripes down the sides of most of its form-fitting activewear, giving even the first-time exerciser that experienced fitness image.

Designers also understand that time is a factor. Women are busier than ever and may have no time to change between errands and exercising.

So it is essential for fitnesswear to be multipurpose. Manufacturers offer a complete coordinating line: pants, shirts, sports bras, jackets and even vests.

Vests especially have been popular this fall. Adidas designs a waterproof vest in red, black and yellow that is practical for exercising outside or just wearing around town.

With new styles, flashy colors and hip logos this season, there's no excuse not to exercise. Good news: You can look good and be comfortable. Bad news: Now it's time to get moving.

GRAPHIC: PHOTO, COLOR PHOTOS BY KEVIN MANNING/Of the Post-Dispatch Staff
(1) Black pants by Adidas are fashioned from 90 percent cotton and 10 percent Lycra, with a lining of 90 percent Cool Max polyester and 10 percent Lycra ($ 40, Famous-Barr). On top is a white long-sleeve shirt of 80 percent nylon and 20 percent Lycra ($ 24.99, The Limited).
(2) A silver shirt of 80 percent nylon and 20 percent Lycra tops black pants of 87 percent nylon and 13 percent Lycra ($ 24.99 each, The Limited). Resting on the floor is a red Adidas vest, made of nylon with a polyester lining ($ 60, Famous Barr).
(3) Another Adidas outfit includes black pants made of 90 percent cotton and 10 percent Lycra with a lining of Cool Max polyester ($ 40); zippered top in the same fabric ($ 36) and a yellow jacket of 90 percent cotton and 10 percent polyester ($ 55, all from Famous).

LOAD-DATE: November 15, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:09 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Toeing the Designer Line Newsweek November 17, 1997 , UNITED STATES EDITION

Copyright 1997 Newsweek
Newsweek

November 17, 1997 , UNITED STATES EDITION

SECTION: SOCIETY; Trends; Pg. 77

LENGTH: 311 words

HEADLINE: Toeing the Designer Line

BYLINE: SARAH VAN BOVEN

HIGHLIGHT:
Tommy and Donna put their best feet forward

BODY:
IN RECENT YEARS ATHLETES HAVE been drawn to couture like so many moths to the runway footlights; witness Dennis Rodman's appearances on MTV's "House of Style" or volleyball powerhouse Gabrielle Reece's photo shoots for Elle. Now it's the designers who are having real success merging sports and fashion. Two of this year's hottest athletic shoes -- long a sign of jock success -- bear the names not of Michael Jordan or Grant Hill but of Tommy Hilfiger and Donna Karan.

Michael probably doesn't have to worry about going toe to toe with Tommy on the court, but Adidas and Fila just might. In addition to DKNY and TH Athletics, **Nautica's** Competition line of shoes is already selling well (and worn on the hardwood by Charlotte Hornets forward Glen Rice). Ralph Lauren is expected to launch Polo Sport performance shoes in spring '99, and Calvin Klein is rumored to be considering licensing deals. Salomon Brothers footwear analyst Brett Barakett projects that by 1999, designer shoes could make up 7 percent of the $ 8 billion U.S. athletic-footwear market. Barakett estimates that the Hilfiger line will rake in $ 65 million in sales in its first year, "an impressive debut."

Still, Nike spokesman Lee Weinstein doesn't seem too worried: "It's one thing to slap a logo on a pair of shoes; it's quite another to be working with the world's top athletes," as Nike claims to do. But licensees like Stride Rite (Hilfiger) and Reebok's Rockport (Polo Sport) will take care of technology; in any case, industry experts say that less than 20 percent of consumers actually wear athletic shoes for sports purposes. Just ask Joaquin Phillips, 19, who proudly points to the shoes he and two friends are wearing as they hang out in New York's East Village. "Right now," he says, "I'd rather watch basketball on TV wearing my Tommy Hilfigers than my Air Jordans."

GRAPHIC: Picture, Hilfiger's entry

LOAD-DATE: November 18, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:07 PM EDT

REAL ESTATE REVIEW: DEVELOPERS DUST OFF MORRIS MALL PLANS: MAYOR SAYS TEAM MUST RENEGOTIATE ANNEXATION PACT Crain's Chicago Business November 17, 1997

Copyright 1997 Crain Communications Inc.
Crain's Chicago Business

November 17, 1997

SECTION: Real Estate; Pg. 44

LENGTH: 610 words

HEADLINE: REAL ESTATE REVIEW: DEVELOPERS DUST OFF MORRIS MALL PLANS: MAYOR SAYS TEAM MUST RENEGOTIATE ANNEXATION PACT

BYLINE: H. LEE MURPHY

BODY:
A long-stalled proposal to build a manufacturers' outlet shopping center in Morris, southwest of Joliet, appears likely to be jump-started as a new development team takes over the project.

Peoria lawyer and developer Jack Teplitz first proposed a 450,000-square-foot outlet mall on 60 acres adjacent to Interstate 80 in 1993, and won $300,000 in annual sales tax rebates from the Morris City Council. But for a variety of reasons -- notably a nationwide downturn in outlet center development -- Mr. Teplitz's vision was waylaid.

But he's returned with fresh partners and financial backing, and was scheduled to meet with Morris Mayor Robert Feeney late last week to renew negotiations for annexation.

He hopes to break ground in spring and have the first phase -- some 200,000 square feet -- open by 1998's holiday shopping season. All told, the mall will cost more than $40 million to build.

Mayor Feeney is hopeful, but cautious. The developer has had little communication with Morris, a growing city of about 14,000, over the past two years.

"Teplitz hasn't fulfilled his promises to us in the past," Mr. Feeney says. "As far as I'm concerned, our old annexation agreement is now invalid. We'll have to sit down and negotiate new terms, and I don't think we're prepared to give anything away this time."

Mr. Teplitz argues that the sales tax rebate is critical in paying for additional drainage on the mall site, which is bedeviled by runoff from I-80. He vows to press ahead: "I'm prepared to sit down with the mayor and City Council to update our original agreement."

Mr. Teplitz is better prepared than he was three years ago. He's formed a new company, VT Development Corp., and recruited a retail veteran, Roy Vice, as president. (Mr. Teplitz is chairman.)

Mr. Vice formerly was head of development at Horizon Group Inc. in Norton Shores, Mich., the nation's largest owner of outlet malls. Before that, he held senior positions at Chicago-based Homart Development Co. and at the commercial real estate division of Household International Inc., based in Prospect Heights.

The two say they have enlisted the financial backing of General Electric Co.'s pension trust and New York's

Loeb Partners Realty.

In October, VT Development acquired an 800,000-square-foot outlet mall in Myrtle Beach, S.C., and announced plans to build a 200,000-square-foot outlet mall adjacent to the Grand Casino Resort in Tunica, Miss. VT is also negotiating a deal to build a 2-million-square-foot mall valued at $275 million near the Six Flags amusement park in suburban St. Louis.

Competing proposals for outlet malls to the east, around Joliet and Kankakee, have held up the Morris project. But the rivals are gone now, with only a proposal for a Gurnee Mills-style development in North Aurora looming.

"It's 30 miles away, and they'll be drawing a different mix of tenants than we will," says Mr. Vice, who reports that such familiar retail labels as Nautica, Levi's and Bass have signed on for outlet space -- encompassing more than 100,000 square feet -- in Morris.

Other developers are watching closely. A partnership called RGS & Associates in Birmingham, Mich., has an option on 40 acres across the street from the VT site. Nearby, a Wal-Mart Supercenter and a 77-room Best Western Hotel are under construction.

"The outlet mall will help to anchor this whole area as a regional retail hub," says Michael Bell, a vice-president with ERA Preferred Realty Group Inc. in Lincolnwood who represents RGS. "So far, Morris doesn't have shopping centers or chain retail. It's an emerging market that looks very attractive."

LOAD-DATE: November 20, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:07 PM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

BEACHGOER CAN DRESS SWIMMINGLY EVEN IF SHE ONLY LIES ON THE SAND SEATTLE POST-INTELLIGENCER November 17, 1997, Monday

Copyright 1997 Seattle Post-Intelligencer
SEATTLE POST-INTELLIGENCER

November 17, 1997, Monday , FINAL

SECTION: LIFESTYLE, Pg. D2

LENGTH: 364 words

HEADLINE: BEACHGOER CAN DRESS SWIMMINGLY EVEN IF SHE ONLY LIES ON THE SAND

BYLINE: Elsa Klensch Columnist

BODY: Q: I had a traumatic experience as a child when I was pulled into the undertow, broke my arm and almost drowned. As a result, while I don't mind going to the beach, I never swim.

My boyfriend loves the water, and he constantly tries to talk me into taking a dip. But I am happy to lie on the sand.

For vacation we are going to the island of Malta, and I need something sporty yet fashionable for the beach. I don't like swimsuits because I have heavy upper thighs. What do you suggest?

EK: Build yourself a swim wardrobe of separates. This will keep you feeling fresh as well as looking it.

David Chu, designer of **Nautica,** suggests you start with shorts, skirts and coverups that can take you from the beach to a casual lunch.

"Start with a pair of shorts with a flattering square cut. Look for them in water-resistant nylon. Then if you do get splashed, it won't be a problem. You can pair them with a number of bare tops or T-shirts."

Chu says to remember versatility is the key when building the wardrobe.

"Strive for a look that's easy but still sportswear driven."

Q: I would love to have an answer to a question that has bothered me for years. I am a hat person and have worn hats on special occasions all my life. Last week my husband and I went to an evening funeral, and I questioned wearing a hat at night.

Please tell me the protocol for wearing a hat in the evening?

EK: You are hung up about wearing hats in the evening only because few women do. Hats are entirely appropriate for evening.

"But," says New York milliner David Cohen, "choose one with a small brim. A large hat will take away from the silhouette." He says to look for hats with a fantasy feeling, "something whimsical and alluring. To go with a dress for an evening event, choose a snug-fitting, shaped little hat with a net. For a day-into-evening suit, try a pillbox with dramatic feathers."

Elsa Klensch is style editor for Cable News Network. She welcomes questions and will answer those of general interest in her column. Write to Elsa Klensch, Los Angeles Times Syndicate, Times-Mirror Square, Los Angeles 90053. Or she can be reached on the Internet at: Agent§ix.netcom.com

TYPE: Q & A COLUMN

LOAD-DATE: September 17, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:06 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [I]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

DRESSING RIGHT AND GETTING IT WRONG;YES, WE KNOW THAT DRESSING FOR THE OFFICE CAN BE A FUNNY BUSINESS. IF YOU ARE CONFUSED ABOUT YOUR ROLE IN THE WORKPLACE, NEVER FEAR. HERE ARE SEVEN AMUSING LESSONS IN HOW TO AVOID BECOMING A CORPORATE FASHION VICTIM. Fortune November 24, 1997

Copyright 1997 Time Inc.
Fortune

November 24, 1997

SECTION: FEATURES/THE BUSINESS LIFE/FASHION; Pg. 208

LENGTH: 306 words

HEADLINE: DRESSING RIGHT AND GETTING IT WRONG;
YES, WE KNOW THAT DRESSING FOR THE OFFICE CAN BE A FUNNY BUSINESS. IF YOU ARE CONFUSED ABOUT YOUR ROLE IN THE WORKPLACE, NEVER FEAR. HERE ARE SEVEN AMUSING LESSONS IN HOW TO AVOID BECOMING A CORPORATE FASHION VICTIM.

BODY:
Ah, the wild world of fashion: For one Friday in September at the New York Stock Exchange, traders wore khakis with their double-breasted jackets--an attempt at being comfortable that made everyone uptight. It's one of many signs and portents of a sartorial revolution the likes of which we haven't seen since the Prince of Wales popularized glen plaid suits some 70 years ago. Although today's upheaval has no such central figure, consider Bill Gates: After all, he has shown that you can make $ 39 billion without wearing a tie.

In confusion, millions of business people hear a common, panicked inner cry: What am I supposed to wear? The answer isn't universal, nor is it easy. We'd like to tell you what to wear, but we can't. For instance, there are no obvious clothing rules in Silicon Valley--a polo shirt with an early Intel logo is extremely hip, yet in the end nobody seems to care. You will, however, be treated with suspicion if you're wearing a $ 3,000 English suit. A few years ago Procter & Gamble (for decades the spiritual home of the man in the gray flannel suit) announced a policy of casual Fridays at Cincinnati headquarters. But CEO John Pepper--a fan of effectiveness sage Stephen Covey, whose books include Principle-Centered Leadership--decided this year that a casual-Friday policy was not principle-centered. So now employees wear whatever they think they should, every day. The rules in Hollywood are just as confusing: Armani is out, street chic is in. In other words, you're on your own.

The choices, the subtleties, the uncertainties--it could make you laugh or cry. It made us laugh. So, in that spirit, on the following pages we show you some beautiful clothes, in business tableaux that reflect the fashion unease of the day--beginning with the sartorial Rorschach test on the opposite page.

GRAPHIC: COLOR PHOTO: PHOTOGRAPHS BY ROBERT TRACHTENBERG, THE INTERVIEW, Wear something to make a memorable impression. Left: three-button gray wool suit by Calvin Klein, $ 1,295. Hugo Boss shirt, $ 165. Necktie, $ 55, and loafers, $ 175, by Kenneth Cole. Ferragamo briefcase, $ 740. Center: gray wool suit, $ 900; shirt, $ 165; tie, $ 85; shoes, $ 300--all by Hugo Boss. Kenneth Cole briefcase, $ 200. Right: bathrobe by Ermenegildo Zegna, $ 275. Granello briefcase, $ 610. Emporio Armani shoes, $ 370. All socks: Polo Ralph Lauren Hosiery, $ 16. [Three models sitting on couch]; COLOR PHOTO: PHOTOGRAPHS BY ROBERT TRACHTENBERG, CASUAL FRIDAY, Don't wear today what you're going to wear tonight. Left:

wool zip-front sweater, $ 320, and gray flannel trousers, $ 205, by Emporio Armani. Center: sweater with fur cuffs, $ 490, and gold-lace fishtail skirt, $ 480, by Anna Molinari. Pink stilettos by Miu Miu, $ 290. Right: brown wool sweater by John Bartlett, $ 265. Gray wool shirt by Comme des Garcons Homme Plus, $ 570. Brown wool trousers by Dolce & Gabbana, $ 350. J.P. Tod's boots, $ 360. [Three models]; COLOR PHOTO: PHOTOGRAPHS BY ROBERT TRACHTENBERG, EAST MEETS WEST, Remember which coast you're on. Left: white leather safari jacket, $ 1,795; long-sleeve polo, $ 295; wool khaki trousers, $ 350--all by Ralph Lauren Purple Label. Sunglasses by Diesel, $ 98. Right: gray wool suit, $ 1,595; striped shirt, $ 195; tie, $ 115--all by Ralph Lauren Purple Label. Gucci briefcase, $ 1,190. [Two models]; COLOR PHOTO: PHOTOGRAPHS BY ROBERT TRACHTENBERG, THE COCKTAIL PARTY, When the invitation says 'business attire,' consider what business you're in. Center: burnt orange organza gown by Paul Smith Women, $ 1,200. Black satin pumps, $ 295, and crystal beaded necklace, $ 85, by Emporio Armani. Left: pinstripe jacket, $ 540; skirt, $ 235; black suede shoes, $ 305--all by Emporio Armani. The guy: navy wool suit, $ 425; shirt, $ 49; tie, $ 38--all by **Nautica.** Black shoes by Prada, $ 510. Right: black jacket, $ 1,895, and square-neck sheath, $ 1,595, by Michael Kors. Black pumps by Manolo Blahnik, $ 395., [Four models at cocktail party]; COLOR PHOTO: PHOTOGRAPHS BY ROBERT TRACHTENBERG, MANAGEMENT GURU, Loosen your tie when seeking core values. Navy blue chalk-stripe double-breasted suit by Kenneth Cole, $ 475. Tommy Hilfiger checked shirt, $ 50. Paul Smith tie, $ 90. J.P. Tod's shoes, $ 295. [Model in lotus position]; COLOR PHOTO: PHOTOGRAPHS BY ROBERT TRACHTENBERG, BACK TO WORK, That's why they call it a briefcase. Left: red stretch-wool dress, $ 1,250, by Calvin Klein. Right: navy suit, $ 1,660; shirt, $ 303; tie, $ 98--all by Prada. Boxer shorts, $ 30, by Neiman Marcus. [Woman handing boxer shorts throuugh doorway to man]; COLOR PHOTO: PHOTOGRAPHS BY ROBERT TRACHTENBERG, CAREER PATH, Don't dress like the boss until you've got her job. Gray wool-flannel jackets, $ 1,330 each, and pants, $ 710, by Givenchy for Barneys New York. Cashmere turtlenecks, $ 645 each, by Clements Ribeiro. Blue leather portfolios by Louis Vuitton, $ 350. [Two models]

LOAD-DATE: November 10, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:05 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Making the man; Rules offer direction in picking clothes Chicago Sun-Times November 26, 1997, WEDNESDAY, Late Sports Final Edition

Copyright 1997 Chicago Sun-Times, Inc.
Chicago Sun-Times

November 26, 1997, WEDNESDAY, Late Sports Final Edition

SECTION: FEATURES; Pg. 31; NP

LENGTH: 201 words

HEADLINE: Making the man;
Rules offer direction in picking clothes

BYLINE: BY LISA LENOIR

BODY:
Men don't care about fashion.

They just don't want to look stupid.

Or so says Stephen Perrine, deputy editor for Men's Health magazine.

That's why he and his staff decided to boil down the essentials for men into 10 quick rules. They include tips on everything from black tie to casual Fridays.

"I think this story speaks to a need," Perrine says. "Men like rules. With clothing, they don't have instructions. Garanimals were great, but we are too old for that. This gives rules and you don't have to think about it."

Granted, these tips might not be quite as easy as Garanimals, the ingenious clothes for kids that came with animal labels to link pants with matching shirts. But they can simplify life for guys who have better things to do than ponder their wardrobes.

"There are men who have a sense for clothing and a terrific fashion sense," Perrine says. "But most guys aren't inclined to bother, or simply don't have the visual sensibility."

Perrine says he and his staff -- who don't use the "f" word (fashion) when writing about clothes -- care more about making men look smart than about following any particular trends.

"Instead of wearing fashion, why not wear clothes?"

GRAPHIC: Lace-up shoes, like these from Johnston & Murphy, are a must with a classic suit or pair of serious pants. Mix patterns with care: This Polo by Ralph Lauren herringbone suit works well with a gray and white shirt with a light stripe, and a red and cream tie with a large pattern. A patterned sport jacket should complement the shirt and pants shown in this Haggar's City Casuals ensemble. Belts (this one is by **Nautica)** should match shoes in color and material, according to one men's fashion rule. See related story page 31.

LOAD-DATE: November 26, 1997

THIS SEASON COULD BE ONE FOR THE BOOKS, MERCHANTS SAY The Virginian-Pilot (Norfolk, VA) November 29, 1997, Saturday,

Copyright 1997 Landmark Communications, Inc.
The Virginian-Pilot (Norfolk, VA)

November 29, 1997, Saturday, NORTH CAROLINA EDITION

SECTION: LOCAL, Pg. B1

LENGTH: 636 words

HEADLINE: THIS SEASON COULD BE ONE FOR THE BOOKS, MERCHANTS SAY

BYLINE: BY PAUL SOUTH, STAFF WRITER

DATELINE: NAGS HEAD

BODY:
New-fangled computerized cash registers don't ring like sleigh bells anymore. But the electronic chatter in the checkout aisle was music to the ears of Outer Banks store owners Friday, the first day of the holiday shopping season.

Forecasters predict a record Christmas season in North Carolina. That's good news for some merchants, who count on the Christmas season for a big chunk of their annual business. "The selection of merchandise on display is the most diverse ever," said James F. Smith, a finance professor at the University of North Carolina at Chapel Hill. "People feel good about spending money." Parking lots at major retailers and small stores were packed early Friday with shoppers hoping to get a head start on the holiday gift grab. The Belk department store in Kill Devil Hills reported a hefty increase in traffic from last year. The retailer has locations in the Carolinas and Virginia. "The day is not yet over, but compared to this time of day a year ago, we're up about 46 percent," said Tim Shearin, manager of the Kill Devil Hills store. "We're doing exceptionally well. I've talked to some of the other store managers who are reporting their sales are up as well." Outer Banks shopkeepers may have an advantage over large cities during the holiday weekend, Shearin said. "We have a luxury here on the Outer Banks that a lot of the malls in big cities don't have," Shearin said. "There are a number of people down here from other places for the holiday weekend, and some of them decide to knock out their shopping in one day. We're not as crowded, the traffic isn't as bad. Some of the local folks we have may decide they can wait because they've got until Christmas." Shearin said designer clothing lines and men's and women's fragrances are hot sellers among early shoppers. "We've been selling a lot of **Nautica** for men and Liz Claiborne for women," said Shearin. "We also have a wide selection of cosmetics. That's easy for men who are shopping for women because they don't have to worry about size or color." For at least one toy store, the shopping season began earlier than expected. "Earlier in the week, we had people coming in trying to beat the rush," said Lisa Bridge, owner of The Toy Boat on the Manteo waterfront. "Things are going great. It's not crazy, but we've had good steady traffic all day. When people go to lunch at the restaurants downtown, we expect traffic to pick up even more." Beanie Babies, the small stuffed animals that were a hot commodity during Christmas '96, still top many a child's Christmas list, Bridge said. "It's still Beanie Babies," she said. "But we're also selling a lot of arts and crafts, and a lot of stuffed animals. We've had a lot of people put things on layaway." Bridge has a recommendation for gift buyers searching for the right present for a family of children. "I always try to direct people to board games," Bridge said. "If you have to buy for several children in a family, that works well." The reasons forecasters like Smith see a green Christmas and a prosperous New Year for the Tar Heel State are record highs in personal income, combined with low unemployment. Of the state's

workforce, only 3.7 percent, about 128,400 people, cannot find jobs. As a result, income is up about 6.8 percent, or $ 11 million for the second quarter of the year, for a seasonally adjusted rate of $ 172.9 billion. Smith also credits higher imports of North Carolina-made products as a factor in economic growth. The UNC professor is regarded as one of the nation's top economic forecasters by The Wall Street Journal. "All of this will set up for a good beginning for 1998," Smith said. "This will be another record year for economic activity. . . . This year is definitely one for the books."

LOAD-DATE: December 2, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:04 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Sun Mag; What's in store The Boston Herald November 30, 1997 Sunday

Copyright 1997 Boston Herald Inc.
The Boston Herald

November 30, 1997 Sunday ALL EDITIONS

SECTION: MAGAZINE; Pg. 002

LENGTH: 965 words

HEADLINE: Sun Mag; What's in store

BYLINE: By Robin Ray

BODY:
You gotta shop around. And Boston and the surrounding area offer lots of shopping options, from elite Newbury Street to funky Harvard Square. Here is your guide to where to shop, and what you'll find:

Newbury Street

The length of Newbury Street takes you from the sublime (Chanel Boutique at the Ritz-Carlton Hotel) to the ridiculous (Newbury Comics, 332 Newbury St.). The high rents on this beautiful brownstone-lined street make this a bad place for bargains, but a great place for one-of-a-kind boutiques and fashionable chains.

Many big names are here: Louis of Boston, Coach, Giorgio Armani, Burberry's, Cartier and, of course, F.A.O. Schwartz aroung the corner on Boylston St.

But there are just as many odd little places with wonderful gift items. For unique housewares, try For Art's Sake (301 Newbury St.) or Kitchen Arts (161 Newbury St.) Get hats at Topper's (230 Newbury St.) and fancy lingerie at Pratesi (110 Newbury St.) and Top Drawer (112 Newbury St.).

Charles Street

Located in historic Beacon Hill, this lovely shopping street is the place to go for antiques (Danish Country Furniture, Judith Dowling Asian Art) and imported carpets (Mario Ratzki), but there are a few notables in the "new" category.

DeLuca's Market (11 Charles St.) and Savenor's (160 Charles St.) offer specialty foods, including many gift items. Black Ink, a new arrival at 101 Charles St., features a variety of beautiful stuff that's hard to categorize: art-quality paper goods, rubber stamps, ceramics and unusual housewares.

Check out the reasonably priced prints of Boston scenes at Kennedy Studios (31 Charles St.).

Downtown Crossing

Home to the big three department stores - Filene's, Filene's Basement and Macy's - which face each other across Summer Street, Boston's downtown offers the spanking new Borders Books and Music (24 School St.). Bargain hunters will appreciate the new Loehmann's (373-387 Washington St.) for discount, brand-name clothing, and Tello's for juniors.

Harvard Square, Cambridge

This is still the best area for book shopping (Wordsworth, Harvard Book Store, Schoenhoff's Foreign Books).

The Square has many personal-care product stores that peddle specialty shampoos and aromatic massage oils (Body Shop, Origins, Harnett's).

Harvard Square also has great kids gifts. There are children's holiday events at Curious George Goes to Wordsworth (1 JFK St.) and the Harvard Coop (1400 Massachusetts Ave). Play with the software and check out games and books at Learningsmith (25 Brattle St.) The cutest stuffed-animal selection in the area is at Calliope (33 Brattle St.)

Don't overlook the odd assortment of shops that leads north to Porter Square, including an Irish boutique (Irish Imports) and a Mexican folk-art shop (Nomad). A personal favorite: Joie de Vivre (1792 Mass. Ave.), where you will never find anything useful or boring.

Charming towns

New England has many cute seaside towns that make a day of shopping seem like a day at the beach (Newport, R.I; Marblehead and Salem; Kennebunkport, Maine). But Portsmouth, N.H., an hour's drive north of Boston, gets special points for charm, convenience and a bounty of unique shops. A stroll down Bow Street turns up antique shops, jewelers, doll shops, craft shops and the odd brew pub as well. Look in Tugboat Alley (Ceres Street) for nautical clothing and gifts made by local craftspeople. Bargains on top-quality children's clothes are at the Hanna Andersson Outlet Store (72 Mirona Road).

Just south of Portsmouth on Route 95, Newburyport is a town that lives for the holidays. It's hard to imagine a prettier place to shop, especially when it's lighted by miles of tiny white Christmas lights on a winter afternoon.

The Newburyport shopping district centers on State Street and the newly renovated wharf buildings on Water Street. The Best of Britain (22 State St.) features British imports from teapots to Barbour clothing. You can get find crafts and art glass around the corner at Panache (41 Pleasant St.). Teaberries Find Foods (35 State St.) has a terrific line of gift baskets for the gourmet.

Concord

The scenic center of historic Concord is an attractive shopping option as long as you like quality more than low prices. Especially good are the specialty women's clothing stores, featuring outstanding jewelry and accessories as well as beautifully made clothing. Among the best are Perceptions and Potpourri Designs (off Main Street) and Cotton Collection (93 Thoreau St.)

Concord rates two great kids stores - The Active Mind and The Concord Toy Shop, both on Walden Street - and a variety of excellent new and used bookstores (Concord Book Store, Books With a Past). Another favorite: Concord Lamp and Shade, with hundreds of tasteful lamps to choose from.

Suburban malls

Boston is ringed by suburban shopping malls that offer one-stop convenience and reasonable prices, as long as you have a car to get you there. Public transportation is hard to come by, and parking can be nightmarish on weekends leading up to the holidays. Try to go on a weekday afternoon or evening to save yourself a half-hour cruise for a parking space.

Many malls have extended store hours between Thanksgiving and Christmas. Santa is available in many of them, especially on weekends.

Maine outlets

Kittery, Maine, has become the hottest outlet center in New England, and it's one of the best in the country. Mile after mile of stores sell fine quality seconds and returns from some of the best manufacturers in the world.

The biggest complex is The Maine Outlet, which houses DKNY, Gund, J.H. Collectibles, Mikasa, Timberland and a dozen other discount stores. But don't overlook the smaller complexes. Kittery Place has an all-star lineup, including Noritake, **Nautica** and Espirit.

LOAD-DATE: November 26, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:01 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

PAGE 2: FASHION; SENSE OF STYLE; TIMEPIECE HAS FOLKS ALL AGLOW Los Angeles Times December 4, 1997, Thursday,

Copyright 1997 Times Mirror Company
Los Angeles Times

December 4, 1997, Thursday, Home Edition

SECTION: Life & Style; Part E; Page 2; View Desk

LENGTH: 680 words

HEADLINE: PAGE 2: FASHION;
SENSE OF STYLE;
TIMEPIECE HAS FOLKS ALL AGLOW

BYLINE: MIMI AVINS, TIMES FASHION EDITOR

BODY:
Every now and then, a product defies the distinctions of status that so often rule the world of fashion and achieves success simply because it works. Such is the case of the Indiglo watch by Timex.

Introduced at the end of 1992, the watch features a dial that glows blue-green in the dark with the push of a button. Six styles were offered that first Christmas. Now, more than 100 versions are available from Timex and under the Guess and **Nautica** nameplates, which Timex manufactures. Most are priced under $ 50.

Even in the status-obsessed '80s, car buyers who had long lusted after sexy Porsches and showy BMW sedans found a growing attraction to the clunky Ford Explorer hard to deny. In a similar triumph of function over price tag, people who believed wearing a sleek Ebel or Bulgari watch would signal success have been scuttling their watch snobbery and succumbing to the novelty and practicality of the Indiglo.

The digital Ironman model--whose bells and whistles go beyond the illuminated dial to include a second time zone with date, a countdown timer and alarm and a lap counter--is the country's best-selling watch. President Clinton wore this SUV of timepieces with his tuxedo to last winter's inaugural balls.

Indiglo watches have been around long enough for stories and urban myths about them to begin circulating. For example, after the 1993 World Trade Center bombing, an investment analyst from Tempe, Ariz., used the night light on his Ironman watch to lead a group of people down 40 flights of dark, smoky stairs.

Spelunkers depend on Indiglo lights in dark caves, and mothers check on sleeping babies using the soft glow of the watch's light. Indiglos have become such indispensable tools for moviegoers that they've spawned their own ratings system. Three checks of the illuminated watch dial are the experiential equivalent of a thumbs down.

For others, the Indiglo glow has become part of the "You go for popcorn while I get seats" strategy at the movies. If the food gatherer returns from the refreshment stand after the houselights have been killed, his partner signals her whereabouts by lighting up the Indiglo dial and hoisting it like Miss Liberty's torch.

The patented technology responsible for the watch's light was developed for industrial applications such as cockpit lights in fighter jets, then miniaturized to produce a gleam that is nontoxic and will never wear out.

As demand for the Indiglo dial on both digital and analog models has increased, Timex found that retailers who once wouldn't carry the venerable brand were suddenly requesting stock. A number of dressy styles with metal bracelets for women have been added to the line. In combinations of silver- and gold-colored metal, a gamut of styles reminiscent of those popularized by Tag-Heuer, Bertolucci, Cartier and even Rolex are now available. But the lightweight, trim women's watch pictured above, with its white face and stainless steel band, doesn't look like an imitation of anything.

The paradox of the Indiglo watch is that although sporty models that deliver a sense of adventure have been sold to millions of athletes, including runners who exercise after sundown, it's the ideal watch for a couch potato too lazy to get up and flip a light switch.

GRAPHIC: PHOTO: Timex's Indiglo watches are sold at Kmart, Target, Mervyn's and Robinsons-May. PHOTOGRAPHER: LUIS SINCO / Los Angeles Times

LOAD-DATE: December 21, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 5:00 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Meanwhile in Utah ... Salt Lake Tribune (Utah) December 5, 1997, Friday

Copyright 1997 The Salt Lake Tribune
Salt Lake Tribune (Utah)

December 5, 1997, Friday

SECTION: Business; Pg. B8

LENGTH: 451 words

HEADLINE: Meanwhile in Utah ...

BODY:

ZCMI Reopening Layton Store

Salt Lake City-based ZCMI today will celebrate the grand reopening of its Layton Hills Mall store, which has undergone a massive remodeling.

"This was a major remodeling and expansion for a store that is in one of Utah's fastest growing cities," said Richard Madsen, ZCMI chairman, chief executive officer and president.

The remodeling began last summer and included the addition of 38,000 square feet of shopping space to the store.

"We added space equal in size to our Red Cliff Mall store in St. George," Madsen says.

He said the goal was not only to give the store a new look but to improve the layout so it could accommodate brand name vendor shops that include Calvin Klein jeans, Polo, Ralph Lauren, **Nautica** and Haggar.

Madsen will officiate over the ribbon-cutting ceremony, scheduled to begin at 8:45 a.m., along with store Manager David Haight, Layton Mayor Jerry Stevenson and members of ZCMI management.

Thiokol Can Send Motors to Spain

Thiokol Corp. in Ogden has received approval to export solid-rocket motors to the Instituto Nacional de Technica Aerospacial in Spain.

The U.S. State Department granted the company an export license Thursday.

The motors will be used with the Capricornio launch vehicle under development that is intended to place communication satellites into low Earth orbit.

Construction Pacts Declined in October

The value of contracts issued for the construction of commercial projects in Utah dropped 39 percent in October compared to the same month last year, according to a report by The McGraw-Hill Cos.

Residential construction contracts also fell, but by only 6 percent, according to the report.

In Salt Lake, Davis and Weber counties alone, the value of contracts fell by 26 percent for commercial construction work.

Ventana Genetics Raises $ 6 Million

Ventana Genetics Inc., a new Salt Lake City biotechnology company, raised $ 6 million in private financing from Warburg, Pincus Ventures, a New York City-based venture-banking firm.

Ventana is a spin-off of Myriad Genetics.

Dennis Farrar, Ventana's president and chief executive officer, was a Myriad co-founder. He previously served on the company's board of directors.

Farrar founded Ventana in May 1996 with $ 1.2 million in startup money. Alexander Kamb, who is the former director of research at Myriad, is Ventana's scientific founder.

Farrar said the company does not compete with Myriad.

"We wanted to start a company that had an entirely different focus than Myriad, which is a diagnostic company," he says. "We wanted to do a therapeutic company to treat or cure some of these important human diseases, such as cancer."

LOAD-DATE: December 05, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 4:59 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

OUTINGS / A FUTURISTIC UPDATE OF A TIMELESS PIECE Newsday (New York) December 7, 1997, Sunday,

Copyright 1997 Newsday, Inc.

Newsday

Newsday (New York)

December 7, 1997, Sunday, QUEENS EDITION

SECTION: QUEENS LIFE; Page G13

LENGTH: 377 words

HEADLINE: OUTINGS / A FUTURISTIC UPDATE OF A TIMELESS PIECE

BYLINE: Carl MacGowan

BODY:
WHAT: "Godspell: 2020 A.D.," presented by New Life Theater. WHY: This new version of "Godspell" is set in New York in the next millennium and features a multiethnic cast and futuristic music.

The original, 1971 "Godspell," with music, book and lyrics by Stephen Schwartz and the late John-Michael Tebelak, was itself an update of the Gospel according to Matthew, featuring retellings of the parables of Jesus and his crucifixion. New Life Theater's "original adaptation" puts its cast in new, colorful costumes and portrays 21st-Century New York as an affluent, glamorous place in which people of many races and ethnic backgrounds learn to live harmoniously.

New interpretations are a "Godspell" tradition. Whether on Broadway or off, in high school productions and community theater, the unorthodox "Godspell" book encourages improvisation, experimentation and audience participation. The first production, which opened Off-Broadway and moved to Broadway a few years later, included references to Vietnam; an Off-Broadway 1980s staging set the story among homeless people.

"People have been facing the same problems for thousands of years in hundreds of countries and cultures," said the Rev. Pete Scazzero, pastor of New Life Fellowship, which sponsors New Life Theater. " Godspell: 2020 A.D.' breaks out of the traditional box of solutions and reminds us once again that the Gospel is a timely response to timeless problems."

The director of "Godspell: 2020" is David Roszchild, a designer for clothing company **Nautica** USA, which specializes in cutting-edge fashions. Costumes and makeup are by Clorinda Vitale Plotnick, who has worked in theater and films and for several fashion magazines.

The music is a blend of old and new, setting Schwartz' original score, which includes tunes such as "Day By Day," "By My Side" and "Prepare Ye," to contemporary sounds and rhythms that seek to approximate the music of the next century. WHEN AND WHERE: Dec. 14, 19 and 20, 7:30 p.m., at New Life Fellowship Church, Elks Lodge, 82-10 Queens Blvd., Elmhurst. HOW MUCH: $3. GETTING THERE: Take the G or R train to Grand Avenue. The Elks Lodge is two blocks from Grand Avenue and Broadway, west of Queens

Center Mall. MORE QUESTIONS? 718-424-0122.

GRAPHIC: Photo -"Godspell: 2020 A.D" cast members don funky costumes and outageous wigs.

LOAD-DATE: December 7, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 4:59 PM EDT

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

DESIGNER FURNISHINGS TREND BOOSTS MAG PAGES: HILFIGER, NAUTICA AND PRADA JOIN STRATEGY PIONEERED BY LAUREN Advertising Age December 08, 1997

Copyright 1997 Crain Communications Inc.
Advertising Age

December 08, 1997

SECTION: News; Pg. 16

LENGTH: 486 words

HEADLINE: DESIGNER FURNISHINGS TREND BOOSTS MAG PAGES: HILFIGER, **NAUTICA** AND PRADA JOIN STRATEGY PIONEERED BY LAUREN

BYLINE: Ann Marie Kerwin and Carol Krol

BODY:
A growing number of fashion designers are moving into home furnishings, a strategy that could boost ad page counts for fashion and beauty magazines with affluent readerships.

Among the bevy of designers planning home lines for 1998 are Tommy Hilfiger, **Nautica** and Prada. Bill Blass also has a deal for a furniture line with Pennsylvania House. Donna Karan, under new President John Idol, is said to be eyeing the home market as well.

These newcomers join veterans like Ralph Lauren, Calvin Klein and Gianni Versace, who have been using publications such as Architectural Digest, Cosmopolitan and Town & Country to advertise their furnishings lines.

PIONEERED BY LAUREN

The pioneer was Ralph Lauren, whose home line was established in 1983.

"Our ads have always mixed the fashion and apparel," said Mark Reynolds, marketing director for Gianni Versace Home Signature. "It's all part of communicating the Versace lifestyle."

What is new is the ratcheting up of competitors in the field.

Versace itself is adding to its Home Signature collection, which includes everything from fabrics to fine china to gold toilet brushes, with a second line of more minimalist furniture. The influx is good news for magazines like Conde Nast Publications' Architectural Digest, which has capitalized on designers' sense of fashion for the home by encouraging marketing that bridges the two, said Publisher Peter K. Hunsinger.

In the October Architectural Digest, Ralph Lauren for its Polo Sport brand ran a 10-page ad package off the front cover that played up the melding of apparel and home design. The tagline: "Today, life is about really living it."

In the December issue, Neiman Marcus Co. inserted a gift guide that mixes designer home items with apparel advertising.

MORE ABOUT DESIGN

"Architectural Digest is a design magazine more than it is a shelter magazine, and designers are embracing that," said Mr. Hunsinger. "A lot of the designers are beyond just having a toe in the water in the home market, like Lauren, Calvin Klein and Versace. They are marketing their collections, both fashion and home, much more as a complete lifestyle."

At Town & Country, the household-furnishings category has grown by 24 pages over last year, up 54%, according to internal reckoning, said Publisher Molly Schaefer, fueled in part by designer collections.

"Because there is such a high recognition of designer names, consumers have said that knowing a name is attached to a product makes them feel better about purchasing it," said Ms. Schaefer, who added that the designers heading public companies also are offering new lines under pressure to grow their companies.

"They do have the pressure to top the quarter before," she said.

Stan Tucker, VP-fashion director at Saks Fifth Avenue, said the market is booming because consumers are eager to have brand-name home accessories.

LOAD-DATE: December 11, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 4:58 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Villager minivan doesn't need a lot of flashy changes Milwaukee Journal Sentinel (Wisconsin) December 10, 1997 Wednesday

Copyright 1997 Journal Sentinel Inc.
Milwaukee Journal Sentinel (Wisconsin)

December 10, 1997 Wednesday All

SECTION: heels Pg. 1 Savage On Wheels

LENGTH: 828 words

HEADLINE: Villager minivan doesn't need a lot of flashy changes

BYLINE: MARK SAVAGE

BODY:
Mercury's Villager minivan doesn't change much.

Some might consider that a drawback, but little improvement has been needed since it debuted as a 1993 model. Oh, a second air bag and side impact protection were added to boost safety a good idea.

But basic design and function remain the same and the latest test iteration, a blue-green Villager LS, was attractive and a fine drive.

This isn't the largest van or the horsiest. It's just one of the more comfortable and easy handling minivans.

That's partially because it rides on a 112-inch wheelbase, about the same as a Cadillac Seville or Mercedes-Benz E320, and uses the front-end components of the well-mannered Nissan Maxima. Ford and Nissan jointly designed Villager and its cousin, Nissan's Quest. Together they make the vans in Ford's Avon Lake, Ohio, plant.

Handling sets Villager apart from its competitors. The van is easy to park and cuts in and out of traffic as easily as a sedan. Villager has only a slightly top-heavy feel in high-speed turns, while some vans wallow.

Acceleration is good but not overly peppy. The 3.0-liter V-6 delivers 151 horsepower and 174 pound-feet of torque. That's pretty average, although several minivans, including Toyota's new Sienna, deliver more. Even Ford's own Windstar has an optional 3.8-liter V-6 that gives it 200 horses. Wouldn't hurt to have a few more ponies under this one's hood.

Ride is solid and controlled, plus the van was fairly quiet inside. That made for comfortable riding. We had up to seven aboard the Villager at times and everyone claimed to be comfy over a variety of road surfaces.

The LS version also comes with anti-lock brakes standard, as does the **Nautica** edition.

Getting into the Villager is easy. There is only a mild step up here, an advantage for older folks and young children. However, there is only one rear door on Villager, on the passenger's side. Some vans now have dual sliding rear doors, and Villager will get that for 1999.

The test Villager came with a gray leather interior. Those seats are awfully cold in winter and would benefit from being heated. No such option is available, though.

Aside from their coolness, these are well-proportioned seats supplying firm support with a cushioned bottom that made for a good ride.

Head and leg room are plentiful throughout the seven-seat van, including captain's chairs in the first two rows. Even the GS model now has the captain's chairs standard.

My teenagers also said they thought the Villager's third seat had more room, especially leg room, than the Sienna, which we had the following week. A check of the figures proves them right. The Villager, 4 inches shorter overall, actually has 2.7 inches more leg room in the third seat.

Villager's dash remains simple, with rotary climate-control fan and temperature buttons and nice, large radio buttons. However, the climate control's directional buttons are small and hard to use if you're wearing gloves.

Cruise control and radio volume-control buttons come on the steering wheel hub, plus privacy glass, a luggage rack, rear defroster, storage box under the front passenger's seat, and power windows (including the rear vents) and mirrors are standard on the LS.

The test van added automatic lights, power seats, remote entry, flip-open rear window and auxiliary climate controls for the rear seats, all part of the $3,935 option package that is discounted to $1,930.

In addition, this one had a CD player ($370 option), conveniently located at the bottom center of the console. That makes loading discs easy for a driver.

Villager also has the most flexible seating options of any minivan, with about a dozen variations. That's because its rear seat is on a track, allowing it to slide forward after the second row's captain's chairs are removed. It also can slide forward and fold up behind the second or first row's seats to provide more storage space.

Note though that even with the third seat in place, the van has 14.1 cubic feet of cargo space, about the same as a midsize sedan's trunk.

Mileage normally has been a plus for Villager. The EPA says to expect 17 miles per gallon city and 23 highway. Most vans top out at 20 or 21 mpg. But I got only 17.5 mpg in about 60% highway driving.

Villager starts at $20,215 for the GS and jumps to $25,085 for the LS with its added doodads. Moving to the top-level **Nautica** will boost that to $26,915. As always, if you stick with the base model and a few options, this can be an attractively priced van.

However, if you need an extended version for extra storage, you'll have to look elsewhere as this comes only in the smaller dimensions. I've taken a Villager on a week-long trip, though, and had plenty of room for luggage for six, with just a couple bags bungeed to the roof rack.

Given a few more horses under the hood, it would be hard to beat the Villager. It already wins on comfort and handling.

GRAPHIC: Chart
Journal Sentinel, Mercury

Wheel Stats
CARGO: 14.1 cu. ft. (126 cu. ft., both rear seats removed)
MPG: 17/23
ENGINE: 3.0-liter, V-6
TRANSMISSION: 4-speed automatic

MADE IN: Avon Lake, Ohio
BASE PRICE: $24, 975
DEALERS PRICE:* $22,585
MAJOR OPTIONS: Preferred package 696A (including two-tone paint, autolamp system, four captain's chairs, keyless entry, 6-way power driver's seat, flip-open rear window, auxiliary A/C, leater-wrapped tilt steering wheel, cruise control, heated mirrors, dual illuminated visor mirrors, 4-way power passengers seat and deluxe aluminum wheels) $3,935 Cargo net, $30 Anti-theft system, $100 Preminum sound system with CD, $370
DELIVERY: $580
DISCOUNT: $2,005 (for option package)
TEST VEHICLE: $27,985
* Pace Publications

LOAD-DATE: December 11, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 4:57 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Consider All Options When Selecting Bed Sheets Tulsa World (Oklahoma) December 11, 1997 Thursday

Copyright 1997 The Tulsa World
Tulsa World (Oklahoma)

December 11, 1997 Thursday FINAL HOME EDITION

SECTION: LIVING; Pg. D3

LENGTH: 1187 words

HEADLINE: Consider All Options When Selecting Bed Sheets

BYLINE: Lisa Gutierrez, Rochester Democrat and Chronicle

BODY:
"I'm writing this story about how to buy sheets," I told my neighbor the other night. Blank stare. "OK," she laughed. "So what's the big deal? You just go and buy them." Easy for her to say. In her magazine-perfect kitchen, the curtains coordinate with the carpet, which harmonizes with the dish towels that match the little rubber mats in the sink. But buying sheets can be a big deal, even ordeal, if you've never bought any or haven't bought new ones in awhile. And let us hazard a guess. We bet many of you haven't bought sheets since, oh, the Reagan administration. While personal taste will guide you toward a Laura Ashley floral, Alexander Julian plaid, Martha Stewart gingham or **Nautica** stripe, there's more to sheets than a pretty pattern. What is a thread count? Why do some sheets cost way more than others? Should I buy Martha Stewart's new sheets at Kmart, or the "T-shirt" sheets made of knitted jersey that give Oprah sweet dreams? And just what the heck is percale anyway? Though we spend up to a third of our lives sleeping, few of us put much effort into buying sheets that will make our slumber more comfortable. "I think for a lot of people, much as you would purchase sugar or salt there's not always a lot of thought that goes into it," says Rob Hayes, merchandise manager for Coming Home, the bed and bath division of Lands' End catalog.

You'll need to know the entire scoop on sheets when you shop for back-to-school, hunt for the perfect set for that new apartment or finally decide to trade in those Power Rangers sheets. Here, then, is our rap sheet on sheets. Not all sheets are created equal. The most basic distinguishing characteristic is thread count -- the number of threads woven into a square inch of fabric. That's what those numbers -- 180, 200, 230, etc. -- on the packages mean. You'll rarely see a number lower than 180, and we have yet to find many higher than 330. "Above 180, you start getting into the higher grades of softness," says David Boline, sales manager of HomePlace in Henrietta, N.Y. The higher the thread count, the tighter the weave and the softer the feel against your body." The difference between a 180-thread-count sheet and a 330-thread-count is the difference between chapped hands and a baby's bottom. Thread count is just one variable to consider, though. Fiber content is another. Taking cues from the fashion world, sheets are made of everything from denim to oxford cloth. But the two

most commonly used fabrics are muslin and percale. Muslin, usually a 50-50 blend of uncombed cotton and polyester with a thread count under 130, is the cheaper fabric. A lot of children's sheets are made of 120-count muslin. Percales are made of 100 percent cotton or polyester cotton blends with thread counts from 180 to 2,501 or even higher, and are softer and smoother than muslins. Two other words you'll often run into are pima and supima cotton. Pima is the highest quality of cotton grown in this country, the softest and hardest to find. A sheet labeled supima is made of 100 percent pima cotton. The most expensive sheet you're apt to run across is a supima sheet with a high thread count. For instance, we found a queen-size, smooth-as-silk, 310-thread count supima cotton sheet at one store for a whopping $ 90. That was for one sheet! Some people prefer their sheets, like their clothing, to be 100 percent cotton. Whether you buy an all-cotton or cotton polyester blend sheet depends on what you want the sheet to do. The higher a sheet's thread count, the more wrinkling you're apt to get. Take sheets out of the dryer before it stops because sheets wrinkle once they settle. If wrinkles bother you -- it's hard to believe, but we're told that some people still iron their sheets -- you might be tempted to buy all-cotton sheets marked wrinkle-resistant, or wrinkle-free.

But here's a tip: Even if those sheets have a high thread count, they're going to feel stiff because of the chemical treatment used on them. For sheets that shed wrinkles but feel soft, Hayes suggests an easy-care, 50-50 blend of cotton and polyester instead. Before you even hit the store or open the catalog, measure your mattress. The first question sales floor manager Tina Matevisch and her employees at Bed Bath and Beyond in Pittsford, N.Y., ask a customer shopping for sheets is: How deep is your mattress? The question is apprpriate. Mattresses are made deeper these days, which is why you'll find sheets marked "extra-deep. " Even then, though, they might not necessarily fit your mile-high mattress. "There are some people out there advertising deeper pockets," says Lands' End's Hayes. But "those sheets are only 10 to 10 inches in depth, so they're still not deep enough to fit. " If a sheet is not marked extra-deep, ask a salesperson or order-taker how deep a mattress it will accommodate. Another "fitting" challenge comes from those hot T-shirt sheets. Among the dozen or so manufacturers of the sheets, shrinkage and the way they fit vary widely, industry experts warn. If you have a deeper mattress, make doubly sure the knit sheets have deep pockets. And, since the jersey fabric tends to curl, look for elastic all the way around and double stitching so they fit snugly. If you haven't bought sheets recently, hold onto your pillow.

Sure, you can find sheets cheap in places such as Kmart and Wal-Mart, even TJ Maxx and Marshall's. In those stores, home stores and department stores, we found twin-size sheets (individuals) for $ 5 to $ 35, and queen sheets from $ 15 to $ 90. In both sizes, the more expensive sheets were the softer ones with more luxurious thread counts. In sheet sets, you can expect to pay anywhere from $ 15 to $ 40 for twin size, and $ 30 on up to $ 90 for queen size, depending on thread count and fabric content. The "hottest" sheets today are made of jersey knit, like T-shirt material, which manufacturers have been cranking out since Oprah Winfrey gushed about them last year. But trendy is pricey. At $ 30 for a twin set -- and up to $ 70 for queen-size sets -- some are as expensive as the percales. Which is probably why I'll take a pass on Oprah's choice, even though sheet experts say we should all own at least three sets of sheets. One for the bed. One for the laundry. And one for the closet. But don't lose any sleep over it.

GRAPHIC: PHOTO; Credit, Gannett Photo; There's more to share than pretty pattern. You may be concerned with thread count, cost and whether to choose designer or off the shelf.

LOAD-DATE: December 14, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 4:57 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

PEACH BUZZ;City's teen scene gets its due The Atlanta Journal and Constitution December 16, 1997, Tuesday,

Copyright 1997 The Atlanta Constitution
The Atlanta Journal and Constitution

December 16, 1997, Tuesday, ALL EDITIONS

SECTION: FEATURES; Pg. 02E

LENGTH: 967 words

HEADLINE: PEACH BUZZ;
City's teen scene gets its due

BYLINE: RICHARD L. ELDREDGE

BODY:
Although actress Gwyneth Paltrow (right) will be one of the celebs profiled when Teen People magazine launches Jan. 9, you don't necessarily have to be Brad Pitt's ex in order to get your mug inside the new mag.

Teen People fashion editor Jorge Ramon and crew were in town over the weekend scouring the city for local teens worthy of being profiled in the People magazine offshoot's upcoming personal style story.

"We did six cities," explains Ramon of Atlanta's inclusion. "We chose it because Atlanta was recently voted the number one place to live and we thought it would be a good indicator of teen style, a good place for fresh ideas and influences."

And did People's Atlanta pick pan out? "Oh, definitely," gushes Ramon of his expeditions to Little Five Points and Lenox Square. "Atlanta's young people express themselves very well. We noticed that boys in Atlanta were dressing up a lot more than the girls. Whether it was Tommy Hilfiger, **Nautica** or Perry Ellis, everything matched top to bottom too with the boys. Vintage clothing is also very big here. Little Five Points was amazing ---all those piercing and tattoo parlors. We loved Junkman's Daughter. The vibe was very good. It could have been a couple of blocks transplanted from New York."

One thing that Ramon says will distinguish Teen People on the newsstand is the avoidance of professional models. "All our fashions will be put on real kids," says Ramon. "We want the readers to relate directly to the photos. We want them to say: 'She looks like me.' Also, unlike a lot of the other magazines out there, we're not going to be just using boys as accessories in our layouts either."

Wright stuff(ing)

Kudos to Alpharetta's Mandisa Wright. The 10-year-old has been selected to be a member of the national All-American IronKids Bread Team by Olympic gold medalists swimmer Janet Evans, soccer player Mia Hamm, track sprinter Evelyn Ashford and cyclist Mark Gorski. Wright was selected for the team based on her winning essay, "You Can Do It!", chosen from more than 4,000 entries submitted by kids across the country. As part of her prize, Wright and her classmates will be treated to a visit by Evans at Lake Winward Elementary in Alpharetta, where she'll be presented with a $ 2,500 savings bond during a school assembly.

Claus Cruise

Plan to evacuate the city now ---the Atlanta Cacophony Society's O.E. Parker informs us that the first Atlanta Santa Cruise is scheduled for Friday and Saturday. Modeled after similar events in San Francisco and Portland, Ore., the Santa Cruise essentially consists of 100 folks dressed in Santa suits "spreading good cheer and merry-making" to locales around town (including Hartsfield International Airport, Centennial Olympic Park, Underground Atlanta, Zoo Atlanta, Buckhead, and the, um, colorful businesses on Cheshire Bridge Road) via two yellow school buses. According to Parker, meanwhile, the Atlanta Cacophony Society is "a loose and randomly gathered coalition of free spirits united in the pursuit of experiences beyond the pale of mainstream society." And also, Buzz s, those same highly annoying individuals who finish their Christmas shopping in September who have time to engage in such activities the weekend before Christmas.

Overscene

At last week's screening of "Titanic" at AMC Phipps Plaza: former L.A. Dodger and Atlanta resident Brett Butler (with three teen daughters/Leonardo DiCaprio fans in tow), Australian Body Works owner Tony de Leede, local casting guru Cynthia Stillwell, WXIA-TV's "Peachtree Morning" co-host Carmen Burns and Image Film and video's Ann Hubbell.

Celebrity news outside Atlanta Ferguson says no to 'Jekyll and Hyde' cameo

Fergie turned down an offer to make a cameo appearance in the Broadway musical "Jekyll and Hyde," the duchess' spokesman said Monday. "It could have been a walk-on, a part in the chorus," said spokesman Howard Rubenstein. "It would only have been one night or a week at best." Sarah Ferguson, the Duchess of York, 38, is considering several offers to do a television interview show in the United States, Rubenstein said. He declined to elaborate. In the meantime, Fergie has renewed her contract as chief spokeswoman for Weight Watchers for 1998, Rubenstein said.

Man sentenced for extortion of supermodel

A man was sentenced to six years and eight months in prison Monday for trying to extort $ 80,000 from supermodel Elle Macpherson by threatening to post nude photos of her on the Internet. Michael Mishler also was ordered to pay nearly $ 115,000 in restitution. A 15-minute videotape of Macpherson saying she was "frustrated and humiliated" by the extortion attempt was played in court before sentencing. Mishler, 29, pleaded guilty on Dec. 4 to attempted extortion and first-degree burglary. Co-defendant William Ryan Holt, 26, pleaded guilty to attempted extortion and was sentenced to a year in county jail. Macpherson said $ 6,000 and photos she had taken of herself were stolen from her estate in May and June.

Happiness hard to hold onto, Dylan says

Bob Dylan has come out with his most acclaimed album in 20 years. But is the 56-year-old singer-songwriter happy? "I think that it's hard to find happiness as a whole in anything," Dylan said in a recent interview. "The days of tender youth are gone. I think you can be delirious in your youth, but as you get older, things happen. We take our instruction from the media. The media just gloats over tragedy and sin and shame, so why are people supposed to feel any different?" Critics have described Dylan's new album "Time Out of Mind" as brooding and gloomy."

Contributing: news services.

If you have an item, call 404-222-8503, 404-614-2749 or fax 404-526-5509.

E-mail: buzz@ajc.com

GRAPHIC: Mug of Gwyneth Paltrow

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

Teen spending expected to be strong during the holidays Santa Fe New Mexican (New Mexico) December 20, 1997, Saturday

Copyright 1997 New Mexican, Inc.
Santa Fe New Mexican (New Mexico)

December 20, 1997, Saturday

SECTION: Local; Pg. B-8

LENGTH: 338 words

HEADLINE: Teen spending expected to be strong during the holidays

BODY:
PARAMUS, N.J. (AP) While parents watch their holiday spending this year, their teen-agers are making malls merry.

After years of favoring the sloppy, grunge look, teens are dressing up again. Instead of ripped jeans and oversized, flannel shirts, they now want sequined tank tops, low-cut lace dresses and bell bottoms.

Young men, too, are spicing up their wardrobes. Many wear brands like **Nautica** and Tommy Hilfiger. And that's good news for stores.

"Kids have incredible spending power and the mall is where they live," said Thomas Tashjian, a retail analyst at Nationsbanc Montgomery Securities in San Francisco. "That's creating a very strong selling environment for teen retailers."

Eighty-eight percent of girls ages 13 to 17 say they love to shop, compared with 55 percent of Americans 21 to 62, according to a survey by the consulting firm Kurt Salmon Associates.

"I love to buy new things. Whatever is trendy, I have to have it," Kristen Defino, 16, said as she eyed flared jeans at a Wet Seal store in the Garden State Plaza mall in Paramus.

Jessica Gonzales, bopping to the beat of the music at a Jean Country store, was one of several teens who seemed to have plenty to spend.

"I have a $ 500 Christmas gift budget, but I may go over if there is something I'm dying for," the 15-year-old girl said. In one hour at the mall she bought three bottles of Hard Candy nail polish for $ 12 each and two ribbed sweaters.

Like a lot of her peers, Gonzales gets her money from baby-sitting and occasional jobs.

Industry observers say some teens may have more money to spend because of the increasing minimum wage from $ 4.25 to $ 4.75 in the fall of 1996 and to $ 5.15 an hour Sept. 1. Whatever the reason, mall cash registers appear to be playing jingle bells all the way to the bank.

"They want new things and are willing to pay a lot for them," said Britt Beemer, chairman of America's Research Group in Charleston, S.C. "That could translate into a very good Christmas for the teen market."

LOAD-DATE: December 22, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery

IPO underwriters recommend Dan River, predict profitability; initial public offering WWD December 23, 1997

Copyright 1997 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1997 Capital Cities Media Inc.
WWD

December 23, 1997

SECTION: No. 121, Vol. 174; Pg. 9; ISSN: 0149-5380

IAC-ACC-NO: 20103224

LENGTH: 492 words

HEADLINE: IPO underwriters recommend Dan River, predict profitability; initial public offering

BODY:
NEW YORK -- The three underwriters of Dan River Inc.'s initial public offering put positive recommendations on the stock, with each predicting modest sales growth but strong profits over the next three years.

Dan River went public at 15 on Nov. 20, and thus far has registered a high of 15 3/4 and low of 15. The stock closed Monday at 15 3/4, up 3/16, on the New York Stock Exchange.

All three investment firms put a 12-month target of $ 20 on the stock.

Morgan Stanley, which put out a 'strong buy' rating, said market share gains and new product extensions should generate sales growth of about 6 percent annually for three years.

"Coupled with operating margin improvement on sales increases and a deleveraging of its balance sheet, we believe Dan River can generate earnings growth of 18 percent over the next three years," said David Griffith, analyst at Morgan Stanley.

All three investment firms agreed that Dan River has top-notch management, impressive operating margins, and is bound to benefit from acquisitions.

Allison C. Malkin, at SBC Warburg Dillon Read, who initiated coverage with an "outperform" rating, said Dan River "has significant growth opportunities in both the home fashion and apparel fabrics markets."

Carol Pope Murray, at J.P. Morgan Securities, said she expects home fashion sales to grow 7.9 percent annually for two years, largely due to the success of the bed-in-a-bag program, the launch of the licensed **Nautica** home line, and substantially increased sales to Wal-Mart and Kmart.

Murray, who has a "buy" rating, said apparel fabric sales should grow 3.4 percent annually for two years, but the acquisition of its largest competitor, New Cherokee, should lead to margin growth. Murray said Dan River holds a 62 percent market share in lightweight yarn-dyed fabrics, which are primarily used for shirting.

Murray also noted that $ 200 million spent in upgrading technology has substantially improved margins.

She said earnings margins of 17.5 percent in home fashions and 15.8 percent in apparel fabrics before interest, taxes, depreciation and amortization are well above the industry norm of 10.5 percent.

"We project profit margin improvement supported by lower manufacturing costs and stable prices, with lower interest costs adding further to net profits," Murray said.

All agreed that acquisitions should play an important role in future years.

"Dan River is expected to benefit from the consolidation of the U.S. textile industry by acquiring weaker competitors," Malkin said. "We believe that Dan River should become a beneficiary of consolidation, since its management team has proved that it can turn around its own operations, and has successfully integrated its acquisition of New Cherokee."

For this year, J.P Morgan expects $ 1.08 a share, Dillon Read is projecting $ 1.04 and Morgan Stanley, $ 1.02. Dan River earned 40 cents a share from continuing operations in 1996.

IAC-CREATE-DATE: January 7, 1998

LOAD-DATE: January 08, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 4:53 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Home hints South China Morning Post (Hong Kong) December 31, 1997

Copyright 1997 South China Morning Post Ltd.
South China Morning Post (Hong Kong)

December 31, 1997

SECTION: Style Briefing; Pg. 16

LENGTH: 265 words

HEADLINE: Home hints

BYLINE: Kavita Daswani

BODY:
Fashion for the home is the new hip direction for the world's top designers. Homeware from Gucci, Ralph Lauren, Hermes and Versace already form a big chunk of the respective revenues of these labels.

Also soon to jump on to the designer home furnishings department are Tommy Hilfiger, Donna Karan, Prada, **Nautica** and Bill Blass. Leg-care
The Institut Des Jambes, a French company specialising in leg-care, is about to launch Anti-Fatigue Tights in Hong Kong. Made of elastane and polyamide, the support tights are designed to help blood circulation in the legs, preventing varicose veins, swelling and other stresses. They are priced between $ 120 and $ 380, depending on the thickness, and will be available at Institut Des Jambes outlets in Swire House, Ocean Centre, the Hyatt Regency Hotel and Goldmark in Causeway Bay. For more information, call 2505 9805.
Bonding

Potential punters are possibly waiting until after the festive season to lodge their bids for the BMW Cruiser and Omega Seamaster that were flaunted by Pierce Brosnan in his newest James Bond film Tomorrow Never Dies.

The movie, which also stars Michelle Yeoh, will debut in Hong Kong on January 19. Alongside the charity premiere at the Hong Kong Convention and Exhibition Centre for the Hong Kong Cancer Fund will be an auction of Bond gadgets like the BMW motorbike and the watch. Bids can be faxed to the Cancer Fund at 2524 9023. Tickets are priced at $ 1,000 for the cocktail reception premiere, where star attractions will be Brosnan and Yeoh. For more information, call 2868 0780.

LOAD-DATE: January 1, 1998

LexisNexis About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

STAYING POWER;Change is the lifeblood of fashion, but some trends have the muscle to take hold THE DALLAS MORNING NEWS December 31, 1997, Wednesday, HOME FINAL EDITION

Copyright 1997 The Dallas Morning News
THE DALLAS MORNING NEWS

December 31, 1997, Wednesday, HOME FINAL EDITION

SECTION: FASHIONIDALLAS; Pg. 1E

LENGTH: 1756 words

HEADLINE: STAYING POWER;
Change is the lifeblood of fashion, but some trends have the muscle to take **hold**

BYLINE: Valli Herman

BODY:
Fashion's minute-by-minute upheaval seems never to slow. But in the last years of the '90s, several significant changes have profoundly altered the way we shop, what we wear **and** how we wear it.

Some of the biggest fashion changes of this decade promise to continue into **the** next. Here's a look at several trends that turned out to be more than passing whims.

The athletic wear boom

Boys from the 'hood in the newest Air Jordans. Trendies in trainers and track **pants**. Seniors in silky jogging suits. Athletes aren't the only ones dressing for sport these days.

As the nation's preoccupation with sports and casual dressing has grown, **active** wear has morphed into everyday wear. A 73 percent increase in women's sports participation during **this** decade also has helped fuel the boom.

Running shoes, the top-selling type of athletic footwear, have been joined on **the** shelves by shoes for every specialty from skateboarding and mountain biking to river rafting. But 80 percent of all athletic footwear is worn primarily for activities other than sports or fitness, according **to** the Sporting Goods Manufacturers Association (SGMA). Apparel isn't much different: The SGMA **says** that more than 80 percent of the money spent on sports apparel is for items that won't see much activity **at** all. Unless it's nightclubbing.

The casual world

Workers have demonstrated they're more than happy to give suits the boot.

A majority of American office employees - more than 40 million people, in fact - are now permitted to dress casually during the work week, according to the latest national survey commissioned by Levi Strauss & Co.

Just two years ago, casual business wear wasn't an everyday thing for even a **third** of employees. But the latest survey indicated that 53 percent now can dress down whenever they **choose**.

Occasional casual attire is allowed for 87 percent of workers today.

As more people continue to wear more casual clothing, retailers, manufacturers and designers must produce apparel for a less-dressy world.

The catalog craze

The mailbox has become the mall for millions of people.

This year, catalogs such as J. Crew, Lands' End, L.L. Bean, Tweeds and hundreds of others pulled an estimated $ 48 billion from Americans' pockets, a 6.6 percent increase over last year, says the Direct Marketing Association (DMA).

"Consumers are shopping by catalog because it's convenient," says Amy Blankenship, director of media relations for the DMA. "You can find anything and everything in a catalog, including designer clothing."

Upscale companies such as Saks Fifth Avenue, Tiffany, Coach and Neiman Marcus produce glossy catalogs, partly as an image advertising vehicle.

When the granddaddy of them all, the Sears catalog, was discontinued in 1993, the shop-by-mail era reached a turning point.

"The general catalog business had plateaued. The growth was coming from specialty catalogs," says Sears spokeswoman Jan Drummond.

Sears, and hundreds of other companies, learned to target niches in specialty markets. Now Sears mails 160 million catalogs in 18 categories every year.

And of the 13.4 billion catalogs sent out each year, the U.S. Postal Service estimates that the average American receives 1.9 catalogs each week. For those with desirable ZIP codes or a history of catalog shopping, it's probably closer to 9.1. Fabric innovations

It's hard to imagine how the world coped without Lycra leggings, Polartec pullovers and Gore-Tex jackets.

The past 50 years of fabric research have produced more breakthroughs than the first 5,000, and advancements have come even more rapidly in the past decade. Now, high-performance fabrics reach even into the rarified air of the couture salon: Gianni Versace's studded vinyl dresses are but one example.

In the 1990s, American designers have taken up fabrics with science-project overtones and made them cool. They've offered stretch dress shirts, reflective tuxedos, bulletproof Kevlar vests and Tyvek wedding gowns that can't be torn. Clothing manufacturers across the board have welcomed stain-resistant Teflon and water-resistant microfiber polyester.

Stretch fibers, once the province of active wear, have invaded every aspect of fashion from street to couture. Even Dallas menswear maker Haggar recently introduced stretch cotton trousers for the mass market.

Environmental concerns helped push other fiber innovations.

Wellman Industries showed how to recycle plastic soda bottles into a new kind of polyester called Fortrel EcoSpun, which is often used in synthetic fleece. Natural fibers returned to favor, with newly engineered cotton plants that produce longer, stronger fibers.

Cotton now commands 50 percent of the women's wear market.

Rayonlike Tencel, the first new fiber in 30 years, was recently introduced by Courtaulds Fibers. Tencel, the brand name for lyocell, uses wood pulp from managed forests; solvents used in its manufacture are

recycled.

In recent years, fabric makers have also introduced washed silks and new types of prewashed denim. Coming in the fall of 1998:

a machine washable and dryable wool.

Some designers believe that fabric innovation has become the leading element for change in fashion. Says Donna Karan, "The future of fashion is going to come out of a test tube."

The shrinking middle

Cheap stuff or luxury indulgences, and not much in between.

Stores are following shifts in society, and "the biggest change has been the shrinking of the middle and the growth of the upper end and the lower," says Gerald Celente, author of Trends 2000: How to Prepare for and Profit From the Changes of the 21st Century.

Mr. Celente looked at the past few years and saw specialty and luxury retailers such as Neiman's, Tiffany's and Saks thriving, along with discounters such as Target and Wal-Mart.

"The stores like J.C. Penney, Montgomery Ward and Sears are losing their market as society shifts," he says. In a parallel move, Mr. Celente says, rich stores are getting richer by consolidating their wealth.

"It's the whales eating the killer sharks," he says.

Successful chains such as Saks have been gobbling up ailing chainssuch as I. Magnin and Marshall Field's Houston stores.

In 1994, R.H. Macy and Federated Department Stores, two of the largest department store chains in America, announced a merger. The resulting 460-store empire, with sales estimated then at $ 13.5 billion, included some of the best-known names in American retailing: Macy's; Burdines and Rich's in the Southeast; and Bullock's in the Southwest. Federated owned chains such as Bloomingdale's and Abraham & Straus. In the past year in California, Federated has changed its Broadway stores into Bloomingdale's stores.

"The market again reflects the times, in that we are seeing a monopolization trend in virtually every industry," says Mr. Celente. "And retail is no different."

The mega niche

Three words: Ralph Lauren paint.

Capitalizing on Mr. Lauren's world-famous patrician taste allowed the designer to put his name on an upscale paint collection for Sherwin Williams. The "designer-ization" of products has earned big bucks and a new name for fashion companies such as his: Women's Wear Daily calls it the "mega niche."

Mr. Lauren added paint to his extensive home collection in 1995 and business hasn't let up since. He and other big names such as Donna Karan, Calvin Klein, Tommy Hilfiger, **Nautica,** Liz Claiborne, Guess and Gap have seen business go wild with their range of products. Unlike designers such as Pierre Cardin who are faulted for indiscriminately lending their names to licensed products, the mega-nichers define a market and a taste level and stick to them.

Now designers don't have to turn a profit on their signature collections if those collections can generate enough heat to boost sales of designer-label sheets, sunglasses, children's wear, jeans, active wear, jewelry, fragrance, cosmetics and more.

If paint sounds preposterous, just wait. Ms. Karan is testing the expansion waters with unusual holiday gift sets. This year, they're Japanese teapots.

?The instant trend

In the old days - say, five years ago - a top level designer could expect to see lower-priced knockoffs of his or her work a season after the originals landed in stores.

Now the knockoffs may get there first.

Fashion technology and information have combined to spin the trend cycle at super speed. As TV coverage of fashion shows broadens, fashion fans get to see collections at the same time as manufacturers, retailers and the press do.

They see, and they want. Now. Stores search for instant look-alikes to meet the demand.

But technology, hailed as an inventory manager and profit protector, has a downside for stores, says Dallas retail consultant Carl Youngberg. Computerized sales and inventory systems allow stores to quickly gauge what's selling. As a result, says Mr. Youngberg, stores tend to jump on the early winners and play down the rest.

"We are whipping through cycles before the customer becomes accustomed to it," he says. "You've robbed them of the time it takes to warm to a trend."

He says creativity and experimentation suffer, so customers see the same kinds of items everywhere.

"There is a lot of commodity clothing. But is there uniqueness?"

he asks.

And there is backlash. Now most trendsetting teens search for new looks in old clothes: For them, vintage stores have become the source of style.

New life in old labels

Old designer labels don't die. They're revived by brash young talent and rock star daughters.

When German designer Karl Lagerfeld was hired in 1983 to take over the reins of a fusty fashion house called Chanel, he set off a wave of makeover mania that hasn't abated.

The rush to invigorate aging status labels with new designer talent has created a surge of changes in top houses, particularly in the last two years. The French are still in an uproar over the recent appointments of three British designers at French fashion houses: Beatles daughter Stella McCartney at Chloe, John Galliano at Christian Dior and Alexander McQueen at Givenchy.

The infusions continue with the recent appointment of Americans Marc Jacobs at Louis Vuitton, Narciso Rodriguez at Loewe, Richard Tyler at Byblos and Michael Kors at Celine. And Randolph Duke has completed his second season at Halston, which was rescued from obscurity a year ago.

Never one to miss a trend, Mr. Lagerfeld has renewed his Chanel contract for another six years.

GRAPHIC: PHOTO(S): (DMN: David Woo) 1. Go like an athlete. From left: neon yellow Nike Air Talaria lightweight trainer, $ 99.95; orange and black Casio Tough Label G-Shock watch, $ 150; silver Nike Air Max '97 trainer, $ 149.95; white and blue Adidas Salvation trainer, $ 109.95; dark silver Oakley Romeo sunglasses, $ 250; black and silver Nike watch, about $ 85; navy blue and yellow Nike Air Minot all-terrain

running shoe, $ 95; GU health food, $ 1.25. Casio watch from Watch Station; all other items from Luke's. 2. No waiting for the weekend. Khaki pants from Gap, J. Crew, Banana Republic, Tommy Hilfiger, Polo by Ralph Lauren, and Dockers; Dr. Martens shoe, $ 115, from Macy's. 3. Out-of-store experience. Catalogs - from classic J. Crew to trendy Zoe - are still a growing business. 4. Labels reincarnated. From left: Prada black nylon bag with Lucite handles, $ 600, and black leather men's belt, $ 178, both from the Prada store. Gucci nickel-handled black leather bag, $ 560, with metal-heeled black patent leather stiletto, $ 315, and black leather belt with gunmetal buckle, $ 160, all from Gucci at the Galleria. Louis Vuitton travel wallet, $ 420, and black suede Fendi handbag, $ 320, both from Neiman Marcus NorthPark.

LOAD-DATE: February 13, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, June 19, 2006 - 4:49 PM EDT

LexisNexis® About LexisNexis | Terms & Conditions
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.