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(Exceeds 300 pages)

Proceeding/Serial No: 91177192

Filed: 12-05-2008

Title: Opposer's Notice of Reliance

Part 8 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 THIRTEENTH 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 1998 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
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Nautica Apparel, Inc.

CERTIFICATE OF MAILING

I hereby certify that on December 3, 2008 a true and complete copy of the foregoing OPPOSER'S THIRTEENTH 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 THIRTEENTH 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.
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/Neil B. Friedman/
Neil B. Friedman

NAUTICA APPAREL, INC.

Jan – Mar 1998

Third Party Articles

Date	Publication	Page	Headline
01/1998	InStyle	SECTION: CHIC SIMPLE SOLUTIONS/ANSWERS TO WHAT TO WEAR; Pg. 49	Ski
01/06/1998	San Antonio Express-News (Texas)	SECTION: S. A. LIFE; Pg. 2 Part D	What's Up
01/07/1998	The Tampa Tribune (Florida)	SECTION: BAYLIFE, Pg. 2	Cruise to center of attention with pedal pushers
01/10/1998	The New York Times	SECTION A; Page 1 Column 3; Foreign Desk	Beijing Journal;
01/10/1998	Charlotte Observer (North Carolina)	SECTION: GASTON; Pg. 1L	GASTON HAULS IN FAKE DESIGNER DUDS
01/115/1998	The Tennessee TRIBUNE	SECTION: Vol.8; Pg. 7	GENESCO EMPLOYEES, PRESIDENT AND CEO FIT AREA NEEDY WITH NEW SHOES
01/18/1998	The New York Times	SECTION 6; Page 38; Column 1; Magazine Desk	The Art Crowd
01/19/1998	Star Tribune (Minneapolis, MN)	SECTION: News; Put to the test; Pg. 7A	Minnesota;
01/20/1998	Buffalo News (New York)	SECTION: LIFESTYLES, Pg. 1C	NON-TAXING SHOPPING SUGGESTIONS
01/2/1998	Omaha World Herald (Nebraska)	Section: FASHION; Pg. 33sf	Watches Tell Much More Than Time
01/23/1998	Chicago Tribune	SECTION: METRO NORTHWEST; Pg. 1; ZONE NW	COUPLE INDICTED IN SALE OF FAKE DESIGNER CLOTHES
01/29/1998	The Boston Herald	SECTION: LIFESTYLE; Pg. 046	MAKING THE GRADE: The write stuff- Timilty Middle School makes pen-pal program a mentoring experience
February, 1998	Apparel Industry Magazine	SECTION: No. 2, Vol. 59; Pg. 41	'Digital nervous system' boosts productivity; Hurrican Technology Partners' Intranet/extranet software program for improving office, manufacturing and licensing productivity
02/09/1998	Newsday (New York)	SECTION: PARTII; Page B03	FALL 98 MEN'S WEAR/ WALK THE WALK/THE MENSWEAR SHOWS END IN A LUXURIOUSLY DRESSED DOWN LOOK
02/09/1998	Daily News Record	SECTION: No. 17, Vol. 28; Pg 72	E. Magrath and Nautica:more there than meets the eye; golfing apparel
02/10/1998	Detroit Free Press	SECTION: FEATURES; Pg. 1C	PERSONALITIES PLUS DESIGNERS OFFER CHANCES TO EXPRESS YOURSELF
02/12/1998	The Record (Bergen County, NJ)	SECTION: SPECIAL SECTION/LIFESTYLE; Pg 001	THE NEW AMUSEMENT IN JACKSON TOWNSHIP
02/13/1998	Orange County Register (California)	SECTION:BUSINESS; Pg. C01	Pacific Sunwear enters urban arena;RETAILING:The chain adds to its tactics, opening 15 street-style stores called d.e.m.o.

Jan – Mar 1998

NAUTICA APPAREL, INC.

Third Party Articles

Date	Publication	Page	Headline
02/13/1998	Los Angeles Times	SECTION:Business; Part D; Page 7	ORANGE COUNTY BRIEFLY; NEW LINK IN CHAIN
02/14/1998	Courier Nail (Queensland, Australia)	SECTION: ADVERT; Pg. 15	Resort with Parisian flair
02/17/1998	Fort Worth Star-Telegram (Texas)	SECTION: CLASS ACTS; Pg. 6	Watch Out!
02/18/1998	Chicago Sun-Times	SECTION:FEATURES; Pg. 39	Travel light but dress well; Perfect pieces combine style and comfort
02/19/1998	The Atlanta Journal and Constitution	SECTION: GWINNETT EXTRA; Pg 09JJ	POLICE BEAT
02/22/1998	Orlando Sentinel (Florida)	SECTION: VOLUSIA EXTRA; Pg. K3	NEW SHOP MAKES TERRIFIC SCENTS
02/22/1998	The New York Times	SECTION 6; Page 50; Column 1 ; Magazine Desk	Cloud Cover
02/23/1998	Fort Worth Star-Telegram (Texas)	SECTION: TARRANT BUSINESS; Pg. 12, Retailing & Marketing	Retailing & Marketing
02/23/1998	Advertising Age	SECTION: Special Report; Pg. S10	ADVERTISING AGE
02/24/1998	The Seattle Times	SECTION: BUSINESS; Pg. F5	BON CHAIRMAN IRA PICKELL LEAVES FOR
02/28/1998	St. Louis Post-Dispatch (Missourt)	SECTION: LIFESTYLE, Pg. 28	BIG NAMES MOVE IN
03/02/1998	Crain's Detroit Business	SECTION: Etc.; Pg. E-13	TRUST ME....
03/06/1998	CHINA NEWS	SECTION: News	**Nautica** sets sail in kiddy-wear market
03/12/1998	The Houston Chronicle	SECTION: FASHION; Pg. 14	Clothes that make the man; Fall menswear will provide plenty of means for self-expression
03/14/1998	The Boston Globe	SECTION: ECONOMY; Pg. F1	New stores slated for mall; BUSINESS BRIEFS
03/19/1998	New Straits Times (Malaysia)	SECTION:Business; Pg. 24	**Nautica** International range now available in Malaysia
02/22/1998	The New York Times	SECTION: 6 Part 2; Page 55 Column 1; Men's Fashions of the Times Magazine	LEISURE CLASS
03/22/1998	Milwaukee Journal Sentinel (Wisconsin)	SECTION: Business Pg. 1	Outlet malls closing in Johnson Creek Factory Shoppes to open in May

Jan – Mar 1998

NAUTICA APPAREL, INC.

Third Party Articles

Date	Publication	Page	Headline
03/25/1998	Daily News Record	SECTION: No. 36; Pg. 3:	DALLAS MART TO RUN SEPARATE MEN'S WESTERN SHOWS IN '99; Brief Article
03/27/1998	Richmond Times Dispatch (Virginia)	SECTION: INSYNC, Pg. E-6	THE BRIGHTEST STYLES AT THE RIGHTEST PRICES
03/29/1998	Chicago Tribune	SECTION: MAGAZINE Pg. 22 ZONE: C FASHION/MENSWEAR	BUTTONS GET IN THE WAY; T-SHIRTS TO JERSEYS: WHERE CASUAL FRIDAYS MEET WEEKENDWEAR
03/29/1998	Wisconsin State Journal (Madison, WI)	SECTION: Special Section: Spring Fashion, Pg. 2	CLASSIC IS BACK; COLORS ARE BRIGHT
03/29/1998	Tulsa World (Oklahoma)		Consumers Move Beyond Sneakers
03/29/1998	Chicago Sun-Times	SECTION: SHOW; Pg. 15 NC	Practical matters; Menswear turns to the tried & true with a twist
03/30/1998	Crain's New York Business	SECTION: People; Pg. 34	DAVID CHU: DESIGNER REDEFINES THE AMERICAN DREAM

April – June 1998

NAUTICA APPAREL, INC.

Third Party Articles

Date	Publication	Page	Headline
04/1998	Sports Afield	SECTION: No. 4, Vol. 219; Pg. 103	Rain busters; new rainwear for outdoor activities
04/03/1998	Philadelphia Daily News	SECTION: LOCAL; Pg. 50	WU WEAR WEARERS CAN GET IT THERE
04/06/1998	Delaney Report	SECTION: No. 13, Vol 9; Pg. NA	Pushing Into It
04/10/1998	WWD	SECTION: No. 72, Vol. 175; Pg. 4S	SOUTHEAST STORES IN HIGH SPIRITS AS THEY AWAIT FALL LAUNCHES; men's fragrances
04/13/1998	HFN The Weekly Newspaper for the Home Furnishing Network	SECTION: No. 15, Vol. 72; Pg. 12	LESHNER LICENSES STYLE TEACHING TOGS AND ALEXANDER JULIAN ENLIVEN ARRAY OF NEW OFFERINGS
04/18/1998	Financial Times (London, England)	SECTION: SURVEY-CLOCKS, WATCHES, JEWELRY; Pg. 03	Trade marks stretched: MARKETING AND BRANDS; Companies with world-famous brands are now moving into timepieces
04/20/1998	HFN The Weekly Newspaper for the Home Furnishing Network	SECTION: No. 16, Vol. 72; Pg.30	NAUTICA'S FIRST BASICS: A DIFFERENT CUT OF CLOTH; bedding;
04/23/1998	Charlotte Observer (North Carolina)	SECTION: BUSINESS; Pg. 3D	SPRING FURNITURE MARKET OPENS WITH ORDERS, HOPES UP
04/27/1998	Chicago Daily Herald	SECTION: Neighbor; Lake County By the Numbers; Pg. 1	5 cool looks students are sporting these days
04/27/1998	MEDIAWEEK		Magazines Not Quite Back to Nature
04/30/1998	The Record (Kitchener-Waterloo, Ontario)	SECTION: LIFESTYLES; Pg. B8	Life beyond blue jeans; Don't overdo the denim look on casual Fridays
05/10/1998	Arkansas Democrat-Gazette (Little Rock, AR)	SECTION: FEATURES; Pg. LRD4	Springtime brings airy, comfy clothes;
05/14/1998	WWD	SECTION: No. 96, Vol. 175; Pg 1	WALL STREET BULLS RUN WITH THE MEGABRANDS, CITING 'VALUE' FACTOR.
05/16/1998	The New York Times	SECTION D, Page 1 Column2; Business/Financial Desk	On and Off the Beaten Path; Outdoor Gear Isn't Just for the Adventurous Anymore.
05/18/1998	SEATTLE POST – INTELLIGENCER	SECTION; LIFESTYLE, Pg. D2	TRY NOT –TOO – REVEALING ATHLETIC LOOK
05/25/1998	Sports Illustrated	SECTION: GOLF PLUS; Pg G14	Classic Nelson; Holding Court

Date	Publication	Page	Headline
05/31/1998	Chicago Tribune	SECTION:MAGAXINE: Pg. 20 Zone :C FASHION/MENSWEAR	SUMMER CALLS; OK, GUYS THIS TAKES CASUAL FRIDAYS TO ANOTHER LEVEL
06/03/1998	Daily News Record	SECTION: NO. 66, Vol. 28; Pg. 1	SPORTSWEAR GREATS FIND CLOTHING A VERY COMFORTABLE FIT; HILFIGER, NAUTICA, CHAPS PAVE PROFITABLE ROAD FOR OTHER LABELS MOVING INTO CLOTHING.
06/04/1998	The Toronto Star	SECTION: FASHION; Pg. E1	Men's swimwear styles go beyond boxer or bikini Swimsuits scream sexy this season with details like cut-outs and rhinestones
06/05/1998	The Baltimore Sun	SECTION: BUSINESS	Trade show will gauge 'vibe' From urban youths; Industry uses event to market brands;
06/08/1998	Daily News Record	SECTION: No. 68, Vol 28; Pg. 4	THERE IS ALWAYS A PRICE TO PLAY WITH; APPAREL EXECUTIVES DIFFER ON HOW IMPORTANT IT IS TO SUCCESS
06/15/1998	Sarasota Herald-Tribune (Florida)	SECTION: FLORIDA WEST, Pg. 1E	SOMETHING FOR DAD; WHEN LITTLE SHAVERS AND THEIR MOM HIT THE STORES IN SEARCH OF GROOMING GIFTS FOR FATHER'S DAY, THEY'll FIND PLENTY TO CHOOSE FROM.
06/15/1998	HFN The Weekly Newspaper for the Home Furnishing Network	SECTION: No. 24, Vol. 72; Pg. 15	DESIGNERS DELVE INTO DOMESTICS.
06/15/1998	Daily News Record	SECTION: No. 71, Vol. 28; Pg 1	FOOTBALL AND GASHION CONVERGE ON WORLD STAGE IN PARIS:HOW A SMALL TOWN RETAILER CAME TO OUTFIT THE U.S. NATIONAL TEAM
06/18/1998	Pittsburg Post-Gazette (Pennsylvania)	SECTION:LOCAL, Pg. B-4, CITY NEIGHBORHOODS	STORE ACCUSED OF SELLING 'KNOCKOFFS'
06/19/1998	Charleston Daily Mail (West Virginia)	SECTION:News; Pg. P13A	Brands may be familiar Elder-Beerman, Stone & Thomas sell similar items
06/21/1998	The Virginian-Pilot (Norfolk, VA)	SECTION:SUFFOLD SIN, Pg. 22	BELK'S RETURN MEANS SUFFOLK SHOPPERS CAN STAY IN TOWN
06/23/1998	Times-Picayune (New Orleans, LA)	SECTION: LIVING; Pg. F1	SWING SHIFTS; Designers'GOLF CLOTHERS HAVE LIVES OFF THE FAIRWAY
06/23/1998	Cincinnati Business Courier	SECTION: Vol. 15; No. 9; Pg. 36	Miamisburg firm identifying growth

July – Sept 1998

NAUTICA APPAREL, INC.

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Date	Publications	Page	Headline
07/04/1998	International Herald Tribune (Neuilly -sur-Seine, France)	SECTION: Special Report; Pg. 20	When Fashion Jumps Into Sports Arena
07/05/1998	Providence Journal-Bulletin (Rhode Island)	SECTION: NEWS, Pg. 14D	"Rose City' starting to bloom again;
07/09/1998	Hamilton Spectator (Onatario, Canada)	SECTION: FASHION; LIFE Pg. B1/Front	Get shorty : Men's shorts and T-shirts come out of the closet and into the sunlight
07/15/1998	Daily News Record	SECTION: No. 83, Vol. 28; Pg. 2	Oxford Inds. Net Jumps 16.8% In Quarter.
07/16/1998	St. Louis Post-Dispatch (Missouri)	SECTION: SPORTS, Pg. D3	LOOK FOR LOW SCORES IN LOCAL NIKE EVENT
07/16/1998	Business Wire	SECTION: Business Editors	Dan River Inc. Announces The Purchase Of Home Innovations' Glenn Manufacturing Facility
07/26/1998	Rocky Mountain News (Denver, CO)	SECTION: HOME FRONT; Ed. F; Pg. 8F	LUXURY TO GO; AT THIS INN, IF YOU LIKE THE BED YOU SLEPT IN, YOU CAN BUY IT
07/28/1998	Saint Paul Pioneer Press (Minnesota)	SECTION: EXPRESS; Pg. 1 C	LONDON CALLING; ON THE BACKS OF 50 ADULT MODELS, SEVEN DOGS AND A BABY, DAYTON'S WILL UNVEIL A BRITISH INVASION OF FALL STYLES IN THE MIDWEST'S BIGGEST FASION SHOW.
07/30/1998	The Independent (London)	SECTION: SPORT; Page 26	Sailing: Law steers clear of confrontation; Chris Law believes he has overcome his liking for controversy and wants to help Britain mount a challenge for the America's Cup in 2000.
08/1998	Women's Wear Daily Swimwear Supplement	SECTION: Pg. 14;	Nautica Makes a Splash
08/02/1998	Chicago Sun-Times	SECTION:SHOW; Pg 15; NC	Fashion on the fairway; Designers help to keep stylish golfers on course
08/06/1998	WWD	SECTION: No. 156, Vol. 175; Pg. 13	IBI, BON –TON, JACOBS SHOW STRONG JULY STORE SALES; clothing and related products stores' sales reports
08/071998	Hartford Courant (Connecticut)	SECTION: LIFE; Pg. F1	CARGOS CARRY THE DAY; A FEW NEW TWISTS FOR RUNWAY STAPLE
08/09/1998	Chicago Sun-Times	SECTION: SHOW; Pg. 10 NC	Back to school blues; Denim tops the list of fall must-haves
08/11/1998	Philadelphia Daily News	SECTION: FEATURES YOI Pg. 38	CLOTHES –ING IN THE BACK TO SCHOOL BUYING SEASON IS JUST AROUND THE CORNER

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NAUTICA APPAREL, INC.

Third Party Articles

Date	Publication	Page	Headline
08/14/1998	Chicago Tribune	SECTION:METRO SOUTHWEST; Pg. 3; Zone: SW	BOGUS DESIGNER DUDS ATE A GOOD FIT WITH SHELTERS
08/14/1998	The Ottawa Citizen	SECTION: BUSINESS; Pg H3	Eaton's builds a new home for furniture: Place d' Orleans store is 35,000 square feet of elegant ambience
08/15/1998	The Herald (Glasgow)	SECTION: Pg. 13	Driving force behind the youth sailing revolution
08/16/1998	Los Angeles Times	SECTION: Los Angeles Times Magazine; Page 22; Times Magazine Desk	SOCIAL STYLE/FASHION; BEAR NECESSITIES; BACK-TO-SCHOOL OUTERWEAR FOR KIDS WHO DREAM OF ARCTIC BLASTS
08/16/1998	The Atlanta Journal and Constitution	SECTION: BUSINESS; Pg. 03H	Money & More; Shoppers find thrigy ways to buy school duds
08/18/1998	The New York Times	SECTION:B; Page 7; Column 1; Style Desk; Fashion Page	Review/Fashion; Winter on the Sea, Summer on the Sand
08/19/1998	The Dallas Morning News	SECTION: FASHION! DALLAS; Pg. 4 E	The Powerhouses
08/20/1998	Florida Times-Union (Jacksonville, FL)	SECTION:LIFESTYLE; Pg. C-6	Back-to-school shopping puts dent in the budget
08/20/1998	The Baltimore Sun	SECTION:SPORTS, Pg. 8D	A new fashion statement: Attire: An influx of young golfers makes designers sit up and take notice. Style-making now is in the threads as well as the shots.
08/21/1998	The Virginian-Pilot (Norfolk, VA)	SECTION: DAILY BREAK, Pg. E1	STREET STYLE; URBAN OUTFITTER RP55FINDS HOME IN VIRGINIA BEACH
08/23/1998	The New York Times	SECTION 6; Page 46; Column 1; Magazine Desk	Gray Eminence
08/24/1998	The Boston Herald	SECTION: ARTS & LIF; Pg. 073	TEEN SCENE; Young money- Why the under –21 crowd makes marketers drool
08/26/1998	Los Angeles Times	SECTION: Metro; Part B; Page 1 Zones Desk	GOING BACK IN STYLE; STUDENTS GET READY TO RETURN TO SCHOOL IN THE LATEST DUDS
08/27/1998	The Toronto Star	SECTION: LIFE	
08/27/1998	Fort Worth Star-Telegram (Texas)	SECTION: LIFE & ARTS; Pg. 7	Younger golfers are game for sleeker clothing
08/28/1998	Daily News Record	SECTION: No. 102, Vol. 28; Pg. 12	BANKERS SOMEWHAT BULLISH ON MEN'S 2D HALF

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Date	Publication	Page	Headline
08/30/1998	The Sun (Baltimore)	SECTION: FEATURES, Pg. 4 M	Autumn THREADS; FOCUS ON FASHION
08/31/1998	HFN	SECTION: Vol. 72, No. 34; Pg. 47	Pfaltzgraff, Nautica Join on Mix-and-Match Casual Line
09/01/1998	Buffalo New (New York)	SECTION: NEXT	MAKING THAT BACK-TO-SCHOOL FASHION STATEMENT
09/02/1998	Sunrise Edition	SECTION:LIVING; Pg. C03	KLEIN SEES SHADES OF WHITE, GRAY FOR CRUISE SWIMWEAR Living Smart - Fashion
09/03/1998	Hamilton Spectator (Ontario, Canada)	SECTION: FASHION LIFE; Pg. B1	The fall guy: The casual trend in men's fall fashions is redefining appropriate work wear
09/04/1998	Calgary Sun (Alberta, Canada)	SECTION: NEWS, Pg. 4 BUSINESS PROFILE	CHANGING THE WAY YOU SHOP SUNRIDGE MALL
09/06/1998	The Sun (Baltimore)	SECTION: TRANSPORTATION,Pg. 3R, Travel Smarts	A writer's home
09/07/1998	Footwear News	SECTION: No. 36, Vol. 54; Pg. 20	NO SMALL AFFAIR
09/11/1998	Daily Oklahoman (Oklahoma City, OK)	SECTION: BUSINESS; Pg. 15, TAKING INVENTORY	Clothing Business Makes Comeback
09/15/1998	Los Angeles Times	SECTION: Business; Part D; Page 12 B	VALLEY AND VENTURA COUNTY; VENTURA COUNTY REVIEW; CCAMARILLO OUTLET CENTER MIXES THINGS UP WITH 11 NEW STORES
09/17/1998	Morning Call (Allentown, PA)	SECTION: A.M. MAGAZINE, Pg D1, STYLES & CHANGES	FASHIONS ON TOUR INCLUDE CREATION BY L.V. DESIGNER
09/18/1998	The Hollywood Reporter		TODAY
09/20/1998	Business Wire		Athletes, Celebrities and U.S. Olympians Compete in 12th Annual Nautica Malibu Triathlon Raising More Than $50,000 for Pediatric Aids Research
09/21/1998	Forbes	SECTION: Supplement; FYI; Features; Pg. 156	GENTLEMEN
09/25/1998	Detroit Free Press	SECTION: NWS; Pg. 8 B ZONE	CLOTHES WITH BOGUS DESIGNER LABELS SEIZED

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Date	Publication	Page	Headline
09/27/1998	The Sunday Oregonian (Portland Oregon)	SECTION: NORTHWEST LIVING; Pg. L11	A MALE FRIEND, WHOS RECENTLY TAKEN TO SPORTING FAS
09/28/1998	Los Angeles Times	SECTION: Life & Style; Part E; Page 1; View Deck	DRESSED FOR SUCCESS; FASHION ROVES THE RUNWAY AND COMPASSION FILLS THE AIR AT PASSPORT '98 AS ELIZABETH TAYLOR, MAGIC JOHNSON AND OTHERS RAISE MONEY TO BATTLE AIDS. "NOW IS THE TIME FOR GUTS AND GOD, 'TAYLOR SAYS.
09/28/1998	HFN The Weekly News paper for the Home Furnishing Network	SECTION:No. 39; Pg. 20	NAUTICA TRAVELER
09/29/1998	CBS MarketWatch		Nautica gains on profit news 9-29-98
09/30/1998	Orlando Sentinel (Florida)	SECTION: LOCAL & STATE; Pg. D1	ECONOMICS CLASS KEEPS TAB ON STOCKS; SENIORS AT PINE RIDGE HIGH SCHOOL ARE LEARNING HOW TO BECOME SAVVY INVESTORS
09/30/1998	Edmonton Sun (Alberta, Canada)	SECTION: NEWS, Pg. 24	MORE FASHIONS AT THE BAY

NAUTICA APPAREL, INC.

Oct – Dec 1998

Third Party Articles

Date	Publication	Page	Headline
10/4/1998	The Washington Post	Magazine; Pg. W 34	From Kitsch to Culture
10/5/1998	USA Today	Money; pg. 20 B	Urban outfitter picks up tempo phat farm
10/5/1998	People	Star Tracks; Pg. 20	(photographs)
10/7/1998	Charleston Gazette	News; pg. P 1 C	Elder Beerman opens nine stores across state today
10/8/1998	The Record	Special Section/ Lifestyle; Pg. F 04	The trend's toward men in outlets stores
10/12/1998	Daily News Record	No. 123, Vol.28; pg.18; ISSN: 1041-1119	Nylon trying to be a starter
10/12/1998	Footwear News	Pg. 27; ISSN: 0162-914X	NST Generation
10/12/1998	The Times (London)	Sport	Williams learns harsh lesson of rule of law
10/16/1998	Star Tribune (Minneapolis, MN)	Pg. 9 E	Event: Master Apprentice Fashion Show
10/19/1998	HFN The weekly Newspaper for the Home Furnishing Network	Pg. 48	Pfaltzgraff sets sail with Nautica tabletop collections
10/22/1998	Plain Dealer (Cleveland, Ohio)	Style; Pg. 5 F	Triathletes make fashion statement
10/25/1998	Sunday Times (London)	Sport	Law puts his case to head Cup Challenge
10/25/1998	Palm Beach Post (Florida)	Special, Pg. 54	Stores give shoppers many options
10/25/1998	Milwaukee Journal Sentinel	Interiors, Pg. 1	Fabrics absorb designs of the Orient
10/26/1998	HFN	Pg. 40	Buyers target trend right items at tabletop show
10/28/1998	Saint Paul Pioneer Press	Business Twin Cities; Pg. 1 B	Herberger's to open stores at former wards sites
10/29/1998	The Atlanta Journal and Constitution	Buyer's Edge; pg. 01 BE	Your guide to outlet shopping
10/31/1998	The Herald (Glasgow)	Pg. 15	Young Scots struggling in doldrums
11/1998	Children's Business	Vol. 1, No. 11; pg. 30; ISSN: 0884-2280	Specialty store focus: Capturing the Big Boy's Business
11/2/1998	Footwear News	Pg. 4; ISSN:0162-914X	Retailer bullish on holidays
11/2/1998	The Atlanta Journal and Constitution	Business Horizon; pg. 06E	Mallwatch: Popular outlet centers expanding
11/6/1998	The Record (Bergen County, NJ)	Business; Pg. B 01	Secaucus to get 90 store upscale outlet mall
11/7/1998	Pittsburg Post Gazette	Local; Pg. A-9	Shoppers try new Lazarus store on for size
11/9/1998	The Evening Standard	Pg. 21	How to wear Gucci in Kathmandu

Oct – Dec 1998

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Date	Publication	Page	Headline
11/11/1998	Daily News Record	Pg.6; ISSN:1041-1119	One name, calling from both ends of the floor
11/12/1998	St. Louis Post Dispatch	Style West; Pg. 16	Fall menswear offers something for everyone
11/16/1998	Daily News Record	Pg. 6; ISSN: 1041-1119	Snorkel parkas are airing it out this winter
11/18/1998	Business Wire	Business Editors	Saks Incorporated announces planned conversion
11/26/1998	Buffalo News	Gift Guide; Pg. 4 E	Thoughtful touches that can help spruce up a home
11/29/1998	The Miami Herald	Neighbors KE; pg. 26	New Business criminal record law center, P.A.
11/30/1998	Forbes	Money & Investments; The Forbes/Barra; Pg. 361	Wall Street Review
11/30/1998	Detroit Free Press	Business; pg. 6 F	Stalking value and service affluent consumers are redefining the way bargain hunters shop
12/4/1998	Los Angeles Times	Southern California Living; Part E; Pg.3; View Desk	In West Hollywood, a divine occasion for finding discount gifts
12/7/1998	Business First-Louisville	Vol.15; No.9; Pg. 10	Louisville bedding wants to buy outstanding shares
12/13/1998	The New York Times	Sect.6; Pg. 54; col.4; Magazine Desk	Gear; Guide for the perplexed
12/14/1998	WWD	Pg.21;ISSN:0149-5380	Hilfiger, VF still talking
12/17/1998	Tulsa World (Oklahoma)	814 words	Suggestions for the stylish one on your list
12/19/1998	The Chattanooga Times (Tennessee)	Local: Pg. A 1	Malls ready for season's biggest shopping day;
12/26/1998	Los Angeles Times	Metro; Part B; Pg. 7; Zones Desk	Out & About/ Ventura County
12/28/1998	WWD	Pg.9; ISSN:0149-5380	Nautica's bedtime story
12/30/1998	Daily News Record	Pg.2;ISSN:1041-1119	Cold Weather punches in and decks the halls with customers dress shirts

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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Ski In Style January, 1998

Copyright 1998 Time Inc.
In Style

January, 1998

SECTION: CHIC SIMPLE SOLUTIONS/ANSWERS TO WHAT TO WEAR; Pg. 49

LENGTH: 858 words

HEADLINE: Ski

BYLINE: Kim Johnson Gross And Jeff Stone

BODY:
Do you feel like you have to choose between style and bulky warmth when out on the slopes or just strolling through a winter wonderland? Here's how you can get away for a ski weekend with a great wardrobe that fits into one bag, doesn't cost a fortune, and is versatile enough for all cold weather activities. These pieces will take you from the slopes to dinner and dancing. And best of all, they're versatile enough to enhance your entire wardrobe when you get back home. What to look for? Techno fabrics combine function and style, keeping you warm and dry while looking slim and stylish. Color adds pizzazz (but don't forget basics in black; they make those colors pop). Layering stretches your wardrobe and helps you adapt to the many temperature changes you can experience indoors and out, relaxing or exercising. Gear that delivers is essential on the slopes--sunglasses that protect your eyes (remember, snow reflects and intensifies the sun's rays) and don't fog up; and a smart watch for time plus data, such as temperature and wind velocity. Ready, set, ski!

Which ski basics are best? See details next page.

SUNGLASSES Wraparound glasses protect the eyes from the sun, wind and snow. By Bausch & Lomb, $ 119; Sunglass Hut.

GLOVES Black gloves are slow to get dirty or exhibit signs of wear and tear. By Grandoe, $ 22; Scandinavian Ski & Sport Shop, 212-757-8524.

PANTS These spandex pants are waterproof and breathable, and, in black, incredibly chic on the slopes and off. By Polo Sport, $ 395; Ralph Lauren Stores, 800-664-7599.

JACKET You won't get lost on the slopes wearing brightly colored skiwear. This down (read: warm) and waterproof (dry) jacket by Polo Sport, $ 695; Ralph Lauren Stores.

HEADBAND Black headbands look great with any color jacket. By Colette Malouf, $ 98; Henri Bendel, 212-247-1100, by special order.

SOCKS & BOOTS Fleece lining and solid traction make these easy-to-pull-on boots ideal for snow. By Ugg Boots, $ 160. Wool socks by Eisbar, $ 27; Scandinavian Ski & Sport Shop.

VEST & TOP Vests allow for easy movement and ventilation. By **Nautica** Competition, $ 190; Lord & Taylor. Lightweight and warm, this Lycra shirt is a winner indoors and out. By Roffe, $ 84; Princeton Ski Shops.

PANTS Nylon pants resist shrinking, stretching, wrinkling, and are machine washable. Available only in black and navy. By J. Crew, $ 75; 800-562-0258.

HOW TO GO SKIING

Pack with a durable, lightweight bag that can accommodate ski boots in a separate compartment. Dress in lightweight layers to cut down on bulkiness (silk undies, Polartec pile for insulation, shells and wind pants in nylon). Cross-country skiing is hot--and it offers a great workout. The look varies from knickers to one-piece Lycra suits. Ventilation is key. Downhill skiers endure cold rides up the slope before racing back down. They need up-to-date fabrics for warmth and comfort. Apres-ski: Bring festive yet relaxed clothing and don't be afraid to mix with skiwear. Most resorts have an indoor pool, so a bathing suit is a must.

BAG & GLOVES Before you spend a lot of money on gloves, remember that they are among the most commonly lost items. Sisley gloves, $ 14, and backpack, $ 48; United Colors of Benetton, 800-535-4491.

BOOTS From the people who made driving shoes everyday-wear for stars and fashion folks, these great-looking boots are also waterproof. By J.P. Tod's, $ 325; 800-457-8637.

SWEATER & PANTS Travel with taste. Gray cotton-blend stretch trousers and wool turtlenecks are classics. Pants, $ 29; Express. Turtleneck, $ 68; Polo Jeans, Ralph Lauren Stores.

COAT Fur adds a dose of glamour to this otherwise classic day coat. By Max Mara, $ 1,365; 800-206-6872, and N.Y.C. boutique.

WATCH This watch gauges temperature and altitude, has five daily alarms, and comes in an array of cool colors. By Casio, $ 199; Paragon Sporting Goods, 212-255-8036.

JUMPSUIT Beaver-collared high fashion meets techno performance-wear. The one-piece, $ 798, has long been a European favorite. Bogner New York, 800-737-8043.

MITTENS Mittens keep hands warmer than gloves. Icelandic-inspired mittens by J. Crew, $ 28.

HEADBANDS Headbands prevent the curse of cold ears. Red headband, $ 5; Old Navy Stores. Yellow band, $ 35, and scarf, $ 48; DKNY Active, 800-231-0884. Reversible orange-and-black headband, $ 9.50; Gap Stores.

TOP A polar-fleece sweater is a sportswear basic, whether you're active or not. By Polo Sport, $ 135; Ralph Lauren Stores.

GLOVES The fuzziness of polar fleece traps warm air yet keeps hands dry. By Metropolitan Design, $ 38; Takes Two to Tango, 718-625-7518.

OUTFIT The ultimate in comfort clothes, and the black pants are a weekend wardrobe essential. Pants by J. Crew, $ 58. Jacket by **Nautica,** $ 98; Lord & Taylor.

SCARF Scarves help retain body heat and are a great way to add color to your outerwear. At Gap Kids Stores, $ 10.50.

TOPS Whoever thought recycled plastic bottles (the basis of Polartec fabric) could look so good? Melon shirt by J. Crew, $ 39; blue pullover, $ 24, Old Navy Stores.

PANTS Fleece jeans--the latest in urban-sport chic. By Industria, $ 180; 212-243-0999.

GRAPHIC: COLOR PHOTO: DAVID BASHAW, [Outfit consisting of Bausch & Lomb sunglasses, Polo Sport ski

jacket and Colette Malouf headband]; COLOR PHOTO: DAVID BASHAW, [Outfit consisting of Bausch & Lomb sunglasses, Grandoe gloves, Polo Sport ski jacket and pants, and Colette Malouf headband]; COLOR PHOTO: DAVID BASHAW, [Outfit consisting of Ugg ski boots, Eisbar wool socks, **Nautica** Competition ski vest, Roffe lycra shirt and J. Crew nylon pants]; COLOR PHOTO: DAVID BASHAW, [Outfit consisting of Sisley backpack, J.P. Tod's ski boots, Max Mara day coat, Polo Jeans turtleneck, Express trousers and Sisley gloves]; COLOR PHOTO: DAVID BASHAW, [Outfit consisting of Casio watch, Bogner jumpsuit and J. Crew mittens]; COLOR PHOTO: DAVID BASHAW, [Assemblage of ski clothing including Old Navy and DKNY Active headbands and scarves, Polo Sport polar-fleece sweater, Metropolitan Design gloves, Gap Kids scarf, J. Crew pants, **Nautica** jacket, J. Crew shirt, Old Navy pullover and Industria fleece jeans]

LOAD-DATE: January 15, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
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What's Up? San Antonio Express-News (Texas) January 6, 1998, Tuesday

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San Antonio Express-News (Texas)

January 6, 1998, Tuesday , METRO

SECTION: S.A. LIFE; Pg. 2, Part D

LENGTH: 865 words

HEADLINE: What's Up?

BODY: TODAY

'Jack and the Beanstalk'

Presented by the Children's Fine Arts Series featuring the Dallas Children's Theater in this performance on the classic children story. $8; group rates for 10 or more. Laurie Auditorium, Trinity University, 340-4060.

WEDNESDAY

Dan Wilson

New York comedian has toured with humor heavyweights Richard Lewis and Richard Belzer and appeared on HBO, MTV and the A&E network. With Owen Smith and D.E. McNary. Rivercenter Comedy Club, Rivercenter mall. Call 229-1420.

Sport, Boat and RV Show

The 42nd annual show will feature a rainbow trout fishing tank, fishing seminars, sportsman living section, travel and vacation section and more than 130,000 square feet of power boats, sailboats and boating accessories. 5-10 p.m. $6; $2 for children 6-12. Call (800) 574-9650. Convention Center, 210 E. Market St. at South Alamo.

'Sleeping Beauty'

Classic fairy tale adapted and directed by Michele Moad Hageman, presented by the Steven Stoll Backyard Theater. $2.50; $3.50 for children. 10 a.m. Steven Stoll Playhouse, 11838 Wurzbach at Lockhill-Selma, 408-0116.

'Juegos y evocaciones'

Exhibit of 61 paintings, collages and other works by Rodolfo Morales. Mexican Cultural Institute, 600 HemisFair Park, 227-0123.

'Texas by Candlelight'

Four-part exhibit illustrate turn-of-the- century life in Texas. Sections explore lighting, housekeeping, heating and cooling and recreation. Witte Museum, 3801 Broadway, 357-1900.

'Clowning Around'

Exhibit illustrates the history of clowning with costumes, statues, rare prints, posters and photos. Hertzberg Circus Museum, 210 W. Market St., 207-7819.

BEST BET

If you missed the season opener of Tracey Ullman's award-winning comedy series "Tracy Turns On," it encores tonight (10 p.m., HBO). The sketches focus on marriage, always good grounds for comedy. A housewife marries a guy on death row ... a mom meets her son's mail- order bride-to-be ... a rock star tries to recall if she's ever married her drummer. Some of this is hilarious; all of it is fresh and observant.

SHORT TAKES

Finding resolve online

Before invoking that New Year's resolution to curb surfing time, check out Web advice on achieving goals in 1998. NetGuide offers tips on learning, love and getting fit - both physically and fiscally. Find the NetGuide tipsheet at www.netguide.com/special/yearend/ resolution.html. America Online also has guidance for its users on how to keep some of the most common resolutions: losing weight, quitting smoking, investing better, taking a romantic getaway or getting out of debt. Go to Keyword: New Years.

The teen scene

Though not everyone would welcome a pack of teen-agers, malls give the youngsters a warm reception because they love to shop. After years of the sloppy, grunge look, teens are dressing up again - girls in sequined tank tops, low-cut lace dresses and bell bottoms, and boys in such brands as **Nautica** and Tommy Hilfiger. "Kids have incredible spending power, and the mall is where they live," says a Nationsbank Montgomery Securities retail analyst. "That's creating a very strong selling environment for teen retailers."

Signs of intelligent life

There is intelligent life in the universe - more intelligent, in fact, than we are. That's what most Americans think, according to a survey by the Marist Institute for Public Opinion. And contrary to the depictions in such movies as "Independence Day" and "Men in Black," by a margin of 86 percent to 14 percent, people told the pollsters they thought galactic neighbors are friendly rather than hostile. -Compiled by Tracy Hobson Lehmann

EXPRESS YOURSELF

Why is it that year after year, we're told no fireworks are allowed in the city limits and people will be arrested for having them? It's just one big lie. I'm upset about the fireworks, and the only way they'll do anything about this maybe is to have a state law banning fireworks throughout the whole state.

He is the manager of a major department store chain. He is the subject of my Christmas story for 1997. He ordered an item for my husband's Christmas present on the 15th of December, which was to arrive "in three to seven days." When we talked at 4 p.m. on Christmas Eve and the item still had not arrived, he told me that if I could find it anywhere, no matter the cost, he would pay for it. He knew how important this was to me and that it was the major present I was planning to present my husband. The rest of the story gets blurred in tears; and I dare not release the name of the store or his whole name. Suffice it to say that his first name is Jesus! Merry Christmas, dear friend, to you and your family, and to all the folks who thought that Christ had been taken out of Christmas. - Pat Ketchum

Let's start the new year right by sending a positive message to would-be teen smokers. The City Council should ban smoking in all public eating places. That's spelled ALL. - Herbie

I want to express my sincere sympathy to the family of the littleboy that was hit on the road in his little wagon. I know it hurts. I'mso sorry for you.

LOAD-DATE: September 1, 1998

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Cruise to center of attention with pedal pushers Tampa Tribune (Florida) January 7, 1998, Wednesday,

Copyright 1998 The Tribune Co. Publishes The Tampa Tribune Tampa Tribune (Florida)

January 7, 1998, Wednesday, FINAL EDITION

SECTION: BAYLIFE, Pg. 2

LENGTH: 333 words

HEADLINE: Cruise to center of attention with pedal pushers

BYLINE: Elsa klensch

BODY:
Q. I'm going on a singles cruise and I want to look sensational. My problem is that while I have great legs, I also have knock knees. Minis are out for me, and long skirts and dresses hide my best asset.

What should I choose as a basic bottom?

A. One of the new looks in pants for spring is the clam digger or pedal pusher. It's slim and cropped just a few inches below the knee. It was designed in the '50s to show off shapely calves.

The proportion is great as it will go with short or long tops. It also can be worn with flat or high heels.

As an alternative, try a new just-below-the-knee skirt in a light fabric. It should have a certain fullness so it moves easily and doesn't draw attention to your problem.

Then forget about your knees and find accessories to bring attention to your face - brightly colored scarves; hair bands; fun, whimsical jewelry; and sexy, dark sunglasses to scan the deck inconspicuously.

Q. My boyfriend loves the water and he constantly tries to talk me into taking a dip. For vacation we are going to Malta, and I need something sporty yet fashionable for the beach. I don't like swimsuits because I have heavy upper thighs.

A. 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 cover-ups 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," he says. "You can pair them with a number of bare tops or T-shirts."

Q. 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.

A. 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."

NOTES: STYLE

LOAD-DATE: January 8, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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Beijing Journal;Delectable Materialism Catching On in China The New York Times January 10, 1998, Saturday, Late Edition - Final

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View Related Topics

January 10, 1998, Saturday, Late Edition - Final

SECTION: Section A; Page 1; Column 3; Foreign Desk

LENGTH: 1430 words

HEADLINE: Beijing Journal;
Delectable Materialism Catching On in China

BYLINE: By ERIK ECKHOLM

DATELINE: BEIJING, Jan. 9

BODY:
In her neat gray turtleneck, metal-frame glasses and black-and-white Swatch watch, Sang Yan, 27, well educated and thoughtful, could easily fit in on Manhattan's Upper West Side.

Her tastes in clothing, her search for quaint new restaurants, her hopes for a nice apartment are no different than those of her counterparts in much of the rest of the world.

She is stylish and aware, and loves to shop. But her shopping is bittersweet, because she must operate on such a stiff budget. Her job -- organizing international exhibitions for a Government-owned textile company -- gives her take-home pay of $182 a month. While that is double the wage of most workers and even many college professors, it does not buy many designer shoes.

What Ms. Sang does buy twice a week, along with 200,000 other Beijing residents for just 12 cents an issue, is the glossy, ad-packed newspaper called Fine Goods Shopping Guide. In the last couple of years this tabloid and a similar one called Shopping Guide have become among the hottest-selling items on Beijing newsstands.

They are the purest evidence that a new generation of Chinese has entered the global consumer culture, whether all can afford it or not.

"It's this way," said Wang Xiaoqian, 35, who makes a modest living as a marketer of Chinese liquor and is an avid reader of the shopping papers. "We've been exposed to the Western life style now, and we want to enjoy it too."

These papers avoid the political cant so common in publications here. They include some "service" articles for the modern, upward-climbing urban dweller: how to decorate that small apartment to make it seem bigger, what to do if your mobile phone is dropped into water, what shoes to wear with a white wedding gown, how to buy a car with monthly payments instead of cash.

These ad-fat, colorful tabloids carry cover stories on movie, soccer and rock stars and carry reviews of

movies and restaurants and books. But most of all they are a platform for advertising: ads for video compact disk players and notebook computers, for clothes and cosmetics, for apartments and cars, for curtains and lamps and furniture, for exercise bikes and package vacations to Thailand or Europe, even for liposuction and breast enlargement. Many "articles," on close inspection, turn out to have a commercial sponsor.

There are also personal ads, read by everyone for amusement if not in earnest. Recent examples: "Female, divorced, has two-room house, good figure and appearance, looking for healthy, open-minded man." And, "Male, 29, manager in foreign enterprise, humorous, open-minded, good at computers, looking for pretty girl who loves life." A slice of urban society here has money by any standard and actually buys many of the products offered (though a truly affluent person, Ms. Sang said, would surely read still more upscale magazines like the Chinese version of Elle). But most readers can only shop with extraordinary care.

Mr. Wang and his wife, for example, far from being in the market for private apartments, must crowd in with his parents and an adult brother. His main luxury is a cellular phone -- a convenience and status symbol among young adults that costs more than $500 to buy and register, plus monthly usage fees. Still, the couple forages through the shopping papers.

"It's like window shopping," Mr. Wang said. "We want to see what's going on, what's in the market."

Ms. Sang says she can only buy nice clothes on sale, so she scours her shopping paper to see where the best sales are, as well as to get tips on interesting, inexpensive restaurants.

Private business and substantial foreign trade only got started under the reforms initiated in the late 1970's by Deng Xiaoping. Only in the last several years, as the economy took off, have many people had the money and -- as important -- the opportunity for serious shopping.

Abruptly, glitzy department stores and boutique shopping centers, carrying brands like Benetton, **Nautica** and Sony, appeared all over Beijing. Slick commercials on television, in magazines and in some newspapers constantly thrust the world of goods and gadgets into everyone's face.

A gaping generation gap has opened up. Like some Americans who suffered through the Great Depression, older Chinese who lived through wars and the Great Proletarian Cultural Revolution of 1966-76 try to save every penny and cannot imagine spending, say, $60 for a shirt.

"My parents don't want to buy anything," Ms. Sang said. "They want me to send most of my salary to them so they can save it for me. They can't understand how I can spend so much in a month."

Ms. Sang, who has a degree in English from a prestigious foreign language institute here, is married to a freelance film editor.

They have what many consider the ideal arrangement, known as "one family, two systems." Through her job in a state enterprise, they get housing and medical benefits and security, if not much income. His private job offers risk but at least the possibility of real money.

They, too, are living with the husband's parents, but they are about to receive, through her Government work unit, a two-room apartment with rent that may be less than $20 a month.

For now, they are spending most of their combined income of $725 a month. But their deep hope, Ms. Sang said, is to save enough to buy that apartment, which may cost several thousand dollars. Then they want to have a baby. Ms. Sang fights off feeling guilty about their spending; they are not profligate, she feels sure. She describes a couple she knows who run through $1,200 a month.

"They eat out every night," she said. "They take taxis instead of buses. They are always going to bars or gyms or badminton courts. It's all costly."

The newspapers that cater to today's consumers took their cue from Deng, who in 1992 unleashed a campaign lending new impetus to what he called "market socialism."

Late that year, the first of the papers, Shopping Guide, was started up. New goods were streaming into the marketplace, and more people had a bit of extra money. But people had long been mired in the cant, and cold reality, of sacrifice.

"Producers needed a place to advertise, and consumers needed a place to learn about all the new goods," said the newspaper's editor, Zhao Yinong, 37. What more logical place than the Ministry of Light Industry -- itself a chief producer of consumer items -- to establish a new paper devoted to the art of better consuming.

It is a safe bet, Mr. Zhao agreed, that his semiweekly paper brings in much more profit to the ministry than does its sister publication, China Light Industry News.

Shopping Guide was swiftly followed by a competitor, Fine Goods Shopping Guide, which has since eclipsed it with newsstand sales twice a week of 200,000, double the impressive-enough record of the original. The newer paper is published, improbably, by an institute of the Chinese Academy of Social Sciences, an academic research center. Its editor said he was too busy for an interview.

Both papers started out slim, with a higher ratio of articles to ads, but now they both offer more than 60 pages each, with the articles often hard to locate. Of the two, Fine Goods Shopping Guide is a bit more more upscale and unabashedly devoted to the pursuit of the best of everything.

Mr. Zhao says his paper, by contrast, aims to serve average shoppers as well as the new rich, and it even has touches of Consumer Reports, including, for example, comparisons of the price of identical shampoos or mobile phones at 10 different stores.

"So we are a great help to the Government, helping to control prices," Mr. Zhao said.

Editors of the stodgy political papers that Government offices around the country are required to buy express envy at the enthusiastic readership and profitability of the shopping, entertainment and other lively newspapers that sell out at the newsstands.

In an apparent attempt to whip up some enthusiasm for itself, this week the Communist Party's mouthpiece, People's Daily, began a Monday economics section with financial and consumer news, a Wednesday society section and a Friday culture section.

It does not appear likely that many Shopping Guide readers will be lured. Wednesday's section carried the first of two articles on the high price of electricity in rural areas and a feature on the troubles of a heroic woman who was crippled while protecting state-owned sheep in a snowstorm. Friday's culture section described a major new television series tracing the life of the late Prime Minister Zhou Enlai.

GRAPHIC: Photos: An eager reader scanning the pages of Shopping Guide in Beijing. Along with its rival, Fine Goods Shopping Guide, it helps thoughts of bargains replace the thoughts of Mao among the upscale and would-be upscale. (Mark Leong/Matrix for The New York Times)(pg. A4)

LOAD-DATE: January 10, 1998

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GASTON HAULS IN FAKE DESIGNER DUDS Charlotte Observer (North Carolina) January 10, 1998 Saturday THREE EDITION

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Charlotte Observer (North Carolina)

January 10, 1998 Saturday THREE EDITION

SECTION: GASTON; Pg. 1L

LENGTH: 332 words

HEADLINE: GASTON HAULS IN FAKE DESIGNER DUDS

BYLINE: JOE DePRIEST, Staff Writer

DATELINE: GASTONIA

BODY:
It didn't take private investigator George Arnold long this week to decide the clothes were counterfeit.

To the untrained eye, the confiscated sweat shirts, T-shirts, Oxford shirts and hats with trademarks like Nike, Tommy Hilfiger, **Nautica** and Disney might have looked real.

But Arnold said he could tell they were phony at a glance. And the help he provided to the Gaston County Police led to a misdemeanor charge of possession of counterfeit trademarks against a Gastonia woman on Thursday.

Barbara Johnston of 2801 Douglas Drive was released on a $500 secured bond, according to Gaston County Police Capt. W.J. Farley. Her first court appearance was set for Jan. 27.

Acting on an anonymous tip, Farley said, county police went to the Johnston residence and found 60 items in the living room with various name brand trademarks in the living room.

Officers took some of the items to Arnold, who runs a Charlotte private investigation firm representing some of the clothing firms.

"We see this sort of stuff all the time," Arnold says. "It's all made in New York. They do fake embroidery on computer operated machines and fake labels."

The merchandise is usually sold at flea markets or in small stores, he said.

"If you get a particularly good deal you should question it," Arnold said. "Like getting a **Nautica** sweatshirt for $20. The real thing goes for about $75."

Counterfeit clothes are a growing problem nationwide, Arnold said.

In December 1995, he said, North Carolina passed a law making it illegal to sell counterfeit goods.

"A lot of people get prosecuted," Arnold said. "They don't go to jail for a long time, but some have gotten

three to five years."

Farley said it's not a major problem in Gaston County, where about a half-dozen cases are reported a year. He said the Nike brand is one of the most popular in this area.

Some shoppers know they're buying fake stuff and don't care, he said. "And some just think it's a good deal."

GRAPHIC: Photo;
Staff Photo by DAVID T. FOSTER III: Some of the 60 pieces of counterfeit clothing seized by the Gaston County Police Department on Thursday. The items had an estimated value of $2,700.

LOAD-DATE: October 17, 2002

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Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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GENESCO EMPLOYEES, PRESIDENT AND CEO FIT AREA NEEDY WITH NEW SHOES The Tennessee TRIBUNE January 15, 1998

Copyright 1998 SOFTLINE INFORMATION, INC.
Ethnic NewsWatch
The Tennessee TRIBUNE

January 15, 1998

SECTION: Vol. 8; No. 1; Pg. 7

SLI-ACC-NO: 0398TNDM 134 000048

LENGTH: 642 words

HEADLINE: GENESCO EMPLOYEES, PRESIDENT AND CEO FIT AREA NEEDY WITH NEW SHOES

BODY:

GENESCO EMPLOYEES, PRESIDENT AND CEO FIT AREA NEEDY WITH NEW SHOES

Winter will be a little more bearable for about 150 needy Nashvillians thanks to footwear marketer Genesco Inc.

Recently, Genesco President and Chief Executive Officer Ben Harris and more than 40 company volunteers fitted approximately 150 men and women with new shoes, boots and socks as part of Genesco's Cold Feet, Warm Shoes program.

The program, created to formalize the Company's longstanding history of providing shoes to those who cannot afford them, has distributed more than 25,000
pairs of new and like new shoes to the needy since its inception in 1989.

The fitting was held at Nashville's Campus for Human Development (located less than two blocks from where Harris began his career in the shoe business as a stock boy in the shoe department at Sears), gave Campus clients a chance to sit down in a room similar to a shoe store, have their feet measured by Genesco employees and fitted for a pair of shoes in the style of their choice.

Shoes were provided by Genesco wholesale brands which include Johnston & Murphy, Dockers Footwear, **Nautica** Footwear and Laredo and Larry Mahan boots, as well as Genesco retail divisions which include Jarman, Journeys, Johnston & Murphy, General Shoe Warehouse and Boot Factory stores.

The Campus for Human Development is a non-profit agency that hosts a variety of programs coordinated to help Nashville's homeless.

"For many needy individuals, their main mode of transportation is their feet," Harris said. "Many do not have access to good quality footwear which is critical as we enter the cold weather months."

"We came to the fitting prepared to provide shoes for 100 recipients, but when we saw that the was greater, we went back to the warehouse, restocked our supply and kept on fitting"!

Work and hiker boots proved to be most popular among recipients. Athletic shoes were popular as well.

"We hoped to achieve two primary goals with this Cold Feet, Warm Shoes fitting," Harris said. "First, we wanted to fill a real need within the community. Secondly, we wanted to meet that need in a manner that restored pride and dignity to the people we were serving."

David Webb, co-director of the Campus for Human Development, said Genesco was successful on both accounts.

"The spirit in which Genesco approached this act of giving really made our clients feel special," Webb said. "Having several people waiting on each individual and treating them all like paying customers made this event far better than your ordinary shoe giveaway."

In addition to shoes and socks, recipients were warmed by a hot cup of cocoa. Genesco also provided toboggan hats and a small surplus of shoes to be distributed to Campus clients who were unable to participate in the Cold Feet, Warm Shoes shoe fitting.

A number of other non-profit agencies including the Salvation Army, Nashville Union Rescue Mission and Catholic Charities also benefit from the Cold Feet, Warm Shoes program through year-round access to the Cold Feet, Warm Shoes shoe closet.

Genesco, based in Nashville, markets ad distributes branded shoes and boots. The company also operates Volunteer Leather Company, a leather tanning and finishing business. Genesco's owned and licensed footwear brands, sold through both wholesale and retail channels of distribution, include Johnston & Murphy, Dockers Footwear, **Nautica** Footwear, and Laredo, Code West and Larry Mahan boots. Genesco's products are sold at wholesale to more than 4,000 retailers, including the Company's own network of 576 footwear retail stores in the U.S., operated principally under the names Jarman, Journeys and Johnston & Murphy.

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****

GRAPHIC: Photo, Trina Carter and JoEllen Thatcher

JOURNAL-CODE: TN

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The Art Crowd The New York Times January 18, 1998, Sunday, Late Edition - Final

Copyright 1998 The New York Times Company
The New York Times

January 18, 1998, Sunday, Late Edition - Final

SECTION: Section 6; Page 38; Column 1; Magazine Desk

LENGTH: 13 words

HEADLINE: The Art Crowd

BODY:
Connoisseurs of the hottest shirt, they wear their art on their sleeves.

GRAPHIC: Photos: Victorian Revivalist: He likes his paisley in cotton. Sport shirt by Sandy Dalal, $235. At Camouflage, 141 Eighth Avenue. Watch from Kenneth Cole. The painting is by Donald Baechler.; The Pointillist: He does his chest with a silk sport shirt by Gene Meyer, $200. At Saks Fifth Avenue. **Nautica** watch.; Op-Art Enthusiast: Patterns make him dizzy with happiness. Cotton-blend knit shirt, $1,120, by Missoni. At Barneys New York. Watch from Kenneth Cole; The Minimalist: Subtle designs are his thing. Cotton sport shirt, $184, by Nicole Farhi. At Charivari 57.; Beardsley Buff: He's stuck in the Mauve Decade, preferably in linen by Ralph Lauren, $225. At Bloomingdale's. (Photographs by Guy Aroch)

LOAD-DATE: January 18, 1998

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Minnesota; Doing well can be a constant battle // Some teens give less thought to taking tests than to deciding what brand of clothes to wear. We asked a group of eighth-graders what they think is needed to get more students to take school seriously. Star Tribune (Minneapolis, MN) January 19, 1998, Metro Edition

Copyright 1998 Star Tribune
Star Tribune (Minneapolis, MN)

January 19, 1998, Metro Edition

SECTION: News; Put to the test; Pg. 7A

LENGTH: 1204 words

HEADLINE: Minnesota;
Doing well can be a constant battle // Some teens give less thought to taking tests than to deciding what brand of clothes to wear. We asked a group of eighth-graders what they think is needed to get more students to take school seriously.

BYLINE: Kimberly Hayes Taylor; Staff Writer

BODY:
The warning bell rings. During this last minute, Lisa Collins slides a tube of clear lip gloss from her backpack and glides some over her lips. She smooths the ponytail anchored high on her head and grabs her books before the next bell rings to end Mrs. Sweeney's English class.

Ready. Set. She goes through the doors. It's "passing time," the three minutes when girls quickly hug their favorite boys, punch the ones they especially like, whisper gossip in their best friends' ears in the halls on the way to class. Not counting lunch, these precious minutes are the best parts of the day to many students.

On this sunny winter day, Lisa makes her way to science class feeling good. She feels good about her bright-blue plaid shirt, jeans and sneakers. She feels good about her future.

That wasn't always the case. Two years ago, Lisa was a D student. Now, she's an eighth-grader who earns A's and does advanced work.

Still, her success remains a daily challenge. Every day, once she hits the heavy metal doors at Sanford Middle School in south Minneapolis, Lisa has to face all the pressures of being 13.

Those pressures - about appearance and acceptance - are much more real to many eighth-graders here than are the pressures to pass the state's basic-skills tests.

Dismal performance of Minneapolis eighth-graders on those reading and math tests last year has increased that pressure dramatically. More than 60 percent of eighth-graders failed the tests; 90 percent of black students failed either reading or math. Parents and community groups demanded answers and action.

Lisa and her classmates will take the tests in a couple of weeks. But they already can answer one question: They can explain why many intelligent students are not doing well in school.

Life in eighth grade

Nearly all students at Sanford dress in loose-fitting shirts and jeans. With big, wide letters across their chests, backs or down their sleeves, their clothing is branded with Boss, **Nautica,** Pelle Pelle, Polo, Tommy Hilfiger, Perry Ellis. With symbols and bold designs, their shoes announce that they're by Nike, Reebok and Fila.

Before any given day is done, Lisa, with her wide eyes and bright smile, will worry about wearing sporty clothes, shoes and hairstyles, hanging with the most popular girls and sitting at the right table during lunch.

If she participates in class too enthusiastically, she might get teased for acting smart. If she has her class work done early, she'll be asked to share the answers. She must share her lip gloss. Saying no could mean a broken friendship or a hassle during lunch.

Lisa has seen both sides. After a frank talk with a tutor two years ago, she turned herself around and decided to learn. Many of her colleagues haven't. For them, the way they look and being " 'bout it, 'bout it" - making other students laugh in class - mean much more than doing well in school. Going to St. Louis Park's Roller Garden on Friday nights and the Mall of America on Saturday afternoons also ranks higher.

The high-stakes basic-skills tests fall way down on their list of priorities. They don't rank as high as getting a slice of pizza at lunch, some students said.

"Some people just think it's a practice test and it really doesn't matter," Lisa said. "But it really does."

Bragging rights of failure

Just before Thanksgiving, when Sanford eighth-graders took practice tests in reading and math, Lisa heard people bragging about not doing well.

Some questions can be as simple as, "If a farmer had 11 cows and three of them died, how many cows does the farmer have left?"

But students joked about skipping questions and not trying to answer many of them.

"They said, 'I know I got an F, but I don't care as long as I pass" to the next grade, Lisa said.

LaToya Reese, 13, is not shocked about that. She also knows some of the black students who bragged about failing classes and the test. She believes that students who want to do well will do well. She's blunt about the others.

"Black kids can learn," she said. "They just don't want to learn. Anybody can learn."

And then there are students like Cordale Moore, 13, who's also known as "Que."

Cordale, short and stocky and nearly always grinning, would like to do better in school. He makes more D's than he would like. He had to go to summer school last year.

Not enjoying reading seems to be his chief challenge.

But during summer school, he enjoyed doing English and reading work on computers. It seemed more fun when the computer, with its vivid, colorful screen, read to him when he punched certain keys. At the end of the term, he earned an A.

Cordale acknowledges that he could work harder sometimes. Some days he gets into trouble for throwing snowballs, talking in class or for losing his work.

But sometimes information just won't sink in.

"I'll read it; it won't stay in my head," he said. "I read it; it still won't stay in there."

Cordale hopes that Minneapolis schools do not follow Mayor Sharon Sayles Belton's advice and hold back more students. He thinks students working below grade level should be allowed to move up with their classes and get extra help to catch up.

What would it take?

Lisa, Cordale and five other Sanford eighth-graders recently met with adults participating in the Minnesota Citizens Forum and talked about what it might take to get more students to do better in school.

For Vu Hoang, 14, the answer's simple: His classmates should just do the work.

Everything stops at his house at homework time. No television or stereo blares in the background. His parents, brothers and sisters sit down with him, and the whole house is quiet.

Chrissy Hemphall, 14, says she does well because her 16-year-old sister helps her with homework.

Haweya Farah, 14, gets homework help from her mother, who doesn't speak English. Haweya discusses her assignments with her mother in Somali, then translates the information to English on her papers. She is an A student.

Asked what it would take to get more students to take school seriously, the young people had simple advice: Education should be fun and not boring, students should be rewarded for doing well, and they want teachers who like them.

They want teachers like Ann Sweeney, a Sanford English teacher who is favored because of her candor in class and because she's fun. A discussion on "Romeo and Juliet" includes allowing students to describe his or her perfect mate.

Sweeney said the secret lies in respecting students.

"These are young adults," she said. "They should have the right to make choices, to make mistakes and to redeem themselves.

"Sometimes we're too hard on them without giving them the support they need at a time when they need it the most. We forget that they are still children because they are beginning to look like adults. We forget what it was like when we were their age, how embarrassed we were about everything, how awkward we were."

GRAPHIC: Photograph

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NON-TAXING SHOPPING SUGGESTIONS Buffalo News (New York) January 20, 1998, Tuesday, CITY EDITION

Copyright 1998 The Buffalo News
Buffalo News (New York)

January 20, 1998, Tuesday, CITY EDITION

SECTION: LIFESTYLES, Pg. 1C

LENGTH: 908 words

HEADLINE: NON-TAXING SHOPPING SUGGESTIONS

BYLINE: SUSAN MARTIN; News Style Writer

BODY:

What? No sales tax on clothing? It's every bargain-shopper's dream, right?

Oh, where to begin, where to begin? Is it more turtlenecks you're after? A novelty sweat shirt or two? Or perhaps you're smitten with those size 8 pants that fit just a tad too small.

Well, maybe not.

If you're into celebrating this sales-tax holiday but are still looking for ways to make the most of it, we've come up with some ideas.

We took a simple approach -- five good buys for women, five more for men.

You know the deal: Most clothing and footwear priced at less than $ 500 will not be subject to sales tax through Friday. Shirts, pants, skirts, dresses, hats, gloves, coats, socks, pantyhose, underwear and footwear are all tax-free. Purses, wallets, sport gloves, costumes, barrettes, jewelry and sunglasses are not.

With that in mind, here are our suggestions. Happy shopping.

Five brilliant buys for women

A smartly colored, tailored jacket. Something that will wake up the black and gray clothes snoozing in your closet. Something that can be worn with jeans on Saturday, a skirt on Monday.

On top of sales-tax savings, wool and wool-blend jackets are reduced for winter clearance everywhere. Find one that can be worn straight through

April or May, and you've really hit the jack(et) pot.

Hint: Aim for a perfect fit. No jacket is a bargain if it pulls across the hips or gaps at the buttons. Make sure seams are well-finished, collar lies flat, picky things like that.

Underwear. Yes, underwear. If your lingerie drawer has seen better days, this is a good time to stock up.

Let's say you buy a new short slip and a new long slip ("Perfect Measure" half-slips by Warners -- a popular brand at local stores -- cost about $ 11 each). Next, pick out two new bras (let's say you pay $ 16 each for them). Stock up on five new pairs of undies for an additional $ 30.

That adds up to $ 84. Wait until next week, and your undies-drawer makeover will cost you $ 90.72 in Erie County.

Boots. Winter isn't going away any time soon. We still have several months of snow, slush and ice patches to deal with. Most boots are reduced for clearance; eliminate the sales tax and next thing you know you'll be dancing in the streets.

A great go-anywhere dress. For some women, that may mean a knit mock-turtleneck dress that skims the knee or extends to midcalf. For others, it may be a Little Black Dress.

Consider this: Even if you pay the full price of $ 110 for a classic black dress from Liz Claiborne Dresses (short sleeves, knee-length hemline, squarish neckline, decorative black fabric-covered buttons down one side), you still will save $ 8.80 on not paying sales tax.

A black skirt. We know, we know, a well-cut, straight black skirt sounds like a yawner. Sort of like sensible shoes, right?

Trust us: You could spend an entire day shopping for the perfect one and never regret your purchase once you find it. You will wear it to work, church, parties, weddings, funerals, anywhere.

Our advice: Try on a bunch of them. Notice the difference between a lined and unlined skirt. Examine the seams. Test and retest the zipper. Sit down in a chair; cross and uncross your legs. Stand up and make sure it doesn't wrinkle across the front. Stretch your hands over your head and see if the lining sticks out or the skirt rides too high.

If it passes your rigid testing, buy it! You can thank us later.

Five not-too-shabby

ideas for men

A suit. If you need one, now is the time to shop. If you buy a $ 300 suit this week, you will save yourself $ 24 in sales tax. If you spend $ 200, you won't have to hand over an additional $ 16.

Plus, there are tons of suit sales this time of year.

A snazzy sport coat. Maybe you need one for casual Fridays at the office. Maybe your wardrobe lacks something that falls between your business suits and your golf shirts. The bottom line: You need a sport coat you can wear with gray flannels, khakis, even jeans.

Find one on sale -- as you undoubtedly will -- and you'll have extra cash for a soft-collared shirt so you can ditch the necktie from time to time.

Shoes. Examine your soles, and remember that man cannot live in sneakers alone. Go for snazzy new loafers, topsiders, wingtips, boots -- whatever it takes to put the spring back into your step.

A new winter coat. If you feel as if people stare at you when you show up at a wedding wearing your old varsity jacket over your suit, it may be time to buy a long wool (or microfiber) coat. If you own a classic Chesterfield, but the only other jacket you have in your closet is a beat-up bomber, get out there and check out all the winter reductions on anoraks and parkas.

Stuff to wear for watching TV or even to bed. If your "lounging" clothes are pathetic -- ratty old Hanes T-shirts; tattered sweats; shrunken Buffalo Bills apparel -- this is a good time to shape up and shock your spouse.

Unless you haven't visited the men's clothing department lately, you probably don't know that Joe Boxer, **Nautica,** Tommy Hilfiger, Calvin Klein and others now make snazzy flannel boxers, pj bottoms, etc.

Some manufacturers -- such as **Nautica** -- even came out last fall with lightweight polyester fleece tops and bottoms in colors like pine green and navy green that will be great for kicking back and watching the Winter Olympics in Nagano, Japan, next month.

Let the shopping begin.

GRAPHIC: A fashionable blazer, such as this citron, wool-blend jacket from Ann Taylor already reduced for winter clearance, is a smart buy during tax-free shopping days. For men, why not stock up on new shoes?

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Watches Tell Much More Than Time -PHID- 147742 Omaha World Herald (Nebraska) January 22, 1998, Thursday

Copyright 1998 The Omaha World-Herald Company
Omaha World Herald (Nebraska)

January 22, 1998, Thursday SUNRISE EDITION

SECTION: ;FASHION; Pg. 33sf

LENGTH: 717 words

HEADLINE: Watches Tell Much More Than Time -PHID- 147742

BYLINE: DONNETTE DUNBAR

SOURCE: WORLD-HERALD STAFF WRITER

BODY:
"My husband isn't around anymore, but my Seiko is."

Remember that television commercial? Back then, the sales pitch for watches frequently focused on durability.

Today, watches have become luxury items and fashion statements as well.

"It's a fashion accessory just like any other piece of jewelry," said Karen Goracke, a buyer with Borsheims.

And just like any other fashion item, the styles keep changing.

Today's timepieces come in a variety of colors, with rectangular and square faces as well as roundand oval. They can function as a stopwatch and alarm, and calculate airspeed as well as altitude. Some watches 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.

More than 60 million watches, from the inexpensive to the luxurious, are sold each year in the United States.

Watches once were considered luxuries and often were heirlooms passed from father to son. But that started to change in the 1950s with the introduction of inexpensive battery-powered watches.

Now just about anyone can afford to buy watches, which range in price from less than $ 10 to more than $ 50,000. One's choice depends on personal taste and the statement you want to make, said Borsheims' Goracke.

"A $ 20 digital watch will do the same function as one that costs $ 20,000," she said.

At Borsheims, popular brands are Breitling, Tagheuer, Omega and Ebel. They don't come cheap; the average cost is about $ 800.

Breitling watches are considered business and casual timepieces. Tagheuer and Omega watches are more

sporty, while Ebel models are sleek and modern.

Celebrities Celine Dion, John Travolta and Jerry Seinfeld wear Breitling watches. Cindy Crawford and Elle McPherson wear Omega brands.

Watches are no longer made only by the traditional watchmaking companies - Seiko, Rolex, Bulova, Cartier, Citizen and Timex. Also in the market are clothing designers such as Anne and Calvin Klein, Gucci, Fendi, Tommy Hilfiger, **Nautica** and Mossimo.

The look has changed dramatically, too. Gone are the days when all watches had a round silver or gold case with black markings and a leather strap. Some of the newest styles come in metallic materials of gold and silver, colorful dials and large geometric faces.

Goracke said watch faces have gotten a lot bigger - they had to in order to accommodate all the electronic gadgets and functions.

Men tend to look at watches differently than women, Goracke said.

"They see it as a status symbol, a way to say that they are successful."

Most men go for a sturdy-looking watch with a big face and fancy gadgets, Goracke said, while women tend to prefer a more sleek look. However, she said, some women buy men's watches because they look more authoritative.

When buying a watch, Goracke suggests, look for something that defines your personality and fits comfortably. Also consider special features such as water resistance, dials that are easy to read, quality of the band, warranty and timing functions.

"You want a watch to be able to fit into your lifestyle." Goracke said.

Some historical facts:

German locksmith Peter Henlein is credited with making the first watch in the early 1500s.

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.

Minute hands were introduced in the late 1600s; three decades later came second hands.

During the late 1600s, watches became small enough to fit in the pocket of a jacket - hence the name "pocket watch."

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.

Electric analog watches, powered by a tiny battery, were introduced in the 1950s.

Quartz-based digital watches became popular in the 1970s.

Many watch enthusiasts rate Patek Phillipe watches as the best in the world, but the best-known of the luxury watches is Rolex, in part because it is one of the most counterfeited brands and has the highest resale value.

GRAPHIC: Color Photo/1TIME OUT: Borsheim's Missy Linhart with men's watches on her right arm, price range $ 795 to $ 4,375; and women's on her left, price range $ 1,695 to $ 11,700.; PHIL JOHNSON/WORLD-HERALD/1sf

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COUPLE INDICTED IN SALE OF FAKE DESIGNER CLOTHES Chicago Tribune January 23, 1998 Friday, NORTHWEST SPORTS FINAL EDITION

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Chicago Tribune

January 23, 1998 Friday, NORTHWEST SPORTS FINAL EDITION

SECTION: METRO NORTHWEST; Pg. 1; ZONE: NW

LENGTH: 341 words

HEADLINE: COUPLE INDICTED IN SALE OF FAKE DESIGNER CLOTHES

BYLINE: By Matt O'Connor, Tribune Staff Writer.

DATELINE: WHEELING

BODY:
A Wheeling couple was indicted Thursday on charges of reaping hundreds of thousands of dollars in profits by selling counterfeit designer clothes to shops in the Chicago area.

The couple's California manufacturer, also indicted, attached counterfeit labels to the clothing to make it appear they were trendy brand names such as Calvin Klein, Nike, **Nautica** and Tommy Hilfiger, authorities said.

The federal indictment charged Eung Gwang Kim, 43; his wife, Yong Yol Kim, 42; and Yang Woo Choi, 41, formerly of Glendale, Calif., with conspiring to traffic in counterfeit clothing and money laundering.

Choi allegedly produced the counterfeit clothing in Los Angeles and shipped the product to the Kims, who sold it to local merchants, almost always for cash, authorities said.

The merchants, many located in Chicago's inner-city neighborhoods, knew they were selling counterfeit goods, a spokesman for the U.S. attorney's office said.

Eung Gwang Kim and Choi have been incarcerated in the Metropolitan Correctional Center in Chicago's Loop since they were originally charged last June in a criminal complaint in federal court.

Kim's wife was freed on bond.

At the time of the arrests, federal agents armed with a search warrant seized $140,000 in cash from a safety deposit box rented by Kim's wife at a Mt. Prospect bank.

Authorities recovered an additional $24,500 in cash in the couple's Wheeling apartment, said Assistant U.S. Atty. Colleen Coughlin.

According to the indictment, Choi sent tons of counterfeit clothes to the Kims in more than 50 shipments from California from at least November 1995 to June 1997.

The Kims are accused of funneling more than $1.3 million in profits back to Choi, buying cashier's checks and money orders in smaller amounts to avoid reporting requirements to federal tax officials.

Choi manufactured mostly counterfeit denim jeans and shorts, authorities said.

To try to conceal their activities, neither the Kims nor Choi filed income tax returns in 1995 and 1996, the indictment alleged.

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MAKING THE GRADE: The write stuff - Timilty Middle School makes pen-pal program a mentoring experience The Boston Herald January 29, 1998 Thursday

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January 29, 1998 Thursday ALL EDITIONS

SECTION: LIFESTYLE; Pg. 046

LENGTH: 798 words

HEADLINE: MAKING THE GRADE: The write stuff - Timilty Middle School makes pen-pal program a mentoring experience

BYLINE: By Christopher Cox

BODY:
Circle Friday, May 29 on your calendar. And when the date arrives, ask yourself: Who's running the city?

Because on that day some of Boston's foremost leaders, including the mayor, school superintendent and police commissioner, as well as local politicians, business professionals and blue-collar workers, will spend the morning at the James P. Timilty Middle School in Roxbury.

Their school attendance is the culmination of the Promising Pals Program, an annual writing exercise that begins this week when more than 630 students send letters to adult volunteers.

During the next four months, the students and their pen pals will correspond a minimum of four times about a variety of topics, then finally meet at a breakfast that has to rank as one of Boston's most diverse, least-divisive gatherings.

It is an event that draws bankers and bus drivers, politicians and policemen, educators and EMTs.

"That's what I like about it: You cross racial lines, you cross political lines, you cross religious lines," said Timilty Principal Roger F. Harris. "The one common thing is these are positive people who care about kids and want to make a difference in the life of a child."

Former Timilty Principal Mary Grasso O'Neill, now superintendent of schools in Milton, began the pen-pal program 12 years ago. In a nod to modern technology, the letters are now also sent via e-mail or fax.

Mayor Thomas M. Menino, Police Commissioner Paul Evans, School Superintendent Thomas W. Payzant, Attorney General Scott Harshbarger, acting Gov. Paul Cellucci, State Rep. Byron Rushing (D-South End) and City Councilor Gareth R. Saunders of Roxbury have been pen pals, said Harris, who credits his staff with recruiting volunteers and administering the program.

"There's a whole lot of people out there who want to help kids and don't know how, and this gives them an opportunity," Harris said.

The correspondence has a variety of benefits, according to eighth-grade language-arts teacher Leslie Tucker.

"Students are able to build relationships with adults in the community," said Tucker. "The students improve their writing skills and their speaking skills, because they'll show their pal around school at the breakfast. And lots of the time pen pals end up as mentors or role models for the students."

Timilty students give the program high marks.

"I like it," said Erin Fox, 13, an eighth-grader from South Boston, who last year wrote to Tucker's mother, Mona Tucker. "I just like writing letters and meeting people."

Her classmate Yarimal Lara, 13, of Dorchester had a memorable pen pal last year - Mayor Menino.

"It's a good program," said Lara, who received five typed letters from Menino. "You get to talk to a person and see how they're like. It's like a new friend you made who's an adult."

The mayor wrote about his family, his job and his hobby, playing golf. He also gave Lara a pair of Red Sox tickets.

"He's very funny and very nice," said Lara. He saved the mayor's letters in a metal box, but suffered the ultimate kid's calamity: His mother accidentally tossed out the box, which also contained his baseball-card collection.

Harris said the pen-pal program has helped students get jobs and develop long-lasting friendships.

"Pals get interested in their kid's future," Harris said. "Many of the pals don't look at this just as a writing exercise. They get involved in the kids' lives."

Former Northeastern head basketball coach David Leitao, now an assistant coach at the University of Connecticut, got his pen pal, 13-year-old Joseph Chatman of Dorchester, a scholarship to the summer hoops camp run by UConn head coach Jim Calhoun.

Chatman, who earned MVP honors in the camp's 12-14 age bracket, said Leitao also stressed academics to him.

"If you want to go to college or to a Division I school it's not all about basketball," Chatman said. "You have to be wise and educated and stay on the books."

Chatman, the starting point guard on the Timilty basketball team, will keep Leitao as his pen pal this year. Fox will have a new pal, Glenola Mitchell, who once babysat Tucker. And Lara volunteered to give up Menino to correspond with Dean Denniston, a friend of Tucker's who is blind.

"He wanted me again," said Lara. "But I wanted someone else to have him so they could have the same experience I did."

The Timilty still needs Promising Pals this year. Interested adults should call the school at (617) 635-8109.

This year, the Herald is following the lives of these three eighth-graders at the James P. Timilty School in Roxbury:

JOSEPH CHATMAN, 13, of Dorchester

Best Christmas gift: Nike basketball shoes

ERIN FOX, 13, of South Boston

Best Christmas gift: Computer printer

YARIMAL LARA, 13, of Dorchester

Best Christmas gift: **Nautica** jacket

LOAD-DATE: January 29, 1998

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'Digital nervous system' boosts productivity; Hurricane Technology Partners' intranet/extranet software program for improving office, manufacturing and licensing productivity Apparel Industry Magazine February, 1998

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Apparel Industry Magazine

February, 1998

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IAC-ACC-NO: 20465484

LENGTH: 686 words

HEADLINE: 'Digital nervous system' boosts productivity; Hurricane Technology Partners' intranet/extranet software program for improving office, manufacturing and licensing productivity

BYLINE: McCaig, Mary

BODY:
Jordan Harris - founder, president and CEO of Hurricane Technology Partners - and Marty Paradise - general manager, Southeast district, of Microsoft Corp. - will speak at the upcoming AAMA Apparel Research Conference (ARC) in Atlanta on March 3 about using computer intranets and extranets (internal and external networks) to improve office, manufacturing and licensing productivity.

Two years ago, when it first built the World Wide Web site for the 7th on Sixth fashion show in New York, Hurricane caught the eye of **Nautica** executives. And when **Nautica** decided in 1997 that it was ready to go digital in its relationship with licensees, Hurricane was the company it approached to solve the problem.

"What we developed for **Nautica** is an intranet/extranet software program that uses the Internet to do business more efficiently," says Hurricane's Jordan. "We partnered with Microsoft to make the software totally Windows compatible, and what grew from this situation is [a program called] LicenseNet."

Digital nervous system

The LicenseNet software is comprised of three separate modules, each of which is customized for the licensor or licensee. The first module revolves around design, product development and quality control; the second module is sales reporting; and the third is contract management. Working together, the three modules form what Microsoft's Paradise calls a "digital nervous system."

"The digital nervous system is a metaphor for a company's network - its e-mail and productivity software," Paradise says. "It answers a need companies have to use PC software and technology and make them more scalable, so they can do the things that mainframes used to do."

According to Paradise, the current challenge facing Microsoft is making PC technology more manageable for companies by helping them integrate the separate pieces, or software programs, and make the parts work together seamlessly for the end user.

"Our approach applies to any niche market," Paradise says. "Because when you're working with the specific needs of an industry, the system architecture can be leveraged so that software companies can focus on those needs. They can then take the Microsoft building blocks to develop a comprehensive solution for the end user."

In **Nautica's** case, because all designs originate with the company, LicenseNet's product development module is used to keep licensees up to date with new designs and design changes. "Previously, the licensees worked with hard copies of the designs, and when there were changes and modifications, they had to redo the whole process," says Harris.

In the sales reporting module, the licensees can securely log into the program using the Internet and provide the licensor with immediate access to sales figures. The contract management module of the application allows the licensor to create and manage contracts, and licensees to view those contracts at any time.

Award-winning software

As a browser-based digital nervous system, designed to work with a company's current systems and software, LicenseNet is versatile and easy to use. And that is one reason Microsoft presented Hurricane and **Nautica** with the "Best Extranet Solution of the Year" award at the Fall Internet World '97 show on Dec. 10, describing the software as "the best real-world extranet application" the company had ever seen.

Nautica began using LicenseNet in October, and several top manufacturers are now considering adopting the software, including Calvin Klein, Donna Karan, Tommy Hilfiger, Liz Claiborne and Nike. The NFL has purchased the technology to work with its licensees, and the NBA may soon follow suit. "The NFL shows the flip side of the situation," says Harris. Using this application, when an NFL licensee comes up with a new product or design, approval can be obtained immediately, where the process once took 10 to 14 days.

"We're lucky to work with **Nautica** and the NFL, both of whom are very aggressive about technology," he adds.

For more information about the Apparel Research Conference, call Mary Howell at (800) 520-2262, ext. 27.

GRAPHIC: Photograph; Illustration

IAC-CREATE-DATE: May 14, 1998

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FALL 98 MEN'S WEAR / WALK THE WALK / THE MENSWEAR SHOWS END IN A LUXURIOUSLY DRESSED DOWN LOOK Newsday (New York) February 9, 1998, Monday,

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Newsday

Newsday (New York)

February 9, 1998, Monday, ALL EDITIONS

SECTION: PART II; Page B03

LENGTH: 999 words

HEADLINE: FALL 98 MEN'S WEAR / WALK THE WALK / THE MENSWEAR SHOWS END IN A LUXURIOUSLY DRESSED DOWN LOOK

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

BODY:
DESIGNER Randolph Duke's debut menswear collection for Halston was a real dog. Not that it didn't feature some of the bestlooking clothes seen during men's fashion week, which ended Thursday evening. But amid a parade of superbly dressed guys wearing spiffy-yet-relaxed ensembles made of the luxury materials synonymous with the Halston label, one model appeared with the cutest fashion accessory of all - a Great Dane pup.

Walking the dog. For some 800,000 New Yorkers, it's a thrice-daily labor of love. And, if my husband is any kind of sartorial bellwether, the males of our species style themselves according to what's at hand. Hence some interesting combinations: a sublimely tailored overcoat of Loro Piana cashmere worn over a fuzzy polarfleece top and jeans. Or, in a pinch, a shirt, suit and tie - with a North Face parka on top. The only constants? A leather leash (or two) and pockets stuffed with plastic baggies.

This kind of eclectic mixing and matching pretty much sums up men's fashion week. The general idea - and it's a welcome one - is to take comfortable, loose-fitting shapes and spiff them up with luxury materials, while taking more traditional, constructed shapes and dressing them down in an offhand, casual spirit. It's anything-goes time for men, whether they walk dogs or not, and the key words are versatility, casual elegance and 24-hour dressing. The theme was in evidence everywhere, from Halston's proper gray trousers with a peacoat and turtleneck, to Helmut Lang's rakishly low-slung satin cummerbunds to the track pants worn with a sport coat at **Nautica** by David Chu. Within this overall trend were several smaller ones: denim shown "raw" or with high-tech finishes (such as the coppery-cast "burnt" denim at Helmut Lang), winter whites (from Lang's genuine-fleece-lined ivory poplin parka to Donna Karan's polarfleece-lined white canvas trousers), dark solid shirts worn with dark, solid ties, and lots of plush leather and suede.

The reason behind all this loosening up? According to market research commissioned by Calvin Klein, 50 percent of American men dress casually 100 percent of the time. Hence Klein's fall collection of informal looks: sporty, four-button jackets and unconstructed suits (no lining, no shoulder-padding) in soft "non-suit

fabrics" such as nubby wool boucle or featherweight Lycra-spiked cashmere. These are worn unbuttoned, with T-shirts, turtlenecks, V-neck sweaters, or collared shirts of fine wool knit. Trousers are creaseless, tubular and fuller in proportion, for an easygoing effect. (Wearer beware: Alert the dry-cleaner to please not crease them).

At Ralph Lauren's showroom, the models showed off deluxe, fantasy versions of what a man might wear on dog duty right before a business meeting: a jacket of giant herringbone tweed, say, with a butter-soft leather shirt over a navy sweater and olive suede pants with plush brown buckle-boots. Or a camelhair greatcoat over a sweater and creaseless slacks. The idea, again, is clothing that can take men anywhere in style. Embodying his ideal, Lauren appeared sleek as usual in black sweater, relaxed black trousers with zippered pockets, and silver-toed black cowboy boots. Also in attendance was his twentysomething son David, handsome in olive cashmere turtleneck, loose-fitting, wide-wale-corduroy cargo pants, and brown suede shoes. But Lauren the younger was not, in fact, modeling; he was just another member of the press, covering the event for Swing, the magazine he edits.

The week's standout was John Bartlett's breathtaking show, inspired by a moment in the film "The Deer Hunter" when the "soon-to-be-soldiers" go for one last hunt, throwing shooting gear on over their tuxes. The result of this unlikely mix? A truly inspired, wearable collection blending the elements of formal dress - velvet, moire, cashmere - with the hunter's mainstay, the Nebraska-based Cabela's mail-order catalog. Talk about casual deluxe - here were camouflage velvet peak-lapel jackets; high-waisted moleskin hunting pants; cashmere long johns; doubleface camelhair Norfolk coats; jackets of shiny leather; safety-orange turtlenecks and velvet pants.

The collection was a homage to the timelessly turned-out gentlemen of centuries past - the accomplished men who could ride horseback, write poetry, discourse on politics, and make passionate love with equal skill (and sometimes all at once). Bartlett succeeded in updating that eternally attractive image, crystallized by the last model on the runway: a caped, leather-jeaned wonder on horseback. Straddling his steed, he put one in mind of Alfred Noyes' poem "The Highwayman."

Tommy Hilfiger's show, by contrast, was an exercise in self-indulgence. While other designers made their elegant points about real-lifestyle dressing, Hilfiger once again riffed on his beloved rock-and-roll fantasy theme - only this time, it looked tired after so many other collections based on low-maintenance elegance. Hilfiger opted for high-maintenance garishness: faux leopard coats; silkfaced satin jackets of blinding pink or yellow; stuffy oxford shirts with button-down collars (spotted nowhere else this season); rust-gold windowpane wool trousers with razor-edge creases so sharp you could shave with them; hand-painted pinstripe leather suits that appeared frankly wasteful. (Just try walking a dog in these threads.) In an anachronistic gesture suggesting that designers still have the power to dictate trends arbitrarily (they don't), Hilfiger's program notes dismissed men who like their jackets double-breasted by announcing, "This season, I decided to focus exclusively on singlebreasted suits" (all, incidentally, lined in flashy scarlet). The show reeked of disposable extravagance, as epitomized by the great Jimi Hendrix setting fire to his guitar - an image projected, aptly, on wide screens behind the runway. What Hilfiger failed to realize is that these days, waste is a notion as dead as Hendrix himself.

GRAPHIC: 1) Newsday Photo by Bruce Gilbert- Ralph Lauren's camelhair greatcoat over a sweater and creaseless slacks, far left. 2) Newsday Photo by Ari Mintz- John Bartlett's caped gentleman rode down the runway in leather jeans. Newsday Photos by Bruce Gilbert- 3) From left, an easygoing coat over sweater and slacks at DKNY; 4) In his collection for **Nautica,** David Chu sent out this jacket worn over a basic T-shirt; Newsday Photos by Ari Mintz- 5) at Halston, proper dress trousers were teamed with more casual jackets and accessories. 6) At Tommy Hilfiger, an over-the-top combination of leopard coat and windowpane check suit.

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E. Magrath and Nautica: more there than meets the eye; golfing apparel Daily News Record February 9, 1998

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February 9, 1998

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LENGTH: 955 words

HEADLINE: E. Magrath and **Nautica:** more there than meets the eye; golfing apparel

BYLINE: Lohrer, Robert

BODY:
Five months ago, when **Nautica** Enterprises purchased a relatively obscure golf apparel company, E. Magrath, for an undisclosed amount, it was tough to know what to make of the acquisition.

On one hand, E. Magrath markets the kind of better merchandise that currently attracts tony golf shops and potentially could attract leading specialty stores like Saks and Nordstrom. On the other hand, both Harvey Sanders and David Chu, the principals of **Nautica,** are avid golfers. So the acquisition might simply have represented a corporate vanity purchase with E. Magrath being a precious bauble in the eyes of two very successful executives venturing into a new businesssector near to their hearts.

Well, we should remind ourselves that Sanders and Chu didn't build **Nautica** into a $ 475 million colossus by making whimsical business decisions. The lines that E. Magrath showed last week at the PGA Show in Orlando carried the silky hand (and the $ 65 and $ 95 retail prices) that are propelling the growth of such high-end golf-inspired sportswear collections.

"E. Magrath is a nice line," said an executive at one competing firm. "**Nautica** didn't buy something they have to perform open heart surgery on."

Moreover, the executives at E. Magrath's are almost as interesting as the merchandise. E. Magrath was launched in 1989 by Jimmy Haggar, grandson of J.M. Haggar who founded the Haggar Clothing Company. Jimmy Haggar purchased the E. Magrath label for $ 1 when he parted company with his grandfather's firm.

Jimmy Haggar had hoped to take Haggar into the golf business. Though Haggar is there now, Jimmy's feelings about the company (now run by his cousin, Joe Haggar III) can be termed ambivalent at best.

Of his years at Haggar, Jimmy said, "I learned how to do it [at Haggar]. There are tremendous positives, but do I ever go visit? No. Do I ever talk to the associates? Yes. And I'll always talk to Joe, but I'm not a stockholder. I sold every bit of my stock when it was in the thirties." (Haggar now trades in the teens.)

At Haggar, Jimmy said he worked more in the pattern room, sewing, designing, coloring. And it shows at E.

Magrath, a company that, for now, is primarily product driven.

The E. Magrath name is taken from a man named Edmund Magrath who was an artist and designer and lived in Connecticut during the early part of the century. When a former Haggar executive, Joe Cybick Jr., died in 1985, he left all the E. Magrath memorabilia to Jimmy Haggar. Much of that is what provides the design inspiration for E. Magrath.

Another ace in the hole for **Nautica** is on the sales side. While Sanders and Jimmy Haggar were negotiating, Sanders was aware that he had a regional sales associate within **Nautica,** Billy Sabayrac (pronounced Saber-ack), who was intimately acquainted with the golf business.

Sabayrac learned the golf business from his father, Ernie, who revolutionized merchandising among PGA professionals by being among the first to sell them golf shoes, apparel and logoed products. In fact, Ernie Sabayrac, who died last February at the age of 82, is such a legend that, in 1994, the PGA named an award (for Lifetime Contributions to the Golf Industry) after him.

As for business, E. Magrath, which also markets a higher end line under the Byron Nelson label, did about $ 5 million in sales last year. Sanders thinks **Nautica** can double that.

"The green grass [golf shop] business obviously is a growth vehicle for a lot of people," Sanders said. "We had seen the product in a green grass resort, and we noticed it was exceptional. After further examining it and asking around, we found out it was undercapitalized."

Said Jimmy Haggar: "It's going to be a match made in heaven. **Nautica** is a very smart marketing company with a flair for fashion. We're design and product driven and we'd love to learn about marketing from **Nautica.**"

Few companies in the golf sportswear business can match the marketing might of Hugo Boss.

Not long after Boss decided to enter the golf business about 18 months ago, it signed up PGA Tour star Phil Mickelson and rewarded him handsomely. Market reports peg the fee at $ 1 million per year, and while it may seem high, remember that Nike is paying Tiger Woods about $ 8 million a year.

Aside from developing product commensurate with its image, Boss also had to figure a way to leverage Mickelson's personality. To that end, Boss decided to accentuate the classic stylishness of its line by doing its national ads in black and white. It also hired noted photographer Jules Alexander to follow Mickelson on tour this year. Mickelson has reportedly lost weight and Alexander plans to publish a kind of coffee-table keepsake of black and white photographs that will subtlely and stylishly link Mickelson and Boss.

When scores of golf apparel companies chase a limited number of marketable athletes, endorsements can be bid through the roof. Every so often, a company shows restraint and says enough. Bobby Jones, the wildly successful Hickey-Freeman division that markets sportswear that is golf inspired, recently parted ways with golfer Ben Crenshaw.

"It came down to a matter of finances," said Jim Leddy, Bobby Jones V-P of sales and marketing. That likely wasn't an easy decision for the executives at Bobby Jones and Hickey-Freeman. In addition to being a two-time Masters champion, Crenshaw is something of a golf historian. All that made him a wonderful fit for a collection that dripped with the history and tradition of the game.

Nevertheless, it may come as refreshing news to retailers and consumers that the $ 130 to $ 150 retail price for a Bobby Jones knit is a function of product and not a staggering endorsement fee.

GRAPHIC: Photograph; Illustration

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PERSONALITIES PLUS DESIGNERS OFFER CHANCES TO EXPRESS YOURSELF Detroit Free Press February 10, 1998 Tuesday METRO FINAL EDITIONCorrection Appended

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February 10, 1998 Tuesday METRO FINAL EDITION
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SECTION: FEATURES; Pg. 1C

LENGTH: 1805 words

HEADLINE: PERSONALITIES PLUS DESIGNERS OFFER CHANCES TO EXPRESS YOURSELF

BYLINE: HOLLY HANSON Free Press Fashion Writer

DATELINE: NEW YORK

BODY:
The cut of a jacket or the color of a sweater can speak volumes about the man who wears it.

Some men prefer not to dwell on such details. Other men revel in them, taking advantage of every opportunity to express themselves -- even reinvent themselves -- through their clothing.

Thanks to New York's menswear designers, fall '98 will offer plenty of chances for self-expression. Of course, there are some definite trends. Clothes are becoming less structured. The colors are muted and rich, often worn in matching, tone-on-tone combinations. Fabrics are luxurious and full of texture, from cashmere and suede to corduroy and leather.

But though the designers may be using the same basic materials, they're putting them together in vastly different ways, from classic to elegant to arty. The bottom line? Fall menswear offers a little something for every man, especially the one who likes to change his look from time to time.

Here's a capsule view of New York's strongest fall options.

The chic urbanite

He may spend most days in an expensive dark suit, but that doesn't mean his clothes have to be boring. Calvin Klein, Donna Karan, Helmut Lang and Maurice Malone prove that.

Klein, always a minimalist, takes his signature simplicity to its outer reaches. Shirts and suits button with hidden plackets. Ties match shirts, in dark, muted colors. Pants have flat fronts or a single pleat, falling in one long line from waist to shoetops. There's even a sumptuous navy cashmere coat without buttons. At $3,000, it's meant for the man who steps outside only to walk from his chauffeur-driven car to his private plane. So who cares if his coat flaps briefly in the breeze?

Donna Karan, too, is aiming toward the simple look. Karan doesn't like neckties, and though she makes some beautiful ones, she prefers the look of a banded-collar shirt or a lightweight sweater under her squared-off jackets and wide-legged pants. As with Klein, Karan keeps buttons to a minimum, closing some sportcoats and outerwear with a single button at the collar. It's an edgy yet comfortable look.

For Austrian designer Helmut Lang, edge is everything. His signature look continues to be a slim-fitting black suit worn with a stark white shirt; this season, he upped the ante by doing the pieces in more expensive fabrics.

What was most interesting about Lang's well-edited, fast-paced show was the extravagant outerwear, clearly meant for winters at the South Pole. You'd never feel a chill in Lang's gray shearling parka, worn over cotton jeans, a flannel shirt and a silver nylon parka.

Former Detroiter Maurice Malone got his start with jeans and hip-hop togs, but suits are his business now. In a season where black, charcoal and navy are the dominant colors, Malone's livelier shades -- burgundy, French blue, pumpkin -- seem almost psychedelic. For example, a burgundy wool coat tops a dark brown one-button suit worn with a silver pique shirt and a burgundy tie.

For casual days, there is lots of leather, ranging from a ponyskin waist-length jacket to a brown leather fitted coat. Malone shows lots of promise.

The country gentleman

You know the look. It's suede jackets, corduroy pants, plaid shirts, tweed sportcoats. That look has been Ralph Lauren's signature for years, and nobody does it better.

Soft tweed suits in olive and rust team up with canvas hunting jackets or the tan leather steamer coat, which reverses to olive wool twill.

In his top-of-the-line Purple Label collection, Lauren continues the look with even more expensive fabrics. Try a casual suit made of a blend of cashmere and cotton corduroy, pairing it with a paisley shirt and matching necktie. Or slip into a natty suit tailored in olive suede, the ultimate outfit for a luxury weekend.

For the Perry Ellis label, designer Jerry Kwiatkowski treads much of the same ground, but with a younger outlook. His tweed suits with boxy jackets and wide-legged pants had great appeal.

The rugged individualist

This man may wear a suit, but he's most comfortable in casual clothes. Kenneth Cole and **Nautica** provide the best in those basics.

Long known as a shoe designer, Cole launched his first complete collection for fall, and it runs the gamut from denim jeans, leather jackets and nylon parkas to modern tailored clothes.

Cole's outerwear was especially strong. Silver metallic jackets looked cool over black turtlenecks and charcoal flat-front pants. Heather-gray zip-front cardigans were well-matched with gray cargo pants. Black denim jeans were a modern foil for black leather blazers.

Nautica designer David Chu tried for that edgy look as well. He led off with rugged sportswear, showing fitted wool pea coats, ribbed turtlenecks and denim jeans with navy watch caps that made the models look as if they had strolled in from the set of "On the Waterfront."

For go-to-work suits, Chu turned to rich, earthy shades such as olive and burgundy, tailoring them into a skinny shape that ought to be most appealing to **Nautica's** loyal Gen X customers.

Monochromatic dressing

Fly fronts and hidden buttons

NOTES: MENSWEAR FALL '98 NEW YORK
SIDEBAR ATTACHED; CORRECTION RAN February 11, 1998

CORRECTION-DATE: February 11, 1998

CORRECTION:
The photographs in the Tuesday The Way We Live story on men's fashions were taken by Maria Chandoha Valentino, special to the Free Press.

GRAPHIC: Photo MARIA CHANDOHA VALENTINO Special to the Free Press;
Cynthia Rowley
Hugo Boss
John Bartlett
Kenneth Cole
Sandy Dalal
Ralph Lauren
Richard Edwards
Tommy Hilfiger
Maurice Malone
Helmut Lang

LOAD-DATE: October 17, 2002

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THE NEW AMUSEMENT IN JACKSON TOWNSHIP The Record (Bergen County, NJ) February 12, 1998; THURSDAY; ALL EDITIONS

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The Record (Bergen County, NJ)

February 12, 1998; THURSDAY; ALL EDITIONS

SECTION: SPECIAL SECTION / LIFESTYLE; Pg. 001

LENGTH: 910 words

HEADLINE: THE NEW AMUSEMENT IN JACKSON TOWNSHIP

BYLINE: MONSY ALVARADO, Staff Writer

BODY:
Although bargain hunters can find the usual brand name merchandise at New Jersey's newest outlet shopping center, Six Flags Factory Outlets in Jackson Township also offers a few surprises.

"We have big stores and great selections,"said Bjorn Andersen, general manager for the outlets. "But we also have stores you may not find anywhere else in the state."

The new 50 store center, which opened in March and is located about two miles from the Six Flags Great Adventure theme park, is the home of the first Black & Decker outlet in New Jersey. The store offers a variety of merchandise ranging from dust busters to power drills. Drew Astalos, a manager for the store, said besides discounts, the outlet offers a number of services to its customers.

"We offer a 10 percent trade in,"said Astalos. "Customers can bring their old Black and Decker purchases and we'll give them a 10 percent discount on a new item."

Astalos said that the store also carries items that are available in other stores.

"This is the first year that they actually did that with the outlet store,"said Astalos."But brand new items are not discounted...

the prices are the same as in other stores."

Fans of The Harry and David catalog company, known for its gourmet foods, fruits and meats, will get a kick out of the Harry and David outlet at the center. The store, the second of its kind in the state, carries jams, spreads, cookies, boxed truffles, pretzels, party mixes, fruit cakes and cheese cakes at 20 to 35 percent off catalog prices.

Customers can also choose from an array of gift baskets or have one

specifically made containing their favorite treats.

The only Gund company owned outlet in New Jersey can also be found here. The store has numerous stuffed animals to choose from at 30 to 50 percent off retail stores. Among the finds are plushed bunnies, rabbits and teddy bears.

If you're not looking for stuffed animals, but are in search of something to please the youngster in your family head down to the KB Toy outlet. Children and their parents can choose from a variety of toys at big discounts. Among the finds are Barbie dolls priced at less than $ 5 while board games, like Chutes and Ladders, can be found for under $ 7.. If you are looking for work or play clothes, Six Flags offers more than a dozen stores to choose from.

For designer suits and apparel, there is the Donna Karan Company Store, Calvin Klein, Jones New York Factory Finale, Kasper A.S.L. and the J. Crew Factory Store.

For the more casual dresser, Dress Barn, The Gap Outlet, Bugle Boy, American Outpost, Timberland and the Big Dog Sportswear offer T-shirts, knit tops, flannels, sweaters and jeans.

Outerwear can be found at London Fog Factory Store, Radius Leather Outlet, Starter and **Nautica. Nautica** also features the area's first **Nautica** Boys outlet line.

Looking for children's clothes? Check out Carter's Childrenswear and OshKosh B'Gosh. And for pajamas and underwear, the Jockey Factory Store and L'eggs/Hanes/Ball/Playtex offers wide selections.

The center also has a number of shoe stores. Among them, is the Nine West & Co. Outlet and Liz Claiborne Shoes which offers female shoppers leather shoes and boots starting at 15 percent off. Male shoppers looking for shoes should head to Florsheim Factory Outlet which carries casual and formal footwear. For sneakers, male and female shoppers should head to Factory Brand Shoes or to Reebok.

Housewares and linens can be found at The Famous Brands Houswares Outlet, Continetal Products and at Westpoint Stevens Bed, Bath & Linens.

Pfaltzgraff, whose items are usually found at department stores including Macy's, carries dinnerware and cookware.

Musical buffs will enjoy browsing through Music For A Song.

Although not an outlet, discontinued albums as well as recently released ones can be found at the store, which is one of 35 found nationwide at outlet centers.

"There's an industry low price that we can sell our stuff for and that's what we sell our merchandise at," said Ken Hanks, assistant manager for the store.

Among the bargains found one recent weekend was the Titanic Movie Soundtrack which was priced at $ 13.97, about $ 5 cheaper than at most

music stores. Music For a Song can also be found in Secaucus.

Book readers should check out the Publishers Warehouse. The store carries a large selection of hard cover books and paperbacks for as low as 4 for $ 12. Former New York Times best sellers can also be purchased here.

When hunger hits, shoppers can go to the center's indoor food court. With about a half dozen merchants, the court offers sandwiches, burgers, french fries, pretzels, pizza, Chinese and Cajun food.

The center, which is owned and managed by New Plan Realty Trust of New York, plans on expanding later this year. Andersen said that 30 new stores will be added to the complex.

The centers hours are 10 a.m. to 9 p.m. Monday through Saturday and 10 a.m. to 6 p.m. Sunday. Winter hours from Jan. 26 to Feb. 26 are 10 a.m. to 7 p.m. Monday through Thursday; 10 a.m. to 9 p.m. Friday and Saturday; 10 a.m. to 6 p.m. Sunday. For information, call (732) 833-0680.

To get there, take the New Jersey Turnpike to exit 7A then take I-195 east to exit 16B. From the Garden State Parkway, take exit 98 to I-95 west to exit 16.

GRAPHIC: 2 COLOR PHOTOS 1 - Jackson Township has long been the setting for the amusements at Six Flags Great Adventure theme park.
2 - New on the block is the Six Flags Factory Outlets, offering a different diversion: shopping for bargains at the 50 center stores.
3,4 - Mention Six Flags and some people think of the thrill of a ride on a roller coaster.
5 - PHOTO - DANIELLE P. RICHARDS / STAFF PHOTOGRAPHER But to shopping fans, the thrill is in the bargains at the new Six Flags Factory Outlets.

LOAD-DATE: October 19, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
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Date/Time: Wednesday, June 21, 2006 - 5:07 PM EDT

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Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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Pacific Sunwear enters urban arena;RETAILING: The chain adds to its tactics, opening 15 street-style stores called d.e.m.o. Orange County Register (California) February 13, 1998 Friday

Copyright 1998 Orange County Register
Orange County Register (California)

February 13, 1998 Friday MORNING EDITION

SECTION: BUSINESS; Pg. C01

LENGTH: 329 words

HEADLINE: Pacific Sunwear enters urban arena;
RETAILING: The chain adds to its tactics, opening 15 street-style stores called d.e.m.o.

BYLINE: GREG HARDESTY, The Orange County Register

DATELINE: ANAHEIM, CA

BODY:
Turn down the surf tunes and crank up the rap music: Pacific Sunwear of California is venturing into the concrete jungle.

The chain that helped popularize California's laid-back surfer look in malls nationwide is going after the baggy, urban crowd with a chain of 15 new stores it plans to open by summer.

The stores, called d.e.m.o., will stock street clothes favored by hip-hop artists and professional athletes like Shaquille O'Neal _ and the mostly male teens who want to emulate them.

The name d.e.m.o. is meant to evoke "demolition," "demonstration" and "demo tapes," president Tim Harmon said.

Pacific, highly regarded as a solid performer in the fickle apparel business, hopes to tap the growing market for urban or cross-cultural apparel.

The industry is peppered with regional players like Seattle's Zumis and Reggae Wear of Miami, but no single chain is dominant, analysts said.

"The market is wide open to them," said Lee F. Backus, who follows Pacific Sunwear for Buckingham Research Group.

Apparel lines at d.e.m.o. will include Twism _ designed by O'Neal _ as well as Phat Farm, Ecko, Enyce and PNB. More traditional lines including Polo and **Nautica** also will be sold.

The d.e.m.o. stores, averaging 2,000 square feet, are set to open by mid-August in regional malls throughout the country, with

the closest in Riverside's Galleria at Tyler.

"We understand national retailing and the teen customer, and feel this is a great opportunity to expand our expertise," chairman Greg Weaver said.

There will be very little overlap between Pacific Sunwear and d.e.m.o., Weaver said. The new stores will appeal to a slightly older, more male clientele.

The 272-store Pacific Sunwear is on an expansion tear, with plans to open 60 stores this year and 75 in 1999. Sales in the recently ended fiscal year shot up 46 percent, to $ 227.1 million.

Thursday, Pacific's shares inched up less than 1 percent, to $ 29.13.

LOAD-DATE: February 15, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Wednesday, June 21, 2006 - 5:06 PM EDT

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Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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ORANGE COUNTY BRIEFLY; NEW LINK IN CHAIN Los Angeles Times February 13, 1998, Friday,

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Los Angeles Times

February 13, 1998, Friday, Orange County Edition

SECTION: Business; Part D; Page 7; Financial Desk

LENGTH: 162 words

HEADLINE: ORANGE COUNTY BRIEFLY;
NEW LINK IN CHAIN

BYLINE: (Russ Stanton)

DATELINE: ANAHEIM

BODY:
Pacific Sunwear of California Inc. said Thursday it will open a second chain of retail stores this year known as d.e.m.o., which will cater to the urban and multiethnic teen market.

Starting in April, the company will open 15 d.e.m.o. stores, including ones in Riverside and Bakersfield, by converting underperforming Pacific Sunwear stores, by renaming all of its Good Vibrations stores in Florida and by signing new leases.

The new chain will target 12- to 29-year-old males but won't have much overlap with the predominantly surf and skateboard apparel found in Pacific Sunwear stores. The stores will carry such labels as **Nautica,** Enyce, Ecko, Phat Farm and PNB.

The chain will account for 25% of the 60 stores Pacific Sunwear plans to open this year.

If the stores prove successful, about 20 of the 75 stores the company plans to open in 1999 will be d.e.m.o stores, Chairman Greg Weaver said Thursday. Pacific Sunwear has 272 stores in 37 states.

LOAD-DATE: February 28, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Wednesday, June 21, 2006 - 5:06 PM EDT

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Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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Resort with Parisian flair Courier Mail (Queensland, Australia) February 14, 1998, Saturday

Copyright 1998 Nationwide News Pty Limited
Courier Mail (Queensland, Australia)

February 14, 1998, Saturday

SECTION: ADVERT; Pg. 15

LENGTH: 244 words

HEADLINE: Resort with Parisian flair

SOURCE: QNP

BODY:
NOOSA, at the northern end of the Sunshine Coast, combines the charm of a seaside holiday village with the sophistication of an international destination.

The French Quarter Resort, opened in late 1995, is set among the stylish boutiques, art galleries and al fresco eateries of famous Hastings Street.

Despite its glamorous location, the resort is steps away from the protected shores and tranquil blue waters of Laguna Bay and Main Beach.

Two minutes away, the Noosa National Park offers picturesque coves and bays, as well as a network of walking trails that meander through its 447ha of unspoiled heathland and dramatic cliffs that meet the seascape.

Drawing heavily on the French colonial influence prevalent in many parts of the Pacific, the resort exudes the romantic imagery of a hotel on a European streetscape.

With its mixture of terracotta roof tiles, stucco walls, shutters, sun patterned slats and corrugated iron awnings, the resort has helped to create what some are calling the "Paris end" of Hastings Street.

The French Quarter Resort features 119 one and two-bedroom suites of an international standard.

Most suites overlook the resort's lagoon-style pools and spa, which are set amongst verdant tropical gardens.

An exclusive range of apparel, from resort wear to after-five styles, is sold through the resort's boutiques _ Maria Finlay's Splash, Malibu, D'Albo and **Nautica.**

L'Occitane offers an exquisite fragrance selection.

LOAD-DATE: March 1, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
View: Full

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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Watch Out! Fort Worth Star-Telegram (Texas) February 17, 1998, Tuesday

Copyright 1998 Star-Telegram Newspaper, Inc.
Fort Worth Star-Telegram (Texas)

February 17, 1998, Tuesday FINAL AM EDITION

SECTION: CLASS ACTS; Pg. 6

LENGTH: 371 words

HEADLINE: Watch Out!

BYLINE: Kelly DeGarmo, Star-Telegram Writer

BODY:
Telling time has never been so entertaining or affordable. Low prices allow young people to own a neat watch, or even a couple of watches to go with different outfits or reflect their moods.

"As more people own watches, they look for the right one to show a different side of their personality," said Lynn Ramsey, president of the Jewelry Information Center.

"And today, more than ever, as technology and design come to the forefront, watch manufacturers can satisfy consu mers' demand for a combination of form and function in all price ranges," she added.

Ramsey said the hottest style is the sport watch, from Nike, CK Calvin Klein, **Nautica** and others. Fossil's new sport watch, called FSL Cyclops XS ($ 58) comes in a range of exciting hues.

Many sports watches have night-light buttons, which illuminate the watch face with a bright light to offer readability in dark conditions. Light-up watches are really popular, said Marcie McGee, a Paschal High senior.

All-steel watches with silver or white dials are also showing up on the wrists of teens.

"I have a Fossil stainless steel watch. It was a Christmas present. I wanted a watch like this for a while instead of those plastic kind," said Allison Shannon, a Burleson High student. "It's casual but still dressy. The big thing at our school is Fossil. "

Quartz movements developed in the '70s to replace winding movements cost only about $ 2 each. So companies such as Timex, which produce and sell large volumes of watches, can offer low prices, said Susie Watson, marketing director for Timex.

Timex produces watches for Disney, Joe Boxer, **Nautica** and others.

Timex also makes its own kids' lines, such as Gizmoz, Digital Noise and Watchums ($ 12 and up). Swatch has a new kids' line called Flik Flak ($ 20).

When purchasing a watch, ask about the manufacturer's warranty and service agreements. Most watches contain quartz movements with replaceable batteries, Watson said.

Water-resistant watches, reliable to a depth of 30 meters, can be a plus for youths who spend time at pools or lakes during the summer.

- KELLY DEGARMO
Class Acts

PHOTO(S): Ron Jenkins; Jerel Harris; three photos

LOAD-DATE: February 18, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
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Date/Time: Wednesday, June 21, 2006 - 5:04 PM EDT

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Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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Travel light but dress well; Perfect pieces combine style and comfort Chicago Sun-Times February 18, 1998, WEDNESDAY, Late Sports Final Edition

Copyright 1998 Chicago Sun-Times, Inc.
Chicago Sun-Times

February 18, 1998, WEDNESDAY, Late Sports Final Edition

SECTION: FEATURES; Pg. 39

LENGTH: 552 words

HEADLINE: Travel light but dress well;
Perfect pieces combine style and comfort

SOURCE: JIM FROST; LEZLI BITTERMAN

BYLINE: BY LISA LENOIR

BODY:
Designer Cynthia Rowley takes the concept of traveling light seriously.

On a recent trip to Florida for a long weekend, she took the bare necessities.

In her rolling carry-on suitcase, she packed a T-shirt camisole, black tank dress, two cardigans (a black one and a silver dressy style), white T-shirt, sneakers, drawstring pants, platform sandals, a pareo and swimsuit.

Everything, she admits with a laugh, could easily fit into a handbag.

"Everyone teases me," says Rowley, a Barrington native. "They see me leaving for Italy or Japan with one suitcase. Even the flight attendants ask me if I only have one bag."

The thought of hauling a suit on her trips is out of the question. "There are so many other alternatives that are softer, more feminine, but they also look polished. You never wear all the stuff you bring."

But she's always equipped with her little cardigan. "You can throw it on a bare-shouldered dress, with pants or over a swimsuit even. It is a soft and easy piece to pack."

Like Rowley's cardigan, there are plenty of clothes in stores to make traveling effortless. Linen, cotton, lightweight wools, silk, suede and matte jersey are creating seasonless wrap tops, skirts, drawstring pants, jackets and vests. All can be layered in the winter and worn alone in the tropics.

"One of the real keys to this season is comfort, and it's reflected in a lot of the trends," says Ellen Horton, spokeswoman for the Dallas International Apparel Mart.

Movable matte jersey separates (tops, skirts, pants and dresses) continue to be the most popular for traveling, says Esther Chen, senior vice president/design director for Emanuel/Emanuel Ungaro and Liberte.

"The pieces are transitional. A matte jersey top can be worn under a suit or alone. It is versatile."

With a pair of shoes and dramatic jewelry, a matte jersey dress takes on a new personality, she says.

"Nothing has one face. There is the ability to wear for day or evening. That is investment clothing."

A crisp, white shirt is an early spring investment. The classic piece helps to create the stark white clothing combinations being shown, Horton says.

"The white ensemble is worn in multiple layers, often transparent or opaque. The key is mixing textured patterns such as varying intensities of white, ivory and cream in cottons, linens and sheer wool blends."

At the other end are the tropical greens, yellows, reds and blues, Horton says. "They are bright without being acidic bright." Even purple is pushing forward in shades of lilac, lavender, orchid and deep violet.

Sportswear influences continue to appear in men's and women's wear, she says. Look for golfing attire and anything with a drawstring, particularly pants.

Rowley says drawstring pants are a welcome relief after seasons of slim, flat-front, boyish pants. They can be worn with a fitted T-shirt, a bodysuit or a bikini top.

Whatever your tastes, there are styles to put you in the warm weather mood.

And remember this thought from Horton: "If you go into the store and see early spring clothes, it means there are six more weeks of winter."

Photos were shot on location at Beaches Resort, Negril, Jamaica. Models Nikki Delsasso, Eleanor Simon, Nathan Ogilvie and Angelo Adamo are from Elite Modeling Agency, 212 W. Superior, Suite 406.

GRAPHIC: Easy fabrics such as linen, suede, silk and tropical wool make traveling simpler. On Angelo: Calvin Klein lightweight suede jacket, $ 1,270, Giorgio Armani Le Collezioni cream-colored long sleeve cotton sweater, $ 175, and V-neck cable-knit vest, $ 145, and Rockport brown suede shoe, $ 89.95, from Marshall Field's, and **Nautica** cream linen pants, $ 78, from Carson Pirie Scott & Co. On Nikki: Emanuel/Emanuel Ungaro spun silk multistripe knit wrap top, $ 198, and ink stretch tropical wool skirt, $ 198, from Marshall Field's; Via Spiga chunky heel slide, $ 128.95, from Nordstrom. ABOVE: Air Jamaica's First Officer Nicholas Wiltshire welcomes Eleanor to Montego Bay. She is wearing Cynthia Rowley rayon ponte drawstring pants, $ 130, and fitted top with rhinestone bow at the hem, $ 60; Catherine Stein Design silver tone and blue beaded necklace, $ 15, and Carol for Eva Graham earrings, $ 12.50, Lord & Taylor; Sears straw hat, $ 14; and Target navy, brown and straw tote, $ 14.99. RIGHT: Sportswear influences bring to the forefront drawstring pants like this linen/rayon pair from DKNY Menswear, $ 150. They are worn with a linen/nylon crew neck sweater, $ 145. Similar styles are available at all major stores.

LOAD-DATE: February 18, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
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Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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POLICE BEAT;Duluth man accused of selling counterfeit designer clothing The Atlanta Journal and Constitution February 19, 1998, Thursday,

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The Atlanta Journal and Constitution

February 19, 1998, Thursday, ALL EDITIONS

SECTION: GWINNETT EXTRA; Pg. 09JJ

LENGTH: 632 words

SERIES: Home

HEADLINE: POLICE BEAT;
Duluth man accused of selling counterfeit designer clothing

BODY:
Police followed a Duluth man suspected of selling fake designer clothing and accessories and trailed him to a Pleasant Hill Road storage shed containing truckloads of the bogus merchandise.

Capt. Clarence Cox of the Griffin-Spalding Narcotics Task Force started tracking Song Soo Oh, 40, as part of a months-long investigation into fake designer clothes. He followed Oh to a Days Inn on Pleasant Hill, then called Gwinnett authorities to help with the bust.

Police found 552 counterfeit T-shirts --- including bogus Nike, **Nautica,** Fila and Tommy Hilfiger goods, worth as much as $ 25,000 --- in the back of Oh's van, Cox said. Oh led them to a nearby storage shed, which held more than 5,000 additional items, Cox said.

Oh was charged with selling forged or counterfeit trademarks and was held in Gwinnett on $ 5,000 bond. Meanwhile, investigators needed Oh's van, a pickup truck and several other vehicles just to haul the goods back to Griffin, where they were still sorting through the stuff, Cox said. Wife allegedly violates recent restraining order

Hours after she was handed a restraining order Tuesday to keep her away from the husband she allegedly threatened to disembowel the night before, a Lithonia woman showed up at the house, officials said.

Gwinnett police were called to the Esom Drive home of Thomas Ray and Dorothy Sharon Mitchell after an argument about their marriage. According to a police report, Thomas Mitchell said his wife grabbed a table knife and threatened to cut his guts out, slashing at his stomach and scratching his skin. But the officer said he suspected Mitchell, 45, caused the wound himself.

Still, Mitchell went down to the courthouse, where a magistrate issued a temporary restraining order against Dorothy Mitchell, 33. Within seven hours of receiving notice of the order, however, she made four threatening telephone calls to her husband and stopped by the house but fled when spotted, according to an arrest warrant. Norcross man robbed in church parking lot

A Norcross man was robbed at knifepoint by three men Monday night in a church parking lot, Norcross police said.

Jorge Mendoza, 36, said he was in the parking lot of Northside Wesleyan Church on Beaver Ruin Road

around 11 p.m. when five men pulled up in an older car, police said. One man held a knife to Mendoza's back while another grabbed his wallet and $ 320.

Police have no suspects. Fire causes evacuation of Maxwell High School

No students were present when a smoldering, smoky fire in a ventilation duct forced Gwinnett school officials to evacuate Maxwell High School on Wednesday morning.

The small fire began at 10:35 a.m. in the filtration system in the welding shop of the vocational and technical school, near Sugarloaf Parkway and Old Norcross Road, said school system spokeswoman Sloan Roach. Smoke filled the classroom and adjoining hallway, but the only damage was to the ventilation system, she said.

There were no students on campus at the time because it was between class sessions, Roach said. Maxwell High students are enrolled in neighborhood schools, then are bused to Maxwell for a part of the day for vocational classes. Exterminator confesses to restaurant burglary

An exterminator suspected in the burglary of a Norcross-area Mexican restaurant this month turned himself in to police last week, confessing to the crime, Gwinnett police said.

Management at Lupita's Mexican Restaurant on Beaver Ruin Road suspected Scott Frederick Lynch, 30, of Covington had stolen $ 6,912 from the safe Feb. 2, because the burglar had a key to the business and knew how to disable the burglar alarm. A person driving by the restaurant early that morning spotted a truck belonging to Lynch's exterminator company parked outside, police said.

LOAD-DATE: March 13, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
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NEW SHOP MAKES TERRIFIC SCENTS Orlando Sentinel (Florida) February 22, 1998 Sunday, VOLUSIA

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View Related Topics

February 22, 1998 Sunday, VOLUSIA

SECTION: VOLUSIA EXTRA; Pg. K3

LENGTH: 605 words

HEADLINE: NEW SHOP MAKES TERRIFIC SCENTS

BYLINE: By Holly Kurtz of The Sentinel Staff

DATELINE: DELAND

BODY:
Mary Wayne Wright knows what luck smells like. It's the scent of the Red perfume she thinks brings good fortune to Roseborough Travel Agency, the DeLand business she owns.

Wright used to buy three bottles of the perfume at the duty-free shops she visited while testing out travel spots. But when Scentimental Journey opened in October in the Temple of Time antiques mall in downtown DeLand, Red became as easy for Wright to buy as a lottery ticket. Not only is Scentimental Journey's Red just as cheap or cheaper than the Red sold at duty-free shops, but shop owner Anita LeBeau delivers it to Wright's office.

Though LeBeau also sells jewelry and purses, Scentimental Journey is west Volusia's only shop devoted mainly to women's perfume and men's cologne. Prices are generally less than at drugstores and department stores. They range from $6.85 for a quarter-ounce sample to $89 for 3.4 ounces of Angel by Thierry Mugler, an unusual, upscale perfume that smells like the hot chocolate and Christmas tree scratch-and-sniff patches in a children's book.

LeBeau special-orders discontinued and hard-to-find perfumes. She delivers to customers who live nearby and plans to put an after-hours emergency telephone number on her business cards, just for those last-minute gift buyers. If you're olfactory-challenged, she will help you choose a perfume or cologne by asking whether you prefer spicy, flowery or citrus-like scents. If she smells you in a crowd, she might ask you whether you are wearing Safari by Ralph Lauren or maybe Givenchy's Organza. She's usually right.

"I like smells," LeBeau said. "If someone's smoking in the back[of the Temple of Time), I can tell. I'll think they're smoking in here, I smell it so much."

LeBeau developed her nose for the business by working for 10 years selling perfume and spritzing samples on wrists at Florida malls. When she turned 30 last year, she decided it was time to do something new with her life. She quit her job at Parisian and poured her savings into buying perfume. She opened her shop in DeLand because she had been living there for two years with her 36-year-old husband, Matthew, a film crew worker who fell in love with the town while working there on a documentary.

Her husband's connection to films has won her one famous customer already. Julie Harris dropped by the

shop while filming The First of May in and around DeLand. Harris bought Lalique, a floral perfume, LeBeau said. The film crew also dropped by, buying bottles of Tommy, Calvin Klein and **Nautica** perfume and cologne favored by younger people.

Older people tend to like powdery, floral smells, LeBeau said. The middle-aged gravitate toward rich, spicy smells, she said. As for antiques lovers and artists, they come to the shop for Chapeau Bleu, a perfume that comes in a bottle that resembles one of Picasso's masterpieces. LeBeau said she sold out of that perfume during DeLand's fall festival. The perfume became a collector's item after it was pulled from stores after only months on the market because Picasso's estate objected.

And LeBeau?

She doesn't wear perfume to work, but she and her husband have more than 70 bottles of perfume and cologne at home. LeBeau's favorites include Fendi, Opium, Polo Sport, Vivid and A.V.

Smelling good, she says, is not a luxury. It's a necessity.

Wright agrees. She keeps three bottles of Red on hand at all times; one for travel, one for back-up and one that's always open.

"If I say I'm going to break the habit, I'm going to be strong, then that day is not a good one," she said. "I guess I don't feel I can be comfortable without it."

GRAPHIC: PHOTO: Nose for business. Anita LeBeau uses her scent sensitivity to help DeLand residents and visitors smell good.
BARBARA V. PEREZ/THE ORLANDO SENTINEL

COLUMN: DeLand

LOAD-DATE: February 22, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
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Cloud Cover The New York Times February 22, 1998, Sunday, Late Edition - Final

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The New York Times

February 22, 1998, Sunday, Late Edition - Final

SECTION: Section 6; Page 50; Column 1; Magazine Desk

LENGTH: 8 words

HEADLINE: Cloud Cover

BODY:
On the horizon for spring: the short raincoat

GRAPHIC: Photos: Beige rubberized-cotton raincoat, $275, by Emile Lafaurie. At Sean, 132 Thompson Street.; Olive green wool-blend hooded parka, $1,670, by Giorgio Armani. At Giorgio Armani, 760 Madison Avenue.; Oyster-colored cotton-blend trench coat, $575, from Boss Hugo Boss. At Boss Hugo Boss shops, Short Hills, N.J. and Washington. Pants from Boss Hugo Boss. Shoes by Kenneth Cole.; Cognac-colored raincoat, $225, from Newport Harbor. At selected Nordstrom stores. Shirt, tie and pants from Boss Hugo Boss. Shoes by Kenneth Cole.; Cigar-brown polyester microfiber raincoat, $200, from London Fog. For stores, call (800) 331-0128. Sweater from Banana Republic. Pants by Giorgio Armani. Shoes from To Boot New York Adam Derrick.; Khaki-colored cotton-twill trench coat, $365, from **Nautica** by David Chu. At select Lord & Taylor stores. Shirt and tie from Boss Hugo Boss. (Photographs by Dominique Isermann)

LOAD-DATE: February 22, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
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Retailing & Marketing Fort Worth Star-Telegram (Texas) February 23, 1998, Monday

Copyright 1998 Star-Telegram Newspaper, Inc.
Fort Worth Star-Telegram (Texas)

February 23, 1998, Monday FINAL AM EDITION

SECTION: TARRANT BUSINESS; Pg. 12, Retailing & Marketing

LENGTH: 797 words

HEADLINE: Retailing & Marketing

BYLINE: Kathryn Hopper;WORTH WREN JR.;Sandra Baker, Star-Telegram Writer

BODY:

Athletic Attic's North East Mall site is chain's 10th

HURST - Southwest Attic, the Arlington-based company that operates nine Athletic Attic footwear and apparel stores throughout North Texas, is opening its first superstore at North East Mall.

The 9,900-square-foot location is scheduled to open April 1 in a space formerly occupied by Oshman's. In addition to carrying footwear by Nike, Reebok, Converse and Mia, the store will carry apparel by Tommy Hilfiger, Columbia, **Nautica** and others.

The store will offer a close-out section with discounts of up to 80 percent.

The North East Mall location will be the chain's 10th store, with the 11th location opening in Sherman's Midway Mall on June 1.
- Kathryn Hopper

Me-N-Ed's pizza headed for Southlake, Colleyville

New pizza restaurants are scheduled to open in Southlake and Colleyville in March, as the Me-N-Ed's Pizza Parlor chain adds its eighth and ninth Metroplex locations.

Others are being planned for Tarrant County, including a possible southwest Fort Worth site, and about 10 new Metroplex locations are in the works, said John Ferdinandi, president and chief executive of Pizza World Supreme, Me-N-Ed's Dallas-based operating company.

Dallas-based Basic Capital Management is the parent company.

Ferdinandi said the casual neighborhood-oriented restaurant chain offers dine-in, take-out and delivery services for its custom-made, gourmetlike pizzas baked in brick ovens. The 2,400- to

2,800-square-foot facilities seat 50 to 60.

Me-N-Ed's was founded in 1958 in Fresno, Calif., and 52 of its 59 company-owned restaurants and all six franchised locations are still in Southern California, he said.

The chain's Tarrant County debut was in Arlington in August; its Metroplex debut was in February 1997 in Carrollton. Other locations are in Irving, Valley Ranch, McKinney, Plano and Richardson.

- Worth Wren Jr.

La Madeleine to open Cooper, Sundance stores

The La Madeleine French Bakery & Cafe in south Arlington is scheduled to open next month at 4201 S. Cooper St., and the chain's new Sundance Square restaurant in Fort Worth is scheduled for a May opening.

The two will be the Dallas-based chain's fourth and fifth in Tarrant County and among the 10 new locations planned for openings by midyear. Two more restaurants are to open by year's end, one in Vista Ridge of Lewisville and one in Richardson.

A new format geared primarily for take-out service, La Madeleine Cuisine, has an April opening planned for Preston Center in Dallas.

The company said take-out accounts for about 30 percent of the chain's current sales.

La Madeleine's existing Tarrant sites are on Texas 114 in Grapevine, Camp Bowie Boulevard in Fort Worth and North Collins Street in Arlington. Other new locations are being developed in Houston, New Orleans, Atlanta and Washington, D.C.
- Worth Wren Jr.

Rothermel sells floral business to Norwoods

FORT WORTH - After more than 30 years serving the Fort Worth community, Charles and Betty Rothermel have sold Rothermel Flowers & Gifts to Jim and Palma Norwood.

The Rothermels built their business near the hospital district by providing flower arrangements, plants and speciality gifts for weddings, holidays and other special occasions.

Jim Norwood, president of the Fort Worth Brahmas hockey team, has retained Charles Rothermel as a consultant to assist in the transition.

The business brokerage firm of Kasper & Creager Associates of Fort Worth facilitated the sale.

- Kathryn Hopper

Walgreen's opens stores on Belknap, U.S. 80

FORT WORTH - Walgreen's has opened two new Fort Worth stores at 3809 E. Belknap St. and 8600 U.S. 80 West.

Both Fort Worth stores will be open 24 hours a day and have drive-through pharmacies.

The stores are the Deerfield, Ill.-based chain's newest design, which includes waiting rooms next to the pharmacies, softer colors and a free standing "cosmetics bar. " The stores carry medications, cosmetics, greeting cards and groceries and offer photo developing.

Walgreen's operates 2,403 stores in 34 states and Puerto Rico.

- Kathryn Hopper

Advertising Club seeks Silver Medal nominees

FORT WORTH - The Advertising Club of Fort Worth is accepting nominations through Friday for the 1998 Silver Medal Award.

The award was established in 1959 to recognize men and women who have made outstanding contributions to advertising and who have been active in furthering industry standards, creative excellence and responsibility in areas of social concern.

The award will be presented March 18 at a ceremony at Ridglea Country Club in Fort Worth.

For more information, call Pat Beckham at Eller Media Co. in Arlington at 640-4550.

- Sandra Baker

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MUSIC ROYALTY, ADVERTISERS TURN UP 'SOURCE'S' VOLUME: JANN WENNER IS AMONG HOT MUSIC TITLE'S BIGGEST FANS Advertising Age February 23, 1998

Copyright 1998 Crain Communications Inc.
Advertising Age

February 23, 1998

SECTION: Special Report; Pg. S10

LENGTH: 1105 words

HEADLINE: MUSIC ROYALTY, ADVERTISERS TURN UP 'SOURCE'S' VOLUME: JANN WENNER IS AMONG HOT MUSIC TITLE'S BIGGEST FANS

BYLINE: Kathryn Drury

BODY:
When the source marked its 100th edition in December, it threw a little party to celebrate -- for 1,600 people.

The room was filled with the kind of music royalty the monthly magazine regularly celebrates: Fab Five Freddy, Jeru the Damaja and Def Jam leader Russell Simmons. When founder and publisher David Mays rose to the podium, he spoke with Queen Latifah by his side. It was a moment that demonstrated just how far The Source has come.

It was all astounding; after all, this magazine was but a two-page college newsletter in 1988. In just 10 years, The Source has become a major player in the music category, benefiting first from its precognition of the emerging hip-hop culture, then by becoming a dominant voice of the movement.

VITAL YEAR

Last year was vital for The Source, which inked deals with new advertisers Visa USA, DKNY, Gillette Co. and **Nautica.** Two noteworthy recent additions that signal The Source's vaulting into the mainstream are schedules from Gillette's Right Guard and the National Fluid Milk Processor Promotion Board.

Capell's Circulation Report named the title to its annual list of best circulation performers, noting that the book had 50% total circulation growth in the first half of 1997. According to Capell's, the magazine's rate base is four times what it was in 1994, with ad pages up 32% last year to 1,076.22.

ABC reports the title's circulation for the year at 370,691, up 21%, with subscriptions up 45,304, a gain of 22.7% and single copy sales up 20.7% to 325,387.

While The Source didn't launch with the help of any major publishing company, its grass-roots growth has proved it to be a scrappy contender. And more and more advertisers are seeing hip-hop as a legitimate cultural force.

"There has been an increasing trend that fashion and culture cross over from music into the society at large," says Mickey Marks, senior VP at Creative Media. "Hip-hop in particular has been a rich source."

OVERALL AWAKENING

Mr. Mays contends "there is an overall awakening amongst corporate America about the hip-hop generation; that it's a different market from Generation X. It's a multicultural group that advertisers are realizing is reachable and important."

Mr. Mays acknowledges 1997 was a breakthrough year on the advertising front. He says the beverage category was especially lucrative for the magazine, with ad dollars coming from Coca-Cola Co.'s Sprite and Pepsi-Cola Co.'s Mountain Dew. "We also broke through with the grooming category." Associate Publisher Peter Ferraro says he sees future ad opportunities in the candy, videogame and auto categories.

MARKETING TOUR

One of The Source's most substantial promotions in 1997, the "All-City Hip Hop Tour," is set for a sophomore season; it will start in March. Title sponsor Mountain Dew has expanded its involvement, allowing the magazine to add two vans to its current fleet. The eight vans will go to concerts and retail locations, providing sampling and product distribution. Last year, 13 markets were targeted. This year, 34 markets will be covered before the program ends in October.

Mountain Dew's "commitment is huge," says Mr. Ferraro. "It's a seven-figure program for them, coinciding with a big schedule in the magazine." Pioneer Electronics, producers of car stereos, is also on board for a second season, and videogame company Fox Interactive has joined as a new participant.

FashionNation, another promotion from 1997, will be resurrected this spring. The details for the in-store and on-campus events are still being worked out.

MUSIC CATEGORY FRAGMENTS

Roberta Garfinkel, senior VP-director of print media at McCann-Erickson Worldwide, says the music publication field has split into "almost a bunch of subcategories. Rolling Stone is like the blanket magazine. It's the Bible of the industry. Then there's a lot of niche publications."

This proliferation of niche publications, Ms. Garfinkel explains, makes targeting a specific demographic relatively easy. She classifies The Source's position as "young and urban."

While The Source competes with Vibe/Spin Ventures, smaller hip-hop titles such as Stress, On The Go and ego trip aren't yet providing much of a challenge. However, one new entrant to the category, XXL, a 500,000-circulation quarterly launched last August by Guitar World parent Harris Publishing, may be large enough to eventually give The Source more serious competition.

FLIRTS WITH SELLING

While rumors circulated after Mr. Mays met with Rolling Stone founder Jann Wenner last year, nothing came of the talks. Mr. Mays has said The Source does not need a major investment partner, which may be true; but it also may be that Mr. Mays is simply not ready to part with his baby.

When asked if a possible deal is dead, Mr. Mays responds, "The Wenner thing isn't completely out of the picture -- but there's nothing happening right now either."

The title is believed to have had revenues of about $15 million last year, and profits of close to $4 million. Mr. Mays has been said to have valued the title at $60 million, a price that would be 15 times the earnings of the single title. That is not outrageous given that the magazine is booming.

While Mr. Wenner refused to comment on any conversations he may have had with Mr. Mays, he is enthusiastic about the upstart title.

"The Source is really well done. Every page is just breathing with life and energy, commitment and passion

about the music. It's the thing most like Rolling Stone to come along yet, the title closest to the story of Rolling Stone," says Mr. Wenner.

Mr. Wenner says Mr. Mays is a dedicated loyal believing fan covering the music. "What drives it is David; it's really his show," says Mr. Wenner.

EYE ON THE FUTURE

One project that will keep Mr. Mays and his staff busy in the new year is The Source Sports. While sales figures aren't yet complete from fall 1997's basketball preview issue, Mr. Ferraro says the numbers were consistent with newsstand sales for The Source.

Mr. Mays plans to publish The Source Sports in May, August and November, making his company one more player trying to get in on the sports title category. ESPN launches its title in March.

"These issues will be all different sports, not just a preview of one kind of sport," explains Mr. Mays. He says circulation will be about 300,000-plus.

Mr. Mays is also in negotiations with several networks to bring a hip-hop awards show to TV, which would be scheduled for fall broadcast. A weekly, two-hour syndicated radio show will launch in the middle of the year.

GRAPHIC: Sweet sound: Promotions linked to particular niches are powering 'The Source's' David Mays, Peter Ferraro, Jeff Jones and Selwyn Seyfu Hinds.

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BON CHAIRMAN IRA PICKELL LEAVES FOR HUDSON'S BAY POST The Seattle Times February 24, 1998, Tuesday

Copyright 1998 The Seattle Times Company
The Seattle Times

February 24, 1998, Tuesday Final Edition

SECTION: BUSINESS; Pg. F5

LENGTH: 368 words

HEADLINE: BON CHAIRMAN IRA PICKELL LEAVES FOR HUDSON'S BAY POST

BYLINE: LEE MORIWAKI; SEATTLE TIMES BUSINESS REPORTER

BODY:
Ira Pickell, who is leaving the chairmanship of the Bon Marche to head Hudson's Bay Company's Bay division in Toronto, leaves behind a track record of higher sales and a much-publicized footnote in local retailing history.

During his tenure, The 42-store Bon, a division of Federated Department Stores, recorded sales of more than $ 923 million in 1997, up 3.5 percent from 1996. The Bon, with stores in Washington, Oregon, Idaho, Montana and Wyoming, does not report profit separately from Federated, although last year Pickell said The Bon's profit was in "double digits."

Pickell became caught up in controversy last year after his wife, Gina, was charged in Bellevue District Court with simple assault for spraying three anti-fur demonstrators with water from her garden hose on Dec. 16, 1996.

The case ended in a mistrial in March after a jury deadlocked. Gina Pickell contended the protesters were on the family's Bellevue property and would not leave. The demonstrators, protesting The Bon's sale of fur-trimmed clothing, said they were on a public sidewalk.

As president of the Bay, Ira Pickell will oversee merchandising and operations of the 100-store division.

Daniel Edelman, 49, who has been The Bon's president since last February, will succeed Pickell as chairman, effective Sunday.

Last year, Pickell said The Bon turned its fortunes around after jettisoning such low-profit departments as home electronics and playing up megabrands such as **Nautica** and Ralph Lauren, as well as Federated's private labels.

Pickell was named Bon chairman and chief executive on Feb. 19, 1997. He succeeded Thomas Harville. Pickell had served as Bon president from May 1994.

Edelman was vice chairman of finance and operations for Macy's West for six years before being named Bon president in February 1997. He started his career as an assistant accounting manager in 1976 with Macy's in New York.

Succeeding Edelman as The Bon's president will be Timothy Adams, 44, executive vice president and

general merchandise manager for the Macy's West division in San Francisco.

Lee Moriwaki's phone message number is 206-464-2320. His e-mail address is: lmor-new@seatimes.com

GRAPHIC: PHOTO; IRA PICKELL

LOAD-DATE: February 25, 1998

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BIG NAMES MOVE IN St. Louis Post-Dispatch (Missouri) February 28, 1998, Saturday, FIVE STAR LIFT EDITION

Copyright 1998 St. Louis Post-Dispatch, Inc.
St. Louis Post-Dispatch (Missouri)

February 28, 1998, Saturday, FIVE STAR LIFT EDITION

SECTION: LIFESTYLE, Pg. 28

LENGTH: 542 words

HEADLINE: BIG NAMES MOVE IN

BYLINE: Barbara Hertenstein; Post-Dispatch Home Editor

BODY:

IT'S A name game.

Ralph was one of the first. Alex and Calvin soon joined in. Now Bill Blass, David Chu and others have joined Lauren, Julian and Klein.

Fashion designers, it seems, just can't resist the urge to put their name on more than just clothing. Perhaps it's the quest for permanence (not to mention dollars). A sofa or even a bedspread is going to be around longer than this spring's capri pants.

Designers come through all the time wondering what they can put their mark on, said a furniture spokesperson at one of the larger companies in High Point, N.C., where the furniture market shows its wares twice a year.

The furniture industry likes the idea. They often go looking for a designer name and face to connect with their company.

Nautica, for instance, probably rings a bell with more consumers than the name Lexington, even though the company is a giant in the industry. While you might expect the **Nautica** collection to be sporty, Lexington has chosen to focus on the adventurous side of sailing, creating a West Indies and clubby British look.

If not a fashion designer, a celebrity will do. Lexington's Arnold Palmer collection is one of their most popular in years. Lea Industries pegged sailor Dennis Conner for the Coronado Island Stars & Striped collection.

If not a person, then a brand. The Eddie Bauer collection made a big splash at Lane; the cozy, homey and practical look of the furniture is familiar and comfortable.

Some designers are more involved than others. Julian seems to love every step of the process.

He designs his own fabrics (which is how he made his name in fashion), pokes around in the furniture factories and welcomes buyers at the Universal Co. showrooms in High Point as if he's hosting a party.

Pennsylvania House used Blass' own furniture as a starting point for his collection. Lauren's furniture, like his clothing, is all about image. St. Louisian Mary Engelbreit is designing rugs, lampshades and other accessories for several companies.

Klein is slipping into housewares slowly, with china, linens, bedding and accessories. (His ads show a mattress dressed in CK sheets smack on the floor; perhaps his miniamalist look doesn't allow for furniture at all.)

Celebrity interior designers are also into the name game.

Mark Hampton designs for Hickory Chair. California's Barbara Barry made a big splash at Baker. Sandra Nunnerley of New Zealand designs understated furniture for Lane.

Lillian August's designs for Drexel have a richness that traditional customers love.

This spring, John Widdicomb Co. marks the 10th anniversary of its partnership with New York designer Mario Buatta. They have translated his classic English style into beautifully executed upholstered and case piece.

More recently, Widdicomb has formed a partnership with Jacques Grange, the suave and sophisticated French designer known for his eclectic style and panache.

"I want elegance in a room," Grange said at a reception last fall to showcase his new pieces for Widdicomb. "I love to mix things. I don't like too many things matching.

"It's like matching your bag and shoes,' he said, wrinkling up his nose. "When you match furniture periods, it's just too boring."

GRAPHIC: PHOTO, (1) Color Photo by Barbara Hertenstein / POST-DISPATCH - French designer Jacques Grange poses among some of the furniture he designed for John Widdicomb, including a chair inspired by 20th-century French designer D'Armand Albert Rateau.
(2) Color Photo by Barbara Hertenstein / POST-DISPATCH - Mario Buatta settles down in a John Widdicomb Co. showroom among furniture pieces that he helped design (available through Patton and Pepper).
(3) Color Photo by Barbara Hertenstein/Post-Dispatch - Designer Lillian A ugust ugust runs her business with the help of her three sons, including Micheal Weiss (pictured), who also designs furniture (available through Plunkett's).
(4) Photo - David Chu, president of **Nautica,** is a partner with Lexington Furniture Co. Their new **Nautica** collection focuses on the adventurous side of sailing, creating a West Indies and British look (available through Carol House).
(5) Color Photo by Barbara Hertenstein/Post-Dispatch - Alexander Julian uses some of his popular color combinations in the furniture he designs or Universal (available through Famous-Barr, Dillard's, Plunkett's and Rhodes).

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TRUST ME... Crain's Detroit Business March 02, 1998

Copyright 1998 Crain Communications, Inc.
Crain's Detroit Business

March 02, 1998

SECTION: Etc.; Pg. E-13

LENGTH: 150 words

HEADLINE: TRUST ME...

BODY:
Modeling? Me? Yeah, right. I finally got religion about exercise three years ago, so now you actually can tell I have shoulders. My beer gut is also noticeably smaller.

But I'm still basically just your average lump, with a face that's made for radio.

Having written the accompanying column, the powers here suggested I try these things on for size.

As far as this loyal employee is concerned, no sacrifice is too great for the greater good of Crain's. Besides, it sounded like more fun than actual work. So I called a few stores, provided my sizes, told 'em to send me some of the wilder colors and made an appointment with a photographer.

I think the stores may have been scared; some of the stuff I received was fairly sedate.

But some of the other stuff - well, you be the judge: Would you spill the beans in an interview to that man in the screaming orange leather jacket?

GRAPHIC: Above: Pumpkin lambskin bomber by Marc Buchanan/Pelle Pelle, $695. Pants: Navy chinos from **Nautica**, 100 percent cotton, $49. Shirt: Navy short-sleeve cotton-rayon oxford shirt accented with white, tangerine, pistachio and lemon plaid, $74. All from 4MEN, Tel-Twelve Mall, Southfield.

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Nautica sets sail in kiddy-wear market Copyright 1998 CHINA NEWS March 6, 1998

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March 6, 1998

SECTION: News

LENGTH: 403 words

HEADLINE: Nautica sets sail in kiddy-wear market

BODY:
New York-based fashion entrepreneur David Chu -- founder, CEO and head designer of the US$ 1 billion-**Nautica** empire -- has entered Taiwan's NT$ 20 billion (US$ 625 million) children's wear market.

"The market potential is simply great," the Taiwan-born designer said in an interview at his plush 25th floor suite yesterday. "The success of our men's wear line in Taiwan has been phenomenal. We are confident our children's wear will be equally successful."

Chu has linked up with the Les Enphants Group -- Taiwan's largest children's clothing and toy retailer --and the American Classic Sportswear Inc in launching **Nautica's** children's wear.

At least 25 **Nautica** stores have opened its doors in major department stores islandwide.

"By the end of the year, we hope to open 40 stores," American Classic Sportswear Inc President Ricky Wong said. "In three years' time, we expect to be in at least 80 locations."

Nautica also plans to enter the women's wear and home furnishings markets next year.

Chu, 44, broke into the New York fashion scene in 1983. It was such a big hit that his friends pushed him to establish **Nautica** in the same year. He was only 28.

In 1984, the company was acquired by State-O-Maine Inc, a public apparel company, which changed its name to **Nautica** Enterprises Inc in July 1993.

Chu, who immigrated to the US when he was 13, marked his entry into the Taiwan market in October 1994 with a fashion show featuring nine of the island's top industrial leaders modeling **Nautica** sportswear.

The entrepreneur said he still sees Asia as one of **Nautica's** fastest growing markets despite the slump in the retail sector brought about by the financial crisis. Apart from Taipei, **Nautica** has a presence in Hong Kong, Bangkok, Seoul and Tokyo.

"Asia is getting back on its feet," he said. "And **Nautica** is here for the long-term." He added that the brand appeals to a specific market segment which has not been severely affected by the financial turmoil.

The company, in fact, would also be entering Singapore and Malaysia, he said.

Nautica has more than 1,300 in-store shops at department stores and specialty shops in the US and has more than 80 free-standing retail stores outside the country.

Wall Street expects the company's 1997 revenue to hit more than US$ 950 million, or up by 25 percent compared with the previous year.

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Clothes that make the man ;Fall menswear will provide plenty of means for self-expression The Houston Chronicle March 12, 1998, Thursday

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The Houston Chronicle

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March 12, 1998, Thursday 2 STAR EDITION

SECTION: FASHION; Pg. 14

LENGTH: 1191 words

HEADLINE: Clothes that make the man ;
Fall menswear will provide plenty of means for self-expression

SOURCE: Knight Ridder Newspapers

BYLINE: HOLLY HANSON

DATELINE: NEW YORK

BODY:
NEW YORK - The cut of a jacket or the color of a sweater can speak volumes about the man who wears it.

Some men prefer not to dwell on such details. Other men revel in them, taking advantage of every opportunity to express themselves - even reinvent themselves - through their clothing.

Thanks to New York's menswear designers, fall '98 will offer plenty of chances for self-expression. Of course, there are some definite trends. Clothes are less structured. Colors are muted and rich, often worn in matching, tone-on-tone combinations. Fabrics are luxurious and full of texture, from cashmere and suede to corduroy and leather.

But though the designers may be using the same basic materials, they're putting them together in vastly different ways, from classic to elegant to arty. The bottom line? Fall menswear offers a little something for every man, especially the one who likes to change his look from time to time.

Here's a capsule view of New York's strongest fall options:

The chic urbanite

He may spend most days in an expensive dark suit, but that doesn't mean his clothes have to be boring. Calvin Klein, Donna Karan, Helmut Lang and Maurice Malone prove that.

Klein, always a minimalist, takes his signature simplicity to its outer reaches. Shirts and suits button with hidden plackets. Ties match shirts, in dark, muted colors. Pants have flat fronts or a single pleat.

Donna Karan, too, is aiming toward the simple look. Karan doesn't like neckties, and though she makes some beautiful ones, she prefers the look of a banded-collar shirt or a lightweight sweater under her squared-off jackets and wide-legged pants.

For Austrian designer Helmut Lang, edge is everything. His signature look continues to be a slim-fitting black suit worn with a stark white shirt; this season, he upped the ante by doing the pieces in more expensive fabrics.

Maurice Malone got his start with jeans and hip-hop togs, but suits are his business now. In a season where black, charcoal and navy are the dominant colors, Malone's livelier shades - burgundy, French blue, pumpkin - seem almost psychedelic. For example, a burgundy wool coat tops a dark brown one-button suit worn with a silver pique shirt and a burgundy tie.

The country gentleman

You know the look. It's suede jackets, corduroy pants, plaid shirts, tweed sportcoats. That look has been Ralph Lauren's signature for years, and nobody does it better.

Soft tweed suits in olive and rust team up with canvas hunting jackets or the tan leather steamer coat, which reverses to olive wool twill.

In his top-of-the-line Purple Label collection, Lauren continues the look with even more expensive fabrics. Try a casual suit made of a blend of cashmere and cotton corduroy, pairing it with a paisley shirt and matching necktie. Or slip into a natty suit tailored in olive suede, the ultimate outfit for a luxury weekend.

For the Perry Ellis label, designer Jerry Kwiatkowski treads much of the same ground, but with a younger outlook. His tweed suits with boxy jackets and wide-legged pants had great appeal.

The rugged individualist

This man may wear a suit, but he's most comfortable in casual clothes. Kenneth Cole and **Nautica** provide the best in those basics.

Long known as a shoe designer, Cole launched his first complete collection for fall, and it runs the gamut from denim jeans, leather jackets and nylon parkas to tailored clothes.

Cole's outerwear was especially strong. Silver metallic jackets looked cool over black turtlenecks and charcoal flat-front pants. Heather-gray zip-front cardigans were well-matched with gray cargo pants.

Nautica designer David Chu tried for that edgy look as well. He led off with rugged sportswear, showing fitted wool pea coats, ribbed turtlenecks and denim jeans with navy watch caps that made the models look as if they had strolled in from the set of On the Waterfront.

The military man

There's something awfully appealing about a man in uniform, and John Bartlett summed it up brilliantly in a spectacular collection.

He was inspired by a pivotal scene in The Deerhunter, in which a group of Vietnam-bound men go for one last hunt in the tuxedos they've worn to a friend's wedding. The result: a mix of classic military shapes with luxury fabrics, fine tailoring and delicious wit.

Who but Bartlett could bring out a skinny mohair sweater with a target on the back? Yet he also showed beautifully tailored stretch wool suits in olive, charcoal and midnight blue.

Tom of Finland, a new fashion company, took a military approach as well.

Where Bartlett is elegant, Tom of Finland is raunchy. What else can you say about a collection that includes lederhosen and jodhpurs (worn without shirts) and a tight fake leather T-shirt that unzips from armpit to

armpit, exposing the nipples? Even so, there's something resolutely cheerful about Tom's skimpy jeans, mesh T-shirts and tight Norfolk jackets.

The new bohemian

There are times when a man wants to show off his artistic side. Thanks to Cynthia Rowley, Sandy Dalal, Gene Meyer and the design team of Richard Edwards, he can.

Rowley, who was debuting her menswear line, explained in her program notes that she likes men to look "rugged and romantic." Her collection captured the romance part just fine, with hand-painted shirts, fuzzy mohair sweaters and washable wool suits in soft pink. But it was a little tough to spot the rugged aspects.

To explain the major themes of his collection, newcomer Sandy Dalal distributed a poem titled "Ugly Beauty," which speaks to the virtues of imperfection. Dalal stressed that point in a vibrant collection that included such outfits as a tan tattersall coat, brown pants with orange pinstripes and a cranberry striped shirt.

But Dalal can be rakish without the loud plaids, too. He offered up natty suits in charcoal gray with gold pinstripes. He paired a paisley sportcoat and matching shirt with narrow leather pants. This collection was a winner.

Gene Meyer, known as a master of beautiful colors, chose to tone things down. Instead of signature colors such as sky blue, tangerine and lime, he used charcoal, putty and dark brown, often mixed in somber combinations.

The design team of Richard Edwards, best known for its youthful cut and skinny silhouette, is loosening up only marginally as menswear moves away from the fitted shapes of the past two years.

Still, designers Richard Bengsston and Edward Pavlick seem to be taking a more elegant view. Their workday suits hit every trend, with pinstripes, monochromatic shirt-and-tie combos and lightweight sweaters under wool suits. They accented their neutral colors with burgundy, the hot color of the moment.

The rock star

If your wardrobe is sadly lacking in fake-fur pants and iridescent shirts, give Tommy Hilfiger a ring.

Best known for logo-covered sportswear, Hilfiger desperately wants to be taken seriously as a designer. Yet the skimpy, loudly plaid suits that led off the show seemed way off the mark. And his stretch-denim suits, cashmere sweaters and button-down checked shirts with matching ascots seemed geared to groovy seventh-graders.

GRAPHIC: Photo: Pendleton Woolen Mills' country gentleman look includes a wool two-button checked sport coat with a nylon/polyester vest, cotton denim shirt and cotton corduroy trousers (color); John Aquino/ DNR

LOAD-DATE: March 14, 1998

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New stores slated for mall;BUSINESS BRIEFS The Boston Globe March 14, 1998, Saturday, City Edition

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The Boston Globe

March 14, 1998, Saturday, City Edition

SECTION: ECONOMY; Pg. F1

LENGTH: 109 words

HEADLINE: New stores slated for mall;
BUSINESS BRIEFS

BYLINE: By Chris Reidy, Globe Staff

BODY:
Construction has begun on new stores in Wrentham Village Premium Outlets, an upscale outlet mall that opened last fall. The latest phase of the mall's opening, which should occur over the next few months, is expected to include such stores as J. Peterman, Sony, **Nautica,** Rockport, Liz Claiborne, TSE, and Fossil. In its first few months of operation late last year, Wrentham Village saw the opening of roughly 60 stores, including Calvin Klein, Mikasa, Gap Outlet, and Bose. Ultimately, the mall could be home to as many as 150 stores. Wrentham Village is operated by Chelsea CGA Realty Inc., a New Jersey-based real estate investment trust.

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Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
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Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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Nautica International range now available in Malaysia New Straits Times (Malaysia) March 19, 1998

Copyright 1998 New Straits Times Press (Malaysia) Berhad
New Straits Times (Malaysia)

March 19, 1998

SECTION: Business; Pg. 24

LENGTH: 296 words

HEADLINE: **Nautica** International range now available in Malaysia

BYLINE: By Stephanie Rajendram

BODY:
NAUTICA International, an American label for men made its debut in Malaysia last Sunday following 14 years of success in the United States.

Rights to market the **Nautica** Footwear, Sports and Competition line have been given to the Royal Sporting House Group who will also market the brand name in Singapore and Indonesia.

Present at the launch, held at Sunway Pyramid, Selangor was founder and president of the Sungai Way Group, Tan Sri Dr Jeffrey Cheah, Royal Sporting House group chairman J.S. Gill and chief executive officer and founder of **Nautica** International, David Chu.

Founded in 1983 by Chu, the men's sportswear collection **Nautica** Sports expanded to include **Nautica** Competition, as well as a collection for women and children.

The range also includes the "**Nautica** Lifestyle Products" line which is made up of home furnishings, accessories and fragrances. Today, **Nautica** has over 24 licensed product categories.

Chu in his speech said building the **Nautica** brand throughout the world continues to be part of **Nautica's** growth strategy.

"Bringing **Nautica** to Malaysia is one step in that direction. We believe there is tremendous growth potential in the global market as the demand for US lifestyle products escalates."

He said RSH was given the rights to market the **Nautica** Footwear, Sports and Competition line because of "their experience and knowledge of the market-place".

The **Nautica** Footwear, Sports and Competition line are found in RSH outlets in countries where the group represents **Nautica** International.

RSH's retail stores in Malaysia include Sports Station, Golf Club, The

Athlete's Foot, Why Pay More and Pro Shop.

Currently there are 88 **Nautica** freestanding stores and 180 **Nautica** in-store shops worldwide.

GRAPHIC: Picture - Licensed products ... Chu (right) showing Cheah a range of the sports jackets displayed at Studio T in Sunway Pyramid.

LOAD-DATE: April 7, 1999

Source: News & Business > Combined Sources > News, All (English, Full Text)
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LEISURE CLASS The New York Times March 22, 1998, Sunday, Late Edition - Final

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View Related Topics

March 22, 1998, Sunday, Late Edition - Final

SECTION: Section 6; Part 2; Page 55; Column 1; Men's Fashions of The Times Magazine

LENGTH: 390 words

HEADLINE: LEISURE CLASS

BYLINE: By Robert E. Bryan

BODY:
Relaxed. Playful. Carefree. As winter's rigors thaw, spring allows a certain unwinding that men's wear designers have taken to the limit this season. Suits with sandals? Drawstring pants? Sheer shirts? If some -- or all -- of the above are not for you, take heart. There is a strong alternative in the form of casual resort wear inspired by the sporty looks of Palm Beach and Miami in their glory days. Defined by a truly sophisticated sense of style, these jaunty classics are neither extreme nor boring, but are simply one of the best looks for spring and summer weekends, or even for weekdays at the office, where standards for men's style have relaxed considerably in recent years.

Most striking is the shape of spring, with moderately close-fitting tops moving fluidly into fuller trousers. Comfort is key with resort styles, and these do not disappoint, with meshy weaves ventilating sport shirts, and lighter-weight fabrics used all around. Fitted V-neck sweaters take their cue from tennis, while offbeat sleeveless crew-neck styles look particularly fresh.

In keeping with the classic mood, blue and white are color favorites, but other options like chartreuse, rust, burgundy, black and chestnut are both unexpected and handsome. All work well with cream, the ultimate spring neutral and our color of choice for pants.

Crisply stated traditional patterns create some necessary chaos in this serene sea of solids. Stripes make their mark on T-shirts and polos, the newest with tailored self-collars. Argyle and Fair Isle variations enliven sweaters, while windowpanes are perfect for a rakish sport jacket with patch pockets. On the bottom, solid pants meet their match in striped and checked styles that are just right for the golf course.

To evoke the exotic origins and devil-may-care mood of our classic sportswear, we show it in Coral Gables, Fla., a planned resort and living community built in the 1920's. At its heart is the majestic Mediterranean Revival-style Biltmore Hotel and, nearby, the festive Venetian Pool, which makes marvelous use of a former rock quarry. For added glamor and a little fun and games, we include Carmen, a woman whose sophistication and natural style have sustained her modeling career for more than 50 years.

Styles, like springtimes, come and go, but only the classics endure.

GRAPHIC: Photos: poolside pranks- LEFT: Cotton sweater, $85, and cotton pants, $62. Both from **Nautica** by David Chu. At Bloomingdale's. Pants at Lord & Taylor, selected stores. Sandals by Christopher Totman.CENTER: Cotton tank top, $45, from Perry Ellis. At Lord & Taylor, New York City. Swim trunks of

polyester and Lycra, $80, by Robin Piccone. At Bloomingdale's, Boca Raton, Fla., and Miami. RIGHT: Sweater of linen and silk, $325. At Ermenegildo Zegna, 743 Fifth Avenue. Cotton and Lycra shorts, $225, by Christopher Totman. For stores, call (212) 334-7434. Sandals by John Bartlett; sea breezes- OPPOSITE PAGE, LEFT: Open-neck cotton sweater, $198, from Polo by Ralph Lauren, and pleated linen pants, $250, from Ralph Lauren Purple Label. At Polo Ralph Lauren, 867 Madison Avenue. Saks Fifth Avenue, New York City. Sandals from Donna Karan Collection. RIGHT: Cotton and acrylic sweater, $150, from Hugo Hugo Boss. At Atrium, 644 Broadway. Hugo Shop, Los Angeles. Pleated linen pants, $60. At The Gant Store, 645 Fifth Avenue. Sandals from Dockers. Woman's top and pants by Isaac Mizrahi. At Saks Fifth Avenue. Robe from Chanel. At Chanel Boutique, 15 East 57th Street. Shoes from Kenneth Cole Reaction. Sunglasses from Oliver Peoples; solar stripes- THIS PAGE: Cotton turtleneck sweater, $270, from D & G Dolce & Gabbana. At D & G New York Boutique, 434 West Broadway. Watch from Movado; v is for versatile- THIS PAGE: V-neck cotton sweater vest, $232, and cotton mesh shirt, $205, by John Bartlett. Both at Untitled, 26 West Eighth Street. Eyeglasses by Cutler and Gross at Gruen Optika, NYC; slice of life- OPPOSITE PAGE, LEFT: Three-button linen blazer, $295, cotton sweater vest, $64, and linen golf shirt, $85, by Tommy Hilfiger. For blazer, call (800) 327-4466. Vest at Lord & Taylor, selected stores. For golf shirt, call (800) 811-5088. Pleated linen pants, $175, from Mondo di Marco. Mondo Collections, Miami. Cotton pocket square from Thomas Pink. CENTER: Three-button linen sport jacket, $785. At Holland & Holland, 50 East 57th Street. Cashmere and silk sweater, $595. At Sulka nationwide. Pleated cotton and viscose pants by Barry Bricken. RIGHT: Silk and wool sport jacket, $850, by Ermenegildo Zegna. At Barneys New York, to order. Bergdorf Goodman Men, to order. Cotton sweater, $315. At Tse, 827 Madison Avenue. Cotton shirt, $230. At Paul Smith, 108 Fifth Avenue. Woman's outfit by Vera Wang. Scarf by Mark Snider. Both at Barneys New York;sun and games- THIS PAGE, LEFT: Cotton polo shirt, $36. At Banana Republic nationwide. Wide-leg linen pants, $225, from New Republic. At New Republic Clothier, 93 Spring Street. Cotton T-shirt by Calvin Klein. Sandals from Rockport. Belt from Torino. Watch from Coach. RIGHT: Cotton and cashmere sweater vest, $170, and linen pants, $220. At Yves Saint Laurent Rive Gauche Boutique, 855 Madison Avenue. Linen shirt, $220, from PS Paul Smith. At Paul Smith, 108 Fifth Avenue. Shoes by Tommy Hilfiger. Watch by Kenneth Cole. Woman's turtleneck sweater from Banana Republic. Linen pants from Krizia. Sandals from Cole-Haan; among fronds- OPPOSITE PAGE: Three-button silk blazer, $2,100, from Brioni. At Neiman Marcus. Viscose-blend shirt, $140, from PS Paul Smith. At Paul Smith, 108 Fifth Avenue. Linen pants from Mondo di Marco; making a splash- THIS PAGE: Cotton sweater, $165, and pleated linen pants, $298, from Polo by Ralph Lauren. At Macy's, Herald Square. Polo Ralph Lauren, 867 Madison Avenue. Sunglasses from Ray-Ban by Bausch & Lomb. Woman's top and pants by Giorgio Armani. Both at Saks Fifth Avenue. Sunglasses from Oliver Peoples. Hat from Chanel; party time- OPPOSITE PAGE, LEFT: Three-button linen and silk sport jacket, $1,965, and linen shirt, $530. At Hermes nationwide. Cotton vest, $42. At Banana Republic nationwide. Linen-blend pants, $180. At Mondo Collections, Garden City, N.Y., and Short Hills, N.J. CENTER: Three-button linen sport jacket, $295, by Tommy Hilfiger. For stores, call (800) 327-4466. Cotton-blend sweater, $320, by Dries Van Noten. At Blake, Chicago. Cotton T-shirt by Calvin Klein. Cotton and linen pants by Tommy Hilfiger. RIGHT: Silk blazer, $2,100, from Brioni. At Neiman Marcus. Cotton shirt, $58, by Kenneth Cole. At Bloomingdale's, selected stores. Linen T-shirt from Tse. Pleated linen pants from Mondo di Marco. Cotton pocket square from Thomas Pink. Woman's top and pants by Vera Wang. Scarf by Mark Snider. All at Barneys New York.(Photographs by Hanspeter Schneider)

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Outlet malls closing in Johnson Creek Factory Shoppes to open in May Milwaukee Journal Sentinel (Wisconsin) March 22, 1998 Sunday

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Milwaukee Journal Sentinel (Wisconsin)

March 22, 1998 Sunday All

SECTION: Business Pg. 1

LENGTH: 785 words

HEADLINE: Outlet malls closing in
Johnson Creek Factory Shoppes to open in May

BYLINE: DORIS HAJEWSKI

SOURCE: Journal Sentinel staff

BODY:
Shopaholics beware! By May, it will be hard to leave Milwaukee without driving by an outlet mall.

The state's newest outlet center, Johnson Creek Factory Shoppes, on Interstate 94 and Highway 26, is to have grand opening ceremonies on Memorial Day weekend. Some of the 44 stores in the first phase of the project will open earlier in the month.

But the new mall won't compete with the other outlet centers in the state because of the distance between them, mall owners say. The other centers are the Factory Outlet Center and Lakeside Marketplace on Interstate 94 in Kenosha and the Oshkosh Outlet Center on Highway 41 in Oshkosh.

All of the malls are at traditional outlet center sites: on major highways away from major cities. The placement provides easy access for shoppers but keeps the manufacturers' shops away from their retail customers, who don't like competition from their suppliers.

The Johnson Creek mall, located about halfway between Milwaukee and Madison, is expected to draw most of its customers from Madison and the western suburbs of Milwaukee, said developer Jim Morse, one of the owners of JMJ Properties Inc. in Muskegon, Mich. Vacationers on their way to Wisconsin Dells also could account for a lot of business in Johnson Creek, Morse said.

Retail tenants in the new mall will include Pfaltzgraff, Prestige Fragrance & Cosmetics, Rue 21, Samsonite, Springmaid Wamsutta, Tommy Hilfiger, Totes/Sunglass World, Van Heusen, Westport Ltd., Dress Barn, London Fog, Ultra Jewelry, Big Dog Sportswear, Claire's, Corning Revere, Eddie Bauer, Fila, G.H. Bass, Gap Outlet, Haggar Clothing Co., Kitchen Collection, Leggs Hanes Ball Playtex, **Nautica,** Olga/Warners and Paper Factory.

Morse said JMJ plans to start construction on the second phase of the Johnson Creek mall in June, with completion set for October. Another 100,000-foot addition is scheduled for 1999, he said.

Meanwhile, the new owners of the Kenosha Outlet Mall plan to start construction in June on the first major renovation of the mall since it was built in 1982.

The update is to include an exterior and interior face-lift and a new digital sign on I-94. New signs on the I-94 side of the building will identify 50 tenants, and the parking lot will get new lighting, according to mall manager John Matheson.

"We looked outdated," Matheson said, adding that the tired old facade was making it increasingly difficult to attract new tenants. Occupancy is at 90% now, less than it has been in the past but not bad when compared with national averages, Matheson said.

Outlet malls owned by the nation's four largest real estate investment trusts have occupancy rates of 90% to 95%, according to Linda Humphers, editor of Value Retail News, an industry publication owned by the International Council of Shopping Centers.

Insignia Retail Group, which manages the Kenosha Outlet Mall, has wanted to do the renovation for several years but the owner didn't want to put the money into the property. Insignia attempted to buy the mall last fall after Balcor, American Express' real estate division, announced it was selling off its real estate holdings. The Kenosha mall ended up being sold in January to Clearview Investments of Dallas.

The Kenosha Outlet Mall's no-frills cement block construction is typical of the style of the country's outlet malls built in the early '80s.

"The idea was to show shoppers they're getting a good value," Matheson said. "A lot of retailers would literally sell out of cardboard boxes."

Now shoppers are demanding the same low prices but want the amenities of traditional malls, he said.

The Kenosha Outlet Mall, one of the first of its kind in the country, operated without competition until 1989, when Horizon Group Inc. opened Lakeside Marketplace on the east side of I-94.

Gurnee Mills, billed as the nation's largest outlet mall, opened in 1991 in Gurnee, Ill. Industry experts now classify Gurnee as a value mall rather than an outlet because its tenant mix includes off-price and traditional retailers, restaurants and movie theaters.

Matheson said the Kenosha Outlet Mall experienced its highest sales the year after Lakeside opened. He said the two co-exist comfortably now because the tenant mix is complementary. Lakeside offers more upscale apparel manufacturers, including Liz Claiborne, Brooks Brothers, Benetton, Polo/Ralph Lauren, Timberland, J. Crew, Dana Buchman, Jones New York, Harve Benard and Kasper.

The Kenosha Outlet Mall has Casio, Sony, Carters, Regal and LaCrosse Footwear.

There are 329 outlet centers in the United States, with total sales estimated at $11.68 billion in 1996, according to Value Retail News.

GRAPHIC: Photo color
GARY PORTER
STAFF PHOTOGRAPHER

The state's newest outlet shopping center, the Johnson Creek Factory Shoppes on Interstate 94 and Highway 26, is scheduled to have a grand opening ceremony on Memorial Day weekend. The center's first phase includes more than 40 stores, and more are planned.

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DALLAS MART TO RUN SEPARATE MEN'S, WESTERN SHOWS IN '99; Brief Article Daily News Record March 25, 1998

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March 25, 1998

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LENGTH: 403 words

HEADLINE: DALLAS MART TO RUN SEPARATE MEN'S, WESTERN SHOWS IN '99; Brief Article

BYLINE: Vargo, Julie

BODY:
WESTERN EVENTS TO BE IN MARCH AND SEPTEMBER, MEN'S IN FEBRUARY AND AUGUST

DALLAS -- Buyers attending the Men's & Boys' Apparel Market and International Western Apparel & Tack Market at the International Menswear Mart came to Dallas focused on fall goods.

"Attendance was up slightly compared to last March," said Megan Phillips, vice-president of marketing for the Dallas Market Center. "Traffic was steady all weekend and showrooms reported paper was left."

The shows, part of the Mega Market, ran March 20-23 and combined the shows with the Dallas women's, children's and accessories events. In 1999, however, the Market dates will change, pulling the men's and Western shows out of the Mega Market concept and into a schedule more attuned to their needs.

"We have set the market dates for our shows though the year 2005," said Phillips. "The Western manufacturers told us they wanted two strong shows a year, so we will hold those in March and September, beginning in 1999. The men's and boys' show will break away from Mega Market and will combine with our Better Men's Show, [which launched this past February]. They will be held in February and August. We are continuing to meet with more exhibitors to set strategies going forward." The DMC will release the complete list of market dates within the month.

Men's specialty stores shopping this market honed in on the bold brights and casual appeal of fall goods. Mark Tyrone, manager of Saint Vincent Gift Shop in Little Rock, Ark., liked the looks of **Nautica** clothing. "The more tailored styles look good," he told DNR. "I am not seeing a lot that is new or real different, which is good because it makes it easier for us to buy. We want to get away from the more trendy looks we've been seeing in the past."

Men's wear buyer Steve Thompson hit the market in search of relaxed business gear for Talbots, a 50-year-old, family-operated department store in Magnolia, Ark. "Our clothing business has slipped slightly and I'm here to pick out some better business/casual," he said.

"The bright colors look real good," said Katie Graham, who was shopping for The Loft, a Western wear and tack store in Red Bluff, Calif. The bold brights also caught the attention of Jim Gautreau of Cal's Western Store in Lafayette, La. "The brighter colors are more in demand by our customer," said the retailer who was buying fall and looking for "deals."

IAC-CREATE-DATE: April 1, 1998

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THE BRIGHTEST STYLES AT THE RIGHTEST PRICES Richmond Times Dispatch (Virginia) March 27, 1998, Friday,

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Richmond Times Dispatch (Virginia)

March 27, 1998, Friday, CITY EDITION

SECTION: INSYNC, Pg. E-6

LENGTH: 1201 words

HEADLINE: THE BRIGHTEST STYLES AT THE RIGHTEST PRICES

BYLINE: KRISTIN CORONADO; Times-Dispatch Youth Correspondent; Kristin Coronado is a junior at Manchester High School

BODY:
It's that time of year again, when the bees buzz, the birds chirp and the cash registers ring. Spring is the season of sunshine and fresh air, but it is also the season of new fashion styles.

With the arrival of spring styles, teens need to address a few questions. What's hot? What's not? What are the "in" colors this season? Will last year's trendy clothes still be stylin' or are they now triflin'? And most importantly ... will being fashionable cost a fortune?

From companies such as 20 and Below to Dellas, there is a wide variety of styles and prices this spring for teens. At times it can be overwhelming for teens to decide what to wear.

To help you maneuver through the fashion obstacle course, we've researched three price ranges: $ 20 and less, $ 20 to $ 50, and $ 50 and above.

$ 20 and less

When it comes to buying stylish clothes for under $ 20, Rave, 20 and Below, and A&N are where it's at. Their clothes are affordable, and they also sell some of the same styles as more expensive stores.

With a price range from $ 5.99 to $ 18.99, Rave and 20 and Below have a wide variety.

"This spring we will be selling denier tops (little rayon tops with buttons), sheer tops and bottoms, little sweater vests, and lots and lots of tank tops in solids, stripes, rayon and cotton," said Tammy Provo, the Rave manager at Cloverleaf Mall.

20 and Below, which buys most of its clothes from New York and California, has similar styles and prices.

One of the major trends that 20 and Below is supporting is the decline of the straight-leg and the rise of boot-leg jeans.

"Lately, I've noticed that the straight-leg jeans have not been selling," said Sy Walk, 20 and Below president. "However, denim continues to sell in the boot-leg and the wide-leg jeans."

Another style that is being promoted by 20 and Below is stretch clothing. Lycra is being used in pants to

create stretch bottoms, and there are lycra-cotton mixes in T-shirts and tank tops.

Anna Hanger, a Manchester High School sophomore, shops at 20 and Below. "I like it because the prices are cheap and the clothes are nice most of the time."

Not to be overlooked is A&N, whose merchandise is more athletically inclined. Among those items most popular for men and women are athletic brands (such as Nike, Adidas, Reebok), clothes with bright and vibrant colors, and the traditional T-shirt and sweat shirt.

$ 20 to $ 50

Ribbon-knit sweaters, scoop-neck cardigans, matte jerseys, floral prints, tank tops, khakis, metro tees and lacy camisoles are some of the clothing selections that will be offered to teen-age girls in a price range from $ 20 to $ 50.

Stores such as Express, The Gap, Aeropostale and American Eagle are all promoting a simple but chic look. Basic outfits consist of khaki pants and dark denim jeans and tops. A tailored style will be introduced using twill (usually used in menswear) in pants and jackets to provide a more classic look.

Traditional spring styles will not be overlooked. Cute skirts and rayon dresses will have soft-toned floral patterns. And, of course, tank tops will remain popular in all shapes, sizes and colors.

And what colors will hit the top of the popularity charts?

Many stores will endorse basic colors. Red, navy, cream and green will dominate colors on the fashion scene, but outrageously named colors such as life-jacket orange and slicker yellow will also be prevalent in this spring's clothes. Not to be forgotten, neutral earth tones will also be featured.

In comparison to women's clothing, men's styles have changed drastically over the last year.

"The wide-leg jeans are going away and the jumbo style is definitely fading," said Mitchell Byrd, assistant manager of the American Eagle store at Virginia Center Commons. "I see more guys with a relaxed and casual look. They wear their shirts untucked, or a basic T-shirt with an oxford, and cargo pants."

With the hip-hop style dwindling, it appears more guys have conformed to a preppier and cleaner look. According to The Gap, American Eagle, Structure, Aeropostale and Britches, more and more guys are buying cargo pants and shorts, twill pants, denim attire, cotton sweaters, graphic T-shirts and especially polos.

"Polo shirts are going to be our main focus this season," said Karen Geer, assistant manager of Britches at Chesterfield Towne Center. This is also true for other menswear stores, in which the polo shirt will probably be one of the hottest-selling items.

The colors that will primarily be used in menswear this spring are similar to women's colors: navy, green, blue, red, cream, orange and yellow.

$ 50 and above

For teen-agers who are willing to pay the extra $ 20 to $ 50 for an article of clothing, there is a different type of supplier: the designer.

Tommy Hilfiger, Dellas, Donna Karan, Banana Republic, **Nautica,** Ralph Lauren, Guess? and Calvin Klein are just some of the designer brand names that teens are willing to spend their cash on. True, they may not be able to buy as many clothes because of the more expensive prices, but some teens feel it is worth it.

"Price is not an object when fashion is at stake," said Manchester junior Matthew Campbell. "Aside from

your face, what you're wearing is the first thing people see."

Are first impressions the only reason why spending the extra Jackson or Grant is worth it?

Not necessarily, according to Dana McLane, a Richmond Christian School junior. "I buy designer clothes because they are of better quality."

Designer clothes will feature basically the same shades as stores such as American Eagle and Express. For women, the colors will be navy, red, white, yellow and earthen tones with the addition of baby blues, pastel green and cappuccino. The colors that will be featured for guys are navy, burgundy, yellow, green and orange.

When it comes to style, designer clothing does not vary that much from the typical mall store. The major difference between designer and other clothes is that designers use a greater variety of materials.

Breaking away from the basics of cotton and polyester, designer clothes will be featuring new blends and fabrics. One of the newer materials picked up by companies such as Calvin Klein, Guess? and **Nautica** is a cotton-like fabric called Tencel.

Tencel, made from the wood pulp of trees, is a fabric made to "relax" the body. According to the Industrial Health Promotion Association, Tencel increases the brain's theta waves (which bring the body into deep relaxation). Whether this information is accurate is for the consumer to determine, but it is something to ponder!

Another new fabric created by David Chu of **Nautica** is called Nautex. Geared toward a beach-styled group of clothing (called Wakeboard), Nautex is used in men's pants and jackets. Not only is this material comfortable to wear, it is also great for getting wet because it is waterproof.

So when you go on a shopping spree this spring, remember one thing: Affordable clothes and fashionable clothes are not two different things. Regardless of how much money is spent, it's the person who determines style, not the amount of cash that's in those pockets.

GRAPHIC: PHOTO

LOAD-DATE: March 27, 1998

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Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
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BUTTONS GET IN THE WAY;T-SHIRTS TO JERSEYS: WHERE CASUAL FRIDAYS MEET WEEKENDWEAR
Chicago Tribune March 29, 1998 Sunday, CHICAGOLAND FINAL EDITION

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Chicago Tribune

March 29, 1998 Sunday, CHICAGOLAND FINAL EDITION

SECTION: MAGAZINE; Pg. 22; ZONE: C; FASHION/MENSWEAR.

LENGTH: 185 words

HEADLINE: BUTTONS GET IN THE WAY;
T-SHIRTS TO JERSEYS: WHERE CASUAL FRIDAYS MEET WEEKENDWEAR

BYLINE: Lisbeth Levine.

BODY:
They may spring from T-shirts, but these new jerseys have little in common with their Hanes counterparts. For spring, a soft knit can link together casual elements, turning a leather jacket and slim pants into a powerfully sleek combination.

The freshest knits are finished with a crewneck or a shallow V, and sleeves tend to be nonexistent or short enough to show off well-toned biceps. In terms of quality, what separates these shirts from the three-pack variety is their finer weave. Sometimes the fibers are so fine that they border on transparent, but Nicole Farhi neatly sidestepped the sheer issue by layering see-through sweaters over contrasting T-shirts.

Soft colors are often woven with cream to create a heathered effect. For a stronger statement, Wilke-Rodriguez, Nicole Farhi and Donna Karan stroked their knits with gradations of color, whether in subtle, smoky shades of gray or in bold brights.

Minimalist in their simplicity, the uncluttered lines of these knits--no buttons, plackets or collars--make them a cleaner, more contemporary alternative to their buttoned-up brethren.

GRAPHIC: PHOTOS 7PHOTO (color): Richard Edwards: Mock turtleneck's tone matches a zippered jacket.; PHOTO (color): Nicole Farhi: Loungewear dresses up--sweater, drawstring pants, jacket.; PHOTO (color): Helmut Lang: White undershirt evokes Marlon Brando and James Dean.; PHOTO (color): **Nautica:** Pale blue cotton tank adds carefree feel to a tattersall suit.; PHOTO (color): Wilke-Rodriguez: V-necked gradated sweater vest adds sparks to chinos.; PHOTO (color): Donna Karan: Drapey rayon T-shirt complements a gravel-colored suit. Runway photographs by Maria Chandoha Valentino.; PHOTO (color): T-shirt at Sulka; 5-pocket wool jeans at Jil Sander. Photograph by Peter Rosenbaum.; Styling: Ann Moorehouse, Elite Chicago; Model: Steve Diehl, Elite Chicago; Hair/makeup: Cammy Kelly, Elite Chicago

LOAD-DATE: March 29, 1998

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Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
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CLASSIC IS BACK; COLORS ARE BRIGHT Wisconsin State Journal (Madison, WI) March 29, 1998, Sunday,

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Wisconsin State Journal (Madison, WI)

March 29, 1998, Sunday, ALL EDITIONS

SECTION: Special Section: Spring Fashion, Pg. 2

LENGTH: 273 words

HEADLINE: CLASSIC IS BACK; COLORS ARE BRIGHT

BYLINE: Suzanne Trantow Wisconsin State Journal

BODY:
It's back to basics for children ages 5 through 12 this spring. The look is fresh and feminine for girls and classic for boys.

Bike shorts and fitted pants of pastel colors and floral prints will be popular for girls, said Renee West, owner of Wild Child.

"Fitted pants or shorts work well under dresses for active girls," she said.

For boys, a "clean look" will emerge this spring in clothes by popular designers such as **Nautica** and Tommy Hilfiger. Khaki, navy, red and blue will dominate the clothing, said Karren Brennan, owner of Alphabet Soup.

West said her favorite items this season for young boys are T-shirts with impressionist drawings of trucks and construction vehicles.

"They are extremely popular with parents as well as children," she said. "Graphics such as trucks, skateboards, frogs and lizards will also be big for boys in T-shirts and coordinating pants and shorts."

For families on a budget, Brennan suggests a few valuable items.

"A nice sweater for boys is important," she said. "And a nice dress for girls because it always gets passed down."

Children should not be without sun hats this season, West said. They are popular with parents concerned about their children's safety in the sun, and come in bright patterned colors with coordinating sunglasses.

Besides the traditional colors this season, tie dye for both boys and girls in bright rainbow colors will also be fashionable, West said. Brennan agrees the colors this season are versatile, but not as gaudy as in the past.

"The neon is gone and citrus is in," she said. "But it's not those awful neon colors."

GRAPHIC: Photos courtesy of Wild Child

TKS Basics for boys includes a cotton polo and khaki shorts, and for girls a cotton top and floral-printed

leggings, all from Sears.

Wrap-around design T-shirts are one of the more popular children's styles in Madison.

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Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
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Consumers Move Beyond Sneakers Tulsa World (Oklahoma) March 29, 1998

Copyright 1998 The Tulsa World
Tulsa World (Oklahoma)

March 29, 1998

LENGTH: 484 words

HEADLINE: Consumers Move Beyond Sneakers

BYLINE: Stacey Tiedge

SOURCE: The Wilmington News Journal

BODY:
The latest reports from the sneaker war's front lines have the behemoth Nike running for cover, laying off 1,600 workers and blaming its 69 percent drop in profits in part on a dwindling interest in its formerly ubiquitous athletic shoes.

If we're no longer interested in wearing the "Swoosh," what are we wearing?

Peter T. Mangione, president of the Footwear Distributors and Retailers of America, says it appears that we're growing more enamored of outdoor shoes like hiking boots and growing smarter about Nike competitors who have learned to offer a comparable product for a little bit less.

"One thing that's crystal clear is footwear is a fashion item and athletic shoes represent an athletic statement," Mangione says.

"A high school student could say I've been wearing athletic shoes since I can remember. Why not try something else? There's a fashion evolution going on here."

As Nike makes forays into the outdoor shoe business, the company finds itself up against competitors like Timberland and Sebago who have far more knowledge about what the outdoor consumer desires, Mangione says.

Also taking a bite out of Nike are the fashion houses.

Clothing designers Donna Karan, Tommy Hilfiger and **Nautica** are offering their own versions of fashionable athletic shoes that carry the cache of a designer name.

"The core customer for Nike is probably 12- to 25-year-olds," says Mangione.

"As the core customer gets older, they stick with Nike for some time. But to capture the imagination of the teen-age market you have to have styling."

It's a lesson he says Nike competitors like Adidas, which has 6 percent of the athletic shoe market, and Reebok, which has 16 percent of the market, also have learned.

David Holmes, head manager of Save on Sneaks in the College Square Shopping Center in Newark, Del., says he's noticed Adidas gaining on Nike.

"Adidas running shoes are very hot," he says of a trend he noticed last year.

He says Nike is holding its own in the basketball and cross training categories, but he says Adidas is outselling Nike in the running shoes.

"Everyone got sick of Nike," says Holmes, who added that consumers are growing smarter about their shoe purchases.

"The whole athletic shoe industry is slowing a bit," he says. "A couple of years ago, people were buying new athletic shoes every three months. Now they're spending their money on other things like computers and activities with their kids."

He says while the highest price Nike shoe can run $ 180, the top-of-the-line Adidas is only $ 85.

"Once you go over $ 100, you're only paying for the name."

But Mangione cautions that while the whims of fashion have hurt Nike, the company is not down for the count.

"I'm not sure the heyday is gone for the athletic shoe market," he says.

"Nike dominates the market and they will again in '98. They haven't been replaced."

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Practical matters; Menswear turns to the tried & true with a twist Chicago Sun-Times March 29, 1998, SUNDAY, Late Sports Final Edition

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Chicago Sun-Times

March 29, 1998, SUNDAY, Late Sports Final Edition

SECTION: SHOW; Pg. 15; NC

LENGTH: 475 words

HEADLINE: Practical matters;
Menswear turns to the tried & true with a twist

BYLINE: BY LISA LENOIR

BODY:
For the man who's itching to experiment with fashion, but hesitant, spring '98 offers a golden opportunity.

Whatever your tastes -- casual, dressy or sporty -- manufacturers and designers are ready to revive your wardrobe with practical pieces.

Subtle neutrals (gray, camel and white) and brights (rust, burnt orange, purple and blues) appear on jackets, dress and polo shirts, textured sweaters, trousers, coats and windbreakers. Giving them interest are natural fabrics such as silk, linen and cotton, and lightweight leather and suede.

"For spring, there is an easy way to dress," says Bill Lasche, Carson Pirie Scott & Co.'s vice president of fashion and product development. The shapes in familiar but textured fabrics are providing newness. Ribbed and pique knits, sueded polyester Microfiber and nylon/mesh combinations, shiny sharkskin and frosted iridescent threads are thrown into the arena.

Such details are what give menswear a '90s edge, says Elena Hart, fashion/marketing director for the New York-based Fashion Association. "There are more up-to-date fabrics -- Tencel, Lycra, acrylics -- merged with natural fibers. In women's wear, (designers) have always experimented with fabrics."

In addition to fabric, the "dress for success" and "Hollywood glamour" movements are injecting added energy to menswear.

"A lot of men are paying attention to getting dressed for work," Lasche says. "There is a big return to great dress shirts in shades of blue, taupe and beige, and silk and woven ties."

While they want to feel comfortable in their clothes, he says, men want to appear more pulled together. Instead of "casual chaos," it's about pairing the right pieces to create seamless style. For this, watch for coordinated colors in head-to-toe dressing, related patterns and prints, casual jackets with matching pants and tone-on-tone dress shirts and neckties.

Shades of camel and ivory are ideal for a well-tailored, clean appearance.

"Camel is a timeless color that fits into most guys' wardrobes," says Hart. "It is a lightening of the palette, giving a feeling of spring without screaming spring."

As for Hollywood glamour, Hart says, thank movies like "Titanic" and "L.A. Confidential" for bringing timeless style to the forefront.

"It is a return to elegance and more tailored clothing. We are seeing power dressing, cool dressing and tailored sportswear."

But it's not retro, she stresses.

The new glamour is about mixing together updated, retro-inspired pieces with classic, tailored ones -- avoiding that costume look. "I think the designers are realizing men want options. A lot of barriers are being broken down."

Photos were shot on location at Beaches and Sandals resorts, Negril, Jamaica. Models Nathan Ogilvie and Angelo Adamo are from Elite Modeling Agency, 212 W. Superior, Suite 406.

GRAPHIC: ABOVE: A retro-inspired Hawaiian shirt from Tommy Bahama, $ 50, is updated with a Pure Stuff white cotton T-shirt, $ 19.50 and Calvin Klein denim shorts, $ 48. All from Nordstrom. TOP RIGHT: Monochromatic shades make for a polished head-to-toe look. Shown are **Nautica's** Microfiber jacket, $ 125, seersucker check woven shirts, $ 69, and fancy textured pants, $ 68, from Carson Pirie Scott & Co. Camel and cream work to define this crisp, clean ensemble. Shown are Architect linen/cotton short sleeve plaid shirt, $ 35, **Nautica** linen/cotton sweater, $ 99, and cream linen pants, $ 78. From Carson Pirie Scott & Co. Trader Bay brown sandals with metal rings, $ 45, from Sears. Calvin Klein's short-sleeve linen shirt, $ 150, and V-neck short sleeve T-shirt, $ 100, are a perfect combination with navy cotton, flat-front pants, $ 180. All from Marshall Field's.

LOAD-DATE: March 30, 1998

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DAVID CHU: DESIGNER REDEFINES THE AMERICAN DREAM Crain's New York Business March 30, 1998

Copyright 1998 Crain Communications Inc.
Crain's New York Business

March 30, 1998

SECTION: People; Pg. 34

LENGTH: 562 words

HEADLINE: DAVID CHU: DESIGNER REDEFINES THE AMERICAN DREAM

BYLINE: ylonda gault

BODY:
David Chu remembers the feeling well. It was 1968. At the age of 14, he left Taiwan with his father, bound for the United States. When they arrived in New York City, the young boy's curiosity was finally sated.

"I had imagined the whole country as one big Disney World," recalls Mr. Chu, the 43-year-old founder of **Nautica** Enterprises Inc. "And in the beginning, that's what it felt like for me."

As the blend of his Asian roots and classic American designs clearly demonstrates, it's a small world after all.

With its bright colors and simple lines, **Nautica** has come to epitomize the upscale-casual fashion of the times. It began in 1983 as a line of colorful men's outerwear, created by Mr. Chu when he was just 28 and barely out of the Fashion Institute of Technology.

Today, **Nautica** is one of the world's leading men's and women's apparel brands, with annual sales of more than $380 million. As chief executive and designer, Mr. Chu controls the company's most valuable asset, its image. That rare blend of creative artist and skilled businessman, Mr. Chu has meticulously parlayed **Nautica's** upscale image into fragrance, furniture, home accessories and a host of other categories.

Like the brand he created, Mr. Chu's own life represents the classic American dream. The son of hard-working immigrants, he now lives in Connecticut with his wife and two young daughters. While he has by no means forgotten his origins, Mr. Chu says he has rarely felt constrained in a mostly white world by his Asian heritage.

"Of course, I'm aware and very proud of my background," he says. "But at the end of the day, I'm a designer. Fortunately, art has no boundaries. It's appreciated for what it is, not where it comes from."

It is Mr. Chu's earthiness and reputation as a designer's designer that allows him to segue into so many areas. Retailers trust his instincts and respect his talents.

"When you get to know David, you learn that he's a grassroots designer," says Terry Lundgren, president and chief merchandising officer for Federated Department Stores. "The product, the function -- everything is thought through. He's determined to make it better. I think that comes from having to work so hard for everything he has."

For his part, Mr. Chu admits to his share of missteps. Barely a year out of FIT, he founded an apparel

company that failed. And **Nautica** has twice experienced difficulties in the women's apparel market. The first time was in the late 1980s, when the company was forced to discontinue its women's sportswear line after only three years. Two years ago, the company gave the fickle women's category another try through a licensed venture, which soon stumbled. Mr. Chu has since redirected the line and put it on course.

"In a creative industry like fashion, there are no set rules to follow," says Mr. Chu. "You kind of make it up as you go along, feel it out with your instincts."

Like most successful designers, Mr. Chu says it is difficult to articulate his hunches. But he attributes much of what guides him to his diverse experiences. Like any immigrant, he says, he views this country through a filtered lens -- one that encompasses his heritage along with the culture of his adopted homeland.

The result is totally American, because, as he says, "by definition, America is a fusion of cultures."

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Rain busters; new rainwear for outdoor activities; Brief Article Sports Afield April, 1998

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Sports Afield

April, 1998

SECTION: No. 4, Vol. 219; Pg. 103; ISSN: 0038-8149

IAC-ACC-NO: 20502004

LENGTH: 682 words

HEADLINE: Rain busters; new rainwear for outdoor activities; Brief Article

BYLINE: Hochman, Paul

BODY:
April's call of the wild is, "What do you want to do in the rain?" There are hundreds of new waterproof-breathable fabrics and thousands of styles to meet a range of outdoor needs, from hiking to hunting. Columbia's Bivouac, for example, combines Omni-Tech MicroLite, a waterproof-breathable laminate with a bomber shape that permits full range of motion. The fabric is perfect for spring rain while the shorter cut works for many sports, including mountain biking. Following are slickers that answer the varying demands of outdoor activities.

Hiking/Climbing

Lowe Alpine: The MFS Tech

The last thing you need when you start slogging up that hill is moisture buildup inside a heavy jacket. Enter Lowe Alpine's MFS Tech with waterproof-breathable Triple Point Ceramic. This fabric is coated with a polyurethane layer that has been injected with microscopic silicon dioxide particles. The result: superior waterproofing, breathability and lightness (only 22 ounces). And since these ceramics have been made part of the fabric (versus being applied, like laminates), they won't peel off Lowe Alpine Systems:303/465-0522. $ 199.

Trail Running

Nike: Clima-F.I.T Pull Zip jacket

The feathery weight and Scotchlite reflective detailing in Nike's Clima-F.I.T. pull zip jacket make it one of the best combinations of fit and function available. The fabric, Nike's Clima-F.I.T., uses ultrafine microfibers woven so tightly that water droplets can't enter but sweat vapor can exit, so sweat is wicked away. For sweathogs, the jacket is lined with a wicking mesh. Nike: 8001344-6453. $ 110.

Spring Skiing

Marker Ltd.: Pinnacle Shell Parka

The toughest thing about spring skiing is the planning--the weather can change in minutes. One second you're in the spring sun, sweating, and the next, clouds are moving in. The Pinnacle is one of the most adaptable spring rain jackets around. It has big pit zips for hotter weather and heavier exertion, but when it gets cold, Marker's waterproof-breathable and windproof Micro-Tech coating keeps the bad weather out. Marker Ltd.: 801/972-0404. $ 199.

Hiking/Biking

Columbia: Bivouac

Columbia's bomber-length Bivouac is coated with Omni-tech MicroLite, a waterproof-breathable laminate engineered for spring rainwear. The adjustable cuffs and a roomy cut allow maximum mobility The Bivouac is also hooded and can be packed into a zippable pouch in the front left pocket. Columbia: 800/547-8066. $ 130.

Hiking/Biking

The North Face: Explorer

One of the Explorer's best features is what The North Face calls "arms up" sleeve construction, for uninhibited range of motion. And while the Explorer is hip length, the cut allows full leg motion as well as upper-body twist. The nylon Explorer is coated with HydroSeal, a laminate that battles heavy rain but stays breathable. The North Face: 5101618-3500. $ 215.

Fishing/Sailing

Nautica: Streamline

How does the **Nautica** Streamline by David Chu win out over the elements? Details. Starting with the outside, a breathable fabric called Nautex shuts out the weather Inside, a silver-coated beehive layer reflects your body heat back to you. Add a Velcro pull at each wrist to keep water from pouring down your sleeve, plus a zip-away hood, and you have a superior fishing jacket. **Nautica:** 212/541-5757. $ 195.

Hunting

Barbour: The Beaufort

Nobody will mistake the Barbour's Beaufort lightweight hunting raincoat for a fashion jacket. All it does is work. The seams never leak; they're double-rolled and sewn with oiled thread. And the oiled-cotton thornproof fabric is impervious to briars. Also has a full-width game pouch. Barbour: 800/338-3474. $ 335.

RELATED ARTICLE: Plymouth, Vermont

The waters southeast of Rutland in Plymouth are full of trout. One morning, caught a grand slam--brook brown and rainbow. Another day I caught a bass in Amherst Lake and trout in a pond at Hawk Inn. If you want to fish, Davey Davis (a.k.a. "Brown Green Mountain angler: Jay Cassell. Trout") is the person to contact: Hawk Inn and Mountain Resort: 800/685-HAWK.

GRAPHIC: Photograph; Illustration

IAC-CREATE-DATE: May 4, 1998

LOAD-DATE: May 05, 1998

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WU WEAR WEARERS CAN GET IT THERE Philadelphia Daily News APRIL 3, 1998 Friday PM EDITION

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Philadelphia Daily News

APRIL 3, 1998 Friday PM EDITION

SECTION: LOCAL; Pg. 50

LENGTH: 374 words

HEADLINE: WU WEAR WEARERS CAN GET IT THERE

BYLINE: Tonya Pendleton, Daily News Staff Writer

BODY:
Wu-Tang Clan is coming.

The popular nine-member rap crew from Staten Island, N.Y., hopes to make its mark on Philadelphia retail. Wu Wear, the group's growing chain of clothing stores, will open on 3rd Street near South tomorrow.

"Philadelphia is close, so it's easy to stay hands-on," said Oli Grant, president and CEO of Wu Wear. "Philadelphia is a major market for our record sales. Any market with strong record sales is where I try to target."

The Philadelphia store joins locations in Virginia and Atlanta, with others planned for California and Canada. The flagship store in Staten Island opened in 1995.

Known for its entrepreneurial success in the music business, the Clan decided to extend its reach to clothing when members saw the amount of bootleg merchandise being sold at their shows.

"If people could make illegal money off of using us, why couldn't we go ahead and get what was rightfully ours?" Grant said.

Wu Wear sells the group's line of clothing, also named Wu Wear. (Hip-hop fans may remember the Clan song, "Wu Wear," that appeared on the "High School High" soundtrack.) There are T-shirts, sweatshirts, silver jewelry, hats, vests, jeans and outerwear. The clothes are unisex, with designs inspired by lines that have proven sales potential.

"All of our people buy Tommy Hilfiger, Polo and **Nautica,**" said Grant. "My thing was to emulate that, because to me they had the best stuff. That's what everybody in our community and from all over was buying."

Wu-Tang's musical success also helped its mail-order business, advertised through inserts in CD packages. Grant says he's trying to scale down the mail-order now to concentrate on expansion.

Wu Wear has a deal with Federated, the department store conglomerate, to place the clothing in stores like Macy's. In three years, the self-financed Wu Wear line has grossed more than $5 million dollars.

"Basically, where we came from, I guess we're doing all right because we're here paying our bills and our people are getting their checks and what have you," says Grant.

The South Street area location should help. Its eclectic mix of clothing and food stores, along with the area's youthful, multi-racial traffic, work in the store's favor.

GRAPHIC: PHOTO;
PHOTO
Wu Wear store of rap crew Wu-Tang Clan is on 3rd Street (DAVID MAIALETTI, DAILY NEWS)

LOAD-DATE: October 17, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text)
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Pushing Into It. Delaney Report April 6, 1998

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Delaney Report

April 6, 1998

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HEADLINE: Pushing Into It.

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BODY:
Look for fashion apparel marketers such as Tommy Hilfiger, Ralph Lauren and **Nautica** to step up their efforts to position themselves as sellers of performance-drien products as a way to keep eating into the market share of athletic footwear and apparel marketers a la Nike and Reebok. Footwear is the first beachhead where inroads are being made. E.g., **Nautica** now is promoting its NST athletic shoe, touting the **Nautica** Sports Technology.

"You're seeing the fashion guys moving more into the performance backyard of the Nike's and Reebok's. There is definitely going to be a further blurring of the those two worlds. It's starting with the shoes, but you'll see it move more into the whole area of apparel. You're going to see a big collision at retail," said a source. Added the source, "It has to do with the aging of the population. People are exercising less than they used to, and they really do not need the $ 160 sneaker anymore. Maybe something with a little more fashion, but with just the right amount of the performance technology built in that a person who does not exercise regularly will be satisfied with."

IAC-CREATE-DATE: December 16, 1998

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SOUTHEAST STORES IN HIGH SPIRITS AS THEY AWAIT FALL LAUNCHES; men's fragrances WWD April 10, 1998

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April 10, 1998

SECTION: No. 72, Vol. 175; Pg. 4S; ISSN: 0149-5380

IAC-ACC-NO: 20500160

LENGTH: 581 words

HEADLINE: SOUTHEAST STORES IN HIGH SPIRITS AS THEY AWAIT FALL LAUNCHES; men's fragrances

BYLINE: Lee, Georgia

BODY:
ATLANTA -- Men's fragrance is off to a good start for the year for Southeast retailers, and with key launches planned for spring and fall, growth should continue.

At Proffitt's Inc., a department store chain based in Knoxville, Tenn., men's business has shown mid-single-digit increases for the year.

"It's not as strong as last year, when Tommy Hilfiger was driving high double-digit increases, but it's respectable," said Sharon Williams, general merchandise manager.

This year's growth has been fueled by Lauder Pleasures for Men, **Nautica** Competition, Aqua di Gio, Reserve by Perry Ellis and renewed awareness of **Nautica,** Cool Water and Hugo brought about by corresponding women's lines -- **Nautica** Competition, Cool Water Woman and Hugo Woman.

New launches, such as Hilfiger Athletics in April and Calvin Klein's Contradiction for Men this fall, should keep the men's business strong for the remainder of the year, said Williams.

At Parisian, Proffitt's upscale specialty division, best-selling lines are Pleasures for Men, Cool Water, Obsession, Tommy, Hugo, Eternity, Aqua di Gio, Curve, Paul Sebastian, Polo and Polo Sport.

The category is showing an increase, which should continue with the launch of Athletics and Contradiction, according to Howard Koch, divisional merchandise manager.

"Men's business needs newness, and it's important to show new product, but editing to keep existing lines strong is equally important," said Koch, who noted the importance of a wide variety of fragrances, including lifestyle-oriented scents such as Polo Sport and Athletics.

Another important addition for Parisian will be Grooming Essentials by Eternity, which includes a lighter fragrance and a moisturizer with alpha-hydroxy acids. Parisian also will add U Turn, an anti-aging treatment product from Aramis Lab Series, a line Koch described as the "treatment icon."

Men's fragrance increased over last year and is on plan at Burdines. Stacy De Meo, divisional merchandise manager for cosmetics, said she expected the category to improve by yearend, due to new launches, intensification of new brands and the strength of prestige fragrances.

For spring, Burdines will launch Athletics this month, and will intensify brands by Calvin Klein and Aramis.

Prestige brands, such as Boucheron, Jean Paul Gaultier and Armani, also have been strong. Best-selling men's lines, in no particular order, are Polo, Eternity, Drakkar, Cool Water, **Nautica** Competition, Le Male and Dolce & Gabbana.

Men are continuing to respond to new treatment products, such as Power Wash by Lab Series. Clinique's standard treatment line also has shown increases. "We know that men are buying more than in the past, in fragrance and treatment," said DeMeo.

"We've seen stronger growth in men's fragrance, where product is more defined and somewhat less confusing than women's," she said.

Mercantile Stores Inc. reported low-single-digit gains for men's fragrance. "Men's is currently stronger than women's fragrance, due to new introductions," said Gemma Olden, buyer.

Mercantile will launch Hilfiger Athletics and Calvin Klein's Contradiction For Men this year. Best-selling lines include Eternity, Polo and Polo Sport, Aqua di Gio, Hugo and Cool Water.

In skin care, two new items by Lab Series -- Power Wash and U Turn -- have performed well. Olden praised Aramis's educational efforts at the counter, such as "Dermaview," which magnifies skin conditions for the consumer.

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LESHNER LICENSES STYLE TEACHING TOGS AND ALEXANDER JULIAN ENLIVEN ARRAY OF NEW OFFERINGS. HFN The Weekly Newspaper for the Home Furnishing Network April 13, 1998

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April 13, 1998

SECTION: No. 15, Vol. 72; Pg. 12

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LENGTH: 405 words

HEADLINE: LESHNER LICENSES STYLE TEACHING TOGS AND ALEXANDER JULIAN ENLIVEN ARRAY OF NEW OFFERINGS.

BYLINE: Gilbert, Daniela

BODY:
NEW YORK--Leshner Corp. has added three new licensees to its introductions this market, bringing the total number of licensees to five.

Teaching Togs, designed by ready-to-wear designer and educator Geraldine A. Mulhern, includes different themes that are both fun and educationally stimulating for children.

The collection of bedding and beach towels, to be distributed to upstairs retailers, is based on a variety of themes including: dinosaurs, transportation and ballet. Each product comes with a book that offers educational and background information on the item's theme.

The second new license, a bedding line from Australian artist Cathie Maney, presents coastal motifs in bold, bright colorations. The five collections include Whitsunday, a combination of fish, starfish and shells on a vibrant sea-blue background.

There are also four juvenile prints.

Alexander Julian Colours beach towel collection marks the third new licensee for Leshner. The 30 SKUs will retail from $ 17.99 to $ 29.99, with a $ 34.99 price for the beach blanket. Featuring Julian's signature style in color and design, the towel selections include terry and terry velour prints as well as jacquards.

Alexander Julian Home Colours bath ensembles were previewed at market as well and plans are currently under way for a kitchen towel ensemble line. The bath collection includes terry and terry velours, jacquards and textured solids.

Aside from the new licenses in bed, bath and beach, Leshner continues to go forward with its Atrium, **Nautica** and Eileen West lines. Twenty five new beds were introduced in Atrium and Eileen West combined while **Nautica** -- which is licensed through Leshner to produce beach towels and part of a bath program -- showed about a dozen new styles in beach towels.

Highlights from the Atrium line include Rhapsody Diamonds, a 220 thread count, all-cotton program that features a jacquard diamond pattern on the top of the bed that coordinates with an embroidered, scalloped or hemstitched sheet.

Eileen West, meanwhile, is taking a new approach to knits by combining a solid jacquard knit on the flat sheet and pillowcase with a jacquard pique for the top of the bed. **Nautica's** offerings in beach towels include Gridlock, a bold geometric print in a bright, multicolored palette.

A new product category, chenille throws, was also introduced. Made of poly/cotton, they will retail at $ 29.99.

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Trade marks stretched:MARKETING AND BRANDS:Companies with world-famous brands are now moving into timepieces Financial Times (London,England) April 18, 1998, Saturday

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Financial Times (London,England)

April 18, 1998, Saturday SURVEY EDITION 1

SECTION: SURVEY - CLOCKS, WATCHES, JEWELLERY; Pg. 03

LENGTH: 2059 words

HEADLINE: Trade marks stretched:
MARKETING AND BRANDS:
Companies with world-famous brands are now moving into timepieces

BODY:
The 1994 Trade Marks Act was confirmation in Britain of the European Union's determination to see registered brands protected so that their owners could obtain benefits and profits and provide more jobs from their initiatives.

The cross stretching of brands into wristwatches can now be witnessed around the world. Next month sees the arrival of Calvin Klein wristwatches, in a joint venture with SMH, the giant Swiss watch conglomerate. The main Calvin Klein line consists of, in fashion language, the cool, classic Evidence and Icon models, while the cK timepieces are younger looking and more sporty. The cK watches are variously called Dress, Minimal, Tech and Versatility.

Gianni Versace, the Italian fashion group, has postponed its public flotation until next year, but plans for a new line of wristwatches, designed by the recently deceased eponymous high-fashion guru, have gone ahead, and have been previewed in Geneva this week. The event took place at the elegant headquarters, just outside Geneva in Genthod, of Franck Muller, whose factory in the same place has produced the timepieces. In various metal and gemstone settings the three lines, Modern, Vanguard and Three Time Zones, are, of course, exotic, in tune with the Versace projected image. The latter watch uniquely offers three different time zones at the push of a single crown or winding button.

Hugo Boss claims to be the number one clothing business in the world. BOSS Hugo Boss wristwatches have recently been launched in international markets. The Metropolis and Spirit collections present an elegant selection of Swiss-made watches, designed by Jorg Hysek, the designer of TAG Heuer's S/el range and recent Omega models. They come in the £295-£750 price range. The BOSS Hugo Boss Ranger is being launched this month, and the quartz chronograph, powered by quartz like the rest of the collection, is a stylish thing.

Guess is a prominent example of cross stretching of brands, and its new collection consists of 24 distinct designs in men's and ladies' versions. And they are very elegantly packaged.

There is now a Marks & Spencer wristwatch, sourced from three separate suppliers, Accurist (of speaking clock fame) among them. A Tesco timepiece cannot be far behind if Terry Leahy, chief executive, fulfils his brand expansion plans.

Ferdinand (Ferry) Porsche died late last month. He once said: "In my view, one shouldn't simply package things without being aware of what's inside. You have to know what the object's function is supposed to be

and go on from there." On April 1 Eterna and Porsche Design announced a new collaboration and a new range of wristwatches (distributed in the UK by Corum). Mr Porsche's involvement with watches dates back to 1973 and his first chronograph, in association with International Watch Company (IWC on its dials). A pedigree continues. Eterna, now owned by Porsche, the world-famous car marque, opened for business in the Jura mountains in Grenchen in 1856.

For Zeon Ltd, big means many. It is, in terms of timepieces sold, the UK's largest timepiece company with a turnover of more than £29m, and a market share of 15 per cent, according to Mintel. It is a subsidiary of Hong Kong-based Herald Holdings, which was founded in the mid-1950s by George Bloch. Zeon's great strength is its range of character watches, and it reckons to have about 60 per cent of the market in the UK, with brands such as Action Man, Barbie, Head, 101 Dalmatians, Ingersoll, MTV, Sesame Street, Spice Girls, Superman and Wrangler. Zeon also makes Far East-sourced own label wristwatches for stores such as Disney and Next. Zeon's UK market share is thus easy to understand.

A close competitor for a slice of this market is UK Time, part of Timex Corporation of the US. Timex was once the last assembler of watches in the UK (in Dundee), but trade unions ended that enterprise. Timex is about to launch the new All Day Indiglo, which offers the first significant change to a liquid crystal display (LCD) screen since the 1970s. ADI uses holographic film (developed in conjunction with Polaroid), which bends visible light to produce a much clearer digital reading in daylight.

In the early 1980s Timex involved itself with the testing triathlon sport. The result has been rewarding; the Ironman Triathlon wristwatch has now sold more than 18m units worldwide. Personal preferences sometimes mystify; both Bill Clinton and Dustin Hoffman wear one. The triathlon becomes an official Olympic sport at the Sydney Games in 2000.

UK Time, in its market battle with Zeon, also distributes such brands as Acqua, Carriage, Datelink, Disney (some watches, most notably the hugely successful Winnie the Pooh), Essentials, Expedition, Gizmoz, **Nautica,** Timberland and, naturally, Timex.

Mondaine Watch, based in Zurich, is introducing at the Basle Show its new Stop To Go wristwatch, It boasts the railway station clock function that has fascinated travellers in Switzerland since the 1940s. To guarantee that the Swiss network's 3,000 clocks give exactly the same time, their red seconds hands stop for part of a second at 12 o'clock to provide for renewed perfect synchronisation. Now the Mondaine wristwatch does the same. Mondaine has recently signed an agreement to produce Bally timepieces with the Swiss shoemaker. There are no boundaries in the fiercely commercial world of cross branding.

Innovations in all trades arrive with exciting regularity, and the watch trade is never an exception. For example, The Spirit Chronometer Company is about to introduce yet another brand called Millennium, at around £30 retail. It offers a countdown to Friday, December 31, 1999, via a liquid crystal display window at 6 o'clock, and is also water resistant down to 30 metres - just in case the millennium computer bomb seriously threatens a wearer's business.

A similar water resistance is available in an Andy Warhol Marilyn Monroe 1962 quartz watch, produced by Zitura in a limited edition of 99 pieces. The plain rectangular case enshrining the screen goddess in full colour in the unnumbered dial will appeal to all collectors.

Eberhard, founded in Switzerland in 1887 and long a maker of fine timepieces, has introduced an intriguing mechanical wristwatch called 8 Days. A full manual winding produces eight days of power reserve, which a single subsidiary dial at 9 o'clock indicates.

Newer makers are coming forward with appealing pieces. One is the Versailles-based Roger Cornet's line of Trianon. The new stainless steel version shows on the dial part of its mechanical movement crafted by Frederic Piguet, and it stands out nicely against a simple white dial. More challenging in terms of design concept is the Moments range by Alfex. The name may sound pedestrian, but the designs, in stainless steel, by Georg Blum are "puffy" and very striking.

While Breguet is this year introducing a perpetual calendar with a fluted caseband, Herme's has resorted to forests for inspiration for new bracelets. There are now Loquet wristwatches (with hinged covers) on stainless steel bracelets, with skeins of pear wood running along them, while Hermes' gold-plated bracelet version features Mexican pallisando wood, which is darker. This year at Basle Hermes is having fun with their popular Cape Cod and Clipper models: their leather straps wind around the wrist twice.

Next month sees the introduction of both round and rectangular stainless steel quartz watches in the Miros range from Maurice Lacroix, in the £500 price bracket. Notable, too, are the company's Flaba and Selena ranges for the everyday, time-of-the-day market. This price point is probably central to the "special occasion" purchase.

This is where Goldsmiths, the UK jewellery group, comes in. The publicly quoted company, headed by Jurek Piasecki in Leicester, last week announced pre-tax profits of £6.93m (£6.02m last year) on turnover of £80m (£70.4m). The company opened 15 new branches last year, and plans to open a similar number in 1998. However, for currency reasons, margins on wristwatches were lower than on jewellery items, but during the rest of this year this imbalance should adjust itself.

Independent jewellers - the mainstay of many county high streets - benefit, in terms of margins, from disciplined buying groups, such as the Houlden Group in the UK, chaired by Stuart Laing. The Goldsmiths Group has noted a slight decline in its Rolex sales, and so its margins suffered accordingly in its 139 outlets. Those at present bearing the Walker and Hall banners are to be converted to the Goldsmiths name, and will perhaps power the increasing sales of brands such as Cartier, Gucci and Omega.

The Signet Group (formerly Ratners) also announced a profits jump last week of more than 50 per cent, under the chairmanship of James McAdam. Its turnover increased by 6.9 per cent, like for like, to £927.9m to produce pre-tax profits of £68.7m. Its US chain, Kay, outperformed its main competitor, Zales, and accounted for 62 per cent of group profits. The UK companies performed modestly with sales at H. Samuel up 1.8 per cent and at the more up-market Ernest Jones up 7.8 per cent.

Remote shopping is on the increase, and the trend will not reverse in the foreseeable future. Customers are changing their habits. For example, the Centre International De Formation Continue Horlogerie - Bijouterie (Institut CFH), based in Neuchatel, which, on a non-profit-making basis has been serving the industries since 1963, now offers what it titles an "Interactive CD of Watch Product Knowledge". Now a computer owner has access to apocket-sized training instrument that, with efficient use, can lead to increased brand awareness, sales and profits. The CFH states: "As a person retains 10 per cent of what he hears, 30 per cent of what he sees, and 70 per cent of what he does, with an interactive CD, he learns a maximum."

Navigating around the Internet can be fun, but also profitable for watch collectors. Web addresses are now commonly quoted on stationery and within company literature. A UK pioneer in the business of reaching collectors of timepieces is Pieces of Time (e-mail: info@antique-watch.com), run for more than 12 years just off London's Bond Street by Alan Grant and Johnny Wachsmann.

In the markets for new watches, as opposed to those for "previously owned" timepieces, brand image is all. In its report Planning for Social Change 1997, the Henley Centre, the forecasting organisation, stated: "Brand management is becoming synonymous with 'trust management'." So, because the leading sports goods retailer JJB Sports, chaired by founder David Whelan, recently stressed that the sports goods market is growing by 10 per cent every year, it is no surprise to see a surge of sporting goods' logos arriving as signatures on dials. They go with the flow of energy, as sports brands have become fashion brands, albeit not at the top end of the retail market. As Susannah Hart a director of the consultancy Interbrand, says: "Brands have a strong social influence on a society's sense of purpose, direction and economic growth."

Reputation and integrity are closely guarded by watch brands. Among the success stories are Adidas, Camel Trophy, Ellesse, Fila, Lacoste and Sector which will be strongly in evidence at Basle. To isolate Adidas, its sportswear revenue in North America alone in 1997 was $ 1bn. On the back of that turnover, wristwatches that can accurately time sports events have a clear and profitable position in their market places.

Many luxury watch brands associate themselves with big sporting events which, by themselves attract wide publicity. Cartier and Dunhill sponsor polo competitions. Corum sponsor the Admiral's Cup, thus bringing into annual prominence its famous wristwatch of that name. Chopard is associating itself with the Mille Miglia road race for the tenth year in 1998, and is marking the occasion with a stainless steel round easy-to-read chronograph automatic (of its own making) with a black dial and three ultra-clear subsidiary dials. Its rubber strap is a clever reproduction of a Dunlop treaded tyre, which will be appreciated by the competitors in the Italian race, who will each receive a complimentary model with his or her departure number on the back plate.

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NAUTICA'S FIRST BASICS: A DIFFERENT CUT OF CLOTH; bedding; Brief Article HFN The Weekly Newspaper for the Home Furnishing Network April 20, 1998

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April 20, 1998

SECTION: No. 16, Vol. 72; Pg. 30

IAC-ACC-NO: 20537156

LENGTH: 319 words

HEADLINE: NAUTICA'S FIRST BASICS: A DIFFERENT CUT OF CLOTH; bedding; Brief Article

BYLINE: Rush, Amy Joyce

BODY:
NEW YORK--As retailers begin demanding a distinct point of view for designer labels, particularly when it comes to products such as bed pillows and mattress pads, **Nautica** contends it has developed a basic bedding line that hits the mark in terms of brand identity.

"We asked 'What is **Nautica?**' 'How do you define it?' " said David Roshberg, director of merchandising for **Nautica** Bedwear, a line of bed vests, mattress pads and pillows.

"**Nautica** is known for clothing and what are the elemental cloths that comprise a program?"

The answer translated into a bed pillow line with such fabrics as oxford cloth, khaki, Black Watch plaid, berber fleece and denim. "We've taken clothing fabrics and turned them into basic bedding."

There are nine pillows with the option of either white goose down or Nauticflex, a synthetic fill.

All the pillows are tagged in and out "so the customer will never be without knowing it's **Nautica** quality," explained Sherry McCloskey, brand manager for **Nautica** Bedwear.

The entire basics line is manufactured by Louisville Bedding.

"If you don't give a consumer a reason to buy, then they default to price," said Roshberg. Classic **Nautica** colors are used as well as **Nautica** symbols such as the spinnaker, which is embroidered on white oxford cloth for one of the pillow options.

Said McCloskey, "I've never known a bed that could stay as undressed as this bed. This business has always been destination buying. This can be impulse. This will grow the business."

The five mattress pads are reversible, giving the consumer a basic side and a fashion side. There are two bed vests, with 12-ounce fill. These are also reversible.

A standard-size pillow will retail from $ 39 to $ 59.99 with the Nauticflex fill, and white goose down from $ 99 to $ 119.

Mattress pads will retail, twin size, from $ 79.99 to $ 99. Vests are set to retail for about $ 119.99, twin.

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SPRING FURNITURE MARKET OPENS WITH ORDERS, HOPES UP Charlotte Observer (North Carolina) April 23, 1998 Thursday ONE-3 EDITION

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Charlotte Observer (North Carolina)

April 23, 1998 Thursday ONE-3 EDITION

SECTION: BUSINESS; Pg. 3D

LENGTH: 687 words

HEADLINE: SPRING FURNITURE MARKET OPENS WITH ORDERS, HOPES UP

BYLINE: STELLA M. HOPKINS, Staff Writer

BODY:
The world's largest furniture market starts its 10-day spring run today in High Point with orders already up and higher hopes for consumer demand than the industry has seen in several years.

"1998, thus far, has been an excellent year for the industry," said Joseph Logan, director of finance and economic research for the American Furniture Manufacturers Association in the Triad city of High Point.

Furniture has been a lackluster performer for several years as consumers turned their dollars over for computers, big-screen TVs, vacations and other fun stuff. Last summer, Logan scaled back his 1997 forecast to what some industry watchers felt was an overly optimistic 5 percent increase in shipments.

The October edition of the International Home Furnishings Market opened to a worrisome mood as the usual summer slowdown dragged on. But business picked up late in the year, and shipments finished up 6.3 percent to $21.2 billion in wholesale value.

This year - with shipments from U.S. furniture makers already up 14 percent through February - Logan is calling for a 6.6 percent increase to $22.6 billion. That's a big deal for North Carolina, the largest furniture-making state.

About 60 percent of the nation's furniture is made within 200 miles of High Point. N.C. employment in furniture factories continues a slow decline, because of automation, consolidation and a hangover from years of sluggish sales.

In March, 74,900 people worked in N.C. furniture factories, down 1,000 people - 1.3 percent - from a year ago. But average hours worked, a key measure of demand, were up more than 7 percent from July, when the industry was in the doldrums. Average weekly earnings were up about 5 percent.

In South Carolina, 4,900 people worked in furniture factories in February, the most recent month for which figures are available. That's up from 4,700 a year ago. Hours worked and average wages were also up from last summer's slow spell.

"There's a lot of money in this country," said Fred Preddy, president of Hammary Furniture in Granite Falls. "A lot of that has been going toward second indulgences - second homes, fourth cars, boats, airplanes. At some point, you look around at the most private part of your life - the inside of your home - and you say,

Let's make it attractive and have some people over.' "

Hammary, started in 1943 in downtown Lenoir, has about 500 workers at its plants in Granite Falls and Sawmills. The company makes living and family room furniture in the medium to medium-high price range, the strongest part of the business. Since 1986, Hammary has been part of La-Z-Boy, the nation's third largest furniture maker. Like other large furniture producers, La-Z-Boy's stock has had a nice run this year, hitting a 52-week high of $52.75 Wednesday and up 22.3 percent since Jan. 1.

The premarket show, held about a month before the main market, was strong for Hammary and others. The early show is exclusively for the nation's largest furniture dealers, about 30 to 50 people who get first dibs on new lines and collections.

"We had an excellent premarket," Preddy said. "That's usually a good entry into market. Based on that and our travels, this is going to be a well-attended buyer's market."

High Point's population doubles to 140,000 as 2,300 furniture exhibitors and thousands of furniture buyers - but not the shopping public - come from around the world. Logan also feels good about this market.

"Consumers are turning away from other purchases," Logan said. "We have good demographics, good economic underpinnings. The housing market remains strong. Furniture manufacturers are getting more interesting product out."

Collections, such as the **Nautica** line from Lexington Furniture last year, have been especially strong. Ladd comes to this market with its youth bedroom line under the name of NBA star Grant Hill of the Detroit Pistons, a former Duke University standout.

Amid all the high hopes for market, Logan offers only a mild caution.

"I think in '98, our biggest competition might be in coming months for vacation dollars."

NOTES: Photo ran on page 1D.

GRAPHIC: Photo;
Staff Photo by JEFF WILLHELM: Mike Powell (foreground) and Brooks Abee fasten the top on an entertainment center at Hammary Furniture in Granite Falls on Wednesday. The world's largest furniture market starts its 10-day spring run today in High Point.

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5 cool looks students are sporting these days Chicago Daily Herald April 27, 1998, Monday, Lake

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April 27, 1998, Monday, Lake

SECTION: Neighbor; Lake County By the Numbers; Pg. 1

LENGTH: 425 words

HEADLINE: 5 cool looks students are sporting these days

BYLINE: Kristin Larson

BODY: Many high school students make statements with their clothes. Enter any school and you're sure to find lots of creative interpretations of the daily wear definition. Looking for pajama bottoms to school; the latest looks inspired by the latest stars or plain, old jeans and T-shirts? They all can be found in high schools these days.

Amy Lippencott, teen coordinator at Nordstrom, knows immediately when something's hot because they can't keep the merchandise in stock. Right now, she says, anything athletic with stripes, a la the Spice Girls, is big. As are flared jeans, skater jeans and layers of sheer.

During a recent lunch hour, we checked out Stevenson High School, a sprawling school in north suburban Lincolnshire sure to draw a hodge-podge of assorted looks and styles. We came across everything from the sporty students with their stripes, shoes and caps to the more conservative, pulled-together preppies to the trendy kids up on the latest from fashionland.

Skater pants

Also called "baggy" or "fat" pants, whichever you prefer. These are so big - both in size and in popularity - it's a mystery how anyone manages to get to class on time without tripping over the edges. That doesn't stop Rikki Sebba, a sophomore, who says the only drawback to the loose, comfortable bottoms is when it rains.

Sporty

Today's version of the jock look. Adidas is hot, says Lippencott, and so are Puma, Tommy Hilfiger and anything with stripes. Baseball caps top off this look and, of course, athletic shoes are required. Lots of students like to mix sporty stuff with skater pants for a combination sporty/skater effect.

Preppy

The classic attire - polo or oxford shirt, khaki pants and loafers have been around forever. Names students aim for today have expanded the former Izod/Ralph Lauren definition. They include: Abercrombie and Fitch, Banana Republic, The Gap and **Nautica.**

Trendy

Flares, tank tops, halters, colored sunglasses - Lippencott says these '70s throwbacks are flying out of the

store. "Anything sheer, or two-tone lace to create a different color is just huge for that fashion girl look," she said.

Individual

These are the true trendsetters. They create their own look and don't fall into any categories. Jennifer Rose, a senior who's involved in choir, says she doesn't care about fashion or what her peers think. She just wants to be comfortable. Wearing pajama bottoms, big shoes and a floppy hat purchased in Washington, D.C., she may have started a trend, even unintentionally.

GRAPHIC: trendnumbers.6na0421linMJ These sophomores like a sporty, athletic look for school. Daily Herald Photo/Mark Black trendnumbers.5na0421linMJ Deanna Giancapro, freshman, in baggie pants, gym shoes and a T-shirt, for a sporty/skater look. Daily Herald Photo/Mark Black trendnumbers.3na0421linMJ Sophomores Elizabeth Semple and Judy Shiu, middle and right, wearing '70s-inspired flared pants and tops, while Adam Frank says he likes an organized chaotic look. Daily Herald Photo/MarkBlack trendnumbers.4na0421linMJ Kris Hall says he wears a T-shirt, pants and Air Jordans to school every day because it's simple and comfortable. Daily Herald Photo/Mark Black trendnumbers.7na0421linMJ Freshman Michael Cooper shoots for a pulled-together look for school. Daily Herald Photo/Mark Black trendnumbers.2na0421linMJ Jennifer Rose, a senior, wearing her pajamas to school at Stevenson. Daily Herald Photo/Mark Black trendnumbers.1na0421linMJ Sophomore Rikki Sebba says she's not trying to make any statement with her almost garbage-bagsized pants. Some believe the baggy look originated within inner-city jails, where inmates were stripped of their belts causing their pants to droop, thus creating the baggy look. Daily Herald Photo/Mark Black

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Magazines Not Quite Back to Nature MEDIAWEEK APRIL 27, 1998

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MEDIAWEEK

APRIL 27, 1998

LENGTH: 1555 words

HEADLINE: Magazines Not Quite Back to Nature

BYLINE: Lisa Granatstein

BODY:
Shelter books have identified a growth area in boomers' desire to beautify their backyards

In the booming category of shelter titles, a hybrid niche is taking root. Home-decor magazines are branching out, looking no further than their own backyards to lure a choice crop of readers (okay, so I couldn't resist). With a healthy economy and an increasing number of affluent boomers buying homes, gardening and landscaping have become a whopping $ 26 billion business, according to the National Gardening Association. u Several magazines--Elle Decor, Conde Nast House & Garden, Garden Design, Better Homes and Gardens, to name a few--have tapped into this trend.

"If you're a home-decorating book and you don't address gardening now, you're missing an opportunity, whereas four years ago, I don't think that was the case," says Elle Decor editor-in-chief Marian McEvoy. The Hachette Filipacchi title began expanding its backyard coverage beyond Dean Riddle's regular column after featuring three garden spreads in its April issue. "We tested the waters," McEvoy says, "and we got very good feedback."

But the shelter book that's been scoring serious buzz these days is Meigher Communications' Garden Design, a title that focuses on home, garden, entertainment and travel, and one that has turned the category on its head. With its oversized trim and lavish floral photos, the 4-year-old book, which publishes eight times a year, is showing impressive numbers: circulation was up by 19.3 percent to 328,120 in the last six months of 1997, and last year ad pages rose by 19.1 percent to 423, according to the Publishers Information Bureau. "Advertisers are not buying the magazine to reach gardeners," notes GD publisher Robert Gregory. "They are buying it to reach affluent homeowners." The title carries endemic advertising such as lawn furniture and garden equipment but prides itself on its wide range of advertisers, which includes Acura, Godiva Liqueur and Montblanc.

"Gardening is almost a spiritual thing where people find true relaxation," chairman and CEO Christopher Meigher adds. "Advertisers are finding it really hard to reach these high-end, educated people, so if they can reach them where their hearts are, it's a much more favorable environment."

Meanwhile, Conde Nast House & Garden, which is typically more house than garden, is experiencing a sort of renaissance. Relaunched in September 1996 after a disastrous marriage with Architectural Digest ("remember New Coke?" says publisher David Carey), the monthly is well on its way to solid ground once again. Paid circulation in the second half of last year was 521,116, according ABC; in February, H&G's rate base rose from 450,000 to 550,000, and it is expected to rise to 650,000 next year. "A bunch of publishers did super vertical magazines," Carey says, but they did not catch on. "It was easy to come back and reclaim our position," says Carey. H&G targets an affluent readership with its artfully displayed layout. This year the monthly has doubled its garden coverage in the feature well and added a column in the front of

the book dubbed "The 20-Minute Gardener." And in March, H&G had a special garden issue. "We've increased the amount of gardening in the magazine," Carey qualifies. "But readers and advertisers still want the house' first and foremost."

Since H&G's relaunch, advertisers have returned to the fold in droves. PIB reports H&G's ads rebounded by 52.1 percent last year (in part because the comparison was made to only four issues in 1996) to 753 pages, including schedules from Tommy Hilfiger, Chanel, TagHeuer and **Nautica**/Home.

Another home-decor book that has elements of garden design is Hearst's House Beautiful, a 100-year-old-plus interior design and architecture title that includes "In the Garden," a regular section that looks at lush landscapes, gardens, and floral festivals as well as monthly features on landscape decoration and design. Gruner & Jahr's bimonthly American Homestyle & Gardening also chimes in with a heavy dose of fauna.

Another long-established, mass- market book that was clued in long before the backyard boom is the 76-year-old monthly, Better Homes and Gardens, Meredith Corp.'s flagship title. BHG held steady with a 7.6 million circ for the second half of 1997, and ad pages were up last year by 6.4 percent to 1,925, according to PIB.

"Not many people will lavish care on their house and then sit there with crabgrass in their yard," says Meredith publishing group president Chris Little. "More people are seeing their yards as not just a place to work but also a place to live, like another room in your house."

'New Choices Redesign: Older Is Better When You're Younger

New Choices, a Reader's Digest Association title geared to seniors, sports a bold new look in April's issue--and no, it's not from a case of Grecian Formula. After focusing largely on readers in their late 50s and 60s, the magazine is skewing younger, targeting readers who are just reaching their 50s.

"We're taking a much more upbeat approach," notes NC editor-in-chief Greg Daugherty. "And we'll now be communicating clearly that we are a service magazine for this age group." Daugherty, who moved over from a senior editor slot at Readers Digest, signed on to shift the magazine's aim away from strictly retirees to the growing number of aging boomers. He has added a new (and younger) dimension to the book's popular mainstays--health, money and travel--and has updated it with sharper fonts and a "brighter" look. Gone are the celebrity covers featuring Sophia Loren and Barbara Walters; instead, the magazine will offer pieces like April's feature on skincare and a future how-to on buying or building a vacation home. This month, NC also introduces three columns, Online, Bargains and Taxes.

This is not New Choices' first facelift. When Reader's Digest in 1987 purchased the magazine, then known as 50 Plus, it was renamed New Choices for the Best Years. It has since been called New Choices: Retirement for Living and Living Even Better After 50.

New Choices, whose circ is almost entirely subscriber-based, remained flat at 604,044 in the second half of last year, according to ABC, and ad pages rose 1.9 percent to 480 pages. Rivals include the giant bimonthly, general-interest Modern Maturity, which was flat last year at 20.4 million (it goes out to members of the American Association of Retired Persons), and Meredith's bimonthly Mature Outlook, a Sears custom publication that is sent to members of a Sears credit club, with 660,273 distribution.

60 Seconds With... Catherine Viscardi Johnston; Executive vp, Conde Nast

Q. In a nutshell, how would you describe your job? A. My basic responsibility is to grow our revenue as a company in any way I can think of doing it. Some of the ideas I come up with are, uh [laughs], ridiculous, and I'm told they are ridiculous [laughs]. Q. How about an example? A. No. [laughs] Not that I'm willing to talk about. Fortunately, I also hear more than once, That's a brilliant idea, let's do it'As long I come up with more brilliant ideas than stupid ideas, I can keep my job. Q. So, what's on your plate these days? A. There are probably three or four things on the tarmac waiting to take flight that we have never done before as a company. Not just magazines, but truly unique ideas in publishing. Q. Is a tech book an area CN has been

looking into? A. It is. But we're not ready yet. We won't come out with anything that isn't truly unique and innovative. Just to come out with a special supplement on technology is a cliche. If we can come up with something that communicates the industry to the consumers Conde Nast represents, then we'll do it. Q. When will The New Yorker be part of the Conde Nast ad package? A. As of January 1999, there will be a group buying opportunity that includes The New Yorker and CondeNet. Over the next six months we'll begin to synthesize them into the Conde Nast approach to ad sales, and when we're ready, they'll be bought through our network. The big issue for us is they're a weekly and we're a monthly. Integrating them and CondeNet is the challenge we're dealing with right now. But we'll be ready when the time comes. Q. By the way, congrats on your family's new addition. A. My puppy? [laughs] His name is Charlie, after Charles Townsend [also a Conde Nast executive vp]. I was hoping the new addition would be a female friend for me. We're very testosterone-rich in my family right now, but he's a good boy.

Writer's Block: A memorable sample from a recent issue

"For his last meal, he'd eaten oysters and foie gras and capon--all in copious quantities--the succulent, tender, sweet tastes flooding his parched mouth. And then there was the meal's ultimate course: a small, yellow-throated songbird that was illegal to eat. Rare and seductive, the bird--ortolan--supposedly represented the French soul. And this old man, this ravenous president, had taken it whole-wings, feet, liver, heart. Swallowed it, bones and all. Consumed it beneath a white cloth so that God Himself couldn't witness the barbaric act.

I wondered what a soul might taste like.

-- "The Last Meal," Michael Paterniti's account of French President Francois Mitterand's last supper, Esquire, May

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Life beyond blue jeans;Don't overdo the denim look on casual Fridays The Record (Kitchener-Waterloo, Ontario) April 30, 1998 Thursday Final Edition

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The Record (Kitchener-Waterloo, Ontario)

April 30, 1998 Thursday Final Edition

SECTION: LIFESTYLES; Pg. B8

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HEADLINE: Life beyond blue jeans;
Don't overdo the denim look on casual Fridays

SOURCE: CALGARY HERALD, SOUTHAM NEWSPAPERS

BYLINE: Lin Connery

BODY:
Good news for victims of denim abuse: for casual days at the office and for weekend relaxation, there is life beyond blue jeans.

The trend to dressing down in the office hit the wall because so many people went beyond casual and fell into sloppy. Now denim-shocked managements are trying to establish dress codes they and their employees can live with.

Denim can work in the office, but generally speaking the rule is that you should wear only one piece of denim and surround it by co-ordinates -- a blazer or chinos, for instance. Unfortunately, some people have slid into the habit of layering mismatched shades of denim on denim. Throw a pair of overly-tight blue jeans into the mix and "it's no longer a professional look," says Verty Nelson, certified image consultant at The Bay in Calgary.

Casual day isn't an excuse to wear whatever's handy, she notes. Get your creative juices flowing and "go with something that really makes you feel good," while keeping your professional look intact.

Don't be too different

Build a look that's your own, but fits with your colleagues. "You want to be accepted -- not too different," Nelson says. Never dress better than the boss, but look to him or her to set an example. If you're still unsure, monochromatic dressing is always the safe alternative.

Simplicity, quality and modesty are the watchwords, even for casual Fridays. Remember, understated dressing always looks more polished. And buy the best quality you can afford -- purchases that will dependably take you from season to season.

Avoid anything that's too tight or anything too revealing. Stay away from plunging necklines, skirts that are too short, pants that are too tight, crop tops that expose the midriff, and so on. Don't neglect grooming on casual days. When people believe they look professional and capable, their work performance goes up, says Nelson.

So, how do you do the casual, yet professional, look? A little creative shopping will turn up many alternatives to blue jeans and T-shirts.

Check out shirt jackets, casually-styled blazers, button-down casual shirts in blue or stripes topped off with a vest, understated cardigans with no loud patterns or detailing, and twinsets (matching shells with cardigans) paired with chinos.

Have a jacket handy

Try layering up, says Nelson. For instance, start with a button-down shirt with vest and blazer on top. "It's a good idea always to have a jacket handy" so you're ready for unexpected meetings or unscheduled visits from clients. Slip into the blazer and you still have that professional edge.

"A professional look is understated," she says. Subdued colors -- browns, greys, navy -- are best. "Little jumpers are nice -- in the long style -- with mock turtlenecks or blouse."

A long skirt in a floral with a matching twinset and a little boot as footwear is another possibility. "We're seeing a real trend toward more femininity."

Depending on the personality of the wearer, the new breed of bright and distinctive Hush Puppies can be real outfit-makers with lots of character.

Another perfectly acceptable look is a golf shirt paired with a blazer, but keep it plain and simple, says Nelson. "Anything with a logo or a T-shirt that says something across the front -- leave it at home for cutting the grass."

And if your weekend features any activities more exciting than cutting that grass, you should give some thought to what you'll wear. Remember, when you look good, you feel good.

Cardigan over the shoulders

One great thing about summer weekends is that you get to wear sandals. (Remember, many aren't appropriate for the office.) For weekend outings, sandals can give that long floral skirt and twinset a much more relaxed look. For dates, Nelson suggests combining sheer layers with a little cardigan over the shoulders "for that Sharon Stone look."

A lot of casual office pieces are versatile and translate well to weekend socializing. Layer the button-down shirt over a status-type T-shirt such as a Tommy Hilfiger tee, or pull on a lace trimmed T-shirt for a romantic twist.

Tie the shirt at the waist. Again, chinos are a nice break from jeans.

Leggings have been fashionable for years because they're so comfortable, but some people just don't look good in them. "Leggings are a privilege, not a right," says Nelson firmly. If you don't feel they're flattering to your shape, leave them at home for lounging. And remember, leggings always call for a long top.

Check out casual streetwear-type sweat pants with matching co-ordinates. They're comfortable and easy to slip into, but still nicely put together.

Little white runners are destined to be hot this summer, while some of the best jackets are anoraks, including the sporty **Nautica** line. There, bright yellow is the color of the season.

GRAPHIC: SOUTHAM NEWSPAPERS; For wearing on weekends: **Nautica** carrot cardigan, $73, Whisper pant, $98, and Lizwear white canvas runners, $40. All from The Bay. Greg Fulmes,

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Springtime brings airy, comfy clothes;Men and women;have a lot in;common this season Arkansas Democrat-Gazette (Little Rock, AR) May 10, 1998, Sunday

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Arkansas Democrat-Gazette (Little Rock, AR)

May 10, 1998, Sunday

SECTION: FEATURES; Pg. LRD4

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HEADLINE: Springtime brings airy, comfy clothes;
Men and women;
have a lot in;
common this season

BYLINE: HOLLY HANSON, KNIGHT RIDDER NEWSPAPERS

BODY:
The new spring looks for men and women could hardly be more different.
Men get to choose from a wide range of comfortable clothing that runs the gamut from easy linen suits to slouchy shirt-jackets in tropical prints and colors. Roomy sweaters, cargo pants and khakis -- longtime guy favorites -- complete the sporty picture.
Women can indulge in a bit of romantic fantasy with twirly chiffon skirts, trim sheath dresses, crocheted sweaters and saucy capri pants. Floral prints, lace accents and delicate embroidery give the clothes an even more feminine spin.
But somewhat unexpectedly, these clothes also have a lot in common.
Lightweight, airy fabrics are everywhere. Color is prominent and unisex, including periwinkle, mint green, lavender, yellow and aqua. Simple lines are key. Loosely knitted sweaters and linen drawstring pants are geared for both sexes, as are comfy clothes inspired by workout wear and athletic uniforms.
Even fashionable footwear looks the same: sandals, mules and slides with thick soles and open toes.
But the ease with which men's and women's wear fits together for spring should come as no surprise. After all, more and more designers offer men's and women's collections. American design stars Calvin Klein, Donna Karan and Ralph Lauren have done it for years, as have their European counterparts at Prada, Gucci, Armani and Versace.
And at least four Americans are joining those ranks. Menswear designer John Bartlett added women's wear to his line last year, while women's wear veterans Cynthia Rowley, Marc Jacobs and Michael Kors have recently branched out into menswear.
So it's only natural that their signature ideas -- not to mention fabrics, shapes and color schemes -- would flow into their men's and women's collections.
The most visible evidence of that is the preponderance of color in the spring collections. Of course, it seems only natural to wear more color in the summer, when blue skies and golden sunshine set it off so beautifully.
This year, that color is likely to be a variation of blue. Navy is the traditional spring shade, and it looks great for a linen blazer, a pair of drawstring pants or a loosely knitted sweater.
But there are plenty of ways to branch out, too, from the French blue of a dress shirt to the baby blue of a cardigan sweater. Look for periwinkle, aqua and lilac to make their marks as well. Yellow and bright pink offer a counterpoint.
"The colors are sort of pastels with a little bite to them," says Corbin Seitz, style consultant for Target stores. "The mix is what makes them interesting. Maybe you'll see periwinkle with lime, or you'll wear

lavender with black or chocolate brown."
In other words, go for a punch of color. This is not the summer to drift away in drippy, wispy pastels. Instead, it's the fabrics that might be considered on the wimpy side, what with the current designer fondness for materials that float, twirl and whirl aloft with the slightest breeze.
"It's about layers of weightless structure," says Patti Cohen, senior vice president of public relations for Donna Karan. "It's mohair, organza, chiffon, shantung."
On the women's side, this trend appears in long flowing skirts, breezy chiffon shirts and airy linen dresses. "My favorite new piece -- and I use myself as a barometer -- is a chiffon print blouse," says designer Dana Buchman. "It's feminine and chic, but it also covers. And in the summer, it also works almost as a little jacket."
But men aren't immune. Roomy linen pants, often pleated or trimmed with cargo pockets, are everywhere. And the lightweight gauzy sweater is the trendiest new top, made to be slipped under a casual blazer. More modest types can layer it over a T-shirt or tank.
The upside is that these clothes have a soft, comfortable look that is instantly appealing. The downside is that you shouldn't even think about wearing them to work, particularly if your office is a conservative one. Save them for casual dinners, weekend outings, a trip to the movies.
And for the office? Men can look businesslike and fashionable in a tan suit, whether in tropical wool or cotton with a slight sheen. It looks crisp with a white shirt and striped silk tie, as David Chu showed it on the **Nautica** runway, or pair it with a marine blue cotton shirt and a matching iridescent necktie, the look from Hugo Boss.
For women, there is such a dearth of tailored clothing that it might be best to pull last year's suit out of the closet and update with a delicate knit camisole or short-sleeved sweater underneath. Or opt for a tailored sheath dress with a jacket on top to give the look of a suit. You can find this dress in all price ranges, from designer (Bill Blass, Carolina Herrera) to bargain (Target and Sears).
For more casual offices, a skirt and sweater set may take the place of a suit. Hemlines are heading down, with the newest length just below the knee. Fuller skirts have their champions -- notably, designers Helmut Lang and Jean Paul Gaultier -- but the pencil skirt has by no means disappeared.
The slim, pegged skirt in stretch wool is the favorite look from John Bartlett, who showed it with a stretchy, white tank top with a split at the center front. If that's not quite your style, substitute a beautifully made white shirt, another key buy for spring that is available in all price ranges.
Bartlett put most of his women's wear with sharp-toed stilettos, and that look still has its fans. But just as hemlines are dropping, so are heel heights. Flat-as-a-pancake slip-ons styled like karate shoes or beach socks were a major runway trend, especially in New York.
You'll find these flats in the trendiest shoe stores, but the most popular mainstream look is the slide sandal, which usually means a thick sole and a wide band of leather, straw or fabric stretched across the top of the foot.
Men can wear them, too. Donna Karan showed almost nothing but slides with her spring menswear, putting dark brown or black slides with everything from cotton cargo pants to slouchy linen suits.
However, men are more likely to continue their love affair with rubber-soled sports sandals, which can go from the beach to the backyard without a second thought. These came out several seasons ago, and -- as is typical of the glacial speed with which men's fashion changes -- they're still popular.
Not surprisingly, these, too, are available in every price range, whether your wallet prefers Prada or Payless.
And that's perhaps the most appealing aspect of the new spring clothes. You don't have to spend a fortune to be fashionable.

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WALL STREET BULLS RUN WITH THE MEGABRANDS, CITING 'VALUE' FACTOR. WWD May 14, 1998

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BYLINE: D'Innocenzio, Anne; Seckler, Valerie; Ryan, Thomas J.

BODY:
This is the second in a two part report on Wall Street's outlook for fashion stocks. Part one appeared on Monday.

NEW YORK -- While Wall Street may be wary about the risk-reward ratio in upscale fashion stocks, it is downright bullish on those of better-priced megabrands, as consumers step up spending in apparel's broad middle market.

So who among this crowd ends up on the buy list of the major investment houses season after season? Tommy Hilfiger, Lauren-licensee Jones Apparel, Liz Claiborne and Warnaco Group. (They join a select group of luxury issues on the Big Board with buy ratings, including Polo Ralph Lauren, St. John Knits and Gucci -- see WWD Monday, page one.)

The common denominators among the Wall Street winners: A solid growth plan, with a hefty marketing budget; seasoned management and a sound infrastructure and, perhaps most importantly, a big brand that might not burn up the runway, but still has sex appeal and sells through consistently.

In part, the better brands are thriving because even as middle-income consumers are prospering from recent investments in mutual funds, they're more value conscious. Baby boomers especially are more prone to sink the big bucks into college education and retirement funds, health care and vacations. The better sector is also benefiting as some shoppers shift purchases from bridge, and others trade up from moderate -- often at promotional prices that erase the original cost differential.

Indeed, Polo Ralph Lauren Corp. is aiming to leverage the momentum by licensing a second better-price collection to Jones Apparel, licensee of the rapidly growing Lauren Ralph Lauren line of sportswear launched in fall 1996. News of the deal lifted Polo's stock 1/8 to close at 30 on Tuesday when the venture was announced. However, the issue eased to 29 7/16 on Wednesday, and Jones Apparel ended at 66 15/16, giving back 9/16 after hitting a 52-week high of 68 3/4 on Tuesday. Both trade on the New York Stock Exchange.

Polo's stock has been hovering in mid-to-high 20s and has yet to match its historic high of 33, reached May

21, 1997, the day it came to market. But the move to appeal to the 16-to-25-year-old woman with casualwear under a brand called Ralph, would be the company's first big step to accelerate business since it went public at $ 26 a share.

"The Jones Casual and Lauren Ralph Lauren lines are still outperforming their goals at retail, but Lauren Ralph Lauren is obviously a maturing brand," contended Allison Malkin, apparel analyst at SBC Warburg Dillon Read, who has "buy" ratings on both companies. "Ralph will give them a vehicle for fast increases.

"The deal will add to Polo's earnings through royalty payments, plus it will give them bigger penetration in the 16-to-25-year-old group," Malkin continued. "Tommy has made big inroads into this group on the women's side, and it looks like Polo is going to follow."

Malkin sees Polo's profit ballooning 33 percent to $ 1.18 per share for the year ended in March, against 89 cents. She expects Lauren's bottom line will climb 16 percent to $ 1.37 per share in 1999. And Malkin estimated Jones' profit will surge 24 percent this year to $ 2.80 per share and leap 20 percent in 1999 to $ 3.35. Last year, Jones netted $ 2.26 per share.

"Jones Apparel is clearly a leader, and the deal to do Ralph will sustain its earnings growth rate of about 20 percent annually," Malkin projected.

In fact, industry observers noted the better-price range is where apparel houses such as Hilfiger, Lauren, Claiborne, and **Nautica** Enterprises can produce compelling values under brands they support with costly marketing campaigns and eye-catching merchandising.

Anticipating the launch of Ralph, as department stores are devoting more space to fewer, big brands, analysts say it's getting tougher still for smaller brands to win space on the selling floor. "Smaller players face the problem of price promotions staged by better labels that make those brands a better deal than the moderate-price competition," Malkin stated.

The Lauren Ralph Lauren line, for instance, has been expanded into 800 stores from 250 doors over the past year and a half, and notched sales of $ 350 million in 1997.

"I am fairly bullish on many apparel stocks this year," declared Walter Loeb, president of retail consultancy Loeb Associates Inc.

"Consumers have been buoyed by the strong stock market and have more discretionary income," Loeb reasoned. "As a result, I expect signature collections such as Tommy Hilfiger to be the beneficiaries; they will also be helped by their marketing might as retail continues to consolidate.

"More importantly, I believe that fashion is looking more wearable, with an infusion of fresh colors and fabric interest," Loeb added.

Further, analysts said the easy, classic appeal of better-price fashions is well timed to satisfy the casual style that is being embraced by more U.S. consumers.

"The baby boomers have the work wardrobes they need; the outlook for career wear is not so bright except for lines that appeal to Generation X, which is still building its work wardrobe," offered Andrew Jassin, partner in apparel consultant Marketing Management Group Inc.

"There are a half dozen or so very successful apparel brands that are continuing to control most of the apparel real estate," Jassin observed. "Jones Apparel, Liz Claiborne, Tommy Hilfiger, Warnaco Group, VF Corp. and Fruit of the Loom have dominant brands in various channels. No store would toss out brands as successful as these to replace them with secondary names, let alone product."

In fact, two of the market's hottest fashion stocks, Jones and Warnaco, are being propelled by ventures with megabrands, commented Todd Slater, analyst at Lazard Freres. "Jones is hot because of its alliance

with Ralph Lauren," Slater said, while citing Warnaco's acquisition last December of Designer Holdings -- and DH's license for CK Calvin Klein jeanswear in the U.S.

"What makes a stock go up is the ability to manage Wall Street's [earnings] expectations and to beat them," Slater added. "Jones is constantly beating them. Warnaco has had six years of 20 percent annual growth and is now managing to beat estimates."

Wall Street is estimating Warnaco's net will soar 28 percent to around $ 2.40 per share this year, from $ 1.87 in 1997.

Meanwhile, at NationsBanc Montgomery Securities, Susan B. Silverstein has been touting what she calls "Men's Wear's Triple Crown": Tommy Hilfiger, **Nautica** Enterprises and Polo Ralph Lauren. The trio's consistently good-looking product backed by strong advertising has driven sell-throughs at a high rate, she said, thus allowing them to maintain beefy margins.

"All three companies are maintaining a great deal of creativity in their offerings in men's wear as well as women's wear, accessories and other expanding areas, particularly home furnishings," Silverstein offered.

In fact, recent forays into home furnishings have extended the appeal of Tommy and **Nautica** to a broader range of consumers, as Lauren has done for years, the analyst pointed out. "The greater array of products solidifies the names as consumer soft goods brands and not just men's wear," she said.

On average, Wall Street expects **Nautica's** profit to soar 20 percent, to $ 1.62 a share in its year ended in March, from $ 1.35, in 1996, and Hilfiger's net to rocket 29 percent to $ 2.95 in its year ended in March, from $ 2.28.

"The key is first of all to watch the nuts and bolts," said Jay Meltzer, analyst at LJR Research. "You have to source where it's best and deliver what you promised to deliver. That sounds easy but when you're coordinating things all over the globe, it's fantastic when it all comes into the stores right.

"If you mind your 'Ps' and 'Qs', you can do extremely well in this worldwide market," Meltzer said, listing Hilfiger, **Nautica**, Jones, Liz and Polo as players adept in building solid foundations for their business.

Claiborne has also done a good job of boosting earnings by building its volume, Meltzer said, in contrast to the cost cutting and consolidation that has fed much of the apparel industry's growth over the past few years.

"Liz is not only minding costs, improving sourcing and improving turns, but their top line is growing again and their earnings are in strong upwards mode at this time," Meltzer said.

Wall Street expects Claiborne's earnings to advance 15 percent, to $ 3.05 a share this year, from $ 2.65 in 1997.

Its growth initiatives and solid management won Liz a spot on the list of fashion stocks favored by Jennifer Black Groves, analyst at Black & Co., who also likes Sirena Apparel Group and Nike. She likes Liz because of its potential to expand in career wear, DKNY Jeans, men's sportswear, accessories and international business.

"The question," contended apparel consultant Jassin, "is whether the big brands will keep selling as much to department stores or open more of their own stores to gain control over their distribution, and whether they'll launch more proprietary labels like Claiborne's First Issue for Sears and names aimed specifically at the mass market, such as VF's Riders and Chic denim brands."

Not surprisingly, analysts credited seasoned management teams and solid balance sheets for helping to build Hilfiger, Claiborne, Jones and Warnaco into the vigorously growing enterprises that win Wall Street's approval.

"I see a dismal future for other, non-major brands like a Marisa Christina," Jassin projected.

"Wall Street is especially interested in powerful apparel brands, on top of the usual standards like good management and a solid balance sheet," said Faye Landes, apparel analyst at Salomon Smith Barney. "A consistent track record of increasing profit is tough to achieve in fashion, but if the bottom line shows relatively steady growth, it is a big plus."

In the near term, apparel stocks also stand to benefit from a new crop of initial public offerings by apparel firms such as Columbia Sportswear, the rugged and casualwear maker that came to market at 18 in March. Shares of Columbia closed at 19 1/4 Wednesday, off 3/4, and have ranged from 25 11/16 to 18 7/8, in over-the-counter trading.

"A couple more successful deals like Columbia Sportswear's IPO will help the climate for apparel stocks, especially if the companies are a bit more on the fashion side of the business [than Columbia]," forecast Henry Jackson, managing director of investment banker Peter J. Solomon Inc. "Wall Street has always had a love-hate relationship with fashion stocks."

Wall Street is estimating Columbia Sportswear will earn about $ 1.10 share this year, up 17 percent from 94 cents in 1997.

"Fashion stocks are timing plays," Jackson advised. "Investors have to make sure they are picking the right time in the life cycle of both a company doing an IPO and the stock market."

According to a financial source who requested anonymity, "There will be more apparel [IPO] deals in the pipeline over the next four months, which focus on manufacturers with branded licensing opportunities." The source declined to elaborate.

Generally, Wall Street is looking most favorably on investments in apparel companies with growth possibilities outside the U.S., without being overly dependent on international markets, especially Asia, for gains over the next two years. "For apparel companies more focused on the U.S. market, the climate for IPOs is improving," observed Margaret Mager, apparel analyst at Goldman Sachs.

That's because the roaring bull market has many Americans feeling more prosperous at the same time that their personal income is rising, as low unemployment levels create a tight labor market.

"The U.S. economy is about as good as it gets, and we expect the trend to continue," projected Carl Steidtmann, chief economist at the Management Horizons consulting unit of Price Waterhouse. "It should be beneficial for value-driven apparel brands in the U.S."

A similar view was taken by Peter Skaperdas, chief U.S. economist at SBC Warburg Dillon Read, who said: "To the extent that apparel growth is driven by accelerating gains in personal income versus steady income, the industry is positioned to benefit from the macro-economic trends.

"I believe that as household incomes continue to grow faster than liabilities, consumers are more likely to spend on merchandise like apparel, rather than squirreling away those funds for college, retirement and health care," Skaperdas stated. "I think we'll see the U.S. economy's growth rate pause in the second quarter, but subsequently I expect the momentum to [resume] building."

While the economy's fundamental elements are boding well for stocks in apparel's broad middle market, analysts still rang some cautionary notes.

"I think retailers are playing it extremely conservative right now," said Loeb, referring to homogeneous apparel assortments that have made it tough for consumers to tell one department store from another. "Retailers have to do more of their own editing of assortments," Loeb counseled, rather than leaving it to a vendor's brand managers.

"Department stores will probably have to rethink their reasons for being," said Arnold H. Aronson, managing director, retail strategies, Kurt Salmon Associates. "They will have to decide whether to be homogeneous national chains whose mix is based largely on bottom-line considerations, or to tailor their assortments more closely to customers' needs via targeted marketing, micromerchandising, and by offering a fuller menu of services."

Ten years ago, department stores had around 20 percent of the U.S. retail market; today their share has been slashed to 10 percent, according to Aronson. Intensifying competition from off-pricers like TJ Maxx, upscale discounters such as Target and moderate-price chains like Kohl's, Mervyn's and Sears has cut into the share held by traditional department stores, where most of the better-price brands are sold.

"It has become easier and more rewarding for consumers to shop a power strip center with a Kohl's, a Circuit City, a Toys 'R' Us and a CVS, than to negotiate two or three department stores with a more limited selection of merchandise, in a regional mall," Aronson maintained.

Also looming over the price-sensitive better sector are the possibilities of a major correction in the stock market, or an increase in the average savings rate of U.S. consumers, currently at just 3.5 percent of their annual income -- either of which could dampen spending on apparel and other goods.

"The demographics of the aging baby boomer generation favor a somewhat greater rate of savings," Steidtmann said, "but I've been expecting that trend to develop for 10 years now."

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On and Off the Beaten Path;Outdoor Gear Isn't Just for the Adventurous Anymore The New York Times May 16, 1998, Saturday, Late Edition - Final

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View Related Topics

May 16, 1998, Saturday, Late Edition - Final

SECTION: Section D; Page 1; Column 2; Business/Financial Desk

LENGTH: 1799 words

HEADLINE: On and Off the Beaten Path;
Outdoor Gear Isn't Just for the Adventurous Anymore

BYLINE: By MARTIN FORSTENZER

BODY:
In the 1960's, two hiking enthusiasts who owned a mountaineering shop in Berkeley, Calif., stitched together some backpacks and sleeping bags and put them on their shelves. It was the modest beginning of a company they called the North Face.

Over the next 20 years, the North Face label gained a devoted following among serious rock climbers and backpackers -- even though, industry insiders say, the company failed to make any money. "It was a looser organization, run more for fun," said William Simon, North Face's current chief executive. "They were dedicated to making good products, but they weren't profit-oriented."

Nor were most of the other companies that sprang up in response to the backpacking craze of the 60's and early 70's. Many were started by hippie outdoor-adventurers in university towns like Berkeley, Seattle and Boulder, Colo. One of them, Sierra Designs of Berkeley, became a haunt of the Beat poets Allen Ginsberg and Gary Snyder, and would periodically shut down for two weeks to allow employees to go backpacking. In those days, said Bob Woodward, a former Sierra Designs employee and now the publisher of an industry newsletter, "Everybody had long hair, wore beads, smoked dope and took L.S.D."

No more. In the 1990's, frivolity is out and the bottom line is in. And outdoor attire -- high-technology clothing designed for use in rugged outdoor sports -- has caught fire with the general public. Suburban soccer moms, urban sophisticates and inner-city teen-agers alike have latched onto the trend, parading around in synthetic fleece pullovers and waterproof parkas. Sales have grown from an estimated $1 billion 15 years ago to $5 billion today, according to the Outdoor Recreation Coalition of America, a trade organization.

And, as usually happens when a niche product gains mass appeal, big corporations are elbowing their way onto the scene. After microbreweries grabbed the high end of the beer market in the early 1990's, the big brewers were quick to concoct their own specialty beverages. And ever since Amazon.com went on the Web three years ago, the bookstore chains have started rival electronic shopping centers.

The outdoor-gear industry is undergoing even more of a metamorphosis, as corporate giants prowl around for acquisitions while designers like Polo Ralph Lauren and Tommy Hilfiger expand their offerings, flooding the market with stylish high-priced imitations. Meanwhile, tiny companies that began with a couple of

sewing machines in a loft grow and go public, new start-ups vie for the enthusiast market and some specialized outdoor retailers struggle to survive.

"The industry is in a particularly aggressive process of change right now," said Ed Schmults, former chief operations officer at Patagonia, the outdoor apparel maker, and now president of Moonstone Mountaineering. "It's an attractive market, and the big-money companies see an opportunity here." Patagonia is a unit of Lost Arrow.

The outdoor-gear industry manufactures everything used in mountain climbing, white-water kayaking and other outdoor sports, from tents and backpacks to portable cookstoves and water purifiers. But its apparel has attracted a much broader market. What the public originally found so appealing were functional innovations aimed at making outdoor sports easier, safer and more comfortable, like Gore-Tex, the now widely used fabric that allows perspiration out but does not let water in, and Polartec, a synthetic fleece.

Then, companies like Patagonia, based in Ventura, Calif., created a wider following by using striking colors like cobalt and magenta and introducing distinctive style features. Outdoor-wear makers also added to their products' allure through adroit marketing, such as signing on mountain climbers and other athletes involved in outdoor exploits.

Now, the nationwide business merger craze has even trickled down to outdoor gear. Among numerous acquisitions over the last couple of years, Esprit de Corp. bought Moonstone. K2 Inc., a publicly traded ski manufacturer, acquired Dana Design, Wilderness Experience and Garuda Mountaineering.

Some people fret that corporate America's obsession with the bottom line will stifle the creative spirit that animated the smaller companies they have snapped up. According to Michael Hodgson, technical editor for Outdoor Retailer, a trade publication, that was the fate of backpack-maker Dana Design and its founder, Dana Gleason.

"Dana Gleason was the embodiment of all that was great about the outdoors industry." Mr. Hodgson said. But now, he added: "There is the perception that the innovation at Dana Design is less than before. Gleason is no less innovative than he was before, but the ability for him to execute his innovation is constrained by the financial boundaries that K2 is going to put upon him."

Mr. Gleason acknowledged that Dana Design is "a little bit symbolic of serious business meeting the outdoor equipment industry," but he argued that the company was better off under K2's ownership. "We've had the freedom under K2 to actually continue building the best piece we know how," he said.

If they aren't being gobbled up, though, the outdoor-gear companies have to worry about competition from designers and other clothing manufacturers making their own outdoor garb.

"I view Ralph Lauren and Tommy Hilfiger coming into the market as a problem because they are very smart people with a lot of money," said Steve Crisafulli, president of Marmot Mountain Ltd. in Santa Rosa, Calif., which makes technical apparel capable of protecting users in extreme wilderness conditions. "They will take some of the cream off the top of the market."

Marmot, which also has long made tents and sleeping bags, is responding by widening its product line to include backpacks, synthetic long underwear and other gear. North Face and Patagonia, two of the largest outdoor companies, said they were countering with marketing campaigns that emphasized their authenticity and functional performance.

Mr. Simon, the North Face chief executive, dismissed the designer clothing as "pretend products." And Kristin Hostetter, equipment editor for Backpacker magazine, agreed that most of the designer clothing does not measure up.

"The difference is in materials and detailing, quality of construction like the tightness of the seams and the seam taping, the quality of the finishing and the zippers," she said. "If you're going out in the woods for a

week at a time, I wouldn't rely on it."

The fact remains that most people don't go out in the woods for a week at a time. Catherine Fisher, a Tommy Hilfiger vice president, said the company had "different inspirations in different seasons, and that's reflected in the sportswear collection."

"They're not promoted as professional or technical in nature," she added. Polo Ralph Lauren declined to comment.

Some of the original outdoor-gear companies are meeting the competitive challenges by expanding. Columbia Sportswear, which had $353 million in 1997 sales, went public this year. But it is the evolution of North Face, whose name refers to the iciest and most forbidding route up many of the world's mountains, that most clearly illustrates the industry's transformation.

The company, now based in San Leandro, Calif., established a reputation for high-grade tents and sleeping bags as well as apparel. But it changed ownership several times over the years and was finally sold in a management-backed buyout a few years ago. It went public in 1996, raising $56 million in two offerings that it used to erase debt and increase research spending. Last year, its revenues surged 32 percent, to $208.4 million, and North Face has set an ambitious sales goal of $1 billion by 2003.

To meet that target, the company plans to expand distribution in Europe and has extended its product line, recently announcing that it will begin making hiking boots. It is also seeking new outlets in the United States, signing a distribution agreement with the Finish Line chain and selling products in the Nordstrom department store in Anchorage as a test. Mr. Simon said the company will not market its products through national chains or department stores anytime soon, but added, "I never say never."

North Face is also using some of its cash hoard to build what it bills as the largest materials-and-product testing laboratory in the garment-manufacturing industry. The facility will include an environmental chamber capable of producing temperatures of 40 degrees below zero and simulate snow, rain and 40-mile-an-hour winds.

For all its growth, purists complain that the company has abandoned its roots to grab a piece of the mass market. "What bodes ill for the industry are companies like North Face, which used to be authentic but which is going as fast as it can to become a street apparel company," said Mr. Woodward, the newsletter publisher. "The outdoor look is being driven by urban folks; it isn't being driven by those of us who participate in this stuff every day."

Other outdoor companies are also seeking new markets in the large sporting-goods chains or department stores. Lowe Alpine Systems, a backpack and apparel maker established in the early 1970's, makes no apologies for doing so.

In the past, Lowe shied away from the big retail outlets "because we were afraid we would lose our core focus," said Frank Hugelmeyer, Lowe's vice president of sales and marketing.

"We've realized it's not about that," Mr. Hugelmeyer said. "It's about speaking to the broad consumer, and these people have the best ability to do that."

But if some of the proud old names are going mainstream, start-ups are popping up to replace them at the cutting edge. Arc'teryx Equipment, a British Columbia company started by two mountaineers in 1991 in a kitchen, is getting rave reviews for its lightweight Gore-Tex jackets with welded seams.

And the mountaineer Jeff Lowe and his two brothers, who founded Lowe Alpine Systems in the 1970's and sold it in the 1980's, are planning to start a company that will make mountain bikes and other gear.

There seems to be room for the newcomers as well as the veterans from the tie-dyed era. The popularity of backpacking, rafting, bicycling and other hardy outdoor activities continues to grow. Best sellers like "Into

Thin Air," (Anchor/Doubleday) about a disastrous climb of Mount Everest, have fueled the trend. So have television commercials that use images of kayaking, rock climbing and other wilderness adventures to promote everything from cars to mutual funds.

"The outdoors are hot," said Sally McCoy, managing director of Sierra Designs. "Everybody and his brother are using us in ad campaigns. The designers are knocking off our apparel. It's very trendy."

GRAPHIC: Chart: "Down From the Mountains"
Once a fringe segment of the sporting goods business, the outdoor equipment industry has moved into the mainstream, inspiring big fashion houses to bring out competitive products.

NAUTICA
Founded and still run by David Chu, who has designed its products from the beginning, the company relies on an adventure theme to sell everything from apparel to linens, fragrances to swimwear.
The jacket sellsfor $235 and the fleece vest for $89.

TOMMY HILFIGER
The first fashion collection by Tommy Hilfiger appeared in 1984; his clothing has attracted a huge following among male teen-agers. The backpack sells for $62 and the pants for $78.

TIMBERLAND
Started as the Abington Shoe Company in 1955, it became Timberland in 1978. The company is well known for its stylish and sturdy boots. The baseball-style cap sells for $26 and the shoes for $100.

THE NORTH FACE
Founded in 1965, the company sells its products through outdoor and ski retailers, but they have become popular as street clothes. The jacket sells for $375.

SIERRA DESIGNS
Another 60's-era Bay Area company, it concentrates on products for outdoor enthusiasts. The fleece pullover sells for $119.

MARMOT
The company, now employee-owned, was started in 1974 by three climbers who met in Alaska. The pants sell for $139.

LOWE ALPINE
Best known for climbing gear, the company created the first internal-frame backpack. The backpack sells for $165.

VASQUE
Part of the Red Wing Shoe Company, Vasque specializes in top-of-the-line hiking boots but also makes everyday footwear. The boots sell for $200.

Photo (Naum Kazhdan/The New York Times)

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TRY NOT-TOO-REVEALING ATHLETIC LOOK SEATTLE POST-INTELLIGENCER May 18, 1998, Monday

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SEATTLE POST-INTELLIGENCER

May 18, 1998, Monday , FINAL

SECTION: LIFESTYLE, Pg. D2

LENGTH: 336 words

HEADLINE: TRY NOT-TOO-REVEALING ATHLETIC LOOK

BYLINE: Elsa Klensch Columnist

BODY: Q: I am a 29-year-old lawyer working in New York City. I recently joined a health club and started working out every day in hope of finding "Ms. Right."

While I have no problem dressing for the corporate world, I'm at a loss when it comes to dressing for the gym. I don't feel comfortable wearing tight clothing and think baggy T-shirts and shorts are sloppy. I am too old for both looks.

What can I wear that is modern, stylish and comfortable?

EK: A warm-up suit in a lightweight fabric. Look for a jacket and pants with clean lines and a slim silhouette.

At **Nautica,** designer David Chu says the choice of fabric is important.

"It should be a modern blend that allows the moisture to pass through so it keeps the wearer dry and comfortable. It should be light enough for layering but also sturdy enough to give a look that's athletic but not too revealing."

Q: After a whirlwind courtship, I'm marrying an Italian engineer in July. We will be wed in his family church in a small village near Florence.

I have seen photos of it, and it really is a dream. I can't believe I'm so lucky.

But now that we've made all the plans, I realize I haven't the slightest idea of what to wear for a Tuscan wedding. Italians are so fashion conscious I don't want to look out of place. Any ideas?

EK: With such a romantic wedding in such a romantic setting, you must look as pretty as possible.

Look for a classic A-line white dress with a midcalf hemline. The style is flattering to all figure types and suitable for both dressy and informal ceremonies.

Keep the fabric sheer and flowing - chiffon, tulle, organza or delicate lace. A nice touch would be to use wildflowers to decorate your hair or carry as a bouquet.

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

GRAPHIC: Photo
NAUTICA: For the gym, this zip-front warm-up suit by David Chu has a blouson jacket and slim tapered pants.

TYPE: Q & A COLUMN

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Classic Nelson;Holding Court Sports Illustrated May 25, 1998

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Sports Illustrated

May 25, 1998

SECTION: GOLF PLUS; Pg. G14 [Not available in all editions]

LENGTH: 237 words

HEADLINE: Classic Nelson;
Holding Court

BYLINE: Curt Sampson

BODY:
Fans and even Tour pros circle the old man's cart, jostling for a look at golf nobility. "Everybody thanks me for being here, even the players," an amused Byron Nelson said last week at the GTE Byron Nelson Classic. More than half a century after winning 11 straight tournaments--a feat more formidable than Joe DiMaggio's 56-game hitting streak--Nelson, 86, is spry enough to have recently signed an apparel contract with **Nautica** that has a 10-year option. "The clothing people think my name won't die when I do," says Nelson, who offered a few lively opinions before driving into the Texas sunset.

On the Woods-Zoeller feud: "I preside over the Masters champions' dinners, and there was no tension this year. Everyone, including Tiger and Fuzzy, was free and easy."

On today's game: "In my day, if you hit it hard, you couldn't hit it straight. That's why I had a three-quarter swing. Now, players like Woods, [John] Daly and [Davis] Love are taking advantage of lighter shafts, lengthening their swings and going full-out. The other big change is in agronomy. Verticut and aerating machines make the greens so good you can hit it at them hard, not play run-up shots like we did."

On the future: "Golf will keep growing, but not everyone will be able to afford it. As the Bible says, you will have poor people always."

With that, Lord Byron rode off, the gallery parting before him.

--Curt Sampson

GRAPHIC: COLOR PHOTO: PHOTOGRAPHS BY ROBERT BECK, [Byron Nelson]

LOAD-DATE: May 25, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
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IN BUSINESS OF FASHION, NICKLAUS A VETERAN PLAYER Columbus Dispatch (Ohio) May 25, 1998, Monday

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Columbus Dispatch (Ohio)

May 25, 1998, Monday

SECTION: NEWS , Pg. 9A

LENGTH: 741 words

HEADLINE: IN BUSINESS OF FASHION, NICKLAUS A VETERAN PLAYER

BYLINE: Marshall Hood, Dispatch Fashion Reporter

BODY:
Where has all the garish attire gone?

It's been sliced -- replaced by classic golf sportswear that's actually stylish.

Helped by their high visibility on the fairways, professional golfers -- once scorned for their lime-green polyester pants and other missteps -- have become models of fashion in the 1990s.

Remember the Masters last month?

Payne Stewart strolled the greens of Augusta National Golf Club in natty plus fours; Tiger Woods, a poster child for minimalism, donned his red, black and gray "swooshwear" by Nike; Greg Norman faced the gallery in his trademark Shark linkswear.

Long before those golfers began earning style points, though, Jack Nicklaus was playing the fashion game.

His name has been on clothing for more than 30 years -- a venture that has proved golden: Annual sales of Nicklaus-brand clothing are estimated at $ 305 million worldwide.

Without question, his celebrity status has been a driving force.

"When you say Jack Nicklaus,' people have an instant picture," said Erin Gaffney, spokeswoman for Nicklaus' clothing partner, Hartmarx. "They know exactly what that looks like."

Hart Schaffner and Marx, a subsidiary of Hartmarx, began designing and manufacturing the "Nicklaus" line of blazers and dress trousers in 1968. Before that, apparel-maker Warnaco produced his now-defunct Golden Bear sportswear collection.

Nicklaus Sportswear, golf clothes for men and women, was introduced in 1990 and initially targeted to pro and resort shops. Three years ago, as golf's popularity exploded, the line's distribution was expanded to department and specialty stores.

Clothing makers cannot ignore the 25 million Americans who hit the links -- 24 percent more than a decade ago. An additional 2 million take a stab at the game each year.

Almost a third of beginning golfers are fashion-conscious women, and more than 60 percent are free-spending new players ages 18 to 39.

Hackers and slackers spend more than $ 15 billion a year on golf apparel, equipment and greens fees. Sales of golf sportswear alone are up 43 percent since 1995.

The trend toward a more casual workplace deserves some of the credit. Traditional golfwear -- polo shirts, casual slacks, blazers, links-inspired vests and sweaters -- are now acceptable in the office.

"The hottest styles in golf are less about what's on the links and more what's on the runways," said Lanora Everett, director of merchandising for Golden Bear Golf Centers, which sell Nicklaus' apparel at 14 golf centers, including one in Westerville.

"The old motifs are out, and subtle tones and patterns are in. The fabrics, colors and styles allow golfers to create a casual, elegant look that's comfortable and functional for golfing but ideal for real life' as well."

Nicklaus' golfwear for spring provides a case in point.

Two separate collections -- Silver Label and Blue Label -- "reflect the diverse ways golf enthusiasts see the game and themselves," said Roy Ricks, who oversees Nicklaus Sportswear for Hartmarx. "(They) represent two truly different attitudes and different mind-sets."

Both include knit polos, sweater-vests, trousers, shorts, windshirts, jackets and accessories that can take the wearer up to the 18th hole and beyond.

Silver Label ($ 75-$ 110) is geared toward the traditionalist who appreciates top-quality fabrics and workmanship, and more subdued patterns and colors. Blue Label ($ 45-$ 85) is designed for the younger player who wants bolder patterns and activewear designs, and dresses more casually for work and play.

The Nicklaus for Women collection, like the menswear, is created for both on- and off-course wear: polo dresses, sweaters, knit tops, pants and "skorts."

Nicklaus isn't directly involved in the design of the clothes, but he keeps his hand in the business.

"I continually get back to them with comments -- what I like and what I don't like, what I think will work and what won't," he said.

He particularly likes a new windshirt he recently received from Hartmarx.

"I test it, wear it and try to promote it," he said. "But that's not a thing that would take a lot of my time."

These days, Nicklaus collections are competing with the darlings of fashion: Giorgio Armani and Hugo Boss have golf collections, as do Ralph Lauren, Tommy Hilfiger, **Nautica** and others. Liz Claiborne, Nicole Miller and others fill the wardrobe niche for the growing number of women golfers.

GRAPHIC: Photo, A stylish younger Nicklaus, Linda Levy of Blacklick, Ohio, sizes up the merchandise at Golden Bear Golf Center in Westerville., Mike Munden / Dispatch

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SUMMER CALLS;OK, GUYS, THIS TAKES CASUAL FRIDAYS TO ANOTHER LEVEL Chicago Tribune May 31, 1998 Sunday, CHICAGOLAND FINAL EDITION

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May 31, 1998 Sunday, CHICAGOLAND FINAL EDITION

SECTION: MAGAZINE; Pg. 20; ZONE: C; FASHION/MENSWEAR.

LENGTH: 193 words

HEADLINE: SUMMER CALLS;
OK, GUYS, THIS TAKES CASUAL FRIDAYS TO ANOTHER LEVEL

BYLINE: Lisbeth Levine.

BODY:
The warmer months call for a different approach to dressing. It's the season to escape the confines of the buttoned-up, buttoned-down world and opt for something a bit easier.

"Summer should mean shedding your regular clothing," says Gene Silverberg, president of Bigsby & Kruthers. "Change is refreshing."

Designers offer men multiple ways to keep their cool, starting with a lighter palette. Shades of white--from stark paper white to soft cream--make a coolly sophisticated statement. Sleeveless sweaters provide a different sort of air-conditioning, as do leather sandals--particularly slides--worn in place of constricting footwear.

Drawstring pants show off the season's relaxed attitude at its best. Worn with an unconstructed jacket or a lightweight sweater, they take pajama dressing for an urban stroll.

Casual toppers get their inspiration from windbreakers, the kind that might have been worn by Wally Cleaver. And when the temperature really rises, there are pants that have been chopped off at the knee. They have an edge that takes them beyond typical Bermuda shorts. And they're just right for a late afternoon walk at the beach.

GRAPHIC: PHOTOS 13PHOTO (color): LIGHTER SUITS. Hugo Boss.; PHOTO (color): **Nautica.**; PHOTO (color): Calvin Klein.; PHOTO (color): SLEEVELESS SWEATERS. Nicole Fahri.; PHOTO (color): Gene Meyer.; PHOTO (color): SANDALS. Gene Meyer.; PHOTO (color): DKNY.; PHOTO (color): Wilke-Rodriguez.; PHOTO (color): LONG SHORTS. **Nautica.**; PHOTO (color): Gene Meyer.; PHOTO (color): Maurice Malone.; PHOTO (color): WINDBREAKERS. Wilke-Rodriguez.; PHOTO (color): Richard Edwards. Photographs by Maria Chandoha Valentino.

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Date/Time: Wednesday, June 21, 2006 - 3:56 PM EDT

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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Boxer, Speedos swimwear updated with new looks Florida Times-Union (Jacksonville, FL) May 31, 1998 Sunday,

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Florida Times-Union (Jacksonville, FL)

May 31, 1998 Sunday, City Edition

SECTION: ARTS & STYLE; Pg. D-4

LENGTH: 162 words

HEADLINE: Boxer, Speedos swimwear updated with new looks

BYLINE: Roy H. Campbell, Knight-Tribune News Service

BODY:
This season, the old swimwear standbys -- boxers and Speedos -- adopt some second cousins.

In the boxer category are long, colorful trunks with drawstrings 'outside,' modeled after the denim shorts skateboarders wear and the cutoff pants of surfers.

These new trunks are especially popular in the swimwear collections of **Nautica,** Tommy Hilfiger, Ralph Lauren and Timberland. They are aimed at hip-hoppers and Generation X.

Many combine a bright color such as orange with a more neutral shade such as white or navy blue.

On the bikini front, swimwear companies and high-fashion designers are adding sexy details to solid-color trunks. Gucci's summer bikinis are slashed open just below the waist for a glimpse of flesh.

Other styles are adorned at the front or side with a glittering rhinestone G. John Bartlett's bikinis are cut out at the back, just short of indecency. Tom of Finland's ultra-hot collection uses laces to hold the sides together.

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SPORTSWEAR GREATS FIND CLOTHING A VERYCOMFORTABLE FIT: HILFIGER, NAUTICA, CHAPS PAVE PROFITABLE ROAD FOR OTHER LABELS MOVING INTO CLOTHING. Daily News Record June 3, 1998

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June 3, 1998

SECTION: No. 66, Vol. 28; Pg. 1; ISSN: 1041-1119

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LENGTH: 1355 words

HEADLINE: SPORTSWEAR GREATS FIND CLOTHING A VERYCOMFORTABLE FIT: HILFIGER, **NAUTICA,** CHAPS PAVE PROFITABLE ROAD FOR OTHER LABELS MOVING INTO CLOTHING.

BYLINE: Gellers, Stan

BODY:
NEW YORK -- The big-brand parade is marching to a new tune.

The hot marquee brands that fueled mainfloor sportswear as well as furnishings business during the last few years are now playing a repeat performance in tailored clothing. Chaps by Ralph Lauren, Tommy Hilfiger, **Nautica,** Perry Ellis, Kenneth Cole, to name a few, have added their own brand of fireworks to clothing in department as well as specialty stores.

They're the new American brands that are targeting and winning a younger customer who wants the same modern attitude in his suits and sport coats. Equally important for retailers, the labels have extended their established franchises in sportswear and furnishings into the clothing area with amazing speed.

According to Stuart Goldblatt, senior vice-president, GMM of men's at Carson Pirie Scott, Milwaukee, "I believe that [to the consumer] clothing is a very important purchase and the visible names like Ralph Lauren, Tommy Hilfiger and **Nautica** give further confidence to the customer."

The store carries Chaps by Ralph Lauren, Tommy Hilfiger and **Nautica,** and as this retailer states, it's a lot more than brand names adding hype to an usually bland classification. Goldblatt points out that the styling of the clothing has to be "an extension of the integrity of the brand. And this is really in terms of the detailing rather than the overall modeling. But the real success of any of these brands depends on what happens in-store with the appropriate salespeople to enhance the product."

As for the validity of the labels in clothing, he adds, "Having a brand already established in sportswear and furnishings makes it more understandable to the customer. But tailored clothing is a specialized business and as strong as a name is, the product still has to be there."

Fred Derring, a principal of DLS Outfitters with close to 100 upscale specialty stores, insists department stores don't have a monopoly on the new celebrity designer clothing labels.

He says, "Our accounts have several American designer brands, like Joseph Abboud. And more names are happening, like the new Lauren by Ralph Lauren line at Peerless and the Canadian company's new DKNY line for spring.

"About DKNY, my stores feel that the Donna Karan label carries a lot of weight with women and certainly their influence is felt. Polling our stores, many of our clients tell us that men often come in to buy a suit with their wives or girlfriends in tow. And they're the ones who know about the designers."

In much the same way, Ken Hoffman, chairman, Hart Schaffner & Marx, which has the Tommy Hilfiger tailored clothing license, reports that many of the specialty stores carrying the Hilfiger clothing label don't have Tommy sportswear departments. He says, "Certainly, the presence of a sportswear department would help; however, it's not always necessary."

HS&M has a whopping 450 Hilfiger department and better specialty store customers on its books. Hoffman continues, "From its inception in fall '94, the brand has been an immediate and major success.

"It usually takes a long time to build a clothing brand. The Hart Schaffner & Marx brand is where it is today because it has a 110 years of growth. Tommy came out of the gate fast and stayed out front because of the tremendous strength of the brand and the fact that it was so well known when we started."

Hoffman says that's only part of the success story and explains it was clinched by the direction from "a live individual who has his hands on everything and knows the fashion that's happening. And, Tommy's a businessman.

"The proof of the pudding is that our sell-throughs in specialty stores are very strong." For that matter, he adds that of all the labels the division markets -- Hart Schaffner & Marx, Tommy Hilfiger, Austin Reed and Burberrys -- Hilfiger is the second largest after HS&M.

Talking numbers, Mike Sandler, president, **Nautica** Tailored Clothing division, Lanier Clothes, says, "We've had the **Nautica** label about a year and a half and in the first full year of shipments we've broken the $ 20 million mark. It's unbelievable."

He feels that this slam dunk happened for a couple of reasons. "The first is the strength and identity of **Nautica** from sportswear, along with the integrity of the brand, and this is very important to the retailer. It tells him that we will maintain price points and not become another discounted brand.

"Secondly, we're a diversified clothing manufacturer with a track record for delivering a moderate-priced quality product. We simply extended this capability to a very legitimate brand. We're able to buy the finest fabrics in the world and give stores clothing with a keystone markup and priced where the action is."

His projection: to grow **Nautica's** clothing volume to just under $ 30 million by next year.

At Perry Ellis Men's Tailored Clothing Co., another division of Hartmarx, with about 85 retail customers including many of the major department stores, Jim Bryan, vice-president of sales, claims: "There's no doubt that a brand name has to be important. At the least, it gets attention at the management level, especially when there's brand equity across other product classifications.

"A franchise in one department isn't an automatic passport into clothing -- but it will get your foot in the door. Then it's all about the integrity of the product."

Bryan adds there are other important aspects, like the styling and whether it's current. He says, "Also, does the brand fill a niche in the store's brand matrix? In the case of Perry Ellis, we fill a void in the contemporary area." Pricewise, the label surely has to fit, too.

Another factor, he notes, that will make or break a brand is the way a manufacturer supports it in the store at point of sale. He says, "We have a team of retail coordinators who do everything from training the

salesmen, housekeeping and watching fill-ins. We found that in the tailored clothing business, it's just as important to be there every day as it is in collection and classification sportswear or furnishings."

What's old can be new again in the clothing business and there are several examples where successful updates have moved veteran brands into the '90s. Among them are Palm Beach at the Hartmarx Plaid division and the recently revived Haspel label at Neema Clothing.

Jim Murray, president, Plaid Clothing, says, "We've made Palm Beach much more current by adding the modern styling and fabrics to surround the basics, which continue as our nucleus.

"And when our customers see the clothing and our presentation, they know it's not the old Palm Beach. Our in-stock book has super 100s and Lycra spandex, and we've added new cotton presentation and silk/wool sport coats. And there's more. This fall we're even getting back into the trouser business."

He also reports that under Hartmarx, the brand's business is up almost 25 percent.

Larry Drew, Neema's vice-president, sales, says, "From what I've experienced with specialty stores, these retailers like a label that has recognition value for their older customers. They're usually forgotten in the shuffle. At the same time, stores are eager to get their hands on a brand and a look that will appeal to a younger customer."

He explains that Neema has played up Haspel's retro feeling in several ways: first, by reviving such old summer standbys as cotton seersucker and poplin; and second, in the brand's image.

Drew says, "We based the advertising and in-store promotion of the brand on old photographs of former movie greats Humphrey Bogart and Clark Gable wearing Haspel seersucker suits. We even found a picture of Gregory Peck."

Cashing in on the past is paying off for the company and the executive says that in the space of three seasons, Haspel has become a multimillion-dollar business at specialty stores with an entirely new customer base.

Which, of course, is the same message for the high-visibility sportswear brands that have become clothing stars in their own right for a younger audience that is writing its own rules of dressing up.

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Men's swimwear styles go beyond boxer or bikini Swimsuits scream sexy this season with details like cut-outs and rhinestones The Toronto Star June 4, 1998, Thursday, METRO EDITION

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The Toronto Star

June 4, 1998, Thursday, METRO EDITION

SECTION: FASHION; Pg. E1

LENGTH: 314 words

HEADLINE: Men's swimwear styles go beyond boxer or bikini Swimsuits scream sexy this season with details like cut-outs and rhinestones

BYLINE: By Roy H. Campbell SPECIAL TO THE STAR

BODY:

Does he wear boxers or briefs?

Since the advent of modern-day underpants, people have tried to judge men by the underwear they prefer.

Some people also play the beach version: Is he into boxer-style swim trunks - Hawaiian patterns and the like - or bikini styles, from conservative Speedos to racier and skimpier looks?

This season, swimwear pundits get some new looks to ponder as the old standbys - boxers and Speedos - adopt some second cousins.

In the boxer-look category are long colourful trunks with drawstrings "outside," modelled after the long denim shorts that skateboarders wear and the cutoff pants popular with surfers. These new trunks are especially popular in the swimwear collections of **Nautica,** Tommy Hilfiger, Ralph Lauren and Timberland. They are aimed at hip-hoppers and Generation X.

Many are two-toned, usually combining a bright colour such as orange with a more neutral shade such as white or navy blue. The material is often shiny nylon or microfibre. On the bikini front, swimwear companies and high-fashion designers are adding sexy details to solid-colour trunks.

Gucci's summer bikinis are slashed open just below the waist for a tantalizing glimpse of flesh. Other styles are adorned at the front or side with a glittering rhinestone G.

John Bartlett is also making waves. His spring bikinis are cut out at the back, just short of indecency, and also slashed on both sides of the hip.

The more adventuresome might hit the surf wearing Tom of Finland's ultra-hot swimwear collection. One design uses laces to hold the sides together. Other styles are detailed with tattoo motifs or chains.

"Women have been wearing sexy swimsuits with cut-out and sheer panels for years; it's about time that men's suits got sexy," says Gary Robinson, co-designer of the New York-based Tom of Finland collection.

PHILADELPHIA INQUIRER

GRAPHIC: PHOTO: TRUNKS SHOW: Tommy Hilfiger striped surfer-style suit has drawstrings on the outside to appeal to hip-hoppers.

LOAD-DATE: March 25, 1999

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Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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Trade show will gauge 'vibe' from urban youths; Industry uses event to market brands; Entertainment The Baltimore Sun June 5, 1998, Friday,

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The Baltimore Sun

June 5, 1998, Friday, FINAL EDITION

SECTION: BUSINESS, Pg. 1C

LENGTH: 880 words

HEADLINE: Trade show will gauge 'vibe' from urban youths; Industry uses event to market brands; Entertainment

BYLINE: Shanon D. Murray, SUN STAFF

BODY:
Music, fashion and sports.

To urban youths, they are the essence of a highly stylized hip-hop culture.

To businesses, they are the elements of a major marketing campaign.

Beginning today, leaders in the urban entertainment industry will mingle with the general public in Washington at the VIBE Regional Music Seminar, a two-day trade show sponsored by the New York-based urban culture and music magazine.

In the thick of things will be corporations looking to gain some exposure, if not credibility, among urban youths -- the multiethnic group of 18- to 34-year-olds who always seem to know what's in style and the second something isn't.

The seminar's theme this year is "Build," as in "businesses must build their presence in the urban youth marketplace," said Keith T. Clinkscales, president and chief executive of VIBE magazine.

"Urban entertainment is a very fertile business environment," he said. "Young people are fanatics about the music, the clothes and the athletes. Corporations see this as an excellent market in which to make an investment."

Len Burnett, VIBE's associate publisher and former advertising director, said urban youths are at the epicenter of what trends are hot.

"Companies realize more than ever that urban youths are some of the most savvy, energetic and loyal market leaders with their products," he said.

Hobnobbing at show

"Everyone knows that if urban youths think something is cool, it begins to matriculate out to the suburbs and even to different parts of the world," Burnett said.

For four summers, VIBE magazine -- a monthly glossy that has a circulation of 600,000 and was recently

named one of the country's hottest magazines -- has held the national music show in New York.

Hundreds of attendees -- including many urban youths -- pay $ 100 and more, depending on when the tickets are purchased, to hobnob with industry giants during panel discussions and parties, and to attend talent shows for unsigned artists and movie screenings.

This year, the August event has been expanded to include a pair of two-day regional shows, the one in Washington and another in Atlanta at the end of the month.

Gaining a foothold

Wherever the venue, the core issue will be how to gain a foothold in the urban marketplace and benefit from the estimated billions of dollars in spending power of urban youths.

Urban music sales accounted for more than $ 4 billion in 1997, VIBE officials said. And that market also is looking to spend on brands -- such as Tommy Hilfiger, Coach, Nike and **Nautica** -- that are endorsed by urban entertainers.

The exact spending power of the market is hard to judge because its members cross ethnic lines, said Samuel J. Chisholm, president of the Chisholm-Mingo Group, a New York marketing agency that helps companies reach black, Hispanic and urban markets.

But he noted that the annual buying power of blacks is an estimated $ 341 billion. For Hispanics, the figure is an estimated $ 244 billion.

"Take those two markets and add in the adopters," -- mostly white youths who have adopted the urban culture and lifestyle -- "and we're talking a significant amount of money, maybe as much as $ 500 billion," Chisholm said.

To attract those dollars, Chisholm said, he encourages some of his clients, such as General Motors Corp., Seagram Co., the Army and Denny's restaurants, to align themselves with events, such as the music seminar, that will be frequented by urban youths or advertise in publications such as VIBE.

Influential consumers

Starter Corp., a New Haven, Conn.-based licensed sport apparel company, began stepping up its urban marketing campaign three years ago, said spokeswoman Robin Wexler. One of the company's first forays was sponsoring the music seminar.

"There's really no doubt that urban culture drives popular culture," she said. "Throughout the years, urban youths have proven to be an influential consumer of our goods."

Starter-brand hats, shirts, sweats, shorts and jackets with the names and logos of almost every major professional sports team have a history in urban fashion. Music artists and athletes have sported the clothing in their public appearances for years.

Recently, the company hired Funkmaster Flex -- a New York disc jockey who has done remixes for some of the top hip-hop artists -- to endorse its clothing line and an urban marketing company to reinforce the Starter name and product "on the streets."

VIBE magazine was founded in 1992 as a joint venture between record company executive and entertainment heavyweight Quincy Jones and Time Inc. Ventures. In 1996, it was sold to VIBE Ventures, a partnership headed by Jones.

Rap magazine

In August, VIBE Ventures plans to launch a new magazine, BLAZE, which will be devoted to rap music and culture. Last year, it acquired alternative music magazine SPIN and it also released the New York Times best-seller "Tupac Shakur," a book about the life and death of the rapper, a Baltimore native.

Its other media ventures include "VIBE," a late-night television talk show that airs locally on WNUV, Channel 54. The show, with host Sinbad, a comedian and actor, is produced by VIBE TV in association with Columbia TriStar Television Distribution.

Pub Date: 6/05/98

GRAPHIC: PHOTO, Building a presence: VIBE magazine is sponsoring a two-day trade show in Washington, starting today.

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THERE IS ALWAYS A PRICE TO PLAY WITH: APPAREL EXECUTIVES DIFFER ON HOW IMPORTANT IT IS TO SUCCCESS. Daily News Record June 8, 1998

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LENGTH: 776 words

HEADLINE: THERE IS ALWAYS A PRICE TO PLAY WITH: APPAREL EXECUTIVES DIFFER ON HOW IMPORTANT IT IS TO SUCCCESS.

BYLINE: Lohrer, Robert

BODY:
CAREFREE, Ariz. -- It's not the price, stupid.

Toss that out at your next industry cocktail party and you're bound to come away with several different takes. Put it on the table for discussion among industry leaders, as was the case at the second annual Fairchild Apparel CEO Summit last week in Carefree, Ariz., and opinions will be wildly divergent.

Carl Steidtmann, the chief retail economist at Management Horizons, who moderated a panel presentation on the issue, called price "the Viagra of retail sales."

"Price is higher and higher on the list of what determines consumers' behavior," Steidtmann said. "But I'm loathe to listen to consumers because what they say is not what they do."

Playing the role of contrarian, Steidtmann said that the importance of price can't be overstated. He pointed out the general trend toward price deflation in the apparel business. "There are people out there delivering a lower price," he said. "The people winning market share are discounters like Wal-Mart and Target. Even specialty concepts that are doing well, like Old Navy, are a price offer. Price is at the top of the list of things that are important to consumers."

Steidtmann's summation on the matter: "If it's not the right price, you're not going to be in business, stupid."

Paul Charron, chairman and CEO of Liz Claiborne, said price is only one side of the equation in determining value. Delivering value, he said, "begins with an understanding of the consumer," Charron said. "Anybody not doing [consumer] research is headed down a very wrong road."

Claiborne, Charron said, attempts to build value into product and, by extension, price by strengthening its presence at retail. In the last three years, Claiborne has created 2,000 shops. It's new 13,000-square foot shop at Macy's Herald Square houses 27,000 garments. And it has 13 light boxes with national ads and

photos of supermodel Nikki Taylor.

Nautica can charge a premium price because the product is infused with value.

In the words of David Chu, CEO and designer of **Nautica** International, "value [at **Nautica**] is a combination of art and science."

"The art is about the creation of image," Chu said. "It's about personal expression. Many people can make a jacket that keeps you warm, but **Nautica's** image has value. People are willing to pay for it." **Nautica's** scientific element is built into the product.

Hal Upbin, president and CEO of Kellwood, also argued that manufacturers must present a "compelling price value proposition." Kellwood's Sag Harbor, a leading brand in the women's moderate market which has grown from $ 40 million in sales in 1986 to over $ 600 million in 1998 would be a case in point, Upbin said.

Upbin said that the Sag Harbor customer buys not simply for price. He said that versatility is highest among the attributes that drive the purchase of Sag Harbor. "She doesn't want four outfits," Upbin said. "Sag Harbor is item driven.

It's an array that can be worn to work and on weekends."

For Haggar, a men's wear company, positioning is more important than price. The company's research reflects that 50 percent all men's wear in department stores is purchased by women and that an additional 39 percent is purchased by men and women shopping together.

According to Michael Schornstein, Haggar's vice-president of marketing services, the company has endeavored to build an emotional relationship with women through a print and electronic advertising campaign that sends the message that Haggar is the brand for the woman who holds sway over a man's wardrobe.

Wal-Mart, not surprisingly, believes price is at the heart of the matter, according to Vanessa Castagna, senior vice-president, GMM, Wal-Mart Stores. But price must be a consistent proposition, she said.

"Seventy-three percent of consumers are skeptical of regular price in a promotional environment," Castagna said. "Wal-Mart doesn't like rebates and neither do its customers."

In addition to price, Castagna said the offering must be simple and it must be present in the size and color desired.

"If she's ready to buy size 10 knit black pants, I have to have them," Castagna said.

Customer driven, not price, is the mantra at the Disney Stores. Christine Cadena, director, creative development for The Disney Store, cited consistency of experience as one of the strengths of the Disney retail experience.

"There's not a single item in our store that our guests need," Cadena said. Seventy percent of all purchases in the Disney Store are gifts. "It's about wants, not needs," Cadena said, and creating emotional connections with store "guests."

IAC-CREATE-DATE: June 15, 1998

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SOMETHING FOR DAD; WHEN LITTLE SHAVERS AND THEIR MOMS HIT THE STORES IN SEARCH OF GROOMING GIFTS FOR FATHER'S DAY, THEY'LL FIND PLENTY TO CHOOSE FROM. Sarasota Herald-Tribune (Florida) June 15, 1998, Monday,

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Sarasota Herald-Tribune (Florida)

June 15, 1998, Monday, ALL EDITIONS

SECTION: FLORIDA WEST, Pg. 1E

LENGTH: 1200 words

HEADLINE: SOMETHING FOR DAD;
WHEN LITTLE SHAVERS AND THEIR MOMS HIT THE STORES IN SEARCH OF GROOMING GIFTS FOR FATHER'S DAY, THEY'LL FIND PLENTY TO CHOOSE FROM.

BYLINE: John Karl

BODY:
Remember watching your father shave? If you were lucky, you got to put the foam on his face. Dad maneuvered a razor with such precision. Not even a nick. Then he finished with a splash of sweet-smelling stuff that still lingers in your subconscious.

Old Spice.

Over the years, grooming products have gotten more sophisticated, but we can be thankful that such prized moments continue between fathers and their children.

From ergonomically designed razors to myriad shaving gels, triple-milled soaps and designer colognes, the market is flooded with products to make Dad feel pampered Sunday, his special day.

According to industry figures, grooming products comprise a large portion of the estimated $ 4 billion that will be spent on Father's Day presents. The average gift is $ 70, says the nonprofit Father's Day Council. Now, that's a lot of lather.

Bob Johnson, a Sarasota investment adviser with a home office, spends a lot of time with his two sons, who just love to watch Dad shave.

It's fun and games as Edge gel, $ 2.99 a can, creates havoc in the bathroom. Foam has that effect. Sometimes there's more on the kids than on Dad's face. A little young to shave, Alex, 4, declares, "I'll shave when I am 5."

Alex and his brother, Sammy, 21/2, agree that a new razor from a drugstore or supermarket is the perfect gift for their dad. Johnson likes the Schick Tracer FX, and, at $ 4.59, it's in the boys' price range. Their mom, Janice, prefers to give one of his favorite colognes, Christian Dior's Fahrenheit, $ 48 for 3. 4 ounces of eau de toilette, at Dillard's and other department stores.

Robert Mathews, a Sarasota retiree, has two daughters in other states. The choice for their dad is a gift certificate from Nuovo Salon and Spa in The Landings shopping center. When they buy Aveda shave emollient and after-shave balm, at $ 12 each, Dad receives a free shaving consultation with esthetician

Carole Lokker.

"This is something I would not ordinarily buy for myself," Mathews says, "but I really appreciate the gift. It's great, and I would give it as a gift for other occasions like birthdays, a thank you and special occasions."

Lokker says that it's important to shave in the same direction all the time, not only the direction that the hair grows. "The important point is consistency," she says. "The exception is the neck where the hair growth varies, but only shave once. Double shaving can cause in-grown hair."

And don't rush. If you complete the shave in less than five minutes, you're more likely to experience irritation," Lokker says.

The esthetician suggests topping off the process with an application of Aveda's Pure-Fume, which contains no harsh alcohol.

Natural ingredients, such as herbs and flowers, are a common theme in many men's personal-care products, including Aveda.

At Banana Republic, the buzz is over a line called M, which divides the fragrance in "notes." The top note is African orange, bergamot and leafy green accord. The middle note is lime and verbena. The bottom is sage, sandalwood, tonka bean and white musk. The overall effect: crisp, clean and citrusy.

Gary McNatton, a vice president for Banana Republic, calls fragrance "an energy boost." But he warns, "Don't put too much on reapply during the day, if needed. Men should use a spray, not their hands. When you shake someone's hand, you don't want the smell on your hands."

Robin Forbes, who is also with Banana Republic, adds: "You want people to say, 'You smell good,' not, 'What are you wearing?' "

Many fragrance companies are now offering shaving "collections," such as Technique from Chanel, which consists of a cleansing bar, $ 15; a moisturizer with a sun-protection factor of 8, $ 28.50; and a shaving formula, $ 15. The line is exclusive to Saks Fifth Avenue.

Jose Perez, a representative for Technique, shaves while in the shower. " The wetter the face, the better the shave," he says. "I have acquired the art of shaving the hard way, through trial and error."

Perez's favorite cologne is Chanel's Pour Monsieur, $ 45 for 2.5 ounces, at selected department stores.

The fragrance counter has become more than just a place to peruse and purchase feel-good, smell-good merchandise. Promotional items -- from jackets to basketballs -- are tempting. That is, buy a scent and get something else, also.

Often the promotional tie-in is courtesy of a clothing designer who has branched out into grooming products, such as David Chu of **Nautica.**

At Burdines, through Father's Day, a free T-shirt and baseball cap are included in any minimum $ 40 purchase of a scent called Competition by **Nautica** -- while supplies last.

If trekking through the mall in search of a Father's Day fragrance is not your idea of fun, you might want to pick up your phone instead.

One of the best-known (and oldest) perfumers in the United States, Caswell-Massey, established in 1752 in Newport, R.I., offers a toll-free number: 1-800-326-0500CQ.

Take dad on a nostalgic trip with Caswell-Massey's Dr. Hunter line of grooming products.

The packaging is pure vintage, but the items are up to today's standard. Some suggestions: tooth powder, $ 7.50; dental rinse, $ 10; shave cream, $ 14; Castile soap, $ 8; foot cream, $ 10; hairwash, $ 10; skin lotion, $ 12; lip salve, $ 9; and body cleanser, $ 12.

What could be more fitting than to honor dad with the cologne -- Number Six, $ 24 for 3 ounces -- that, reportedly, was the favorite of the Father of our Country, George Washington. It's a blend of bergamot, orange blossom, rosemary and 27 aromatics.

Or, if time runs out, you can always check out the corner pharmacy for an ol' reliable. At Walgreens, $ 6.49 will buy 6.7 ounces of the classic after shave -- Old Spice, of course.

Father's Day facts

The first Father's Day was observed in June 1910, in Spokane, Wash. It was conceived by Mrs. John Bruce Dodd, aka Louise Smart Dodd, to honor her father.

Over the years, many resolutions were introduced to make the day an official holiday. Finally, in 1972, President Richard M. Nixon signed Father's Day into law. -- J.K.

What is cologne?

Cologne was created in Cologne, Germany, during the 17th century.

According to the Fragrance Foundation, it was originally a citrus type of fragrant water. Many citrus types of fragrance are still popular today, but have no perfume parent. This is the "classic" cologne.

In the modern sense, men's cologne is the most concentrated and lasting fragrance. It is a blend of natural essential oils, aroma chemicals, fixatives and alcohol, which acts as the carrier. It is the lightest version of perfume. -- J.K.

CASWELL-MASSEY'S 5 STEPS FOR THE PERFECT SHAVE:

1. Cleanse face thoroughly with a men's soap or facial cleanser. Rinse.

2. Use a wet shave brush to apply shave soap or lather shave cream. Only a brush can coat each hair evenly with lather.

3. Shave with a sharp razor in the direction the hair grows. This will prevent nicks and razorburn.

4. Rinse with cool water to tighten pores and splash on after shave in your favorite scent.

5. Apply facial moisturizer or after-shave balm to moisturize.

GRAPHIC: Above, Bob Johnson's sons Sam, 2 1/2, left, and Alex, 4 1/2, get a kick out of watching dad shave. Left, Caswell Massey's Cologne Number Six was once reportedly George Washington's favorite.;

STAFF PHOTOS/ROD MILLINGTON ;

Caswell Massey's Dr. Hunter line of grooming products. The packaging is pure vintage, but the items are up to today's standard.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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DESIGNERS DELVE INTO DOMESTICS. HFN The Weekly Newspaper for the Home Furnishing Network June 15, 1998

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HFN The Weekly Newspaper for the Home Furnishing Network

June 15, 1998

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LENGTH: 881 words

HEADLINE: DESIGNERS DELVE INTO DOMESTICS.

BYLINE: Musselman, Faye

BODY:
NEW YORK-The formula for a successful designer label, say home textile executives, is strong design and brand equity, plus a committed manufacturer-designer relationship.

The result is a win-win for designers, manufacturers, retailers and consumers.

"The advantage for the manufacturer is design," said Tom Muscalino, president of the home fashions division of Dan River, which makes Alexander Julian and **Nautica** bedding. "If you can find a source of unique, compelling design, that's the most important part. That's what makes these alliances work."

Designers, from pioneers such as Laura Ashley and Ralph Lauren, to relative newcomers **Nautica** and Tommy Hilfiger, are committed to their part of the equation: layering on to their established brand with home products that appeal to their existing apparel consumer as well as a general audience.

Designer labels are particularly profitable in the home arena when they portray a lifestyle concept.

The Ralph Lauren Home Collection -- shown twice a year to coincide with furniture and home markets -- encompasses not only its signature landed gentry image, but a variety of looks, from sophisticated and urban to casual.

"We all live multiple lives," said Ken Rood, president of The Ralph Lauren Home Collection. "You can compare home fashions to apparel in that the same consumer buys sportswear, casual, work and evening clothes."

Laura Ashley, however, focuses on one theme -- what Kimball Stoddard, the company's brand and design director, calls "the quintessential English cottage look. We have identified who we are as a brand, and everything we do feeds off that recognition."

Tommy Hilfiger, whose red, white and navy flag is recognized by every teen in America, is currently rolling out three collections in bedding and bath.

Elizabeth McNulty, director of creative services for the Tommy Hilfiger Home division at Revman Industries, said, "We believe Tommy Hilfiger has a significant customer base that can be expanded into a whole new category."

Designer labels that are performing best at retail are those that have been able to translate successfully their signature apparel look into home fashions. Home textiles often is the easiest transition for designers to make.

"What we're selling is cloth, and if we pay attention, that's three-quarters of the battle," said Alexander Julian, who is extending his Home Colours furniture and bedding collections with a bath and beach line by Leshner, pillows and throws by Home Innovations, and negotiating 10 other licensed categories that will include his bold use of color and pattern.

Some designers use the same fabrics in apparel and home: Ashley's signature florals by Revman; **Nautica's** basic bedding in khaki and denim by Louisville Bedding; and Calvin Klein's Khaki Collection, just picked up by Crown Crafts, Inc.

"We try to interpret our clothing lines. We make bedding and bath products with the same stonewashing and overdyeing processes used in our jeans, to look like they're already a part of the home," said Michel Benasra, chairman and CEO of Guess Home Collections, which licenses bedding through Veratex and bath through Barth and Dreyfuss.

"You have to approach [home] with a different sensitivity, but with the same core. You can't take a necktie design to the bed and expect it to sell," said Gary Filippone, vice president and director of creative services at Bibb Mfg., which manufactures Joseph Abboud and Jessica McClintock collections.

Another part of the equation is the designer's degree of involvement and the relationship between designer and manufacturer.

"We wouldn't begin to try to figure out what a **Nautica** or Alexander Julian ought to look like," said Muscalino at Dan River.

Maintaining brand integrity is crucial at all levels, including retail. Designer home collections are sold primarily in department stores, with some specialty store distribution. Many of the key labels are merchandised in shop-in-shop formats, such as Hilfiger's, using logos and fixturing seen in apparel displays.

Some designers, such as Calvin Klein, Ralph Lauren and Laura Ashley, have additional distribution through their own stores where they merchandise limited edition and specialty items.

For the consumer, designer brands bring credibility and logic to home products, said Tom O'Connor, executive vice president at Springs Industries, which licenses Liz Claiborne, and is currently relaunching an expanded, integrated bed and bath program for Bill Blass.

"Today's consumer is tremendously time-deprived, and looks to brands to make some of the buying decisions for her," O'Connor said.

While designer brands do increase price points somewhat, manufacturers said the difference is not significant.

Filippone of Bibb compared designer labels to its own Marquis collection of 220-count cotton sheeting: Both McClintock and Abboud open at $ 12.99, and Marquis at $ 9.99 for a twin size. And having them in the store often enhances sales of other merchandise.

"Designer lines give consumers a spark of recognition...and can bring an entirely different audience to augment our traditional customer," said Nancy Golden, director of licensing for WestPoint Stevens, which

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FOOTBALL AND FASHION CONVERGE ON WORLD STAGE IN PARIS: HOW A SMALL TOWN RETAILER CAME TO OUTFIT THE U.S. NATIONAL TEAM. Daily News Record June 15, 1998

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HEADLINE: FOOTBALL AND FASHION CONVERGE ON WORLD STAGE IN PARIS: HOW A SMALL TOWN RETAILER CAME TO OUTFIT THE U.S. NATIONAL TEAM.

BYLINE: Weisman, Katherine; Dodd, Annmarie; Raper, Sarah

BODY:
NEW YORK -- It would be nearly impossible to stage a global sporting event in Paris without it colliding with the city's famed fashion industry. Or so it would seem.

While World Cup battles rage between teams dressed in Nike, Adidas, Reebok and Umbro -- dressing players off-field has also become something of a global contest for men's wear designers. The English are wearing posh Paul Smith. The French are sporting Daniel Hechter. The Germans favor local designer Roy Robson. Italian players are tastefully tailored by Carlo Pignatelli. Danes wear Rene Lezard. Even tournament officials are decked out in Yves Saint Laurent.

And the Americans? They're wearing Nike on the field, but they are dressing as if they hail from suburban Chicago.

That's because the honor of dressing the U.S. team fell to Dana Olson Men's Wear, one of two men's specialty stores in downtown Glen Ellyn,*******(folo) Ill., a city of 26,000 located about 20 miles outside of Chicago. The 60-member U.S. National Team -- including soccer players, coaches and other staff -- have been equipped for formal occasions with Dana Olson's private label jackets and trousers. The specialty store has paired its three-button navy wool crepe blazer, decorated with the U.S. Soccer Federation crest on the left breast pocket, with two pairs of trousers in khaki and gray and dress shirts in blue and white.

"Yes, they are going to Paris, but the experience has been exciting, more than intimidating," said Wes Kunkel, who owns the shop with Randall Olson. "The team wanted to stay with a more traditional look, rather than something fashion forward. They have a nice look with that three-button front."

Dana Olson has been doing business in Glen Ellyn for 33 years. In addition to private label suits and custom tailoring, the store carries Polo/Ralph Lauren, **Nautica** and Tommy Bahama.

So how did this happen? Hank Steinbrecher, secretary general of Chicago-based U.S. Soccer Federation, is a Glen Ellyn resident and a longtime Dana Olson customer. He approached Kunkel and Olson about

dressing the team last year. Dana Olson's was bustling this spring with players faxing in their measurements -- and staff quickly sending out orders via overnight mail.

"Hank is real easy-going and low-profile," Kunkel said. "He said to us, 'If you can put together something, that's great. If you can't, that's okay, too.' We're excited and honored about the whole thing. They've told us they'll bring us back a poster-sized photo of the team's formal portrait near the Eiffel Tower. That'll be so great."

The sportcoat retails for $ 325 at Dana Olson. The trousers sell for $ 145, dress shirts each cost $ 39. Players pair the shirt with a woven team tie.

However, it's Nike that rules the U.S. team's fairytale roost at Chateau de Pizay, located about three hours south of Paris.

The sporting goods giant has not only equipped team members with their uniforms, soccer boots and performance gear. Nike has besieged players with piles of T-shirts, warm-ups, sunglasses, jackets, shorts and assorted sportswear from its Tiger Woods golf collection.

That is, unless a player has a contract with a Nike competitor, said Dave Mingy,(folo) a Nike spokesman who is living and traveling with the team. Players Eric Wyndala wears Reebok, Eddie Jones is outfitted by Adidas. Mingy will not disclose how much Nike has spent dressing each player. The U.S. Soccer Federation reportedly signed a $ 120 million deal with the Beaverton, Oregon company following the 1994 World Cup Games.

"If they're working or in casual mode, they're in Nike pretty much," Mingy said by telephone. "This is the world's number one sport. Most Americans would have a real eye opener if they were here and saw how fans are so passionate about and celebrate football."

Dressing teams in the international spotlight is a complicated matter. The bright summer spotlight serves as England's chance to sell Cool Britannia style to the world. To do that means the team must not only play tough, says team manager Glenn Hoddle, but dress smarter than the rest of the tourney field.

Or, at least, the team look should look as tailored as the Italians. Hoddle's sartorial strategy has happily fallen on the shoulders of designer and football fan Paul Smith.

Forget last-minute roster trimming, the fiery manager's biggest hush-hush meeting took place last month when he and Smith cloistered themselves in a security-tight Buckhamshire Hotel to decide if his team should wear beige or regal navy suits to the Cup.

Beige won. British players arrived June 9 in rival France wearing a three-button slim suit made to compliment Paul Smith's London Collection. The lightweight wool/viscose suit is paired with a deep blue (mind you, not french blue) double-cuff cotton dress shirt and a blue/silver Three Lions silk woven tie.

Smith has also equipped the team with a pair of navy linen shorts, a sky blue sportshirt, brown leather and blue suede belts and a pair of Three Lions cufflinks. A stateside Paul Smith spokesman said the ensemble has not been given a pricetag and is not expected to be sold in the designer's stores.

England's fashion rivals have turned to Nike and Carlo Pignatelli to dress them this World Cup. (Remember, the Italian team was styled on- and off-field by Giorgio Armani in 1994.) Pignatelli, of Turin, selected a formal suit and a jacket and trousers combination for the nation's television correspondents and its beloved team.

Pignatelli's informal look for the Italian National Team includes a three-button wool sport jacket paired with smoky gray trousers and either a sky blue polo shirt, or a light blue dress shirt and a striped white and blue tie. The company has not disclosed how much was spent on each player and broadcaster.

It is possible for one man to outshine his team, but Brazil? It's hard to believe that the perennial football force has a player stands out on this spirited squad -- and he certainly dresses the part. Renaldo is a wild Versace fan, according to a company spokesman.

The 21-year-old soccer phenom reportedly only wears Versace off-field. Not a surprising fact when you consider the young Brazilian is friends with Angelo Azzena, the design house's editorial director and a devout InterMilan fan, Renaldo's professional team.

Big stars, big money -- and even bigger promotions will continue to swirl around Paris until tournament fever hits a red hot pitch next month. Nike's Mingy is right, for the time being, the globe is stuck on WCT -- World Cup Time.

"If you want to be a world player," said Eric Kraus, a spokesman for tourney sponsor Gillette, "you have to be a part of soccer and the World Cup."

In Paris, Lanvin is using the World Cup to decorate the windows of its men's flagship on Faubourg St. Honore with huge soccer paintings by French artist Nathalie Lemaitre.

Women's designer Sonia Rykiel has caught the soccer spirit and designed a male-inspired blue soccer jersey with red and white stripes and a black sewn-in tie. The shirt retails for $ 132 at Rykiel's store on Boulevard Saint Germain.

But it's a fashion house, not a football squad, that has the only guaranteed berth at the finals next month.

YSL was invited to put on a fashion show on-field just before the July 12 game and the house is spending $ 4 million for a 15-minute extravaganza that is expected to be seen by 1.7 billion viewers worldwide. It's the most YSL has ever spent on a project.

In addition to the costs of the show, Saint Laurent is paying $ 1 million for 4,200 uniforms for football federation officials, the World Cup organizing committee and hostesses, as well as four gigantic gowns representing the four elements that were part of the World Cup opening celebration on Tuesday night.

YSL's participation in the World Cup goes back a year, when Michel Platini, the former soccer star who is president of the French World Cup organizing committee, came to see YSL partner Pierre Berge about putting on the pre-game entertainment. "I said 'yes' immediately because I thought it was a perfect fit for us," Berge said.

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STORE ACCUSED OF SELLING 'KNOCKOFFS' Pittsburgh Post-Gazette (Pennsylvania) June 18, 1998, Thursday,

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Pittsburgh Post-Gazette (Pennsylvania)

June 18, 1998, Thursday, SOONER EDITION

SECTION: LOCAL, Pg. B-4, CITY NEIGHBORHOODS

LENGTH: 154 words

HEADLINE: STORE ACCUSED OF SELLING 'KNOCKOFFS'

BODY:
Pittsburgh burglary detectives and Allegheny County sheriff's deputies raided a Strip District wholesaler yesterday, arresting the owner on a charge of trademark counterfeiting and seizing dozens of "knockoff" shirts, caps, sunglasses and keychains bearing designer trademarks and logos.

Arrested was Doreen Connors, 26, of McKees Rocks, owner of the Black and Gold Forever, 1801 Penn Ave. Her husband and store co-owner, John Vasquez, fled the scene and was being sought on the same charge.

Seized were goods carrying such designer names as Polo, Nike, Oakley, NFL and **Nautica,** among others. Had the wares been genuine, they would have retailed for about $ 100,000, police said. The store was selling the knockoffs at discounts of 50 percent or more.

A detective agency representing the trademark holders bought some articles and then turned over the results of its probe to authorities.

STRIP DISTRICT

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Brands may be familiar Elder-Beerman, Stone & Thomas sell similar items Charleston Daily Mail (West Virginia) June 19, 1998, Friday

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Charleston Daily Mail (West Virginia)

June 19, 1998, Friday

SECTION: News; Pg. P13A

LENGTH: 373 words

HEADLINE: Brands may be familiar Elder-Beerman, Stone & Thomas sell similar items

BYLINE: BRET JESSEE

BODY:
Elder-Beerman shoppers will find many of the same brands as loyal

Stone & Thomas fans.

The store, much like Stone & Thomas, concentrates on fashionable,

brand-name clothing and housewares.

Stores range in size from 40,000 to 215,000 square feet, according to

the company's Web site.

In addition to moderate- to high-priced clothing, the stores sell

houseware items including cookware, linens, china and furniture.

The brands sold by the company are likely to be familiar to Stone &

Thomas shoppers.

Women's lines carried include Liz Claiborne, DKNY, Calvin Klein,

Alfred Dunner, Coach, Lancome, Koret and Lauren by Ralph Lauren.

Men's lines include Dockers, **Nautica,** Polo, Tommy Hilfiger, Chaps,

Geoffrey Beene and Dexter.

In the housewares departments, upper-crust brands like Ralph Lauren,

Krups, Cuisinart and KitchenAid are sold along side moderately priced

offerings from Rival, Revere, Oster and Regal.

Elder-Beerman has a seniors club which offers discounts and mini health screenings on designated days. In some areas, customers can get in-home advice on interior decorating.

Personal shopping advice and assistance is also available through e-mail or an 800-number, according to the company's Web site.

In addition to the department stores, Elder-Beerman also runs 60 El-Bee and Shoebilee! discount shoe stores. The company also owns two discount furniture stores.

The department stores are located primarily in the Midwest with one store in West Virginia at Morgantown, and other locations in Ohio, Wisconsin, Kentucky and Indiana. According to Hoover's Online business news, the chain stays away from high competition in urban areas and concentrates on midsize markets in smaller cities.

Things haven't been rosy for the company recently.

Competition and inventory costs led the company to seek two years of bankruptcy protection, according to Hoover's. The company emerged from bankruptcy in 1997.

For the fiscal year 1997, the company reported total revenues of $ 607.9 million but lost $ 28.9 million.

It is one of the nation's largest independent, regional department stores.

Bret Jessee can be reached at 348-4810.

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BELK'S RETURN MEANS SUFFOLK SHOPPERS CAN STAY IN TOWN The Virginian-Pilot (Norfolk, VA) June 21, 1998, Sunday,

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The Virginian-Pilot (Norfolk, VA)

June 21, 1998, Sunday, FINAL EDITION

SECTION: SUFFOLK SUN, Pg. 22

LENGTH: 527 words

HEADLINE: BELK'S RETURN MEANS SUFFOLK SHOPPERS CAN STAY IN TOWN

BYLINE: BY JOYCE SAMPSON, CORRESPONDENT

BODY:
Belk is back. That's the unofficial word from customers since the department store opened at Suffolk Shopping Center on June 3.

"We're so glad you're back," said Queenie Hill, describing the collective reaction of her customers. Sales associates throughout the store described similar comments. Clinique cosmetic associate, Kim Daly, reported that a customer exclaimed, "I've died and gone to heaven. Belk is here!" The Suffolk Belk is one of 31 stores in the Belk of Virginia group, which includes parts of North Carolina, Maryland and West Virginia. It also is the region's first "Smart Store," which means a customer can redeem gift certificates, get a refund, apply for credit and have a sweater gift wrapped, all at one checkout counter. There are 55 employees. "This is an ultra-modern Belk store," said store manager, Kenneth Jarman, listing famous names such as **Nautica** and Chaps, Tommy Hilfiger, Liz Claiborne and Jantzen. What you can't get here are linens, bath towels and other soft household goods. Belk's ties to Suffolk date back to May 19, 1933, when the first store on North Main Street opened under the Leggett department store name. The chain is the nation's largest privately-owned department store organization, with more than 220 stores throughout 13 Southeast and Mid-Atlantic states. The Belk corporation spent $ 1 million on improvements on the store. Belk's new location, formerly a Belk outlet center, is neighbored by a Farm Fresh grocery, an Eckerd's drug store, Holmes Ltd. Fashions, Denison's, Fashion Cents, a pizza parlor, an optician's office and more. Belk is expected to earn $ 5.5 million in sales, said Lynette Brugeman of Suffolk's Department of Economic Development, and an estimated $ 66,000 in tax revenue, plus employment opportunities. Mayor Thomas Underwood, in a written statement prior to Belk's grand opening, said, "The new store underscores Suffolk's downtown redevelopment efforts." Other merchants, such as Lynette Holmes, owner of Holmes Ltd. Fashions, expect positive residuals from Belk's presence. "It brings more people in from out-of-town - Franklin, Waverly, Gates County. They come for one store, but they visit several stores. It brings in a lot of people that we haven't seen because they've been going out-of-town to shop, going to the mall. It's really a positive thing for us," she said. For Suffolk residents, Belk is the only department store of its ilk in town. "You had to go out-of-town to pick up the make-up that you wanted," before Belk opened, said Hill, the Interface cosmetics saleswoman who grew up in Suffolk. Jennifer Kennedy, 15, lured her family from nearby Gates, N.C., a rural town that has no major retailers. "We're just looking around," said Jennifer, who was checking out new clothes for the fall with her mother, Mary Kennedy, and a neighbor. "Finally, a nice store," said Betty Dastrup, who lives in Lake Tahoe, Nev., and visits Suffolk regularly. She was buying clothes for her granddaughter, Sharon Rubio, 18, who is going away to college in the fall. "We were going to go to Chesapeake Square, but my car wouldn't make it," Rubio said.

GRAPHIC: Staff photo by MICHAEL KESTNER;

Kenneth Jarman is store manager at Belk department store which opened June 3 at Suffolk Shopping Center.

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SWING SHIFTS;DESIGNERS' GOLF CLOTHERS HAVE LIVES OFF THE FAIRWAY Times-Picayune (New Orleans, LA) June 23, 1998 Tuesday, THIRD

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June 23, 1998 Tuesday, THIRD

SECTION: LIVING; Pg. F1

LENGTH: 707 words

HEADLINE: SWING SHIFTS;
DESIGNERS' GOLF CLOTHERS HAVE LIVES OFF THE FAIRWAY

BYLINE: By CHRIS BYNUM Fashion writer

BODY:
In the wide world of sports, dress is about comfort, and golf is about a game. But in the world of fashion, golf is a wide open field for competitive dressing.

"Since the emergence of Tiger Woods on the golf scene, 9 million more people have taken to golf," says Anneli Shearer, spokeswoman for Nike, the company that dresses Woods for the course.

But Nike wasn't the first company to notice that golf was gaining popularity. About a decade ago, Ralph Lauren put out a separate collection of clothing for golfers. Seven years ago he introduced one for women.

The concept was in tune with Lauren's trademark luxury fabrics, from fine cottons to cashmere, and his idea that clothing should reflect the lifestyle you have or want.

The design of the sports collection, says Jackson Lynch of Polo Golf, is "so clean that if you took away the clubs, you would have great casual business wear."

The number of options for men and women on the golf course is growing as rapidly as the number of golfers on the course. The latest figure is that golfers spend about $775 million each year on golf clothing, and about 26 million Americans play the game.

In fashion circles several years ago, the golf shirt (also known as the polo shirt) began to replace the traditional dress shirt. In high-quality fabrics, it is now accepted as a companion piece to a suit.

"Now with business casual dress such a growing force, golf wear translates extremely well into office wear," says Paul Robb, president and CEO of Duckhead apparel company based in Georgia. Duckhead introduced a golf collection a year and a half ago and will introduce a women's golf collection next year.

Since the clothing worn on the course can be worn other places, consumers have learned to expect more of the fabrics. The "hand" of the fabric (or the way it feels to the touch) is a major focus of the manufacturers and designers.

Nautica offers "microsanded" or finely brushed shorts, pants and shirts of pima cotton in designer David Chu's golf collection. This softer hand of fabric is applied to khaki and twill pants and shorts. Both the Polo Golf and Hugo Boss collections offer cashmere cottons and cashmere for that luxurious touch. Special

cotton piques, ribbed cottons and French terry fabrics are also part of the look-good-feel-good approach.

As Bayou Oaks director of golf Frank Mackel recalls, in the '60s the unwritten code was "please don't strike a match, there is so much polyester in the room."

That, of course, was in polyester's earlier and stiffer days. Now, synthetic fabrics such as microfibers are regarded as high-performance fabrics. Now breathable fabrics, they act as barriers to the wind and rain.

Along with more sophisticated styles and fabrics are more elegant colors. There was a time when the course was about pastels and brights. Now the same earth tones and neutrals found in tailored clothing have been embraced on the course. Khakis are a hands-down favorite.

But, thanks to Tiger Woods, the color red has also gained popularity. "Tiger's power color is red. He always wears it when he plays on Sunday," says Shearer, who notes that the primary color is dominant in Nike's Sport TW (for Tiger Woods) line. Woods, a youthful but traditional dresser, is "not the Andre Agassi of golf," Shearer says.

The Hugo Boss Golf collection was also filled with what the company called "sophisticated brights" - vivid, bold colors combined with navy, bottle green and jet black. And designer Karl Kani goes for the bold in his golf collection.

Nike produces two golf lines - Club Classics (worn by such notables as Nick Price and targeted to the older, more traditional man who sometimes mixes business with golf) and Course Classics (for the traditional, but younger, player who wants "a bit more flair").

There are even more diverse options for women. The Lizgolf line from Liz Claiborne includes lean capri pants, wrap skorts, short-sleeve polo dresses, sweater twin sets, and short sets with safari-inspired jackets.

Fashion options can accommodate the age, gender and budget of any golfer. Who would have ever guessed that Sam Walton, Arnold Palmer, Liz Claiborne and Giorgio Armani would be dressing people for the same occasion?

GRAPHIC: Rule No. 3 on the first tee at Bayou Oaks golf club is the only dress code. PHOTO [COLOR] ========== #ART: THE FASHION PATROL 1. Tiger Woods on the course in Nike golf clothing 2. Microsanded shorts and cotton jersey golf shirt by David Chu for **Nautica** 3. Whimsical zip-front golf sweater from LizGolf 4. Pro golfer Payne Stewart in trademark knickers at the U.S. Open in San Francisco FOUR COLOR PHOTOS GRAPIC

LOAD-DATE: June 24, 1998

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Miamisburg firm identifying growth Cincinnati Business Courier June 26, 1998

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Cincinnati Business Courier

June 26, 1998

SECTION: Vol 15; No 9; pg 36

LENGTH: 677 words

HEADLINE: Miamisburg firm identifying growth

BYLINE: Julie Bollinger

DATELINE: Miamisburg; OH; US; North Central

BODY:
Shore To Shore Inc. can testify that there's nothing wrong with riding the shirt tails of other successful companies.

The Miamisburg company - which manufacturers the identification tags that hang on the clothes of big-name designers like Tommy Hilfiger and Donna Karan -will watch its revenue jump to $ 24 million this year, more than double 1996 revenue, and will begin shopping for a new corporate headquarters to better hold its rapid growth.

But the real challenge for the company in the next year will be to market its global image to local companies.

"We're a little diamond in the rough here," said Howard Kurdin, president, CEO and part-owner of Shore To Shore. "A lot of people drive by down here and think we are some little tool-and-die shop, and there are 75 to 80 people working in here on a very, very niche product."

Niche product, indeed.

Kurdin joined the entrepreneurial fray in 1991 when he left Monarch Marking Systems to capitalize on a specialized business segment that he said was not being met by larger marking companies. It wasn't long after he and John Lau, his partner in Hong Kong, and Jim Kinney, his New Jersey partner, set up shop that Kurdin realized he was right on target.

Shore to Shore's initial success spring-boarded off a $ 50,000 brochure sent out to potential big-name clients.

"(The brochure) made us look like a company that was 100 times bigger than we really were, and it worked," Kurdin said. "We got Bugle Boy and **Nautica** and some of the other major accounts, but it was a risk.

"My biggest fear when we started the business was I was sitting up there in the third bedroom of my house and some customer would call and say, 'I want to come and visit you' and I thought, What on earth would I

do?'"

Kurdin's fear soon was alleviated. As the company landed larger accounts, it moved into a 4,000-square-foot building in 1996 and the next year acquired from Graphic Corp. the 19,000-square-foot printing plant that it now operates on East Maple Street.

Although its local presence does not compare to its international image - with offices in China, the United Kingdom, Hong Kong, Turkey, India and Sri Lanka that together employ 550 - Shore To Shore is ready to make a bigger mark in the Miami Valley.

This month, the company began marketing itself to local companies as a commercial printer.

"We realize in Dayton, Ohio, there's a lot of small and middle-sized businesses that have a requirement for commercial printing and we are a natural fit for it," Kurdin said. "We are here in Miamisburg, hiding away, and I think just as the likes of the Lexis-Nexis and the NCRs of the world, we have a lot to offer."

The addition of commercial printing will bring a balance to Shore To Shore's niche business and will add another service to what its already offers its clients. And increased use of its five-color presses likely will bring the local operation up to three shifts a day.

The influx of business, however, will face one challenge.

"We're busting at the seams here," said Shore To Shore's Director of Product Development David Slauter.

The company is actively seeking larger quarters now.

"We haven't decided whether to build or lease property but leasing property would probably be the most logical thing to do for someone growing at our rate," Kurdin said. "When we moved here (in 1997) we thought this would be good for five years."

Kurdin expects to increase the headquarter's space by about 50 to 60 percent to about 30,000 to 35,000 square feet.

Meanwhile, the company continues to expand its product offerings to a client list that's topped by Target Stores. Most likely, the company will enter joint ventures or acquire other companies to increase its product portfolio to include garment care labels and other identification tags.

Additional products will assure Shore To Shore a bigger chunk of the growing $ 500 million spent a year in the product identification industry, but most importantly, will hem in bigger accounts and please its existing customers, Kurdin said.

GRAPHIC: Photo

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When Fashion Jumps Into Sports Arena International Herald Tribune (Neuilly-sur-Seine, France) July 4, 1998, Saturday

Copyright 1998 International Herald Tribune
International Herald Tribune (Neuilly-sur-Seine, France)

July 4, 1998, Saturday

SECTION: Special Report; Pg. 20

LENGTH: 961 words

HEADLINE: When Fashion Jumps Into Sports Arena

BYLINE: By Rebecca Voight; International Herald Tribune

DATELINE: PARIS

BODY:
Fashion and sport may just be a match made in heaven. Ticket scams and hooligans aside, 80,000 spectators and an estimated 1.7 billion television fans will watch the World Cup soccer championship on July 12 and the warm-up act will be Yves Saint Laurent's 300 models gliding through the Stade de France, a symbol of what Pierre Berge describes as "the mysterious wedding of beauty and sport." From Prada's bid for the America's Cup in 2000 to Tommy Hilfiger's link with Ferrari's Formula One Scuderia team, fashion at all levels is playing high visibility sports to win over customers. Once the exclusive territory of technical clothing and footwear, sports sponsorship is the latest arena for hot fashion companies. Prada's single-handed sponsorship of the only Italian challenge in the America's Cup race represents a budget estimated at more than $50 million. The two 16-member teams have been training since last August in the Mediterranean as well as in New Zealand. Prada's managing director, Patrizio Bertelli, who sailed often in the 1970s, handpicked the teams and also acquired three America's Cup class boats for them. Miuccia Prada worked with new technical materials and techniques to develop the gear worn by the Italian teams. And this year she quietly launched a sports collection. "For us, this isn't Prada Sport, it is just Prada. The only difference is a new label and a different brand name," she said. Starting with casual pieces for men this spring, Prada has added womenswear, shoes and accessories for fall, including down jackets, polar knit tops, nylon ski pants and hiking boots. The collection is being bought by hip stores that cater to young customers, like Colette in Paris which sells high fashion but also the latest sneakers for urban wear. Prada has steered clear of the heavy-handed logoing employed by other designer sport lines. "Our idea is to mix technology with normal dressing," Miuccia Prada said. "You don't need to disguise yourself as a champion to practice a sport. In the long term, I see formal dressing for special occasions and an increasing number of people wearing sportswear almost all day long." According to Tommy Hilfiger, sports exert an "aspirational" appeal. His agreement with Ferrari for the 1998 season - an investment he estimates in the millions - includes outfitting the Scuderia team both on and off the track, as well as flashing his red, white and blue logo on the mirrors of the F1 cars. The Ferrari designs won't show up in the Hilfiger collection before next year. "Ferrari is the most sought after automobile in the world, the ultimate," Hilfiger said. "This is a dream, but it's reality-based, because we're also dressing the pit crew and they get greasy."

And Formula One racing captures a European audience, a clientele that Hilfiger is now courting after opening his first European store on London's Sloane Street last year. Hilfiger, with roots in casual, urban clothing, sponsors a huge cross section of sports, from the American golfer David Duval to California surfers. For this year's launch of Hilfiger Athletics, his new collection and third fragrance, the world champion cycling stuntman Libor Karas was signed on for promotional events. The advertising campaign

features sons and daughters of well-known sports people like Cassandra Jenner, daughter of Bruce Jenner, an Olympic decathlon champion; and Amir Abdul- Jabbar, son of the basketball star Kareem Abdul-Jabbar. - SPORTS bounce fashion's message out to an audience it could never hope to capture on its own. The beauty giant L'Oreal, for example, earlier this year signed up the French soccer player David Ginola who did a television spot from the Stade de France in Saint-Denis. **Nautica,** an American newcomer to the European market, is smaller than its U.S. competitors like Ralph Lauren and Calvin Klein, but it is betting on a sponsorship plan to forge a European identity. In the United States, **Nautica** has branched out from its sailing image into golf and basketball. In Europe, however, it remains true blue with the **Nautica** Match Racing Team, which is to tour Europe and visit Russia and Japan as well. "The name **Nautica** comes from the Latin word for water, but we don't want to be limited to water sports," said the company's European president, J. Michael Haight. "Men are attracted to speed and to extreme sports in general, but they also want real, functional clothes." Thus **Nautica's** founder and designer, David Chu, develops fabrics like Nautech fleece and clever inventions such as zipper pulls with a thumb imprint so the wearer can unzip more quickly. For labels that have always been involved with sports like Quiksilver, which calls itself the boardrider brand, the challenge is to preserve its insider reputation among a core of surf customers while developing mainstream clothing. Quiksilver is set to open a shop on the Champs-Elysees in Paris and sees itself increasingly competing with bigger sportswear names. "We were born in the waves. We're like the Nike of surfing, " said Harry Hodge of Na Pali, Quiksilver's European licensee. "From there it was natural for us to enter all the other extreme board sports, from windsurfing to skateboarding, snowboarding and skiing." The brand, headquartered near Biarritz, puts surfers to work on product development, sponsors tournaments and uses champion surfers like Kelly Slater and Robby Naish to plug its image. Hodge said, "I think it's great that generalist labels are now turning to extreme sports to communicate with customers. That's something we've always done, and the more people who see sport and fashion as one, the better it is for us." REBECCA VOIGHT is a freelance journalist based in Paris.

LOAD-DATE: July 4, 1998

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'Rose City' starting to bloom again;Although about 35 percent of 119 available storefronts in downtown Norwich, Conn., are vacant, signs of revitalization have some merchants feeling optimistic. Providence Journal-Bulletin (Rhode Island) July 5, 1998, Sunday,

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Providence Journal-Bulletin (Rhode Island)

July 5, 1998, Sunday, ALL EDITIONS

SECTION: NEWS, Pg. 14D

LENGTH: 1034 words

HEADLINE: 'Rose City' starting to bloom again;
Although about 35 percent of 119 available storefronts in downtown Norwich, Conn., are vacant, signs of revitalization have some merchants feeling optimistic.

DATELINE: NORWICH, Conn. (AP)

BODY:
The creeping decay of the American city had eroded downtown by the 1960s, leaving its buildings crumbling and vacant, the collective psyche of its remaining residents severely wounded.

Despite its former glory, which included visits from Abraham Lincoln and Frank Sinatra, the Rose City degenerated to the point that it seemed incapable of attracting a single soul.

Supermarkets, pharmacies and other services key to downtown living vacated the depressed city for the comforts of suburbia. The leftover downtown population followed en masse, save for those who could not afford to flee.

"The people that tried to weather the storm down here got disillusioned - and rightly so," said 36-year-old Scott Learned, who is renovating a historic downtown building with the hope of housing his engineering business there.

What was once one of the richest cities in Connecticut - a trading center with steamboat connections to New York City in 1816, a textile manufacturing giant during the late 1800s and early 1900s, a vibrant, eclectic hot spot in the 1950s - basically became a ghost town minus the tumbleweeds. Visitors to the Rose City now are astonished by the lack of activity on city streets after 5 p.m. and on weekends.

Approximately 35 percent of 119 available storefronts in downtown Norwich are vacant, according to statistics kept in the city's Economic Development Office.

Finance Director Joseph Ruffo said the lack of revenue generated by these buildings hurts all Norwich residents because many building owners do not have the money, or the desire, to pay taxes.

Some of the owners are speculators, waiting for the day the city turns the corner. Others don't have the wherewithal or revenue - lack of tenants can do that to you - to keep up with mounting repairs to the old buildings and their associated tax bills. The result is higher taxes for everyone.

"The entire city has to pick up the slack," said Ruffo. "There are certain people who invest and seem to not pay their taxes right away. They want us to carry them until they get in the right position."

But there is talk of the revitalization of the city, despite the deteriorating empty buildings that serve only as the guardians of history.

The mass exodus now over, Norwich is among hundreds of old guard centers of commerce and culture across the country attempting to fend off the dreaded stigma of irrelevance.

The latest fashion is to reinvent the city by way of tourism. Baltimore and Cleveland are two major cities that have had some success, but they did it with brand new major league baseball stadiums.

Another fad involves making the city more user-friendly, thus bringing back downtown residents with disposable incomes. This won't be easy: suburbs contain 75 percent more families than cities, up from 25 percent in 1970, according to the U.S. Department of Housing and Urban Development. Despite the revitalization of some cities, population continues to decline.

Norwich is moving in several directions. There are many ongoing or proposed projects that would improve quality of life for downtown residents and/or attract tourists.

"We haven't taken the corner, but we're at the corner," is the way Norwich Arts Council Director David Cruthers put it.

Downtown improvement projects in the works include:

The expansion of Howard T. Brown Memorial Park, one of the few access points to the city's scenic harbor.

The conversion of a parking lot in front of City Hall into a landscaped park with benches and a circular brick plaza. Construction is continuing.

The reconfiguration and beautification of Burnham Square, a key gateway into the city. Construction is ongoing.

The addition of a movie theater in the former Woolworth Building at Franklin Square. Preparatory work is under way.

A proposed artist colony in the former Goldberg building on Chestnut Street, one of the most economically depressed areas of the city. City officials continue to negotiate with the ArtSpace developers, who have proposed 60 renovated low- to middle-income apartments for artists and gallery space.

The proposed renovation of the old Wauregan Hotel on Broadway. The hotel would include upscale suites, a grand ballroom and a restaurant. Parking issues have stalled the project.

The long-awaited Exchange at Chelsea Harbor project, an $ 18-million hotel proposal by the Mashantucket Pequot tribe, which owns Foxwoods Resort Casino in nearby Ledyard. The project has been on the drawing board for several years, but there has been little progress other than the demolition of five buildings, leaving that section of Main Street looking as if it were hit by a bomb.

Streetscape improvements that include plantings, benches and aesthetically pleasing brick sidewalks are ongoing.

"I believe this town is going to be the Orlando or Miami of the Northeast," 32-year-old Kevin Ballato will tell you with a straight face.

Ballato is owner of the Zeus Bar, a trendy nightclub with futuristic lighting, on Main Street. It specializes in rhythm and blues and hip-hop music.

Ballato is such a big believer in Norwich that he plans to open another nightclub and possibly a clothing

store in the near future. He is looking at buildings in Norwich and Willimantic.

The fact that Norwich is between two casinos makes it viable for nightlife, Ballato said.

Although some locals may not relate to Ballato's insight, out-of-towners are buying into it. On Saturday nights, the club averages between 200 and 260 people, many of them from Hartford, Providence and Boston.

Young people are excited about a new clothing store downtown, a store that will dare to do something no other downtown store currently does: sell clothes they like to wear.

Entrepreneur Bobby Ross planned to open New York Fashion on Main Street last week. He will sell clothing by Tommy Hilfiger, **Nautica** and Boss - the hottest names in the clothing industry, according to a large segment of teenagers and young adults.

The 37-year-old Ross, who recently moved to Norwich from Hartford, said Norwich is up and coming.

"I see a lot of things happening here," he said. "I want to be right here in the middle of it."

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Get shorty: Men's shorts and T-shirts come out of the closet and into the sunlight Hamilton Spectator (Ontario, Canada) July 9, 1998 Thursday Final Edition

Copyright 1998 Toronto Star Newspapers, Ltd.
Hamilton Spectator (Ontario, Canada)

July 9, 1998 Thursday Final Edition

SECTION: FASHION;LIFE; Pg. B1 / FRONT

LENGTH: 386 words

HEADLINE: Get shorty: Men's shorts and T-shirts come out of the closet and into the sunlight

SOURCE: Special to The Spectator

BYLINE: Kellie Ann Zupet

BODY:
When it comes to getting dressed, men have it easy. It's a suit and tie for many occasions, a tuxedo for really formal events and the rest of the time slacks and a sweater seem to fit the bill.

But when it comes to summer casuals, especially shorts and T-shirts, many women are either reduced to laughter or tears by the way some men present themselves.

Let's face it, lots of men don't care what they wear to barbecue the burgers or go to the park with the kids. Any old tank top and cutoffs will do.

But casual clothes are taking up more space in men's wardrobes for everything from casual Fridays to business meetings on the links.

Informal summer wear has become an essential.

Many fellows have to take a look at this long neglected part of their wardrobe.

Casual dressing with pride takes more than just a little finesse, especially with the expanding waistlines that can come with every year we age.

Solid colours on the bottom shed pounds and provide a secure anchor for a more vivid top.

Very short shorts only look good on a real Adonis and lack the dignity of longer versions.

Good lengths to look for are just above the knee or knee length.

Surfer jams, with their loose, long legs have gained favour with the young but seem inappropriate when the idea is to impress.

Probably one of the most popular shorts is the cargo style.

These started out in the pages of some of the most famous sportswear catalogues and have fast become an all-round favourite.

These comfortable shorts have plenty of pockets and a rather chic British expedition look about them, especially when worn in traditional shades of beige and khaki.

Unless you are a marathon runner, tank tops are best left in the back yard.

Golf shirts are a good choice and come in a large number of colours and patterns and the collar gives them a more finished look.

Short-sleeved sports shirts are a little dressier and tend to be a bit cooler than golf shirts.

Many men are devoted fans of the T-shirt.

It is a more casual alternative and can look smart when well chosen.

Cheeky sayings and tired political statements will win you no favours in the fashion department.

A solid colour, stripe or a subtle print is far more suitable and a heavy, dense cotton will look more substantial and hang better on the body.

GRAPHIC: Colour Photo: Barry Gray, The Spectator; Argyle print golf shirt, $98, and shorts, $78, are by Tommy Hilfiger. Cap, $16, is by Gant. Colour Photo: Barry Gray, The Spectator / Plaid sports shirt, $85, cotton twill shorts, $68, are both by Tommy Hilfiger. Belt is $65. Colour Photo: Barry Gray, The Spectator / Denim shorts, $68, by Tommy Hilfiger, with **Nautica** stripe T, $69. All items are from Garvey's Men's Shops, 389 Brant St., Burlington. Model from Vogue Models and Talent. Photographed at Geraldo's at LaSalle Park and Pavilion

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Oxford Inds. Net Jumps 16.8% in Quarter. Daily News Record July 15, 1998

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July 15, 1998

SECTION: No. 83, Vol. 28; Pg. 2; ISSN: 1041-1119

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LENGTH: 186 words

HEADLINE: Oxford Inds. Net Jumps 16.8% in Quarter.

BODY:
NEW YORK -- Powered by sales of its licensed Tommy Hilfiger Dress Shirts and other designer lines, Oxford Industries Inc. racked up a 16.8 percent earnings gain in the fourth quarter.

In the quarter ended May 29, earnings increased to $ 6 million, or 67 cents a diluted share, from earnings of $ 5.2 million, or 58 cents, last year. Sales rose to $ 194.5 million from $ 160 million the previous year.

Oxford's earnings for the fiscal year jumped 25.3 percent to $ 24.6 million, or $ 2.75, compared to $ 19.6 million, or $ 2.23, a year ago, while sales grew 10.1 percent to $ 774.5 million.

J. Hicks Lanier, chairman and chief executive officer, said in a statement that despite what he called a "very challenging year" in fiscal 1998, the firm was able to achieve record results.

"We again had strong sales gains in our designer licensed divisions: Tommy Hilfiger Dress Shirts, Tommy Hilfiger Golf, Oscar de la Renta Tailored Clothing, **Nautica** Tailored Clothing and Polo/Ralph Lauren for Boys," Lanier said. "In private label, we also had double-digit sales gains in OxSport and Oxford Womenswear."

IAC-CREATE-DATE: July 22, 1998

LOAD-DATE: July 23, 1998

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LOOK FOR LOW SCORES IN LOCAL NIKE EVENT St. Louis Post-Dispatch (Missouri) July 16, 1998, Thursday, FIVE STAR LIFT EDITION

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St. Louis Post-Dispatch (Missouri)

July 16, 1998, Thursday, FIVE STAR LIFT EDITION

SECTION: SPORTS, Pg. D3

LENGTH: 651 words

HEADLINE: LOOK FOR LOW SCORES IN LOCAL NIKE EVENT

BYLINE: Dan O'Neill; Of The Post-Dispatch

BODY:
Lock the doors, douse the lights, hide the women and children. The Nike Tour is coming to town and make no mistake about it, sheriff, they shoot low.

Lush and infinitely vulnerable, Missouri Bluffs welcomes back golf's world of outlaws and plays host to the second Nike St. Louis Classic beginning today.

Clark Dennis shot a 60 at The Bluffs last year and Todd Gleaton captured the tournament with a record-tying low score of 23 under.

As the players prepare to tee off at 7:30 a.m., a musical question begs to be asked to a Limbo beat: How loooow can you gooo?

"We'd like to see them shoot low," said Bluffs proprietor Dennis Walters. "Maybe we'll see a 59."

Don't be surprised. The Nike Tour already has produced two 59s this year and one of the authors, Notah Begay III, will be teeing off No. 1 at 12:45 p.m. today.

The Bluffs, a course built with the public player in mind, has accommodating fairways and little rough of which to speak. The grounds are in magnificent shape, with receptive greens that are rolling true. In other words, sparks could fly on this inviting 6,978-yard, par-70 stage.

"I think the scores could be pretty low," said St. Louisan Jay Williamson, who started the week on the right foot by winning the Dillard's/**Nautica** Shootout on Tuesday. "The only thing that could keep them from going too low is that the course is a little soft, and it will play long."

For those who are taking advantage of a modest admittance price ($ 10 for the week) to watch the most talented group of players just this side of the PGA Tour, here is a look at top names.

Top gun

Joe Ogilvie will be in an attractive pairing with Casey Martin and Woody Austin, going off No. 19 at 12:27 p.m. Ogilvie, 24, is a two-time winner on the Nike Tour and is gunning for that magical hat trick, which would give him an immediate and automatic exemption onto the PGA Tour. A rookie on the circuit this season, Ogilvie tops the money list with $ 114,927.

Cart blanche

Martin will draw lots of attention with his celebrated cart. But he also will be a big threat at the Bluffs with his 285-yard driving average and all-around game.

Boys to men

Several famous sons are in the tournament. Robert Floyd and Ray Floyd Jr., sons of Raymond Floyd, are in the field - Robert goes off No. 1 at 12:09 p.m.; Ray goes off No. 1 at 8:42 a.m.

Ronnie Stockton, son of golfer Dave Stockton, goes off No. 10 at 8:42 a.m. Steve Irwin, son of Frontenac Flash Hale Irwin, goes off No. 1 at 1:12 p.m. Steve Haskins, son of basketball coach Don Haskins, goes off No. 10 at 7:30 a.m.

Local line

Several St. Louis products are competing, including Nike regular Williamson. Also deserving of home-field favoritism are Bob Gaus, Brian Fogt, Nash Haxel, John Hayes, Larry Emery, Sam Scheibel, Jason Schultz, Brett Burroughs, Mark Faulkner, Jeff Hunter, Bill Lansdowne and Craig Liddle.

The Wood man

Austin was the 1995 PGA Tour Rookie of the Year and winner of the 1995 Buick Open. He was 32nd on the PGA Tour money list in 1996, but fell to 180th last year.

Couch potato

In this, the baseball home of Mark Smack-Gwire, the long ball rules. With that in mind, you might want to see Chris Couch step up to the plate.

Couch is second on the Nike Tour in driving distance, averaging 301.2 yards a poke. Stiles Mitchell, who is not playing at The Bluffs, leads the tour with an average in excess of 306 yards.

Keep in mind when you're watching Couch that he ranks 73rd in driving accuracy, hitting the fairways 62 percent of the time.

Leader in the clubhouse

Last year's champion, Todd Gleaton, is not defending because of an injury. That makes Arden Knoll, who shot 66-66-67-65-264 last year and finished second, the man to beat.

Also hoping to repeat good performances from a year ago are Rocky Walcher (266), Jeff Barlow (267) and Cliff Kresge (268).

LOAD-DATE: July 16, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
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Dan River Inc. Announces The Purchase Of Home Innovations' Glenn Manufacturing Facility Business Wire
July 16, 1998, Thursday

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July 16, 1998, Thursday

DISTRIBUTION: Business Editors

LENGTH: 534 words

HEADLINE: Dan River Inc. Announces The Purchase Of Home Innovations' Glenn Manufacturing Facility

DATELINE: DANVILLE, Va.

BODY:
July 16, 1998--Dan River Inc. (NYSE:DRF) and Home Innovations, Inc. announced today that they have entered into an agreement whereby Dan River will purchase substantially all of the assets of Home Innovations' Glenn Manufacturing facility located in Morven, North Carolina. The purchase price is $ 3.8 million.

Glenn Manufacturing is a 315,000 square foot sewing and distribution facility involved in the manufacturing of home fashions textile products, such as sheets, pillowcases and comforters. Over 300 people are employed at the facility.

Joseph L. Lanier, Jr., Chairman and Chief Executive Officer of Dan River said, "This acquisition adds needed manufacturing capacity which will enable us to better serve our growing home fashions business. In addition to Glenn's existing capacity, we have the opportunity to expand production at the facility by adding new machinery and increasing employment. We are particularly pleased that the associates now employed at Glenn Manufacturing will bring their experience and expertise in manufacturing home fashions products to Dan River."

Mr. M.L. "Chip" Fontenot, Chief Executive Officer of Home Innovations said, "We are pleased to have reached an agreement with Dan River. Their growing position in home fashions textiles should provide a bright future for our Glenn Manufacturing associates, and we are hopeful and believe, given the fair value being paid for this facility, that bankruptcy court approval of the transaction will be promptly forthcoming."

The transaction is expected to close in late August or September and is contingent upon bankruptcy court approval in the Home Innovations, Inc. case.

Dan River is a leading manufacturer and marketer of textile products for the home fashions and apparel fabrics markets. The company designs, manufactures and markets a coordinated line of value-added home fashions products consisting of packaged bedroom furnishings such as comforters, sheets, pillowcases, shams, bed skirts, decorative pillows and draperies. These home fashions products are sold under the Dan River trade name as well as Alexander Julian, D. Porthault, John Wilman and **Nautica** licenses. Dan River also manufactures and markets a broad range of high quality woven cotton and cotton blend fabrics for apparel and is the leading supplier of men's dress shirting fabrics in North America. Dan River operates manufacturing facilities in Virginia, North Carolina and Tennessee.

On June 29, Dan River announced that it had entered into a merger agreement to acquire The Bibb

Company, a manufacturer and marketer of consumer products for the home, principally sheets, bedding and bath accessories; textile products for the hospitality and healthcare industries; and specialty engineered textile products used in making high-pressure hoses and other industrial products.

The Bibb transaction is also expected to close in late August or September.

CONTACT: Dan River Inc.
Scott D. Batson-Vice President-Finance, 804/799-4113

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

with Hyperlinks to your home page.

URL: http://www.businesswire.com

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STORE OWNER CHARGED IN FAKE-GOODS PROBE Chicago Tribune July 24, 1998 Friday, SOUTHWEST SPORTS FINAL EDITION

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Chicago Tribune

July 24, 1998 Friday, SOUTHWEST SPORTS FINAL EDITION

SECTION: METRO SOUTHWEST; Pg. 3; ZONE: SW

LENGTH: 136 words

HEADLINE: STORE OWNER CHARGED IN FAKE-GOODS PROBE

BYLINE: Jerry Thornton.

DATELINE: ORLAND PARK

BODY:
An Orland Park man was charged with trafficking counterfeit goods into Indiana after authorities were tipped off by a former employee at a store owned by the man, the U.S. attorney's office in Dyer, Ind., said Thursday.

Timothy Lee, also known as Seok Chung Lee, of 15109 Catalina Drive was charged as a result of an investigation by the U.S. Customs Service. If convicted, Lee could receive up to 10 years in prison and fines of up to $20,000, said a spokeswoman for the U.S. attorney's office.

Authorities alleged that Lee transported goods including sunglasses, watches and clothing carrying counterfeit marks of Oakley, **Nautica,** Hilfiger, Nike, Fila, Guess and Boss to the Tempta store in Gary and to the Illusions store in Woodmar Mall in Hammond. Lee owned and operated both stores, authorities said.

LOAD-DATE: July 24, 1998

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LUXURY TO GO; AT THIS INN, IF YOU LIKE THE BED YOU SLEPT IN, YOU CAN BUY IT Rocky Mountain News (Denver, CO) July 26, 1998, Sunday,

Copyright 1998 Denver Publishing Company
Rocky Mountain News (Denver, CO)

July 26, 1998, Sunday,

SECTION: HOME FRONT; Ed. F; Pg. 8F

LENGTH: 834 words

HEADLINE: LUXURY TO GO;
AT THIS INN, IF YOU LIKE THE BED YOU SLEPT IN, YOU CAN BUY IT

BYLINE: Lori Tobias; Rocky Mountain News Staff Writer

BODY:
Last month, after spending their first night at the Gregory Inn LoDo, Karen and Robert Teter awoke with a mission - to find out where they could buy furniture like that in their room. By the time they'd left to return home to Arizona, they'd bought the classic pediment bed from the Arnold Palmer collection, the Simmons Beautyrest Crescendo Mozart mattress, a dresser and night stand (also from the Palmer collection), and an entertainment center from a catalog at the inn.

It's not the typical bed-and-breakfast experience. In fact, says Karen Teter, "We've stayed at a lot of bed and breakfasts . . . and nothing compares to the experience we had there." It is, however, a perfectly typical experience for Stephen Gregory, owner of the 6-month-old Inn at 2500 Arapahoe St. More than an elegant bed and breakfast, the Gregory Inn LoDo is also something of a furniture store. Gregory offers nearly everything in the Victorian / Italianate-style house for sale, including the St. Gregory mattresses, specially made for the inn and featuring all-cotton Belgium matte lasse covers and cashmere fill. "I always tell people when they come in that they are going to get their best night's sleep ever," says Gregory. "And the next morning, they usually offer some comment about how well they slept." If all this brings to mind pushy salesmen and tacky price tags, forget it. The only hint that the Gregory Inn is different from other inns comes in a tasteful tent card, placed on a table in the lobby. "We didn't realize we could buy the (furnishings)," says Karen Teter. "We just fell in love with the bed, and my husband was going outside to ask Stephen if it was an antique or reproduction and if it would be possible to get one, and then I saw the sign . . ." The inspiration to open a bed and breakfast came when Gregory, a former architect and interior designer, turned 49, "and hit a brick wall." He had purchased two houses on Arapahoe Street in 1980, hoping to save them from the wrecking ball. But 17 years later, when Gregory set out to renovate them, he discovered they were beyond saving - the brick was soft and the houses had no foundations. So, he demolished them and created two more, sticking closely to the original designs, while incorporating details such as dormers and Italianate accents from other houses on the block. Meanwhile, he began studying the bed-and-breakfast business and discovered that most owners had no background in interior design. "I felt I could be a real help to them . . . find the appropriate things and finding the good prices." And so the bed-and-breakfast / home furnishing store was born. Not only does Gregory make the upscale furnishings in the inn available to guests, he also sells to bed and breakfasts around the country. In the first five months of business, Gregory had five repeat customers, and was recently named Best Place to Get Away From Denver Without Leaving Denver by Westword. He's fielded calls from celebrities such as poet Maya Angelou, who reserved a room but canceled when Oprah Winfrey treated her to a cruise instead. Gregory describes the inn decor as Colorado turn-of-the-century. Colors are muted earth tones, the walls faux finished and the woods accented with amber highlights. Eight guest rooms are furnished with pieces from the Bob

Timberlake collection, an elegant country look; **Nautica,** which is inspired by the Colonial British West Indies; and the traditional Arnold Palmer collection. Each room features a Jacuzzi tub, fireplace, TV with large pull-down screen and a high-speed data port for guests who bring computers. In the carriage house, which offers a full kitchen, washer and dryer and an old-fashioned slipper tub, the television is hidden behind a painting, which lifts at the flick of a switch, and a mirrored skylight bathes the suite in light. Upstairs, the dining room, where guests are served waffles, homemade quiche and egg casseroles, features Henry Link wicker and custom-made sage chenille drapes, a minitheater and outside deck. "I've sold quite a bit of furniture," says Gregory. "There's one man who bought a mattress and ended up buying the Bob Timberlake bed, the nightstand . . . most of the room. "It's a nice place, but it's the guests who come here that make it. It's one of these things where everybody joins in. . . . As you're off to the baseball game you stop and talk and have some wine. I had a couple who went to buy some champagne and another couple said, 'Here's $ 20. Would you pick me up some wine?' They said, 'Of course.' It brings out the best in people."

INFOBOX THE DETAILS:

What: the Gregory Inn LoDo Where: 2500 Arapahoe St. Rooms: Eight, plus carriage house Of note: Furniture from collections including Bob Timberlake, Arnold Palmer and **Nautica** available for purchase. Rates: $ 99 and up; $ 199 for the carriage house. Information: 295-6570. Web site, www.gregoryinn.com. Tours noon to 4 p.m. Sunday through Friday (call first).

NOTES:
Related color photo p.1F Related photo p.2F SEE END OF TEXT FOR INFOBOX

GRAPHIC: Color Photo (5);

Greg's Room is furnished with pieces from the Palmer House Collection and features a six foot Jacuzzi in slate surround. By Linda McConnell / Rocky Mountain News. CAPTION: Innkeeper Stephen Gregory and blue heeler mix companion, Jake, take five in the cool shade on the verandah out back. By Linda McConnell / Rocky Mountain News. FACILITIES);

CAPTION: Guests begin their day in the second floor dining room, where breakfast is likely to include fresh fruit, croissants, quiche and waffles. By Linda McConnell / Rocky Mountain News. BREAKFAST);

CAPTION: Above, Rory's Room, named for one of Gregory's friends is finished in coral and greens and furnished with pieces from the Palmer House Collection. Courtesy of Gregory Inn. CAPTION: Below, The 700-square-foot carriage house features furniture from the Louis Phillippe Collection, as well as a slipper tub, full kitchen and hot tub just outside the door. By Linda McConnell / Rocky Mountain News. INTERIOR DESIGN

LOAD-DATE: July 29, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
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LONDON CALLING;ON THE BACKS OF 50 ADULT MODELS, SEVEN DOGS AND A BABY, DAYTON'S WILL UNVEIL A BRITISH INVASION OF FALL STYLES IN THE MIDWEST'S BIGGEST FASHION SHOW. Saint Paul Pioneer Press (Minnesota) July 28, 1998 Tuesday

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Saint Paul Pioneer Press (Minnesota)

July 28, 1998 Tuesday

SECTION: EXPRESS; Pg. 1C

LENGTH: 644 words

HEADLINE: LONDON CALLING;
ON THE BACKS OF 50 ADULT MODELS, SEVEN DOGS AND A BABY, DAYTON'S WILL UNVEIL A BRITISH INVASION OF FALL STYLES IN THE MIDWEST'S BIGGEST FASHION SHOW.

BYLINE: Georgann Koelin, Staff Writer

BODY:
Dayton's Fash Bash Thursday should confirm the buzz from the fashion world that that this fall's clothes, on a scale of 1 to 10, rank about 9.75. In what will be one of the largest collection of couture resources ever featured in a one-day show, Dayton's managed to pull together four 48-foot trailers full of fall clothes that will wear well in Minnesota -- and almost anywhere else but the tropics.

The show is themed "British Isles Style" to reflect the juxtaposition of the old and new style of London, Dublin and Glasgow.

"There's a lot of inspiration and energy coming from the British Isles in general," says JoAnn Young, Dayton's fashion-show producer. "They're influencing the whole world in terms of fashion, music, restaurants, architecture and literature."

So, on 32 female and 18 male models, seven dogs and a baby, the Dayton's staff will show more than 200 new fashion items in the firm's annual Fash Bash at the State Theatre that benefits the Children's Cancer Research Fund. The cast and crew estimate they'll consume 10,000 Rolaids before it's all over. The show originates at Minneapolis headquarters, then is loaded into trailers and shipped to Detroit and Chicago, for replays.

The fashion focus of this year's show will differ from the six preceding it. Though there will still be moderately priced garments like a $48 **Nautica** T-shirt, there is also a $6,000 Badgley Mischka gown trimmed with hand-sewn beads and shells. Fashion categories will be defined by designer participation. In previous years, most Fash Bash merchandise was from "bridge" and "better" areas, retail terms for categories priced below the prestigious and most expensive "designer" category.

"It's up a couple levels from previous years," said Young.

The status-y Ralph Lauren Collection is one of the plums. Trendy Isaac Mizrahi is sending highlights from his New York runway show, including baby carriers to match a satin gown and a rain slicker. Seventeen designers, total, are sending their best looks, including Gaultier and Dolce & Gabbana.

Former Fash Bashes were heavy on entertainment, staged in acts like a Broadway production. This year's show, produced by more than 200 people who spent more than 6,000 hours setting up and rehearsing, will resemble a New York runway event with video projections for background. Today, there will be a dress rehearsal for employees, and on Wednesday, an internal show for vendors from such divergent companies as Anne Klein, Tommy Jeans and Henredon furniture is planned.

Another difference - this year's Bash launches not just apparel, but all Dayton's merchandise in the chain's 20 stores, including such foods as Fortnum & Mason teas, biscuits and preserves.

The official colors of the Smythson Shop, stationer to the queen of England, will set Dayton's fall color scheme of red with accents of blue and green that will play out in advertising throughout the season. A double-decker red bus with blue and green lettering, normally seen in London, will grace the streets of Minneapolis before the fashion show to stir up interest.

This fall will be a good fashion season, according to Young, who describes it as "beautiful and sensual":

Skirts will replace trousers, many of them long ankle grazers.

Shapes will loosen up.

Fabrics will be more seasonless. You will be able to wear white, for example, all winter.

The three important messages to keep in mind for the new season, said Young, are:

Luxury. Express it in fabrics - a suede shirt and trousers.

Contrast. Team a quilted nylon jacket with dressy trousers or a shearling jacket with a ballgown.

Ease. Look for fabrics with a lot of drape or stretch, fuller trousers, boxier jackets.

WHAT: Dayton's Fash Bash show and fund-raiser

WHEN: Thursday

WHERE: State Theatre, 910 Hennepin Ave., Mpls.

TICKETS: Sold out

GRAPHIC: 3 Photos: Bill Alkofer, Pioneer Press
1) A red quilted vest by BCBG, foreground, contrasts with a black cashmere sweater and felted wool trousers beaded at the waist. In the background, a model wears Polo's knit windowpane sport coat and sage suede shirt and trousers. The 1965 Bristol double-decker bus, normally seen in London, toured downtown Minneapolis before Fash Bash to stir up interest.
2) Ellen Tracy's dove-gray suit has a double-breasted jacket, long A-line slit skirt and mohair funnel-neck sweater.
3) Polo's wool flannel pin-striped three-piece suit is worn with a lightweight wool button-down shirt and navy woven tie.

LOAD-DATE: October 18, 2002

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Sailing: Law steers clear of confrontation; Chris Law believes he has overcome his liking for controversyand wants to help Britain mount a challenge for the America's Cup in 2000. By Stuart Alexander The Independent (London) July 30, 1998, Thursday

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The Independent (London)

July 30, 1998, Thursday

SECTION: SPORT; Page 26

LENGTH: 883 words

HEADLINE: Sailing: Law steers clear of confrontation; Chris Law believes he has overcome his liking for controversyand wants to help Britain mount a challenge for the America's Cup in 2000. By Stuart Alexander

BYLINE: Stuart Alexander

BODY:
CHRIS LAW has never been able to keep his emotions well hidden and time is running out if he is to achieve his burning ambition of being back at the helm of a British challenge for the America's Cup.

Having celebrated his 46th birthday earlier this month he is no spring chicken, but the last 12 months have been something of a golden year for a man who has had his share of downs with the ups. The impetus was the funding from the lottery for his match racing team of Julian Salter, James Stagg and Andy Hemmings. The reward has been four wins and two seconds in seven starts and a climb to second in the world rankings.

But Law is quick, almost too quick, to brush past the achievements he and his loyal trio have chalked up around the world, though he is careful always to pay tribute to the crew and never forgets to emphasise the importance of the sponsorship he receives from the clothing manufacturer, **Nautica.**

Much given to self-analysis Law, who will be back at the wheel of Mike Slade's maxi Longobarda in Cowes Week this Saturday, admits it has taken him a long time to become a team player. In the past he was always accused of being too individual. "I was a born and bred Finn Olympic singlehander sailor," he said. Ask others and they will say the sports psychologists were right when they said the Finn boys were the most difficult of all the Olympians. Law was right up there with the most difficult.

He now says he has learned from Russell Coutts, the world No 1 and Team New Zealand America's Cup winning skipper. "He has an amazing ability to be honest with himself, first in identifying his own weaknesses and then building them into a strength," Law said.

Certainly he has had to cope with some weaknesses - personal, domestic and sporting - and he sees his turnaround having come after "a five-year grind, a slog march. I have been re-proving myself both to myself and others."

Fond of colourful comparisons he says he and his team are "just like a pop group, we have been on the road." He admits he once had a reputation for being badly organised but has been able to change that. The team has tamed the tantrums, stopped him from confrontational outbursts with umpires - Salter is a lawyer who went to learn the intricacies of umpiring - and Law is proud to say that in Germany last week "we were the only team to have our damage deposit returned without any deductions."

He still wants people to know that he has a "broad brush disapproval" of the umpiring system, wishing they would spend mote time supporting the event and the sport rather than making obscure calls and treating themselves like schoolmasters and the competitors like pupils. "I'm big enough and ugly enough to say that, but I should add that there is a new breed who are much more enlightened. In Germany I even had one apologise publicly for a mistake." Having given way rather explosively to frustrations in the past, this is mellow indeed.

But Law has his eye on the bigger goal of the America's Cup in New Zealand. The challenger rounds, still expected to be run by Louis Vuitton, start in October 1999. The Cup itself is not until February 2000 and he describes it as "the first really big event of the millennium." To be in on that, Britain first has to have a challenge, and that is hardly on the fast track at the moment as the syndicate struggles to sign up big cash sponsors.

To be in on the British syndicate Law has to come to an accommodation with Lawrie Smith, the sailing director, shareholder and controlling influence.

Smith is nearly a neighbour of Law's in Lymington, at the bottom of the New Forest, but there have been emnities and it was Law who hosted Smith to lunch recently, not the other way round, to hold exploratory talks. Neither will confirm a much-loved report saying that Smith opened the negotiations with "You do know, Chris, that I hold all the cards?"

"I feel I am the right guy to steer a British boat if it should happen," Law said. "If anyone else thinks they should be doing it I will take them on any time, any place, any keel boat. It's fine by me for Smith to be skipper. I just want to steer, though I need a direct link to the technology - just like Schumacher in a racing car - and I would want to have a say over who I sail with. But Lawrie and I talked about that, went through a likely crew list, and we were more or less agreed."

It would be a difficult chemistry to manage, but both are older and wiser than when they were head to head. There is no boat yet, so no problem, and Law can concentrate on the remaining six events this year, including the match racing world championship in Japan, where he will be up against the Nippon Challenge America's Cup skipper, Peter Gilmour.

But, in an almost romantic way, the gleam is all about the pinnacle of America's Cup and his fervently repeated hopes for a British success. This from the man who decamped to Australia for a while and has steered an Australian boat in San Diego as well as the last British challenge Down Under.

"With the technology they are talking of having, with the sailors we have got, we can make the semi-finals and then anything goes," he says. "If we had a late second boat by then, we could even win it."

LOAD-DATE: July 30, 1998

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Nautica Makes a Splash Women's Wear Daily Swimwear Supplement August 1998

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Business and Industry
Women's Wear Daily Swimwear Supplement

August 1998

SECTION: Pg. 14; ISSN: 0149-5380

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LENGTH: 675 words

HEADLINE: Nautica Makes a Splash

HIGHLIGHT:
Nautica's women's swimwear collection to see distribution grow to 750 doors for cruise, with $10 mil in expected wholesale volume for 1998

BODY:
Nautica's licensed women's sportswear collection, targeted at 18-50-yr-olds, is expected to expand its distribution to 750 doors and will reach wholesale volume of $10 mil for 1998. A separates program for cruise will be introduced, which is predicted to account for 20-25% of the mix.

photos omitted

NEW YORK -- **Nautica's** licensed venture into women's sportswear may be a little rocky, but its swimwear endeavor has been a splash.

The women's swimwear collection, licensed by Apparel Ventures, debuted in 150 doors in January 1997 and will see its distribution expand to 750 doors for cruise. It is expected to push $10 million in wholesale volume for the year, according to David Chu, chief executive officer, founder and designer of **Nautica** International.

Key department stores include Dayton Hudson, Lord & Taylor and Rich's.

And Chu is optimistic that the women's swimwear business could eventually be three times that of men's, which is in its 14th year.

Despite relatively instant success with women's swim, the company has done some fine-tuning. The swimwear line had started out with a generous offering of competition looks, but a season later, company officials decided to scrap the category.

"The competition line was in totally different channels it required more time to get it right," said Chu, noting that the firm had enough on its plate -- in particular, its women's sportswear, licensed by Bernard Chaus, which is undergoing a major makeover. The women's sportswear line, which debuted for fall 1996, will be in 150 doors for fall.

Chu added that competition styles will be reintroduced eventually

For cruise, **Nautica** will be debuting a separates program, which is expected to account for 20 to 25 percent of its mix, according to Dawn Hudson, vice president of sales and marketing for **Nautica's** licensed swim division. The separates line wholesales from $14 to $29.

The regular swimwear is priced from $24 to $45.

Some of the fabrics being offered for cruise are Tactel nylon, pique fabrics and stretch suede. Swimwear designs and coverups include white suits in Tactel nylon and yarn-dyed madras plaid string bikinis in nylon and Lycra spandex, shown with nylon shorts.

Hudson attributes **Nautica's** success to its wide range of customers. The line appeals to woman from 18 years old to about 50.

At least two retail buyers agree.

"It has done fabulously," said Kris Sherek, senior swimwear buyer at Dayton Hudson, which has carried **Nautica** women's swim in all 59 stores since its launch.

"The key to **Nautica's** success has been creating nice young looks, with the construction that missy consumers want," she said.

She noted that the line appeals to a woman 30 to 40 years old.

In fact, **Nautica's** double strap bikini was the retailer's best-performing swimsuit in some years, selling 700 units in a recent week. Sherek added that **Nautica** is one of the most successful, swimwear launches she has seen.

Other popular **Nautica** swim looks at Dayton Hudson have been zip-front board shorts and sarongs.

Based on strong sell-throughs this past summer, Sherek said that she plans to increase her budget for **Nautica** by 10 to 15 percent for cruise.

"**Nautica** really lends itself to the Midwest," she said."Our customers have houses or cabins near a lake. So it is very nautical inspired."

Cherie Alleyne, buyer of California Sunshine Shop, Shrewsbury, N.J., noted that **Nautica** swimwear has done "very well."

The collection is in all 10 stores, and she said that she is planning to increase her budget for **Nautica** swim for cruise by 25 to 30 percent.

"A lot of its success has to do with **Nautica's** name, and the fit and quality," she said.

She noted that current bestsellers this summer are high-neck one-piece suits with the Nautical logo and two-piece boy-leg suits. Basic underwire suits in blues and blacks trimmed in neon yellow have also been doing well, she said.

-- Anne D'InnocenzioCopyright 1998 Fairchild Publications, Inc., a subsidiary of Advance Publications, Inc.576

TYPE: Journal; Fulltext; Abstract

JOURNAL-CODE: WOMWEDAS

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Put Your Ad Here The New York Times August 2, 1998, Sunday, Late Edition - Final

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August 2, 1998, Sunday, Late Edition - Final

SECTION: Section 6; Page 60; Column 1; Magazine Desk

LENGTH: 15 words

HEADLINE: Put Your Ad Here

BODY:
And discover the fashion potential of Am erica's fastest growing new media: kids.

GRAPHIC: Photos: Joshua Bitzer wears a Tide nylon jacket, $43, T-shirt and shorts, $25, all from Procter & Gamble. At Rudd Sportswear. Call (800) 525-RUDD for locations. Sneakers from Adidas. Mathew Tartza's cotton T-shirt, $6.25, from Apple Computer. Available on line at www.appledesigns.com. Pants, $48, from **Nautica.** At Macy's East. Hat, $18, from the NBC Store, 30 Rockefeller Plaza.; Brandie Tartza wears a cotton baseball-short set, $19.99, from the 7-Eleven catalogue. To order, call (800) 216-8270. Cap, $8.95, from the Kellogg's catalogue, (800) 788-8003. Imani Salaam's cotton turtleneck, $92, by Moschino. At Moschino Boutique, 803 Madison Avenue. Denim overalls, $29.95, from Microsoft. (425) 936-5092.; Crystal Gibbs's hooded fleece pullover, $38, and rayon-blend skirt, $38, both from **Nautica.** At Macy's East. Dayton Hudson. Necklaces from Barbie by Riviera Kids. Boots from Stride Rite.Ellis McGovern, left, and her sister Kelly each wear a cotton turtleneck, $22.50, crew-neck cardigan, $20.50, and V-neck, $21.35, from American Airlines Flagship Emporium, (800) 358-3880. Ellis's skirt, $8.99, from Official School Wear by French Toast. (800) 262-KIDS. Kelly's jumper, $49, from United Colors of Benetton, 540 Madison Avenue. Hair and makeup: Brett Jackson for Sarah Laird. (Photographs by Christian Witkin)

LOAD-DATE: August 2, 1998

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Fashion on the fairway; Designers help to keep stylish golfers on course Chicago Sun-Times August 2, 1998, SUNDAY, Late Sports Final Edition

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Chicago Sun-Times

August 2, 1998, SUNDAY, Late Sports Final Edition

SECTION: SHOW; Pg. 15; NC

LENGTH: 699 words

HEADLINE: Fashion on the fairway;
Designers help to keep stylish golfers on course

BYLINE: BY LISA LENOIR

BODY:
The golf links are turning into a lifesize runway.

No longer a place for madras plaid pants and canary yellow polos, the greens are filled with polished looks that carry men and women from the course to the streets.

It doesn't hurt that young bloods like Tiger Woods are wearing graphic Nike gear. Or that Will Smith and Cindy Crawford are sporting fashion-forward looks on the course.

Even Clint Eastwood has moved into the golf wear business with his Tehama line, co-owned with two others. He's abandoned his Dirty Harry duds for fine gauge knit polos, microsuede snap front windshirts and drapey trousers.

Clearly, the golf apparel market is not stuck in the sand.

"I think it's become more classic and stylish," says Greg Nelson, brand manager for Callaway Golf Apparel by Nordstrom. "People are more concerned about how they look on the golf course. There are doing less offensive pattern and color mixing. People are looking at how these looks will work into their everyday life. It's a statement of who they are and how they dress."

"It is on-course; it's off-course," says Kristen Spina, a contributor to Golf Retailer magazine. "(Golfwear) is not something you hold separately in the closet and only wear when you play."

The clothes can be worn for casual Friday or to Sunday brunch, without screaming out, she says. "It is clothing that really works with your life."

Fashion designers such as Ralph Lauren, Giorgio Armani, David Chu for **Nautica,** Hugo Boss and Tommy Hilfiger are partly responsible for invigorating the industry with their upscale golf clothes, Spina says.

"You have younger players, baby boomers, male and female executives who are wearing designer brands during the normal business day, and they want it for their leisure time. The companies have responded in a big way."

Bobby Jones, Greg Norman, Jack Nicklaus, Callaway Golf Apparel by Nordstrom, Tommy Bahama and

Eastwood's line are just a few of the companies trying to keep up with the change.

Designer Claudia Romana creates clothing to keep women on the course looking chic. An avid golfer for 10 years, she says she didn't want to look "geeky."

"I never found anything I wanted to wear. If you wear an Armani suit for work, you don't want to wear some bizarre plaid. There's not a lot out there for women."

Thus she started her company Golf by Claudia Romana, which is filled with classic khakis, T-shirts, skorts and sleeveless polos in navy, white and khaki. "Navy is the black of the golf course," she says. "A lot of urban women wear black daily. So, I chose dark navy blue."

Other features include performance fabrics such as microfiber, Lycra and cotton for comfort and detachable pockets and tee holders for convenience.

"My whole inspiration is coming from former golfers and Katharine Hepburn. In "Pat and Mike, she is beautiful and athletic," Romana says.

Performance also is a consideration, Nelson says.

"We look for ways to make the golf swing easier," he says about the oversize sleeves and longer tails in their polo shirts. "You can worry less about your clothes and concentrate on the game."

Some key elements to look for:

FABRIC

Golf wear for men and women can't simply look good. It needs to move. Performance-related fabrics help keep golfers comfortable. Liz Claiborne has its Carefree linen/cotton pieces, baby terry cloth and pique. They go from the washer to the dryer, coming out fresh and crisp. Lycra, nylon, breathable microfibers and mercerized and soft cotton fabrics also are showing up in menswear and women's wear.

SHAPES

The classic polo shirt is still strong. Variety is achieved through button or zipper closures. Trousers and shorts are either flat-front or pleated and appear in solids or subtle patterns. Vests and sweaters in solids or argyles top off any high-bred look. Skorts also are popular for women. Outerwear includes windshirts and pullovers.

COLORS

Look for classic navy, khaki, white, ivory and sophisticated colors such as brown, burnt red, olive, moss and shades of gray.

"You are not looking at anything loud and ostentatious," says Spina about today's golfwear. "I think it's simplified and more streamlined."

GRAPHIC: The polo shirt is the item for many golfers. David Chu's **Nautica** shirts are cotton pique, and are worn with cotton twill cuffed pants and caps. Available at all major department stores. Designer Claudia Romana wants to look chic on the course. Her T-shirt and skort make any woman look classy while playing. ABOVE: Clint Eastwood is the inspiration for a new line of golf wear called Tehama. Available by calling (800) 955-9400. RIGHT: Flat-front pants are an option. Shown are Haggar Golf's slacks. Available at select department stores. This cotton varsity sleeveless mock turtleneck by Liz Claiborne Liz Golf is available at department stores.

LOAD-DATE: August 3, 1998

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Nautica Home Collection Debuts The San Francisco Chronicle AUGUST 5, 1998, WEDNESDAY,

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The San Francisco Chronicle

AUGUST 5, 1998, WEDNESDAY, FINAL EDITION

SECTION: HOME; Pg. 8/Z3

LENGTH: 90 words

HEADLINE: **Nautica** Home Collection Debuts

BYLINE: Barbara Hass

BODY:
Two free design seminars at Macy's stores will kick off the introduction of the **Nautica** Home furniture collection this month.

The collection includes chests, cocktail tables, beds, entertainment centers and more.

The first seminar will take place at 6 p.m. August 12 at Macy's Valley Fair, 2801 Stevens Creek Road, Santa Clara. The second one will be held at 1 p.m. August 15 at Macy's Pleasanton home store, 4255 Rosewood Drive, Pleasanton.

Enrollment is limited. For reservations and more information, call (800) 786-2665.

GRAPHIC: PHOTO, PREMIERE: The **Nautica** collection includes this chest. / Courtesy Macy's

LOAD-DATE: August 5, 1998

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IBI, BON-TON, JACOBS SHOW STRONG JULY STORE SALES; clothing and related products stores' sales reports WWD August 6, 1998

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WWD

August 6, 1998

SECTION: No. 156, Vol. 175; Pg. 13; ISSN: 0149-5380

IAC-ACC-NO: 21012364

LENGTH: 602 words

HEADLINE: IBI, BON-TON, JACOBS SHOW STRONG JULY STORE SALES; clothing and related products stores' sales reports

BYLINE: Ryan, Thomas J.

BODY:
NEW YORK -- Intimate Brands Inc., Bon-Ton Stores Inc. and Jay Jacobs Inc. reported healthy same-store sales gains for July, and many more positive reports are expected today.

Intimate Brands reported same-store sales grew 4 percent, as a 5 percent gain at the Victoria's Secret chain compensated for a 1 percent increase at Bath & Body Works.

An IBI official told Wall Street analysts that Victoria's Secret's margins were "up nicely" as consumers responded well to a new fall floor set for its core lingerie and sleepwear items. The month also included the final week of its twice a year clearance sale.

The Summer Shimmers body lotion line helped maintain comps in the mid-teens in Victoria's Secret's new bath and body department. The chain also began carrying a T-shirt bra formerly sold at Cacique, a lingerie chain closed this year by IBI's parent, The Limited Inc.

Victoria's Secret will launch a national television advertising campaign this week for its new fall English Lace assortment.

Bath & Body Works faced an 18 percent same-store gain in July 1997, but results improved as the month progressed. The company said its new Art Stuff personal care line is performing as planned. Officials also said Bath & Body Works will begin redeeming 500,000 Bubble Bucks coupons handed out in July that entitle the purchaser to $ 10 discounts on purchases over $ 25, and $ 20 discount on purchases over $ 50. The coupon holder had to spend at least $ 25 to receive the coupon.

Meanwhile, Victoria Secret's Catalog sales were up 5.3 percent, but margins were lower than expected due to higher markdowns on sales catalogs. Officials said they are pleased with early response to new fall books. A new 148-page publication combining its core and city books will be mailed August 21.

IBI's total sales increased 6 percent to $ 242.8 million from $ 229.7 million. IBI, which has 1,799 stores,

also said it was comfortable with Wall Street estimates of 28 cents for the second quarter, which compares with 24 cents a year ago.

At Bon-Ton, same-store sales advanced 7.2 percent. Total sales gained 8.1 percent to $ 41.2 million from $ 38.1 million.

Michael L. Gleim, Bon-Ton's vice chairman and chief operating officer, noted that the same-store gain followed an 8.1 percent gain last year, and he said the company is comfortable with Wall Street estimates of a 6-cent loss in the second quarter, down from a 9-cent loss a year ago.

Gleim told WWD that women's sportswear had gains above the same-store rate, noting that the chain is "doing extremely well with better brands," pointing to strength in Lauren and the private label Andrea Viccarro sportswear line.

Men's continues to be strong, posting double digit gains driven by its collections and designer denim, according to Gleim.

"Polo, Tommy and **Nautica** and all the designers are doing very well. The moderate-priced men's business is still very strong, and the only portion of men's that is weak is dress shirts and ties." Bon-Ton, based in York, Pa., operates 64 department stores.

Jay Jacobs Inc., based in Seattle, reported same-store sales jumped 11 percent.

Bill Lawrence, chief financial officer, told WWD that the chain continues to benefit from last year's shift from focusing on the trendy teen market to young adults just out of college.

"All of our women's product did well in the month, including dresses and sportswear," said Lawrence.

Total sales for the young men's and women's chain inched up 1.2 percent to $ 4.8 million from $ 4.75 million. Jacobs has 101 stores in operation, down from 114 a year ago.

IAC-CREATE-DATE: August 13, 1998

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CARGOS CARRY THE DAY;A FEW NEW TWISTS FOR RUNWAY STAPLE Hartford Courant (Connecticut) August 7, 1998 Friday, STATEWIDE

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Hartford Courant (Connecticut)

August 7, 1998 Friday, STATEWIDE

SECTION: LIFE; Pg. F1

LENGTH: 490 words

HEADLINE: CARGOS CARRY THE DAY;
A FEW NEW TWISTS FOR RUNWAY STAPLE

BYLINE: VIVIAN KELLY; Special to The Courant

BODY:
The rumble from fashion editors at the recent Spring '99 men's fashion shows in New York: "What, cargos, again?"

Yes. Cargo pants -- the multipocketed trouser that rides low on the hip -- has been a runway staple the past few seasons. Price-conscious retailers already have had the pants in stock for the past nine months. (Remember the Smothers Brothers hawking them in Old Navy TV spots not so long ago?)

The one twist on cargo for spring is the advent of cargo jams -- like surfer jams, they're basically long, slouchy short pants. Think of the look of the skateboarding, Mountain Dew- swilling set and you've got the picture.

Another runway trend for spring borrows from the military. Even the male models added to the military feel as they sauntered on the runways sporting this summer's "in" cut -- close-cropped hair like those of West Point cadets. The look is military, but not starchy, according to Roseanne Morrison, Menswear editor of the Tobe Report. "What we're looking at is akin to the noncommissioned officer's wardrobe," she said. "It's what a private in the Army would wear."

Furthering the military feel is the use of khaki, which abounded at the shows. Yes, **Nautica** showed royal, navy and white. And Gene Meyer took to stone and grey. And Kenneth Cole sported clean, scrubbed "deck hand" white.

"Overall, though," Morrison, said, "the khaki range was the dominant palette."

Which brings us back to cargo, which has traditionally been khaki-colored. The cargo jams, now in a variety of colors, were so pervasive one was tempted to ask if they'll be the new standard on dress-down Fridays. "Well . . . my boss would probably freak if I came in wearing them to work; they're just too casual," says fashion publicist Brian Van Gorder of LaForce & Stevens, a New York public relations firm. "But, I wear them on the weekends. They're cut just right to show off your calves. They make your legs look good; like a capri pant, but for guys."

New York Times Styles columnist Frank DeCaro said he also likes them and has been wearing his Old Navy pair all summer. He favors them for their practicality and multiple pockets.

As far as the runways were concerned, DeCaro says he particularly liked the preppy touches he saw at John Bartlett and Cynthia Rowley, especially the use of bright prints both designers experimented with.DeCaro said he hopes this is indictative of a move away from the extreme interest fashion has taken in the youth culture the past few years. He said men's fashion may be focusing on looking tasteful and kempt.

"This preppy thing is part of the idea that rich people are starting to seem more interesting again," he said.

Meanwhile, street style prevails. "Who thought army surplus could be so chic?" he said. "The good news here is that if nothing else, you can be sure that Old Navy will be doing a bang-up job of making these pants and of selling them to you this spring."

GRAPHIC: PHOTO: (color), Richard Drew / Associated Press; DESIGNER Tommy Hillfiger joins in on the cargo jams trend.

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Back to school blues; Denim tops the list of fall must-haves Chicago Sun-Times August 9, 1998, SUNDAY, Late Sports Final Edition

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Chicago Sun-Times

August 9, 1998, SUNDAY, Late Sports Final Edition

SECTION: SHOW; Pg. 10; NC

LENGTH: 1008 words

HEADLINE: Back to school blues;
Denim tops the list of fall must-haves

BYLINE: BY GAIL REPSHER

BODY:
Deep, dark denim is definitely in. Khaki, gray and olive are hot. Platform shoes and athletic striping are still hip.

Flared pants are huge at the bottom, form-fitting at the hips and waist. Hooded sweatshirts are important. The "urban look" is key, even in suburbia.

Influences from the '60s, the '70s -- and now the '80s -- combine to create a decidedly hip back-to-school clothes collection for '98, industry representatives say.

For example, platform shoes (1940s, revived in the '60s) are paired with bell bottoms (late '60s, early '70s) and topped with a crisp, white cotton button-down shirt (first popular in the '50s) and a V-neck vest sweater (most recently seen in the '80s). The '98 twist: the sweater is striped across the chest and the shirt hangs out underneath it.

This fall, girls and boys of all ages will be wearing the same styles, fabrics and colors, merchandisers say. One in five teenagers will start their back-to-school shopping this month, according to a national American Express survey of more than 1,300 consumers. Ninety percent of parents surveyed say they plan to buy new back-to-school clothing.

A variety of washable fabrics -- from fleece to Supplex to cotton-Lycra blends -- mean the clothes are not only "cool," but also comfortable, designers say. A shopping mall expedition proves polyester isn't out, though, particularly in girls' clothes, such as drawstring pants with athletic side stripes.

But "denim is the way to go," says Joe Denofrio, fashion director for Macy's East, who notes that the fabric is "getting darker and darker and darker."

Gap Kids saleswoman Jackie Beasley, who works in the Fashion Centre at Pentagon City in Arlington, Va., says "everybody's asking about" the company's new dark denim jeans.

Everything from overalls to skirts, shirts, dresses, hats, purses and nail polish are appearing in indigo hues.

And in yet another flashback to the '70s, Sergio Valente, Calvin Klein, Sassoon and Jordache have trotted out their tight-fitting, deeply dark jeans.

"Stonewash is definitely out," and boys' jeans don't lay off the hip as much as last year, says Laura Cervone, spokeswoman for retailer T.J. Maxx.

"The huge skateboard look isn't as 'in,' " she says.

Besides blue, "Gray really dominates this season," says Ann Magnin, spokeswoman for Olive and Bette's, a two-store-and-catalog company that carries clothing by young designers such as Vivienne Tam and Daryl K.

"Subtle colors are 'in' now. Nothing loud any more," Beasley says.

And "It's very important to have at least one hooded garment in your wardrobe. Platform shoes are very important, too," says Carolyn Papouchado, design director at StreetBeat Sportswear Co.

Khaki cargo pants are another must-have item, Denofrio says.

Virginian Noah Feldman, 11, says jeans and Nike shirts make up his back-to-school wardrobe.

"With boys, status name-dropping is really what it's all about. You have to have something with a name on your back. Tommy, Polo, Fubu or Jnco," Denofrio says. "They'd rather have a couple of great outfits than a lot of OK ones."

On the other hand, girls like to collect outfits, Denofrio says.

"The same girl who wears a black stretch skirt with a polyester top one day will wear embroidered bell bottoms the next day," he says.

But bell bottoms aren't for everybody.

Alice Coakley, 12, of Alexandria, Va., says bell bottoms "aren't my style." She recently bought a new pair of boot-cut jeans, which flare just slightly at the bottom. Coakley added a blue cabled cardigan and a blue, green and white plaid button-down shirt to her wardrobe.

Andy Paul Moore of Raleigh, N.C., is also a plaid fan. The 18-year-old, who says he's "pretty fashionable," bought two plaid button-downs.

"Those are phat," says Katie Larsen, 17, also of Raleigh.

Girls will be wearing clothes detailed with everything from drawstring waists to embroidery, appliques and fringe, designers and merchandisers say.

Lurex, a metallic fiber that makes clothes glittery, and three-quarter sleeves in white or blue button-down shirts will also be hot, Papouchado says.

Athletic striping is still prevalent on everything from standby sweats and sneakers to pants, jeans, shirts, skirts and dresses.

And fleece, an outerwear staple, is now seen in sportswear. Catalog clothier Lands' End, for example, is offering fleece pants, shirts, cardigans, dresses and skirts.

"You're taking a techie fabric and interpreting it in everyday. It's soft, warm, machine washable, and it looks nice," says Lands' End kids' merchandiser Dina Alhadeff.

While shoppers won't find fringed bottoms or tummy-baring tops on the pages of the conservative company catalogs, they will find a new teen line with comfy stretch fabrics and new colors.

The look is "updated traditional," Alhadeff says, acknowledging that a seasonal staple, the ribbed cotton turtleneck, "looks wonderful with a more radical bottom, too."

In fact, a turtleneck in any color or fabric is so substantial that it can almost take the place of a jacket, Magnin says.

Even though girls' and boys' styles are nearly identical, skirts are "twice as important as last year," Denofrio says.

Ankle-grazing styles are getting popular, but the garments are still available in supershort and knee lengths, merchandisers say. And "Slits are happening," Papouchado says.

Look for updated shoes and accessories, too.

Clogs are back, and so are suede sneakers -- with athletic stripes, of course. Clogs, loafers and T-strap shoes -- otherwise known as Mary Janes -- are all fashioned in nubuck leather and funky colors such as lime, peach, pink and teal.

The new shoes are "an easy way to add color, even to a school uniform," Alhadeff says.

Accessories really complete kids' outfits, Cervone says.

Girls' "hair looks nice, they've got cool silver jewelry on, a funky headband. Guys are wearing silver rings and bracelets too," she says.

"It might look like they're wearing sloppy clothing, but the look is really put together," Cervone says.

GRAPHIC: ABOVE: **Nautica's** high-tech fabrics are easy, durable and fun for kids this fall. LEFT: Fleece pullovers and turtlenecks of all varieties are popular in back-to-school wardrobes. A poplin shirt, striped sweater vest and embroidered, flared, frayed jeans make for a stylish teen outfit. Khakis are back with a vengeance. Add a navy drifter vest and Oxford shirt for a look with classic appeal. Accessories such as clunky shoes and cool bags are essential to the look. ; Gannett News Service

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CLOTHES-ING IN THE BACK TO SCHOOL BUYING SEASON IS JUST AROUND THE CORNER Philadelphia Daily News AUGUST 11, 1998 Tuesday LATE SPORTS EDITION

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Philadelphia Daily News

AUGUST 11, 1998 Tuesday LATE SPORTS EDITION

SECTION: FEATURES YO!; Pg. 38

LENGTH: 599 words

HEADLINE: CLOTHES-ING IN THE BACK TO SCHOOL BUYING SEASON IS JUST AROUND THE CORNER

BYLINE: Peggy Landers, Daily News Staff Writer

BODY:
We do it longer - August through October - and we do it differently from our mothers, but some things don't change. Back-to-school shopping remains the annual retail pilgrimage guaranteed - like Christmas, Kwaanza and Hanukkah down the road - to put a sizable dent in the family fortune.

Next to Christmas, retailers sell more apparel during back-to-school season than almost any other time of the year.

According to the American Express Retail Index on back-to-school shopping, the average American family will spend $300 per child on school clothing and supplies - up 3 percent from last year - and $408 for the average teen.

And more parents in the Northeast will wait until Labor Day weekend or later to begin shopping - 41 percent, compared to 24 percent in the West and 23 percent in the South. "Sales begin on Labor Day and Northeasterners are more geared toward sale and discount shopping," said American Express spokesperson Rosalie Huerta.

The $300-$408 tally per child does not count sporting equipment, musical instruments, textbooks, computers, art supplies or the myriad other miscellaneous items that can add hundreds - and hundreds - of dollars to the total.

But even noting those exceptions, most parents queried said the American Express figures seemed low. "I spend about $500 that first go-round," said Crystal Walker of Overbrook. "Basically you do [back-to-school shopping] all year long. It doesn't stop, though you probably make your biggest purchases this time of year."

Outfitting her son, Tyrone Simmons, for his upcoming year in fifth grade begins with about 10 pairs of new pants and 10 shirts. "He's particular already," she said, noting that the shoe of his choice is an $80 pair of Jordans. (He got 'em.)

"All children today are into names - **Nautica,** Ralph Lauren. You're talking big bucks," agrees Bryn Mawr's Lena Cannon, who outfits her grandsons, Joseph Pultrone Jr., 14, and Giorgio Pultrone, 7.

Amy Grossman of Yardley remembers fondly the back-to-school shopping sprees in which she and her mother once indulged. They hold no similarity to the current back-to-school reality she and her two daughters - Elizabeth, 11, and Samantha, 8 - experience. "My mother and I would spend a couple of days buying shoes and really getting outfitted. Now the kids don't want to get 'outfitted.' 'Decent' to my kids is a nice pair of jean shorts. They won't wear dresses or skirts . . . They live at the Gap."

Jeans, overalls, T-shirts, nylon "swish" pants and sneakers rule. "My older daughter likes to get new clothes, but everything looks the same as the old," said Grossman. "Sneakers are the big thing you've got to get before school starts."

She's philosophical about their cost. "Even if you spend 60 bucks, you figure they wear them every day . . . They're probably worth the money."

Despite the hype, not everyone buys into the official back-to-school season. Kelly Wolfington's son, Adam, 7, will begin school wearing most of the clothes he wore at summer camp. "It usually stays warm through October," notes the downtown Philadelphia mother. "I just make sure I buy things for play that are acceptable at school - shirts with collars, dressier canvas shorts, a good pair of jeans."

When the weather cools in November, she starts buying long pants, sweaters, flannel shirts, boots "and sneakers that will take him through January."

Like most moms, Wolfington's radar is always on "sale." She bought his winter parka at a discount mall this summer - originally priced at $75, she copped it for $22.

NOTES: Moneywise

GRAPHIC: PHOTO;
PHOTO
Samantha (below): shorts, Limited Too, $25, sale $9.99; shirt $16, sale $6.99; sneakers, Nikes , $32; bookbag, Jansport, $46, sale $67.
Elizabeth (above): short khaki overalls, Gap, $38; T-shirt Gap, $14; sneakersAdidas, $64; bookbag, Jansport, $46, sale $37

LOAD-DATE: October 17, 2002

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BOGUS DESIGNER DUDS ARE A GOOD FIT WITH SHELTERS Chicago Tribune August 14, 1998 Friday, SOUTHWEST SPORTS FINAL EDITION

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Chicago Tribune

August 14, 1998 Friday, SOUTHWEST SPORTS FINAL EDITION

SECTION: METRO SOUTHWEST; Pg. 3; ZONE: SW

LENGTH: 384 words

HEADLINE: BOGUS DESIGNER DUDS ARE A GOOD FIT WITH SHELTERS

BYLINE: Annemarie Mannion.

DATELINE: ROMEOVILLE

BODY:
Representatives of six local social-services agencies this week carted away boxes packed with T-shirts, hats, sweat shirts and other colorful clothing that once was intended for illegal sale at flea markets.

The clothing filled 40 boxes and was valued at nearly $30,000. It was given to these non-profit organizations by the Romeoville Police Department.

"There's a lot of needy people out there," said Dale Keith, a social worker for the department. "There are domestic abuse and homeless shelters where people arrive and they don't have (extra) clothing."

The clothes are emblazoned with the labels and logos of such brand names as Warner Bros., Nike, **Nautica,** Fila, Disney, Tommy Hilfiger, Guess and Calvin Klein.

The items were seized in December by police who had been alerted by a private detective agency hired by the clothing companies that a Romeoville man was illegally selling goods with their trademarks.

An undercover police officer went to the house at 10 Abbeywood Drive where Emmanuel Joseph, 24, was living and purchased some clothing. Joseph was later charged with imitation of a trademark. He was convicted and in May received 6 months' court supervision.

Keith said Joseph had the logos put on inexpensive T-shirts and other items and would take them to flea markets, set up a table and sell the clothes.

A Will County Circuit Court ordered that the clothing be destroyed, but Keith said the Police Department contacted all of the clothing manufacturers to see whether they would agree to donating the items to charity.

All of the companies agreed. No one could be happier they did than Dorothy Kinsella, administrator for violence prevention services in the Guardian Angel Home in Joliet.

The clothing will be donated to victims of domestic abuse and sexual assault, foster children, and youths in a residential facility.

Often, victims of abuse have no clothing other than that they are wearing when they arrive seeking help.

"They frequently have fled out of their homes without any clothes," Kinsella said.

The young people, in particular, will be pleased to receive these items.

"The clothes have the logos of significant brands. (Young people) really like those," Kinsella said. "It's important for them. It's saying, 'Here's something nice you can have.' "

GRAPHIC: PHOTOPHOTO: In the Romeoville Police Department this week, Mike Bertrand of the Guardian Angel Home and Pamela Kostecki of Daybreak Shelter collect phony designer clothing for clients of their Joliet organizations. Tribune photo by Terrence James.

LOAD-DATE: August 14, 1998

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Eaton's builds a new home for furniture: Place d'Orleans store is 35,000 square feet of elegant ambience
The Ottawa Citizen August 14, 1998, Friday, FINAL EDITION

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August 14, 1998, Friday, FINAL EDITION

SECTION: BUSINESS; Pg. H3

LENGTH: 669 words

HEADLINE: Eaton's builds a new home for furniture: Place d'Orleans store is 35,000 square feet of elegant ambience

BYLINE: JULIA ELLIOTT; THE OTTAWA CITIZEN

BODY:
with price tags.

Eddie Bauer furniture, made by the Lane Company in Virginia, lightens the casual section. Gibbard, a veteran Ontario furniture maker, adds formality to the elegant wing. Then there's the Mission-style nook, the leather lounge and lamps that look like models waiting for runway cues.

This is Canada's second Eaton's Home Store, and all 35,000 square feet are officially open for shoppers today on the second floor of the Place d'Orleans Shopping Mall.

What it offers is ambience -- natural light from a running skylight outside the store and pale tones of Ralph Lauren paint on backdrops -- plus the latest in fashion statements from North American designers, such as star-shaped ottomans and Greco-Roman busts imported from Italy.

This store represents a new direction for Eaton's. After the company emerged from bankruptcy protection last fall, Eaton's president George Kosich decided the 129-year-old retailer should stop selling furniture, appliances and electronics in 21 of its stores to focus on clothing and increase its competitive edge. Eaton's Rideau Centre store still has furniture but the Bayshore Shopping Centre store has none.

Sears is also creating stand-alone home stores and might bring its version to Ottawa next year. Last September, the company opened nine Sears Whole Home Furniture stores in the Toronto area. The renovated stores offer three times the home and furniture product found in traditional Sears department stores. Fourteen more furniture stores are planned in the same area this year.

It's all part of a revitalization plan that allows stores to make more of their strength: fashion sales.

The Eaton's Home Store in Orleans displays a lot of its mid-to upper-price-range furniture in so-called lifestyle groupings. It's big on brand names like **Nautica,**and Eddie Bauer, which has translated the casual look of its clothing into spare-lined furniture in materials like pine and rattan.

"We don't have a row of couches, we don't have a row of chairs," says store manager Bruce Marshall, who got his first retail experience, while in grade 12, at Joe Feller, a former menswear shop on Rideau Street.

"It's all lifestyle presented. All the components are there right down to the vases and floral arrangements."

And all sales people have spent five weeks at Toronto's Interior Design Academy, learning about upholstery, colour and the history of furniture.

The Eaton's Home Store is one of a number of area furniture stores either planned or recently opened: Stores such as Leon's Furniture across from Ikea in the west end; Colonial Furniture, farther west along the Queensway and another store possibly in the South Keys area; and a Sears Whole Home Furniture Store that might join the Pinecrest Mall landscape next year.

Can the region sustain all the new entries?

Barry Nabatian, a market analyst with Market Research Corp., says a home renovation boom in Ontario is boosting furniture sales, which should be hot for the next five years. "In the last two, two and a half years, furniture sales in Ontario have gone up quite significantly," Mr. Nabatian says.

Eaton's first home store, opened in Vancouver in April, has "surpassed its sales targets," Mr. Marshall said. Even with a new Sears home store on the horizon in the Ottawa area, he welcomes the competition. He said Eaton's is seeing "double-digit increases" at all stores in the Ottawa area.

The Eaton Home Store is targeting the 25- to 54-year-old set, Mr. Marshall said. "Many are double-income earners. Definitely they have moved to larger homes recently (with) families of two to three children."

Empty nesters in the 55- to 65-year range should also be buying at the store, after they complete home renovations, he said.

While the home stores are a new creation, some Eaton's department stores in major cities are also getting facelifts.

"In a sense, we're in the entertainment business," Mr. Marshall said. "We have to provide theatre to the consumer."

GRAPHIC: Black & White Photo: Pat McGrath, The Ottawa Citizen / Home Store manager Bruce Marshall expects to sell to two-income families and empty nesters.

LOAD-DATE: August 15, 1998

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Driving force behind the youth sailing revolution The Herald (Glasgow) August 15, 1998

Copyright 1998 Scottish Media Newspapers Limited
The Herald (Glasgow)

August 15, 1998

SECTION: Pg. 13

LENGTH: 1064 words

HEADLINE: Driving force behind the youth sailing revolution

BYLINE: Andi Robertson

BODY:
His rich Yorkshire accent is littered with the expressions that youth sailors over the last two decades have come to expect, respect and cherish.

"Save this one between your port and starboard ears and don't let it out."

"You'll be right there in the chocolates."

Boats of any type are "ships" or "ferretmobiles" and anyone falling vaguely within the youth age range in which Jim Saltonstall, MBE, operates as probably the most successful and most productive sailing coach around the world at the moment is a "ferret".

This month's schedule for Saltonstall is the most ambitious yet. A line on the map of the UK linking each of the summer's RYA recognised youth class national championships seemed like a good idea in the trawl for the talent of the future for the Olympics of 2004 and beyond, but the RYA's senior national coach has had to drive that line.

As he visited the Mudhook Yacht Club's Schools and Cadets Week last Wednesday he was straight from the Mirror UK Championships in Plymouth and prior to that the Volvo Youth Week at Hayling Island. He then was about to take in the the Laser UK Championships in Abersoch, the Optimist UK Nationals in Pwlhelli, the 420 UK Championshipsat Llandudno today, then next week the Topper Nationals at Felpham by Bognor Regis and the 405 Nationals at Weymouth later this week.

"In 21 years of coaching this is the first time I've set out to visit all these championships in the same two weeks. In general I'll not know about 30% of the sailors there and this is a real PR exercise to get the message over about what we can now offer in terms of support to members of the GBR squads in RYA recognised Youth Classes," Saltonstall says as a prelude to his illuminating debrief to the Scottish youngsters gathered at The Royal Northern and Clyde Yacht Club.

He has masterminded Britain's two wins and one runners-up placing in The **Nautica** Cup - the overall top team award for the Youth World Championships - in the last three successive years. These results contain an impressive catalogue of individual performances over the last 15 years and complement dozens of individual world and European championships along the way which continue to make Britain the leading force in youth racing.

Saltonstall was also the senior coach chosen to look after the successful Olympic squad in Savannah,

Atlanta. As three of the squad, the vast majority of whom were former GBR youth team "ferrets", lifted silver medals he was delighted with their performance and warns that the British Team that goes to Sydney in 2000 will be every bit as strong, "probably stronger."

Whether he is offered the same role again is open to the selected athletes themselves. The 18 will once again have the biggest say in who the support staff of seven are for Sydney.

"Obviously it's a great honour to be selected and that is the way it should be. The sailors have to have support from people they respect and have faith in, but the downside, if you like, in not knowing is that I would be doing much, much more in that context than I am now."

He is not complaining. With limited resources British youth sailing has become the envy of the world - and in no small way thanks to his methodical yet inspirational approach, and vast fund of knowledge which he imparts with a matter-of-fact frankness punctuated by his own curious terms. Now the fruits of Britain's success on the World Youth and Olympic stage are being realised in terms of cold, hard cash. When once he had to run the GBR Youth teams on $ 60-70,000 a year, now thanks to Sports Lottery Funding, sponsorship from Volvo for at least the next three years and support from the The United Kingdom Sailing Academy, his youth sailing budget has nearly trebled.

"Now that means that we can support GBR squads with coaches and grants in each of the nine RYA recognised youth classes (Optimist, Mirror/Cadet, 405, 420, Laser Radial, Laser1, Topper, Youth Match Racing). That means meaningful travel grants. It means that when young sailors reach a certain level their sailing should start to cost them and their parents nothing."

Ironically, his personal feeling is that Scotland is probably now lagging behind in terms of producing the levels of talent it has in the past - a sad scenario when for the first time he speaks of grants which might take the serious sting out of the extra travel south which has worn down so many you sailors.

"In the bigger picture the clubs up here really need to be out there promoting themselves in the local schools to bring in new blood. What they need to be realising is that it's a competitive world in terms of what sports are attracting youngsters nowadays, and sailing has to be on offer."

The Royal Yachting Association (RYA) - Saltonstall's paymasters - itself has come a long way. In 1977 when he was recruited from his role as the Royal Navy dinghy team's chief coach, from a team which contained David Howlett (Finn Gold Cup winner, and now one of Britain's most successful Admiral's Cup sailors), Jo Richards (fourth Flying Dutchman in 92 Olympics), and double Olympic Gold medallist Rodney Pattison the staff was eight, now it's the biggest UK sports governing body of its kind with a staff of 85 and a turnover of more than $ 5m.

While money is now coming in to the sport at an elite level to allow the sailors to fund themsleves and their campaigns from sailing only, he does not support any belief that young sailors should be full-time.

"It shouldn't be that way and doesn't need to be. Outside stimulus and interests are vitally important, whether that's a job, social life or education other sports or interests - there has to be something more. You have to be able to take your mind away from the game. It's about lifestyle management and self-preparation, an organised life well mapped out. We've had a youth world champion go on to take a first-class university degree and go back to sailing. It's about management and motivation."

His next major objective is to build up the youth match racing discipline in the UK, the duelling that he reckons embodies a sailing culture in which we are 20 years behind New Zealand. Biggest step on this ladder will be the provision of a flight of six Isis 21 keelboats at Grafham Water from next Spring of 1999. They will be available to regional squads.

GRAPHIC: Man of vision: Jim Saltonstall, the RYA cooach, at the Mudhook Yacht Club's Schools and Cadets Week on the Clyde. Picture: HARRY TURNER

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SOCAL STYLE / FASHION; BEAR NECESSITIES; BACK-TO-SCHOOL OUTERWEAR FOR KIDS WHO DREAM OF ARCTIC BLASTS Los Angeles Times August 16, 1998, Sunday,

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Los Angeles Times

August 16, 1998, Sunday, Home Edition

SECTION: Los Angeles Times Magazine; Page 22; Times Magazine Desk

LENGTH: 71 words

HEADLINE: SOCAL STYLE / FASHION;
BEAR NECESSITIES;
BACK-TO-SCHOOL OUTERWEAR FOR KIDS WHO DREAM OF ARCTIC BLASTS

BODY:
Styled by Elizabeth Bragin; hair: Robert Vetica for Nubest & Co Salon, Manhassett, New York / Heller Artists; makeup: Kendra Richards / Cloutier, fashion assistant: George Kotsiopoulous; models: Samantha Garza, Chris Wong and Lars Eckstrom /CED Talent Agency, Aaron Christopher Harris/Ford Models, Los Angeles, Elizabeth Cortez and Britiana Henderson/ Coast to Coast Talent; props: Melanie Paizis; polar bear: Ian Fuller

GRAPHIC: PHOTO: Snow Job: Oilily cotton-wool faux fur jacket, $258, and matching pants, $116, at Oilily, Beverly Hills and (to order) South Coast Plaza. Adidas sneakers. PHOTO: Opposite, from left: The Children's Place acrylic-polyester pile cardigan, $22, to order through the Children's Place, (888) TCP-KIDS, and Moschino wool-polyester skirt, $134, at Moschino Boutique, New York City. Trimfit tights, Land's End galoshes; Rachael London for Natalie and Friends acrylic pants with appliqued flowers, $68, to order at Natalie and Friends, New York City, (212) 947-2995, with Micki Kate for Natalie and Friends acrylic-polyester coat, $140, at Flicka, Los Angeles, and Real Threads, Santa Monica. Barbie by Mattel suede sneakers; Hoyt & Bond angora wool poncho, $200, and matching kerchief, $60, with wool flannel pants, $48, to order at Barneys New York, Beverly Hills. Cakewalk ankle boots. PHOTO: Deep Freeze: From left: The Children's Place polyester-acrylic "CPO" jacket, $32, to order through the Children's Place, (888) TCP-KIDS, over OshKosh cotton denim bib overalls, $32, at Robinsons-May, Beverly Hills. Hoyt & Bond angora cap, Land's End galoshes; Ralph Lauren Infants and Toddlers cotton twill rain slicker, $75, over cotton denim jeans, $27, at Polo/Ralph Lauren, Beverly Hills. Land's End galoshes. PHOTO: Opposite: Moschino wool-acetate turtleneck, $117, at Barneys New York, Beverly Hills, and (in ivory) Neiman Marcus, Beverly Hills, with polyamide- polyester ski jacket, $317, and matching skirt, $130, at Barneys New York, Beverly Hills. Trimfit ankle socks, Stride Rite ankle boots. PHOTO: Ice Follies: Kenzo Jungle cotton velvet jacket, $197, and matching pants, $102, at Plaza Kids, Sunset Plaza, Ragg Tattoo, Brentwood and Encino, and Real Threads, Santa Monica. Stride Rite ankle boots. PHOTO: Opposite, from left: Oilily nylon-fiber-filled jacket, $218, and cotton denim jeans with floral embroidery, $98, at Oilily, Beverly Hills and South Coast Plaza. Colorwarp "Streethot" sneakers; **Nautica** Girls nylon with poly-fill ski jacket, $72, available by calling (800) 344-4474 for store information, with Cakewalk nylon-fiber-filled snow pants, $64, at Oilily, Beverly Hills and South Coast Plaza. Land's End galoshes. PHOTOGRAPHER: Robert Trachtenberg

LOAD-DATE: August 16, 1998

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Money & More;Shoppers find thrifty ways to buy school duds The Atlanta Journal and Constitution August 16, 1998, Sunday,

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August 16, 1998, Sunday, ALL EDITIONS

SECTION: BUSINESS; Pg. 03H

LENGTH: 735 words

SERIES: Metro Final

HEADLINE: Money & More;
Shoppers find thrifty ways to buy school duds

BYLINE: Elizabeth Anderson

BODY:
While throngs of shoppers are hitting metro Atlanta malls and chain stores for back-to-school fashions, some consumers are gearing up with thrifty alternatives to the annual trek.

The stakes are high for retailers and teenagers, prone to the lure of Calvin Klein, Tommy Hilfiger and other must-have designers. The back-to-school shopping season, second to the Christmas holiday season, makes up about 20 percent of some retailers' annual business. The next two weeks should be brisk, when shoppers are expected to make most of their back-to-school purchases.

The sticker shock could hit metro Atlantans harder --- Southerners expect to spend an average of $ 464 per child this year on back-to-school shopping, more than any other region in the United States, according to a new American Express retail survey. Nationally, parents will spend an average of $ 300 per child, according to the survey.

Many metro Atlanta parents and teens prefer the savings of thrift stores and consignment shops to sales at mall department stores.

"If I were shopping at the mall, I could probably only buy a few outfits and maybe a new pair of shoes," says Sharian Powell, a 17-year-old senior at North Atlanta High School. "I'm a pretty reasonable kid. I know I won't get $ 100 tennis shoes or $ 75 Tommy (Hilfiger) shirts --- that's partly why I go to thrift stores."

Powell predicts she'll spend about $ 150 this year for school clothing, largely purchased from thrift stores. Her mother and grandmother plan to help with some of her expenses, but Powell will fund most of her own shopping.

For shoppers like Powell, getting a pair of jeans for $ 3.99 from a thrift store compared with $ 24.99 from a department store means that purchasing power is stretched further. Powell already has racked up a few deals. A recent trip to the Salvation Army netted a "slightly used" argyle-patterned wool skirt for $ 1.50 --- a fraction of the department store price.

But price isn't the only appeal in secondhand shopping. "Thrift stores are just more fun," says Ben Sitter, a

16-year-old junior at Paideia High School in Druid Hills.

"I buy some things from the mall, but thrift stores add more personality to your clothes. I don't want to run around looking like a Tommy clone."

While it's true that thrift store shopping cuts down your chances of running into someone wearing the identical item, shoppers compromise size and selection for savings. Thrift stores are often not as well-organized as department stores, and they're dependent on donations or resales for merchandise.

The hunt is certainly a factor for many consumers, who don't want to spend much time looking for clothes that fit. Plus, many thrift stores don't have dressing rooms.

Thrift shopping is easier when the shopper doesn't have a specific item to buy. The larger, less expensive thrift stores such as Value Village, Salvation Army, Goodwill and Last Chance are better for shoppers who have time and only a general idea of what they want. For example, shoppers are much more likely to stumble across a pair of "cool jeans" than stone-washed, button-fly Calvins.

Perhaps it's all in the ambience for some shoppers.

"Thrift shopping does take a little longer, but if you have the time, it's cooler than messing around in some bland department store," said Sitter.

Some thrift shops are known to carry a wider selection of sizes and styles. Stores like Psycho Sisters in Virginia-Highland and Groovy Girls on Moreland Avenue minimize the trouble for customers with clearly marked sizes on easy-to-find labels.

These stores are great for those who want "nearly new" or "barely used" jeans (some still have the labels attached) with popular name brands at a slightly discounted price. Psycho Sisters and Groovy Girls also cater to shoppers with a penchant for "tacky chic." The selection is heavy on retro fashions, spanning decades of trends. Be prepared to pay more at these types of stores, though --- a pair of used Levi's jeans, for example, can cost $ 10-$ 15.

While some shoppers are devoted to the thrift-store circuit, the mall rules for some consumers who don't think they'll find quality on secondhand racks.

"You get what you pay for," says Jarren Benton, a 17-year-old Stone Mountain student who says he only buys first-run name brands like **Nautica** and Tommy Hilfiger. I only mess around with the best."

GRAPHIC: Graphic :
GETTING THE BEST DEAL
You can find some great bargains at thrift stores and consignment shops, but you may have to poke around a little. Here are a few tips for scouring the second-hand racks:
Stay flexible. Get a general idea of what you need, but don't count on finding the exact color, style and brand you're looking for.
Compare prices. If you're not getting at least 50 percent off retail prices, you're not getting a deal.
Try on clothing one size up from your normal size because there may have been shrinkage.
Ask if there's a return policy in case items don't fit.
Look for durable, high quality fabrics that will last longer.
Stick with the classics. For example, a pair of jeans and a polo shirt never go out of style.
Source: Staff research; wire service.
Graphic :
SCHOOL SHOPPING

According to an American Express survey of 1,300 consumers, parents will spend an average of $ 300 per child. Teens will spend an additional $ 108.
What they are buying:*
Clothing / 90%
Supplies / 86%
Textbooks / 41%
Cosmetics/toiletries / 30%
Sporting goods / 24%
Small appliances/electronics / 16%
Computer hardware/software / 13%

The same survey found that 63 percent of parents expect to shop for back-to-school items with their children. Where they plan to shop:*
Parents / Teens
Malls / 53% / 80%
Department stores / 38% / 54%
Discount dept. stores / 32% / 31%
Factory outlet stores / 3% / 25%
Sporting goods stores / 1% / 42%
*Respondents could choose more than one answer.
Photo :
At the Salvation Army thrift store on Marietta Street, Sharian Powell, 17, found an argyle-patterned wool skirt for $ 1.50. / W.A.BRIDGES JR. / Staff

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Review/Fashion;Winter on the Sea, Summer on the Sand The New York Times August 18, 1998, Tuesday, Late Edition - Final

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View Related Topics

August 18, 1998, Tuesday, Late Edition - Final

SECTION: Section B; Page 7; Column 1; Style Desk; Fashion Page

LENGTH: 941 words

HEADLINE: Review/Fashion;
Winter on the Sea, Summer on the Sand

BYLINE: By ANNE-MARIE SCHIRO

BODY:
White sand, white beach mats and umbrellas, white towels hanging on hooks, models lolling in white swimsuits -- it might have been a magazine spread, but it wasn't. It wasn't even on a beach. It was in Calvin Klein's Seventh Avenue showroom: the designer's way of displaying his new swimsuit line for the cruise 1999 season. And anyone who was interested in the latest swimwear trends would find most of them there, starting with white.

There was also an emphasis on gray, fashion's favorite color of the moment but one that may be a hard sell for swimsuits. As chic as gray is, it doesn't compliment most skin tones, tanned or otherwise. Still, many designers insisted on showing gray in swimwear collections in recent weeks.

Cruise is the most important season for swimwear because the suits are in stores for more than six months, starting in October, and account for the greatest percentage of swimwear sales. Women heading for local beaches or backyard pools next summer will find essentially the same choices as those who go south in the winter.

"Swimwear is very important," said Nicole Fischelis, the fashion director of Saks Fifth Avenue. "It's a department we have all year long. Our cruise catalogue will have 25 pages of beachwear."

American swimwear manufacturers and designers have been showing their cruise '99 collections to retailers in Miami and New York for a month, usually in showrooms but occasionally on the runway.

Besides white and gray, the Klein collection had black, brown, khaki, dark purple, royal blue, aqua and silver. A shiny, wet-look silver was an unexpected dip into glitz for a designer known for restraint, who concentrates on tasteful solid colors, rather than the floral prints so popular in the mass market. The Klein suits can be daring in cut, however. There are bikinis, and there is a one-piece suit whose midriff is cut out to give the effect of a bikini. Some suits are reversible, turning from khaki to aqua or brown to purple.

Basically, the collection consists of variations on the classic tank suit, including high-necked versions, some with side-slit miniskirts as coverups. But the one style that most represents the new season is what designers have dubbed the tankini.

Anyone shopping for a swimsuit next season will find many versions of the tankini, which has a camisolelike top that extends to the waist or lower, and a bikini bottom. The top covers the midriff but can be folded or pulled up to bare more skin. Both manufacturers and retailers expect the tankini to be a hit with what they call the missy customer, one beyond her 20's, who may want a bit of coverage. But it also showed up in collections for the young, like Oscar de la Renta's Oscar line, **Nautica,** Jantzen, Baja Blue and Backflips.

Swimwear also reflects ready-to-wear trends. Right now, that means layering with sheerness, stretch lace, crochet, embellishments like embroidery and beadwork, burnout fabrics, textured surfaces, matte metallics and athletic influences seen in color blocking, contrast piping, belts and zippers. These will all be represented when the new styles trickle into stores like waves lapping at the shore. Florida gets the first shipments, in October. New York comes next, and then the rest of the country.

Speedo, which is known for sleek, unconstructed swimsuits designed for athletes, has added a group with inner construction for women who need a little help. The new line is styled much like the classic Speedos with racer backs and color blocking, but legs are not so high cut.

At the opposite end of the spectrum are sexy unlined suits by European houses like Missoni, Moschino, Dolce & Gabbana, Herve Leger, Fendi and Tomas Maier.

It's Mr. Maier's first collection under his own name and is creating a wave of excitement in fashion circles. The Paris-based designer, who was formerly responsible for Hermes swimwear, will be shipping his suits in October to a limited number of stores in the United States, including Bergdorf Goodman and Neiman Marcus.

He uses a fabric that is light but has a lot of stretch. His bikinis are very tiny and have matching shorts or skirts to wear as coverups. His trademark is adjustable shirring at the side of suits or skirts that can be pulled up to expose more skin -- a detail that is certain to influence other designers in coming seasons.

Mr. Maier has even managed to design skirted suits that a young woman would wear without feeling or looking like her mother. One has a single shoulder strap and an asymmetrical skirt with shirring at one side. Another has a very low back crossed by a thin strap and a skirt slit at both sides over a quite skimpy panty. His colors are primarily black and white, with accents of orange and turquoise.

The industry has great hopes for the 1999 season; this year has been a disappointment. Although final sales figures cannot be tallied until the season officially ends at the end of September, El Nino adversely affected sales, said Dan Hunt, the marketing manager of swimwear for Du Pont. Du Pont doesn't make swimwear, but it keeps a steady eye on sales because it does make the nylon and spandex fibers that mills turn into swimsuit fabrics. Retail sales for the 1997 season were $1.4 billion, about 6 percent higher than for 1996, he said. He anticipated no increase in 1998's sales figures.

"Ninety-eight got off to a bad start because of El Nino," Mr. Hunt said. "Manufacturers quit producing when the season got off to a slow start, so they should be sold out by the end of September, when it's over. Inventories will be cleaned out, so we expect good news in 1999."

GRAPHIC: Photos: Bergdorf Goodman will have Tomas Maier's suit. (Librado Romero/The New York Times); Bikini by **Nautica** is worn with a miniskirt coverup. (Barbara Alper for The New York Times); Strapless tankini by Anne Cole comes in gray, black and white. Speedo calls this athletic-inspired swimsuit the Euro tank. Burnout swimsuit with keyhole back is by Oscar de la Renta. (Andrea Mohin/The New York Times); Calvin Klein's two-toned tankini with a white top and gray bottom. Bikini, cutout tank and high-neck suit are among the styles modeled in Calvin Klein's showroom. (George M. Gutierrez for The New York Times); Anne Klein swimsuit has a sheer layer over opaque bra and bikini. Liz Claiborne's denim-look tankini bares the midriff. A tank swimsuit in a stretch cotton that looks like blue denim is by Liz Claiborne. (Ruby Washington/The New York Times)

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The Powerhouses The Dallas Morning News August 19, 1998, Wednesday

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The Dallas Morning News

August 19, 1998, Wednesday HOME FINAL EDITION

SECTION: FASHION!DALLAS; Pg. 4E

LENGTH: 538 words

HEADLINE: The Powerhouses

BYLINE: Dwayne Campbell

BODY:
As the new millennium approaches, designers are grappling with what men will be wearing in the future: a compromise between casual, carefree clothes and traditional, tailored looks.

Next spring looks like a brave new world of clothes that are simpler but also multipurpose. Even on active gear, logos are more discreet than those now screaming from mall windows.

Clothes are transformable, with shirts, pants and jackets that can go from the home office to a business meeting and on to dinner.

Tommy Hilfiger's runway showed the mix in the extreme. He called the spring collection "The American Dream" and made 26 "real world" men his models: welders, waiters, racers, kick boxers, actors, singers and others.

The lineup included Thomas Gibson of TV's Dharma & Greg, Pras of The Fugees, Broadway actor Alan Cumming, rap artist Bruk Up, NYPD scuba diverKeith Duval and makeup artist John Jones.

Mr. Hilfiger's cross-section of humanity reflected a design direction that combined clothes seemingly borrowed from his models' wardrobes. There were French-cuff dress shirts with painter pants, translucent windbreakers with suit coats, basketball jerseys with stretch cotton suits and a tie-dyed bronze shirt over khaki clam diggers - with cargo pockets big enough to conceal a September GQ.

In a collection that was both democratic and avant-garde, Mr. Hilfigerseemed to be saying: Anything goes, as long as it's cool.

David Chu is touting cool simplicity for **Nautica** next spring. He showed crisp three-button suits without ties. He put suits with lightweight sweaters or soft, washed-cotton button-front shirts.

Boyish windbreakers were the update of last season's knee-length raincoats. He put them with dressy tailored pants, casual khakis or sporty neoprene diving trunks.

Donna Karan abandoned plans to show DKNY Men and her top-tier Donna Karan Collection in Milan this season. Instead, intimate showroom settings let the subtleties of her tailoring shine through. The collections were spirited yet refined; they were inspired by light, air and the needs of modern men, says Fraser Conlon, her menswear spokesman.

Her experiments for Collection trickled down into the revamped and expanded DKNY Men line. Each had versions of raw-edged seams, intricatelywoven sweaters and lightweight suits that were made of nontraditional fabrics such as linen and rayon-cotton blends. DKNY had its own standouts: a rubberized trench coat that felt more like brushed cotton, a "mud silk" shirt that resembled paper, and a wide variety of the season's latest ribbed T-shirts, drawstring cotton pants, trim clamdiggers and simple camp shirts.

For spring, the company introduced DKNY suits that will cost from $ 495 to $ 750 and lowered DKNY prices overall by 30 percent to help broaden distribution.

"To the guy who has never worn a suit, we want to present the suit assomething that will fit like jeans and wear like a sweater," says Mr. Conlon. Ms. Karan calls this collection her most important because it will be launched at her new Madison Avenue store.

She says the collection is for the "modern, savvy guy. He wants a great suit at a great price." Ms. Karan, always the modernist, is heeding the call.

GRAPHIC: PHOTO(S): Menswear from Tommy Hilfiger, **Nautica,** DKNY and Donna Karan.

LOAD-DATE: September 12, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
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Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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Back-to-school shopping puts dent in the budget Florida Times-Union (Jacksonville, FL) August 20, 1998 Thursday,

Copyright 1998 The Florida Times-Union
Florida Times-Union (Jacksonville, FL)

August 20, 1998 Thursday, City Edition

SECTION: LIFESTYLE; Pg. C-6

LENGTH: 573 words

HEADLINE: Back-to-school shopping puts dent in the budget

BYLINE: Peggy Landers, Knight-Tribune News Service

BODY:
PHILADELPHIA -- We do it longer -- August through October -- and we do it differently from our mothers, but some things don't change. Back-to-school shopping remains the annual retail pilgrimage guaranteed -- like Christmas, Kwaanza and Hanukkah down the road -- to put a sizable dent in the family fortune.

Next to Christmas, retailers sell more apparel during back-to-school season than almost any other time of the year.

According to the American Express Retail Index on back-to-school shopping, the average American family will spend $ 300 per child on school clothing and supplies -- up 3 percent from last year -- and $ 408 for the average teen.

And more parents in the Northeast will wait until Labor Day weekend or later to begin shopping -- 41 percent, compared to 24 percent in the West and 23 percent in the South. 'Sales begin on Labor Day and Northeasterners are more geared toward sale and discount shopping,' said American Express spokesperson Rosalie Huerta.

The $ 300-$ 408 tally per child does not count sporting equipment, musical instruments, textbooks, computers, art supplies or the many other miscellaneous items that can add hundreds -- and hundreds -- of dollars to the total.

But even noting those exceptions, most parents queried said the American Express figures seemed low. 'I spend about $ 500 that first go-round,' said Crystal Walker of the Philadelphia area. 'Basically you do (back-to-school shopping) all year long. It doesn't stop, though you probably make your biggest purchases this time of year.'

Outfitting her son, Tyrone Simmons, for his upcoming year in fifth grade begins with about 10 pairs of new pants and 10 shirts. 'He's particular already,' she said, noting that the shoe of his choice is an $ 80 pair of Jordans. (He got 'em.)

'All children today are into names -- **Nautica,** Ralph Lauren. You're talking big bucks,' agrees Lena Cannon, who outfits her grandsons, Joseph Pultrone Jr., 14, and Giorgio Pultrone, 7.

Amy Grossman remembers fondly the back-to-school shopping sprees in which she and her mother once indulged. They hold no similarity to the current back-to-school reality she and her two daughters --

Elizabeth, 11, and Samantha, 8 -- experience. 'My mother and I would spend a couple of days buying shoes and really getting outfitted. Now the kids don't want to get 'outfitted.' 'Decent' to my kids is a nice pair of jean shorts. They won't wear dresses or skirts . . . They live at the Gap.'

Jeans, overalls, T-shirts, nylon 'swish' pants and sneakers rule. 'My older daughter likes to get new clothes, but everything looks the same as the old,' said Grossman. 'Sneakers are the big thing you've got to get before school starts.'

Despite the hype, not everyone buys into the official back-to-school season. Kelly Wolfington's son, Adam, 7, will begin school wearing most of the clothes he wore at summer camp. 'It usually stays warm through October,' notes the Philadelphia mother. 'I just make sure I buy things for play that are acceptable at school -- shirts with collars, dressier canvas shorts, a good pair of jeans.'

When the weather cools in November, she starts buying long pants, sweaters, flannel shirts, boots 'and sneakers that will take him through January.'

Like most moms, Wolfington's radar is always on 'sale.' She bought his winter parka at a discount mall this summer -- originally priced at $ 75, she copped it for $ 22.

LOAD-DATE: August 21, 1998

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Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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A new fashion statement; Attire: An influx of young golfers makes designers sit up and take notice. Style-making now is in the threads as well as the shots. The Baltimore Sun August 20, 1998, Thursday,

Copyright 1998 The Baltimore Sun Company
The Baltimore Sun

August 20, 1998, Thursday, FINAL EDITION

SECTION: SPORTS, Pg. 8D

LENGTH: 901 words

HEADLINE: A new fashion statement; Attire: An influx of young golfers makes designers sit up and take notice. Style-making now is in the threads as well as the shots.

SOURCE: LOS ANGELES DAILY NEWS

BODY:
LOS ANGELES -- Swingers are getting younger and younger, so it's par for the course that golf fashion would take a new stance.

Whereas golf was once jokingly referred to as an old man's sport, the National Golf Foundation has noted that since 1996 the tables have turned. There are now more players under 29, than over 50, according to the NGF's latest report, which shows there are 8 million players between the ages of 12 and 29.

Many of these young players have become style-makers, including dapper Phil Mickelson, sporty Tiger Woods (Nike has already named a collection after him) and the buffed Se Ri Pak, the 20-year-old who is the youngest winner of the U.S. Women's Open. And they aren't wearing their father's loud plaid pants or their mother's seersucker culottes.

Among the new generation of fashion-savvy golfers are TV stars T.C. Warner, who won the 1997 Soap Opera Digest's Best Young Actress Award for her role as a troubled teen on "All My Children"; and Robert Ri'Chard, who has a Daytime Emmy Award for his role in Showtime's "In His Father's Shoes" and a new comedy series on Nickelodeon called "Cousin Skeeter."

According to Warner, "Golf is not a dork's game anymore. Thanks to players like Tiger and Se Ri, it's cool."

On a more serious note, the recent graduate of California State University-Northridge said: "I think young people stayed away from golf in the past, not only because of the clothes, but because it was too slow. They didn't think of it as a game of concentration, which it certainly is."

While Warner admits she quickly learned the sport because of a boyfriend, Ri'Chard says it was golf star Woods who inspired him to learn the game from his neighbor Bill Richardson.

"Tiger is phenomenal. He made the game look attractive to me he's a young African-American male who I can look up to," Ri'Chard said.

And the clothes help, too.

He says: "I like the idea that you wear different clothes for golfing than you would for just hanging out or playing basketball with your friends."

Warner says: "Where else can you look good, conduct business and be surrounded by men?"

Now, about those link looks.

While they took a break from their respective shows, and played a game of miniature golf (it's also in again) at Nickelodeon's Animation Studio in Burbank, the pair tried on some of the game's newest fashions by designers who are looking to Old Hollywood (think Cary Grant and Grace Kelly) for inspiration.

Among the mainstream fashion designers now offering golf collections are Ralph Lauren (favored by Justin Leonard and Davis Love), Bugle Boy (worn by Paul Stankowski), Tommy Hilfiger, **Nautica,** Brioni and Hugo Boss. Even Italian superstars Armani and Ferragamo have fall collections at department stores that include cuffed cotton khaki pants, quiet checks on wool trousers, soft-collared shirts with Missoni-like weaves, argyle sweaters and vests, checked jackets that can pass as sport coats for him, and tailored dress slacks or wool plaid skirts topped with cashmere twin sets for her. And they're all elegant enough to go from the office to the golf course and stay for dinner at the country club.

Although today's golfers say the look is new to them, any fashion maven will tell you it's right out of the '50s, when one might have teed off on a Valley course with the likes of Bing Crosby or Bob Hope.

Even the shoes these young swingers wear are retro. According to Warner and Ri'Chard, the must-have shoe is Nike's brown-and-white saddle oxford. The shoe style is made by a number of manufacturers with traditional metal spikes or the newer plastic spikes that are considered kinder to courses and easier for beginning golfers.

But like other types of fashion, golf fashion is fickle. It's not always a dressy sport, says Ri'Chard, who usually prefers Docker khakis with a geometric print knit shirt by **Nautica** or Tommy Hilfiger. And Warner agrees, adding that she often wears white linen ensembles.

Others, like model Cindy Crawford and David Spade of TV's "Just Shoot Me," are buying alternative golf fashions at Golf Punk, the hip hangout on Melrose Avenue in Los Angeles. According to store manager Brian Shine Abell, "Our clothes put the fun back in golf, with bucket hats [sort of like fishermen's hats] in pastel yellow and blue, baby tees with Golf Punk logos that feature butterflies, and action sports-inspired shorts and shirts featuring themes like Hole in One, and GPA [instead of PGA]."

However hip, clothes that bare midriffs or too much thigh may not be accepted at some golf courses, says Troy Rodvold, the head professional and instructor at Family Golf Center in Encino. At this local, city-managed course, Rodvold says there is a very relaxed dress code, but the funny thing is that few follow it.

"It's the older players who wear the loud, informal clothes, while younger players, especially women, are wearing professional, tailored looks like you'd see at the office," he said.

To keep your eye on what's hot on the golf course, look at fashion magazines as well as golf publications. And also watch what rookie swingers are wearing.

"It's really the players who start the trends," said Craig Davies, manager of the Roger Dunn Golf shop in Northridge.

Says Davies: "When Tiger Woods was hot, so was Nike. But who knows who and what brands are coming up next."

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STREET STYLE;URBAN OUTFITTER RP55 FINDS HOME IN VIRGINIA BEACH The Virginian-Pilot (Norfolk, VA) August 21, 1998, Friday,

Copyright 1998 Landmark Communications, Inc.
The Virginian-Pilot (Norfolk, VA)

August 21, 1998, Friday, FINAL EDITION

SECTION: DAILY BREAK, Pg. E1

LENGTH: 648 words

HEADLINE: STREET STYLE;
URBAN OUTFITTER RP55 FINDS HOME IN VIRGINIA BEACH

BYLINE: BY CANDY McCRARY, STAFF WRITER

BODY:
THINK BACK to the mid-1990s. Do you remember what you were wearing? Ralph Reynolds and Ron Perry do. "Fashion-wise, this area was starving," said Perry, co-founder of the popular clothing line RP55.

"Everything was fake," said partner Ralph Reynolds, a native of New York. "They were wearing imitation stuff from videos and movies." Washington, D.C., transplant Perry added, "I knew I could make a difference here." Make a difference he did. In just three years, RP55 - it stands for Reynolds and Perry plus Perry's birth year - has grown from Reynolds' living room to a two-building enclave off Birdneck Road in Virginia Beach. Ads for the urban line are scattered in hip-hop magazines like The Source and Vibe. Major retailers such as Hecht's, JCPenney and Foot Locker carry the brand. All of that in three years? "It's really popular," said Brooke Thurman, 19, a sales clerk at Up Against the Wall in Virginia Beach's Lynnhaven Mall. "The boys like it because of the bright colors. They buy them to match their gym shoes." Sure enough, Lamont Gatling, 16, bounces by the store wearing a bright blue RP55 T-shirt to match his blue Nikes. "It's phat," Lamont said of the brand. His friend Andre Wilburn, 18, a rising senior at Green Run High School, explained: "The colors, the logos, everything. It's cool." So cool that company sales continue to skyrocket. So phat that the company will take part in a major spring fashion show in Las Vegas with the likes of Donna Karan, Tommy Hilfiger and **Nautica.** Reynolds credits those high-profile designers with being partly responsible for Hampton Roads' fashion revival. "The urban-line explosion nationally had an effect here," he said. As a result, he and Perry, who met when Reynolds was working as a buyer and manager at Duce & Duce clothing store in Norfolk, decided there was room for one more line. They started designing T-shirts and then expanded to sweaters, sweat shirts, hats, jeans and jackets. They soon moved from their location above the Riverview Theater on Granby Street in Norfolk to their present site. "We truly believe it was something about our chemistry that was right on the mark," said Perry, 43. "People were hearing about us." And they did it all without "putting our stuff on a lot of rappers in videos," Reynolds said. "We've both got a street hustle mentality. We knew where we wanted to go." They also knew they couldn't do everything alone. After business began booming, they realized they needed help. Their crew now includes partners Mike Shocket and George Metzger, designer Dwayne Peltier and graphics designer Thad Rhodes. The factory boasts a work force of 50 to 60 employees. Peltier, 24, keeps an eye on fashion trends. "I go to the mall and see what's new and try to look at everything," he said. "I like things that are functional. I don't just look at men's lines; I look at women's fabrics, too." Reynolds added, "We will think of concepts that have nothing to do with clothing." As an example, he displayed the company's Hood Hiker gear. The logo - a leaf with a circle around it - is designed to appeal to both suburban and city kids. Suburban kids might go hiking through the woods while city kids walk blocks to catch a bus. Hood Hiker is designed to appeal to both types of outdoor activities. But the logo that's most recognizable is the company's elephant.

It's displayed on RP55 tags and sweaters. Why an elephant? "We didn't have a logo," Reynolds said. "We needed something to symbolize strength. . . . The Afrocentric nature doesn't bother me either." Peltier says he likes the elephant because "they don't go backward." Neither will this company if Reynolds has anything to say about it. For him and Perry, RP55 is just beginning. "I want to be Ralph Lauren someday," Reynolds said. "In order to do that, we've got to reach deep."

GRAPHIC: (Color) Photos courtesy of OTTO WORLDWIDE;
The elephant is the logo of the RP55 clothing line.;
MORT FRYMAN / The Virginian-Pilot;
Ron Perry, left, and Ralph Reynolds, founders of the sportswear line RP55, work in their Virginia Beach design room.

LOAD-DATE: August 22, 1998

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Gray Eminence The New York Times August 23, 1998, Sunday, Late Edition - Final

Copyright 1998 The New York Times Company
The New York Times

August 23, 1998, Sunday, Late Edition - Final

SECTION: Section 6; Page 46; Column 1; Magazine Desk

LENGTH: 26 words

HEADLINE: Gray Eminence

BODY:
The ultimate neutral is also this season's color of choice. Look for gray -- including charcoal and silver -- on everything from sweaters to suits.

GRAPHIC: Photos: Left: Wool hooded vest, $195, from Donna Karan Collection. At Saks Fifth Avenue. Cashmere turtleneck sweater, $1,455, by Marc Jacobs. At the Marc Jacobs store, 163 Mercer Street.; Right: Wool sweater with snap neck, $780, by Dolce & Gabbana. At Bergdorf Goodman Men. Dolce & Gabbana Boutique. Wool flannel pants, $145,from Perry Ellis. At select Bloomingdale's stores. Shoes from Prada.; Left: Cashmere blend shirt jacket, $975, by Ermenegildo Zegna. At the Ermenegildo Zegna Boutique, 743 Fifth Avenue. Heather wool V-neck, $198, cotton blend crewneck, $68, and wool flannel pants, $168, all CK Calvin Klein. At Macy's New York. Saks Fifth Avenue.; Right: Wool windowpane suit, $425, from **Nautica** by David Chu. At Lord & Taylor. Cotton shirt, $155, from Mondo di Marco. At Saks Fifth Avenue. Silk tie from Chanel. Cashmere-and-wool-blend suit, $1,020, and cotton shirt, $165, from Joseph Abboud Collection. At Bloomingdale's. Saks Fifth Avenue. Silk tie from Chanel. Belt from Cole-Haan.; Left: Wool-and-cashmere-blend topcoat, $2,590, and cashmere turtleneck, $1,080, by Jil Sander. At Louis Boston, Boston. The Jil Sander store, Chicago and San Francisco.; Right: Wool jacket (left), $695, and rayon sweater, $355, by Patrick Cox. At the Patrick Cox store, 702 Madison Avenue. Wool-blend pants, $350, by Donna Karan Collection. At Saks Fifth Avenue. Wool peacoat, $995, by Matt Nye. At Bergdorf Goodman Men. Alpaca sweater, $400, from Prada, 841 Madison Avenue.Suede jeans, $425, by John Scher. At Language, 238 Mulberry Street. (Photographs by Robert Trachtenberg.)

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TEEN SCENE; Young money - Why the under-21 crowd makes marketers drool The Boston Herald August 24, 1998 Monday

Copyright 1998 Boston Herald Inc.
The Boston Herald

August 24, 1998 Monday ALL EDITIONS

SECTION: ARTS & LIFE; Pg. 073

LENGTH: 916 words

HEADLINE: TEEN SCENE; Young money - Why the under-21 crowd makes marketers drool

BYLINE: By Lauren Beckham Falcone

BODY:
Never underestimate the power of a post-pubescent pocketbook.

Case in point:

Steve Madden was toiling away in his New York shoe store, just another guy hawking heels and loafers, until he started tapping into the teen market.

Six years later, Madden's a mogul, the shoe-sultan of all footwear clunky and chunky, with an empire worth $ 60 million.

Face it, kids - big business is looking for yours, and they'll do anything to be your favorite brand - be it sneaker, soda, snack or CD player. And while most '90s teens are hip to the marketing and advertising tactics of Madison Avenue, they admit they're still influenced by a cool commercial.

"If an ad is cool, it's going to get us to the store," said Suzanne Huyler, 15, of Foxboro. "It's not going to get us to buy . . . but it will get us to the store."

Teens (with the help of their parents) will spend an average of $ 408 each on back-to-school clothes, supplies and other incidentals this year, according to a recent American Express survey.

And that's just back-to-school stuff. Last year, teenagers spent about $ 122 billion, according Teenage Research Unlimited (TRU). The teenage population has been growing steadily since 1992, and will max out at about 35 million in 2010.

"There's no doubt about it. Teens control a large portion of the American consumer market," reads the International Council of Shopping Centers. "(Teens) are too big a consumer segment to ignore." (Slip that in front of your parents when they call you useless.)

So it's no wonder that the corporate world goes to great lengths to corner the adolescent market. Creating a good relationship with teens is crucial for companies, said Peter Roby, group director of regional marketing for Reebok, International.

"There is no question that the teen market is important to us," he said. "There are a number of reasons, one of which is that you are hoping to create a relationship with a customer that will last a lifetime."

James Saunders, 17, is aware of all the pitches, jingles and slogans that lure him and his peers into stores, but said a good marketing campaign can catch his eye and probably open his wallet.

"I just normally buy things that appeal to me, not necessarily because some athlete is telling me to buy them," said the Mattapan teen."The more creative the commerical, the more likely I am to go look twice, unfortunately."

In order to figure out what wins kids over, a lot of businesses hire research companies such as TRU to tell them what's trendy. For about $ 10,000 a year, TRU's syndicated reseach can tell thousands of companies, including Coke, Pepsi, Levi Strauss, Reebok, McDonalds, the Gap, Calvin Klein, MTV, what's hip among high-schoolers.

"Basically, they want to stay in tune with the teen market," said Michael Wood, director of syndicated research for TRU. "People believe that teens set the trends."

Wood said it's a challenge to reach this particular generation because they have been bombarded with so many messages.

"That teens will even pay attention to (a new product or ad) is a challenge," he said.

Companies use everything - humor, music, celebrities, social-conscience themes - to get kids in the door. There's even anti-ad advertising - Arizona Jeans' slogan, "Just Show Us the Jeans," is a teenage plea to companies to ditch the pitch and put out more product.

"Teens spend a lot of money, and they are label oriented," Huyler said. "And, well, sometimes, (marketing and ads) work."

Target groups

Are you a Freaky Individual? Part of the Popular Crowd? Maybe a Hip Hop Stylemaster?

Do you have any idea what we're talking about?

The Zandl Group, a marketing firm in New York, has managed to boil an entire generation down to three major groups to help corporate giants snag extra sales.

Freaky Individuals are "into new styles and trend two to three years before their classmates. They revel in uniqueness to the point of resenting people who copy their style." They like: Teletubbies, herbal supplements, Thai food, sushi, Diesel clothing, Buffy the Vampire Slayer, astrology, Daria, creating their own Web site.

Hip Hop Stylemasters are into music and sports. They set the trends among teen boys, especially those into rap. They like: designer brands, FUBU, **Nautica,** Nike, DNKY, Hiliger, Timberland, clubbing and old skool style.

The Popular Crowd equals mainstream. They like: Gap, Abercrombie & Fitch, Nike, Polo, Adidas, rollerblading, South Park and Sony Playstation.

FYI

Was your summer a bummer? Is there a black cat permanently crossing your path? Well, take charge and take part in "Make Your Own Luck Day" Wednesday. Hey, it may work, and it beats getting grass stains looking for a four-leaf clover.

SHOPPING LISTS - It's back-to-school time and that means teens are on a buying frenzy. We went the

South Shore Plaza in Braintree to find out what one thing they must have - realistic or unrealistic - to make a great year. Here's what they said:

"A Jeep. That would be great. Then I could travel."

- Monica Marchetta, 18, Milton

"How about my own apartment in Boston? That would be nice."

- Suzanne Sellon, 18, Milton

"Jeans. Because they are what I wear all the time."

- Amanda Fennessey, 14, Walpole

"Flair jeans. Everyone has them."

- Alison Campanella, 14, Walpole

Photo Caption: SHOP UNTIL YOU DROP: Doug Kazorek of Quincy and Lisa Rosati of Norwell, below, and Nicole Annese. top left, of Everett check out the latest styles for back-to-school clothes.

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GOING BACK IN STYLE; STUDENTS GET READY TO RETURN TO SCHOOL IN THE LATEST DUDS Los Angeles Times August 26, 1998, Wednesday,

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Los Angeles Times

August 26, 1998, Wednesday, Valley Edition

SECTION: Metro; Part B; Page 1; Zones Desk

LENGTH: 599 words

HEADLINE: GOING BACK IN STYLE;
STUDENTS GET READY TO RETURN TO SCHOOL IN THE LATEST DUDS

BYLINE: KARIMA A. HAYNES, TIMES STAFF WRITER

DATELINE: NORTHRIDGE

BODY:
As summer winds down, area students are partying, worrying about hitting the books again and, most certainly, shopping for the hottest back-to-school fashions.

Some might want to listen to 15-year-old Kelley Chatman to avoid getting off on the wrong foot. However, you parents might want to brace yourselves.

"You gotta have a lot of Nike, Tommy Hilfiger, **Nautica,** Perry Ellis . . . big-name stuff," said Kelley, junior class president at Cleveland High School in Reseda. "You have to make your first impression, because that's how people will see you for the rest of the school year."

And mixing designer clothes is definitely a fashion faux pas.

"Nike with Nike. Fila with Fila. You cannot brand-clash. That is a no-no," she said. "You would probably get clowned if you came to school without the right gear."

Keeping from being clowned, or teased, is bound to be high on the list of goals for the thousands of students across Los Angeles returning to classes in the next few weeks. Representatives of school-supply stores in the area said kids are snapping up Nike pencil pouches and folders, Looney Tunes backpacks, Five Star notebooks, pens with aliens painted on them and anything colored fluorescent pink, green or yellow.

In addition to all that, child-development specialists said many students are likely to need time--and parental support--to get their heads back into the books.

"They are moving from a very open life to a very restricted life," said Barbara Polland, a child-development professor at Cal State Northridge and a psychotherapist in private practice. "Their schedule is no longer their own, there are expectations of papers, exams and summer reading . . . the tension mounts."

Polland said parents should talk to children about how they feel about school and not put too much

pressure on them to succeed, especially during the first weeks.

While back-to-school shopping with their mother, Dee Dee Hayford, at Northridge Fashion Center, 14-year-old twins Jennifer and Jessica Hayford of Glendale talked about anxieties over getting good grades and dealing with peer pressure.

"There's a lot of responsibility that goes with high school ," said Jessica, who with her sister will begin freshman year at Los Angeles Baptist High School in North Hills.

Though she is bracing for the private-school tuition bill, Dee Dee Hayford said it's all part of helping her children succeed.

"I am proud that they have goals set in mind for the future and that I can help them to achieve those goals," she said.

Other students, like Tony Abrams, 16, of Northridge, said their stress levels were low. At least the next couple of weeks would be available to live it up, they said.

"I worked at Carl's Jr. all summer," said Tony, eating fries with friends in the food court at the mall. "I'm going to spend the rest of the summer going to parties and shopping for school clothes."

Aaron Moore, 15, also of Northridge, said he spent most of the summer honing his athletic skills and can't wait to grab a pass as a wide receiver for the Granada Hills High School football team.

"I'm ready to go back and play ball."

SchoolWear

The annual quest for school-age kids to find the hottest back-to-school fashions is daunting andexpensive. Here's a sampling f attire and accessories that retailers are selling like hot cakes.

Hat: $ 20

T-shirt: $ 18

Jeans: $ 55

Skate shoes: $ 75

Sunglasses: $ 100

Tank top: $ 22

Back-pack: $ 45

Sweat-shirt: $ 40

Cargo pants: $ 40

Platform sneakers: $ 60

GRAPHIC: PHOTO: Nancy Sawalha, right, watches Alexandra Gubser try on trendy Doc Martens shoes at Basix Footwear in Northridge. PHOTOGRAPHER: IRFAN KHAN / Los Angeles Times PHOTO: A group of girls gets in some back-to-school shopping Tuesday at the Northridge Fashion Center. PHOTOGRAPHER: IRFAN

KHAN / Los Angeles Times GRAPHIC-DRAWING: SchoolWear, R. TORO / Los Angeles Times

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LENGTH: 289 words

BODY:
Fashion Calendar

ARDEN SEMINARS
Daily until Saturday at The Bay Queen St. Free seminars at 12:30 p.m. and personal consultations with Elizabeth Arden makeup experts.
WARDROBING SEMINARS
Today at The Bay uptown (Bloor and Yonge Sts.) .**Nautica** Marine Denim at 12:30 p.m., Tommy Jeans at 1 p.m. Theme is Back to School Fashions. Levi's seminar tomorrow at 1 p.m., 317 young men's department, lower level. Other wardrobing seminars: Tuesday at 1 p.m. with Guess Jeans for women, and Wednesday at 1 p.m. with Calvin Klein Jeans. Jeunesse junior women's department, third floor.
MATINEE FASHION FRIDAYS
Fashion shows with Canadian designers, tomorrow, Sept. 4 and 11 at 9:30 p.m. at The Docks, 11 Polson St. Admission $10. Call (416) 979-1120.
BAY FASHION SHOWS
Saturday at 2 p.m. at The Bay uptown (Bloor and Yonge St.). Hip to be School. Fashions for junior women and men plus kidswear in the Jeunesse junior women's department, third floor. Also, Seniors' Day fashion show, Tuesday at noon, Ladies Separates, second floor.
VINTAGE WEAR RACK SALE
Saturday from 10 a.m. to 5:30 p.m. at Think Twice, a consignment shop for women and men at 1679 Lakeshore Rd. W., Mississauga. This month's proceeds donated to Canadian Diabetes Association. For details, call (905) 823-2233.
SEARS BACK TO SCHOOL FASHION SHOW
Sept. 5 at 1 p.m. in Mall Centre Court, Erin Mills Town Centre. Free fashion show and makeup tips from Clinique.
PARIS FASHION TRIP BRIEFING
Wednesday from 6:30 to 9 p.m. at Marilyn Brooks' Boutique, 132 Cumberland St. Fashion show, party and briefing on Paris trip Oct. 2 to 10. For details, call Julie at (416) 504-5700.

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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Younger golfers are game for sleeker clothing Fort Worth Star-Telegram (Texas) August 27, 1998, Thursday

Copyright 1998 Star-Telegram Newspaper, Inc.
Fort Worth Star-Telegram (Texas)

August 27, 1998, Thursday FINAL AM EDITION

SECTION: LIFE & ARTS; Pg. 7

LENGTH: 919 words

HEADLINE: Younger golfers are game for sleeker clothing

BYLINE: BARBARA DE WITT, LOS ANGELES DAILY NEWS

BODY:
LOS ANGELES - Swingers are getting younger and younger, so it's par for the course that golf fashion would take a new stance.

Whereas golf was once jokingly referred to as an old man's sport, the National Golf Foundation has noted that since 1996 the tables have turned. There are now more players under 29 than over 50, according to the NGF's latest report, which shows there are 8 million players between the ages of 12 and 29.

Many of these young players have become stylemakers, including dapper Phil Mickelson, sporty Tiger Woods (Nike has already named a collection for him), and the buffed Se Ri Pak, the 20-year-old who is the youngest winner of the U.S. Women's Open. And none is wearing loud plaid pants or seersucker pants or culottes.

Among the new generation of fashion-savvy golfers are TV stars T.C. Warner, who won the 1997 Soap Opera Digest's Best Young Actress Award for her role as a troubled teen on All My Children; and Robert Ri'Chard, who has a Daytime Emmy Award for his role in Showtime's In His Father's Shoes and a new comedy series on Nickelodeon called Cousin Skeeter.

According to Warner, "Golf is not a dork's game anymore. Thanks to players like Tiger and Se Ri, it's cool. "

On a more serious note, the recent graduate of California State University, Northridge, observed, "I think young people stayed away from golf in the past, not only because of the clothes, but because it was too slow. They didn't think of it as a game of concentration, which it certainly is. "

While Warner admits she quickly learned the sport because of a boyfriend, Ri'Chard says it was golf star Tiger Woods who inspired him to learn the game from his neighbor Bill Richardson.

"Tiger is phenomenal. He made the game look attractive to me . . .

he's a young African-American male who I can look up to," Ri'Chard explained.

And the clothes help, too.

He says, "I like the idea that you wear different clothes for golfing than you would for just hanging out or playing basketball with your friends. "

Warner says, "Where else can you look good, conduct business and be surrounded by men? "

Now, about those link looks.

While they took a break from their respective shows, and played a game of miniature golf (it's also in again) at Nickelodeon's Animation Studio in Burbank, the pair tried on some of the game's newest fashions by designers who are looking to Old Hollywood (think Cary Grant and Grace Kelly) for inspiration.

Among the mainstream fashion designers now offering golf collections are Ralph Lauren (favored by Justin Leonard and Davis Love), Bugle Boy (worn by Paul Stankowski), Tommy Hilfiger, **Nautica,** Brioni and Hugo Boss. Even Italian superstars Armani and Ferragamo have fall collections at department stores that include cuffed cotton khaki pants, quiet checks on wool trousers, soft-collared shirts with Missoni-like weaves, argyle sweaters and vests, checked jackets that can pass as sport coats for him, and tailored dress slacks or wool plaid skirts topped with cashmere twin sets for her. And they're all elegant enough to go from the office to the golf course and stay for dinner at the country club.

Although today's golfers say the look is new to them, any fashion maven will tell you it's right out of the '50s, when one might have teed off on a Valley course with the likes of Bing Crosby or Bob Hope.

Even the shoes these young swingers wear are retro. According to Warner and Ri'Chard, the must-have shoe is Nike's brown-and-white saddle oxford. The shoe style is made by a number of manufacturers with traditional metal spikes or the newer plastic spikes that are considered kinder to courses and easier for beginning golfers.

But like other types of fashion, golf fashion is fickle. It's not always a dressy sport, says Ri'Chard, who usually prefers Docker khakis with a geometric print knit shirt by **Nautica** or Tommy Hilfiger. And Warner agrees, adding that she often wears white linen ensembles.

Others, like model Cindy Crawford and David Spade of TV's Just Shoot Me, are buying alternative golf fashions at Golf Punk, the hip hangout on Melrose Avenue in Los Angeles. According to store manager Brian Shine Abell, "Our clothes put the fun back in golf, with bucket hats sort of like fishermen's hats in pastel yellow and blue, baby

tees with Golf Punk logos that feature butterflies, and action sports-inspired shorts and shirts featuring themes like Hole in One, and GPA instead of PGA. "

However hip, clothes that bare midriffs or too much thigh may not be accepted at some golf courses, says Troy Rodvold, the head professional and instructor at Family Golf Center in Encino. At this local, city-managed course, Rodvold says there is a very relaxed dress code, but the funny thing is that few follow it.

"It's the older players who wear the loud, informal clothes, while younger players, especially women, are wearing professional, tailored looks like you'd see at the office," he said.

To keep your eye on what's hot on the golf course, look at fashion magazines as well as golf publications. And also watch what rookie swingers are wearing.

"It's really the players who start the trends," observes Craig Davies, manager of the Roger Dunn Golf shop in Northridge.

Says Davies: "When Tiger Woods was hot, so was Nike. But who knows who and what brands are coming up next. "

PHOTO(S): Ralph Lauren;Nickalus;**Nautica**

LOAD-DATE: September 1, 1998

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Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
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BANKERS SOMEWHAT BULLISH ON MEN'S 2D HALF. Daily News Record August 28, 1998

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August 28, 1998

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HEADLINE: BANKERS SOMEWHAT BULLISH ON MEN'S 2D HALF.

BYLINE: Ryan, Thomas J.

BODY:
CONTINUATION OF FIRST-HALF GROWTH EXPECTED IF STOCK MARKET DOESN'T BUST

NEW YORK -- Men's wear notched a solid first half, and those gains should continue in the second half barring a free-fall in the stock market, according to bankers.

The rocky stock market and problems in Asia haven't snuffed out loan demand, which has been resilient for much of the year, according to lenders to the apparel trade.

"I think business will continue at a modest pace," said Anthony F. Scarpa, senior vice-president at Chase Manhattan Bank. "It seems the trends that we've seen will continue."

Those trends include top branded firms grabbing more and more real estate at department stores. Retail consolidation -- the two latest, largest examples being the merger of Dillard Department Stores and Mercantile Stores, and the pending merger of Saks Fifth Avenue and Proffitt's Inc. -- is also expected to aid the bigger vendors able to adequately supply the huge retailers' pipelines.

That's bad news for secondary brands that are getting squeezed off shelves and facing greater difficulties meeting the increased demands for quick delivery and shipping accuracy by the larger retailers.

Lissa L. Baum, senior vice-president at Israel Discount Bank of New York, also noted that retailers have been ordering more cautiously for the second half, and some loan growth has developed because financing is needed for vendors to hold larger inventories to quickly fill reorders.

However, Baum said it's too early to tell if a slowdown in consumer spending is imminent.

"I think it's definitely a wait-and-see situation at this point, but there's more concern now than a month ago that some sort of slowdown or recession is waiting to happen," Baum said, pointing to the recent downturn in the stock market.

The general feeling among bankers is that 1998 has not been as strong for men's wear as 1997, partly

because, in comparison, women's apparel has seen a big uptick. Nonetheless, bankers said most of their men's wear clients are showing respectable gains.

"We're basically in good shape," said Melvin F. Plotzker, first vice-president at Bank Leumi. "While they would always like to do better than what they've been doing, most of our clients basically have very few problems, if any at all. Our business continues to be good, and I expect that will continue the rest of the year."

Plotzker, along with several other bankers, believes that healthy consumer spending should continue to lift retail sales.

Warren K. Mino, executive vice-president in charge of apparel and related textile division at Fleet Bank, said softness in August retail sales "could be a case of summer doldrums," and he believes there is still some "good demand" for product.

"Some customers' orders have been delayed a little bit, but there are also some where they call up and want significantly more orders," Mino said.

Mino expects the major branded men's firms, such as Tommy Hilfiger, Polo Ralph Lauren and **Nautica,** to continue to pace men's wear sales. Although their core sportswear lines are slowing, all are expanding into other categories such as jeans and athletic wear, he observed.

Mino also said there are opportunities for vendors capable of filling department stores' private-label needs.

Chase's Scarpa sees a "bifurcation" of the apparel trade into one group of vendors serving the department stores by supplying the top brands and another group of "more generic, low-cost" producers filling the private-label apparel needs of the mass channel.

The top men's brands -- like **Nautica,** Calvin Klein, Hilfiger, Polo, Claiborne For Men and Donna Karan -- have thus far been able to significantly prolong their growth by expanding into new areas, such as performance wear, jeans, tailored clothing and women's, even though their core sportswear lines are clearly maturing, observed Scarpa.

"You can only fill so many stores and hang on so many racks," said Scarpa. "You ultimately reach the growth point in the business where it starts to slow down and flatten out, and these firms have been able to tap other growth areas."

Louis J. Capelli, chairman and CEO at Sterling Bancorp, said that although he is "very positive" about overall business conditions and noted that Sterling's demand for loans is up, he noted "some lack of confidence" in the apparel trade.

"On the garment and textile side, we don't see any excitement on the horizon for fall and holiday. There doesn't seem to be anything out there, such as any particularly hot style or abrupt trend change, to make the business thrive."

Nonetheless, Capelli said he believes there are pockets of opportunity, mentioning that many vendors have benefited recently by filling a void in women's large sizes.

In men's wear, Capelli expects the corporate casual look, created for casual Fridays, to continue to be a growth area. He added that formalwear also should be getting a long-awaited spike in demand due to a trend toward more elaborate weddings, noting that some wedding halls require bookings two years in advance and the recent launch of Groom magazine.

Israel's Baum also pointed out that while the recent warm winter has dimmed orders going forward for outerwear and accessories such as gloves and scarves, she expects that licensing will continue to be a hot area, not only for those licensing the top men's brands such as Polo and Tommy, but many character

licenses as well.

However, "It's not just enough to have a license," Baum said. "You have to have the right one."

Baum also expects the casual trend to remain strong, noting that many emerging industries such as software and new media are more likely to make every day casual Friday. She also foresees more mergers in men's wear, noting that firms crave the diversity needed sell to many channels of distribution.

Recent big mergers in men's have been Tropical Sportswear's acquisition of Farah earlier this year and Warnaco's acquisition of the Calvin Klein jeans business late in 1997. But Baum sees more mergers among men's accessories firms and smaller apparel vendors, because vendors are finding it necessary to grow to meet the needs of the larger retailers' matrices.

"The smaller players are finding it more difficult to thrive in this environment," Baum said. "You have to be able to accommodate the retailers' needs, and that takes a tremendous amount of technology."

Vendors "need critical mass in order to compete," said Mino. "They need sophisticated MIS systems to deliver the goods, they need to carry more inventory, and they need to keep costs under controls."

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Autumn THREADS; FOCUS ON FASHION The Sun (Baltimore) August 30, 1998, Sunday,

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The Sun (Baltimore)

August 30, 1998, Sunday, FINAL EDITION

SECTION: FEATURES, Pg. 4M

LENGTH: 536 words

HEADLINE: Autumn THREADS; FOCUS ON FASHION

BYLINE: Mary Corey, SUN FASHION EDITOR

BODY:
This fall, men can have it all - clothes made of cashmere, leather and suede, easily cut with elegant details, that hit many notes. There are suits that show they care - but not too much. Sweaters and trousers that bring together the classic and unexpected. Activewear that works in the office.

But for them, dressing is hardly simple these days. The lines continue to blur - retro looks modern, jackets aren't required for 9-to-5, and power isn't conveyed through a red tie. Instead, it's a subtle, sophisticated thing that requires thought and not just a corporate uniform.

All this may force men to confront something unimaginable - their innate style. But for the timid, designers are providing plenty of guidance.

Think gray, they say. Let the military inspire you. Try a vest with that suit. And whatever you do, don't forget a good coat.

What to look for

If a man is only buying one new piece this fall, here's what area fashion experts recommend:

Patti Cumming, regional public relations director for Bloomingdale's in Washington: A leather jacket. "Casual dress calls for a leather jacket, casual coat or car coat that is sporty."

Edward Steinberg, owner of J.S. Edwards Ltd. in Pikesville: A three-button suit in silk or gabardine. "It's less tailored, less structured, but it's dressy enough to wear with a tie."

Delgardo Darby, owner of Firma on North Charles Street: A three-button, lightweight wool suit in gray-brown. "Men want to dress up again."

Nancy Chistolini, senior vice president for fashion and public relations at Hecht's: A merino wool crew-neck sweater in black or charcoal gray. "It looks wonderful under a sport jacket or can be used solo."

Howard Kirk, store director of George Howard Ltd. in Cross Keys: A wool cashmere sport jacket by Italian menswear designer Luciano Barbera. It should have three buttons and be a subtle tweed in a muted earth tone. "It's understated but elegant."

Edward Hyatt, co-owner of Hyatt & Co., which has stores in Columbia, Owings Mills and Security Square

Mall: A fingertip-length coat by Hugo Boss in gray or olive. "It's dressier than a typical parka, but not as dressy as a trench coat."

Elizabeth Azrak, men's fashion coordinator for Macy's East Coast Division: The turtleneck in colors ranging from charcoal, navy and black to white, burgundy and rust. "It's the key underpinning of the season - clean, elegant, sophisticated."

Mark Schaaf, East Coast lead fashion stylist for Nordstrom: A gray suit updated in a modern three-button silhouette or three-piece suit with a vest. "Interesting and luxurious fabrics ... and traditional haberdashery pinstripes reinterpreted with an offbeat sapphire stripe also instantly update the classic gray suit."

Richard Cohn, owner of Brooks Oliver in Columbia: A three-button suit in a mid-weight wool by Calvin Klein. Most men have grays and blues, so olive is a good choice. "It's very clean, basic. ... You look nice but not overdone. The fabric makes it."

Lynne Montedonico, public relations and fashion director at Saks Fifth Avenue in Chevy Chase: The double-vented suit or sport jacket. "It is so new. We haven't seen double vents in a long time."

Pub Date: 8/30/98

GRAPHIC: COLOR PHOTO 1, A vest finishes this Joseph Abboud plum pinstripe suit.; COLOR PHOTO 2, Joseph Abboud's camel hair coat defines luxury.; COLOR PHOTO 3, John Bartlett teams argyle with tiger-print leather.; COLOR PHOTO 4, Tommy Hilfiger shows the strength of shearling.; COLOR PHOTO 5, Shades of gray sum up this cK Calvin Klein ensemble.; COLOR PHOTO 6, **Nautica's** fleece activewear has a place off the playing field.; COLOR PHOTO 7, A three-button suit by Kenneth Cole is a sure thing.; COLOR PHOTO 8, Kenneth Cole's dark denim has do-it-yourself cuffs.; COLOR PHOTO 9, NORDSTROM, Faconnable's pea coat underscores the military influence.; COLOR PHOTO 10, Hooded jackets - like this one by Hugo Boss - are hot.; COLOR PHOTO 11, Barry Bricken's cashmere cardigan works for casual Fridays.

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Pfaltzgraff, Nautica Join on Mix-and-Match Casual Line HFN August 31, 1998

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Business and Industry
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August 31, 1998

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HEADLINE: Pfaltzgraff, **Nautica** Join on Mix-and-Match Casual Line

BYLINE: Allison Zisko

HIGHLIGHT:
Pfaltzgraff will introduce new casual tabletop collection under **Nautica** name in 3/99

BODY:
NEW YORK--**Nautica's** new tabletop collection by Pfaltzgraff will emphasize casual lifestyles and the mix-and-match trend.

The housewares tabletop line will include four to six patterns of dinnerware, glass beverageware and serveware, a stand-alone line of mugs, ceramic serveware and pantryware and open-stock-flatware. The line will be unveiled at the New York Tabletop Show in October and will be in stores next March.

Two collections are called **Nautica** Bermuda Tablewares and **Nautica** Signature Tablewares. Bermuda reflects the influence of the West Indies, in indigo shades accentuated by florals, a basketweave pattern and a calico mix. There is tone-on-tone mixing with contrasting colors. The Signature collection is inspired by the American tradition--white with solid blue bands.

Nautica will expand these two collections after the launch, according to David Chu, chief executive officer and founder of the company.

"Through design and mixing we're trying to make things different," he said. "We're trying to perfect the wheel and focus on the concept of how they can be designed together and how they can mix or match for individual needs."

Retail prices will be about $40 per five-piece place setting. Accessories will range in price from $20 to $50, according to Matthew Haley, Pfaltzgraff's product manager for the **Nautica** tabletop category He declined to reveal sales expectations.

Pfaltzgraff will position the products in the upper end of the housewares arena. It will produce the line under the **Nautica** name and will distribute it in **Nautica**-approved department stores, and some upscale catalogs, said Haley.

Chu labeled the **Nautica**-Pfaltzgraff partnership "a terrific combination. Pfaltzgraff is one of the most reputable firms in the U.S.," he said. "They have a tremendous amount of tradition and quality. We're

proud to associate with a company with a stature like Pfaltzgraff's."

Haley said, "It allows us to differentiate our offerings in that we can offer department stores a line that is exclusive to their channel." It also allows Pfaltzgraff to strengthen its partnership with department stores, he added.Copyright 1998 Fairchild Publications, Inc., a subsidiary of Advance Publications, Inc..Copyright 1998 Fairchild Publications, Inc., a subsidiary of Advance Publications, Inc..321

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MAKING THAT BACK-TO-SCHOOL FASHION STATEMENT Buffalo News (New York) September 1, 1998, Tuesday, CITY EDITION

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Buffalo News (New York)

September 1, 1998, Tuesday, CITY EDITION

SECTION: NEXT, Pg. 2N

LENGTH: 956 words

HEADLINE: MAKING THAT BACK-TO-SCHOOL FASHION STATEMENT

BYLINE: SUSAN MARTIN; News Style Writer

BODY:
Lots of teens buy new jeans when September rolls around. Most shop for sneakers or shoes. And many add a new T-shirt or two to their wardrobes.

But while back-to-school shoppers head to the local malls and discount stores looking for the same essentials, each is an individual with specific styles in mind.

Some teens like baggy jeans. Others prefer boot-cuts.

Some like to show off certain designer logos. Others prefer to keep the brand names hidden.

Neither choice is right or wrong. Just personal. That's what NeXt found out when we interviewed three teens from different areas of Western New York.

We asked them five simple questions. What style jeans do you like to wear? What sorts of sneakers or shoes? What kinds of T-shirts do you prefer? When the weather turns cold, what do you wear to keep warm? And when it's time to dress up, what do you usually pull out of your closet?

Here are the teens -- and their responses.

Christina Carrasquillo, 15, a sophomore at Holy Angels Academy, wears a uniform to school. Outside of school, she knows what styles she likes. She's not super-picky about logos, but she does like Tommy Hilfiger T-shirts and certain brands of jeans.

This is what Christina, who lives in Buffalo, likes to wear:

Jeans: "I like the flares, and I like jeans with some of the designs at the bottom. Some have flowers going up the sides and stuff. My favorite brands are Mudd (she buys them at Kaufmann's) and Paris Blues (she finds them at the 5-7-9 Shops.)

"The dark ones and the faded ones are cool," Christina said.

Sneakers/shoes: "I wear sneakers sometimes. Right now I have on white Nikes. I really like the shoes from the Wild Pair with the heels," she said. (She can wear them to school as long as they have closed toes and backs.)

T-shirts: "I like them tight -- not real tight but not real loose. I like the ones that have Chinese symbols on them (she found the shirts at the Bon-Ton). I have one shirt that has Buddha and Chinese symbols on it," Christina said.

The translation, according to one of her friends, is "goddess."

Jacket: "In the fall, I wear a Perry Ellis jacket. In the winter, I wear a First Down jacket. It's a black bubble jacket, and it comes down to my hips."

When she has to dress up: "I usually wear short skirts -- either a jean skirt or a polyester skirt. I wear dresses, too," she said.

Jackson Smith, 16, admits that he not only loves clothes, he also loves shopping for them.

Spending time in the Walden Galleria is a real treat for him. He wears jeans a lot but also likes to dress up. He's interested in singing, acting and modeling (he has trained with Susan Makal's Personal Best in Snyder), so looking good is important to him.

Here's what Jackson, who will be a junior at Sweet Home Senior High School, likes to wear:

Jeans: Style he prefers?

"Kind of baggy."

Favorite brand?

"Tommy Hilfiger."

During a typical school week, he'll wear jeans several times because they're so relaxed and easy to pull on in the morning.

"If I'm extremely tired, I'll wear jeans maybe two or three times a week," he said.

Sneakers/shoes: "I like comfortable sneakers -- Nike Airs -- but the sneakers I wear depends on the outfit. Sometimes, I wear all-white sneakers. I also have gray and black sneakers that I wear with blue jeans and a blue button-down shirt over a white T-shirt. I wear the button-down open. That's a loose, relaxed day," he said.

He also likes brown or black Timberland shoes.

T-shirts: "I like Tommy Hilfiger and **Nautica** T-shirts. I also like dress-up shirts -- especially Polo dress-ups shirts and shirts from Structure and J. Riggins (two men's retail chains in local malls).

Jacket: "I have a red **Nautica** jacket I like to wear. The **Nautica** logo is on the back of theneck part."

When he has to dress up: "I wear khaki pants and, sometimes, I'll wear a vest or a long-sleeved button-down."

When it comes to shirts, "it has to be a button-down," Jackson tells NeXt.

Keri Gorman, who is going into 11th grade at Orchard Park High School, likes to shop at American Eagle, Express and Guess. Lately, she likes black pants -- the ones that are stretchy and close-fitting -- although she said she wears jeans to school three times a week.

Here's what Keri, who is 16 and also has done some modeling with Personal Best, likes to wear:

Jeans: "I like the boot-leg jeans from American Eagle. Last year, it was the light jeans you saw everywhere. This year I have a bunch of dark ones, but the dark ones came from Express. They're all hip-huggers; everybody wears hip-huggers," Keri said.

Shoes/sneakers: "I like Nine West shoes, and I always buy my shoes at American Eagle (another retail chain at local malls). I like shoes with heels -- not the real cloddy ones but the chunky heels that are comfortable," she said.

"They make you look taller and elongate your legs, and they look good with boot-legs. You also can wear them with skirts and dresses," Keri added.

T-shirts: "A lot of girls have this 'no jeans and T shirts' rule. They don't like to wear just jeans, T-shirts and sneakers. Instead, I'll wear a little strappy shirt with a short- or long-sleeved sweater on top. The T-shirts I do like are Guess T-shirts or American Eagle T-shirts because they don't tend to be big and bulky," she said.

Jacket: "I like a simple black leather jacket. It's short and not really baggy. It's cool. It can go with anything," Keri said.

When she has to dress up: "I like black pants; you can style them up any way. I like simple dresses and skirts -- all short. And opaques (tights, on her legs) definitely are good because when it's cold outside, they feel fuzzy and soft," she said.

GRAPHIC: Photos by ROBERT KIRKHAM/Buffalo News; Orchard Park junior Keri Gorman in her favorite duds: hip-hugging jeans and comfy, clunky heels. Sweet Home clothes-loving Jackson Smith wears jeans, big 'n' baggy, two or three times a week. Christine Carrasquillo, 15, likes embroidered, detailed flared jeans (and similarly decorated T-shirts) when she's not wearing her uniform. On the cover: Sixteen-year-old Jackson Smith works the white-T-under-the-open-button-down-shirt look.

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Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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KLEIN SEES SHADES OF WHITE, GRAY FOR CRUISE SWIMWEARLiving Smart - Fashion The Oregonian (Portland, Oregon) September 2, 1998 Wednesday

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The Oregonian (Portland, Oregon)

September 2, 1998 Wednesday
SUNRISE Edition

SECTION: LIVING; Pg. C03

LENGTH: 407 words

HEADLINE: KLEIN SEES SHADES OF WHITE, GRAY FOR CRUISE SWIMWEARLiving Smart - Fashion

BYLINE: New York Times News Service

BODY:

Wednesday, September 2, 1998 KLEIN SEES SHADES OF WHITE, GRAY FOR CRUISE SWIMWEAR

Living Smart - Fashion

Anyone interested in the latest swimwear trends for the cruise 1999 season will find most of them -- starting with white -- in Calvin Klein's collection.

There's also an emphasis on gray, fashion's favorite color of the moment but one that may be a hard sell for swimsuits because it doesn't compliment most skin tones, tanned or otherwise.

Cruise is the most important season for swimwear because the suits are in stores for more than six months, starting in October, and account for the greatest percentage of swimwear sales.

The Klein collection also had black, brown, khaki, dark purple, royal blue, aqua and silver. A shiny, wet-look silver was an unexpected dip into glitz for a designer known for restraint. The suits can be daring in cut, however. There are bikinis, and there is a one-piece suit whose midriff is cut out to give the effect of a bikini. Some suits are reversible, turning from khaki to aqua or brown to purple.

Anyone shopping for a swimsuit next season will find many versions of the tankini, which has a camisolelike top that extends to the waist or lower, and a bikini bottom. The top covers the midriff but can be folded or pulled up to bare more skin. Both manufacturers and retailers expect the tankini to be a hit with what they call the missy customer, one beyond her 20s, who may want a bit of coverage. But it also showed up in collections for the young, like Oscar de la Renta's Oscar line, **Nautica,** Jantzen, Baja Blue and Backflips.

Swimwear also reflects ready-to-wear trends: layering with sheerness, stretch lace, crochet, embellishments like embroidery and beadwork, burnout fabrics, textured surfaces, matte metallics, color blocking, contrast piping, belts and zippers.

Speedo, known for sleek, unconstructed swimsuits for athletes, has a group with inner construction for

women who need a little help. The new suits have racer backs and color blocking, but legs are not so high cut.

The industry has great hopes for the 1999 season; this year has been a disappointment. El Nino adversely affected sales, said Dan Hunt, marketing manager of swimwear for Du Pont. Retail sales for 1997 season were $1.4 billion, about 6 percent higher than for 1996. Hunt anticipated no increase in 1998 sales figures to be released at the end of September.

-- New York Times News Service

LOAD-DATE: April 6, 2006

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
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Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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The fall guy: The casual trend in men's fall fashions is redefining appropriate work wear Hamilton Spectator (Ontario, Canada) September 3, 1998 Thursday Final Edition

Copyright 1998 Toronto Star Newspapers, Ltd.
Hamilton Spectator (Ontario, Canada)

September 3, 1998 Thursday Final Edition

SECTION: FASHION;LIFE; Pg. B1 / FRONT

LENGTH: 415 words

HEADLINE: The fall guy: The casual trend in men's fall fashions is redefining appropriate work wear

SOURCE: Special to The Spectator

BYLINE: Kellie Ann Zupet

BODY:
My father is a well-dressed man. He has several suits in navy of both the single- and double-breasted variety, as well as an endless inventory of lightly starched white and pale blue shirts and a number of fine silk ties. In an attempt to keep up with the times, he purchased a grey suit, although he found it thoroughly unsuitable. My father, like many of his peers, feels that a standard suit and tie is the only way to dress for business. This fall, as we see the trend toward informal dressing not just emerging, but in fact dominating the men's fashion scene, my father stands alone.

It seems as though a more casual way of dressing has taken over North American society. You rarely find a restaurant where a tie is required, and the only men you can assume will always wear a jacket and collar are the men of the cloth!

But with the casual also must be the realistic. When people become their own boss, it is up to them to set their own dress code.

Dressing down and relaxing your approach to clothing is wonderful as long as you keep in mind that the bottom line is still the most important point in business.

Casual and relaxed can not mean sloppy and dishevelled.

Although the rules of dressing have changed there are still rules, and men want to feel that they have abided by them appropriately. To this end, designers maintain they have pinpointed the changing attitude in the workplace for fall by redefining work attire and reinventing the traditional work uniform .

To zero in on the most significant trend in men's fall fashion, you must keep in mind that the attitude is relaxed, but definitely not untidy. Jackets tend to be unstructured when they appear, and are often paired with a crew neck sweater, a turtleneck or even a long-sleeved T-shirt.

Pants this fall are decidedly wider and can often be topped with sweaters for a look that is put together without being stiff. The suit has not gone away, but the trend is definitely toward structured separates. Depending on the nature of the work environment, a layered look with a soft crushable jacket on top could be as formal as you get.

The line that has always existed between fine-tailored clothing and sportswear has definitely begun to blur.

As we approach the millennium we find that many workplaces have relaxed the rigid rules about what is appropriate to include both tailored traditionals and the unstructured modern approach to dressing.

My father, for the most part, will not be pleased.

GRAPHIC: Colour Photo: Scott Gardner, The Spectator; Daniel David Irish-knit style turtle-neck sweater is $80 and Crossings corduroy casual pant is $49. Colour Photo: Scott Gardner, The Spectator / Point Zero fleece jacket with suede collar is $60, **Nautica** sport shirt is $85, Horst Dusseldorf mock turtleneck is $80 and Tommy Hilfiger chino pant is $49. Colour Photo: Scott Gardner, The Spectator / Axis long sleeved knit polo is $90, Riviera wool dress pant is $135, Ultimo Uomo by SFI wool crepe blazer is $295 and Horst Dusseldorf mock turtleneck is $80. Model from Vogue Models and Talent . All clothing available at Crossings,Lime Ridge Mall and Mapleview Centre

LOAD-DATE: October 16, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
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CHANGING THE WAY YOU SHOP SUNRIDGE MALL Calgary Sun (Alberta, Canada) September 4, 1998, Friday,

Copyright 1998 Sun Media Corporation
Calgary Sun (Alberta, Canada)

September 4, 1998, Friday, Final EDITION

SECTION: NEWS, Pg. 4, BUSINESS PROFILE

LENGTH: 417 words

HEADLINE: CHANGING THE WAY YOU SHOP SUNRIDGE MALL

BYLINE: CHRIS HARPER

BODY:
When was the last time you shopped in the city's northeast?

Today you'll find a thriving community of large, lakeside homes and other prestigious residential developments.

Maybe it's time to take another look at this growing area, and in particular, Sunridge Mall.

This northeast landmark has made some noteworthy changes in its retail selection, renovations and remodelling.

Michael Mielnichuk, general manager of Sunridge Mall, said: "We've responded to our area's extensive growth by expanding the merchandise mix of our retailers and bringing in more brand-name, contemporary-style fashions and additional services."

The biggest change in the way you shop at Sunridge comes with today's grand opening of the Bay, occupying 161,000 sq. ft. of totally renovated retail space.

"This is the biggest and best Bay fashion branch centre in Calgary," said Mielnichuk.

"The Bay offers a variety of exclusive shops within the store, including Liz Clairborne, Rena Rowan, Calvin Klein, Tommy Hilfiger and the first Wayne Gretzky shop in Alberta."

With its renewed focus on fashion, Sunridge Mall offers more stores for children, youth, contemporary adult fashions and enough shoe stores to fit the whole family.

In fact, Sunridge has brought on 21 new stores in the past year and features a number of national stores unique to Calgary, such as Dockside, men's wear designer fashions from Tommy Hilfiger, **Nautica** and Chaps; Young Canada, children's fashions from Tommy for Kids, OshKosh and Boca; George Richards, a men's big & tall store; Please Mum, fashionable children's wear; Starbucks Coffee; and World Health Club and Exclusively Women's Fitness, which opened its 18,000-sq.-ft. fitness facility this spring.

"We've added four new retailers to our food court and now have the finest washrooms in the city," said Mielnichuk.

"They include family facilities with a toddlers' play area and two nursing stations."

Mielnichuk is pleased with the improvements so far -- and has other big plans in the works.

"We're changing the way you shop with a far better selection of brand-name family fashions.

"A pleasant surprise to new shoppers from across the city, especially those who haven't visited Sunridge in a while."

Take another look at Sunridge Mall. Open from 10 a.m. to 9 p.m. Monday to Friday, 9:30 a.m. to 5:30 p.m. Saturdays, and new extended hours from 11 a.m. to 6 p.m. Sundays and holidays.

Take Deerfoot Tr. to 16 Ave. east and turn north along 36 St.

GRAPHIC: photo SHOPPERS' HEAVEN ... It's time to take another look at the renovated Sunridge Mall.

LOAD-DATE: September 4, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
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A writer's home The Sun (Baltimore) September 6, 1998, Sunday,

Copyright 1998 The Baltimore Sun Company
The Sun (Baltimore)

September 6, 1998, Sunday, FINAL EDITION

SECTION: TRANSPORTATION, Pg. 3R, Travel Smarts

LENGTH: 607 words

HEADLINE: A writer's home

SOURCE: From staff and wire reports

BODY:
Nearly 30 years after John Steinbeck's death, a center devoted to the Nobel Prize-winning author has just opened in his hometown of Salinas, Calif.

The new National Steinbeck Center promises to bring the author's writings to life, exposing new readers and longtime admirers to his works, which championed the poor and downtrodden. The center marks a change in attitude for Salinas, where angry farmers once burned the author's books.

The center's interactive exhibits are multisensory. Visitors smell sardines and hear sea gulls in a mock "Cannery Row," while an "East of Eden" exhibit includes a refrigerated boxcar packed with lettuce.

There's also a barn, devoted to "The Red Pony," and an antique car, similar to the one used by the Joads in "The Grapes of Wrath." Other highlights include the camper Steinbeck called home while he was researching "Travels With Charley."

The center also shows excerpts from films based on Steinbeck's novels and contains an archive for research.

The 37,000-square-foot center joins two other Steinbeck attractions in the community - a restaurant, the Steinbeck House, in the author's birthplace and boyhood home, and a John Steinbeck library.

For more information: 408-796-3833; www.steinbeck.org

Outing to new outlets

The first phase of Maryland's newest outlet center has opened in Hagerstown and features more than 50 stores. Among the outlets in the 218,000-square-foot village-style shopping area are J. Crew, Samsonite, Coach, DKNY, Polo, **Nautica,** Nike, Van Heusen, KB Toys, Nine West, Maternity Works, Gap (and GapKids), Brooks Brothers and OshKosh B'Gosh. Along with brand-name stores, Prime Outlets also has a children's playground and a food court open. A second phase of the project is planned to open later this year, with a third added in early 1999. Stores occupying these expansions have yet to be named. When finished, the center is expected to total more than 400,000 square feet and house more than 100 stores.

The Hagerstown outlets are about 90 minutes west of Baltimore via Interstate 70 (exit 29B). Hours are Monday through Saturday 10 a.m. to 9 p.m. and Sunday 11 a.m. to 6 p.m. For information, call 888-883-6288 or 301-790-0300.

B&Bs nearby

The Bed and Breakfast Inns of Bucks and Hunterdon counties has set up a toll-free hot line and Web site. The association of 15 inns of Bucks County in Pennsylvania and Hunterdon County in New Jersey now offers up-to-the-minute room-availability information and dining options. Call 800-794-5254 or go online at www.bucksinns.com.

A condo in Orlando

Leisure Link International is offering an alternative to Orlando-bound travelers who find hotel quarters cramped and costly. The Florida-based travel company rents unused condominium space to Orlando-area visitors looking for furnished, two-bedroom resort accommodations. Condominiums, from $ 449 a week, are available through winter 1999. For information, call 888-801-8808, or access Leisure Link's Web site at www.leisurelinkintl.com.

Tops in Chicago

Lonely Planet, once known for its guidebooks to Third World countries, recently has been tackling more on-the-beaten-path places. Its new "Chicago" guide lists these sites as the top nonsports destinations (visitor figures from 1996):

1. Navy Pier, 5.5 million

2. Lincoln Park Zoo, 4 million

3. Art Institute, 2.37 million

4. Shedd Aquarium, 1.78 million

5. Museum of Science and Industry, 1.76 million

6. Sears Tower Skydeck, 1.51 million

7. Field Museum, 1.21 million

8. Children's Museum, 600,000

9. Cultural Center, 566,000

10. Adler Planetarium, 458,000

Pub Date: 9/06/98

GRAPHIC: PHOTO, John Steinbeck; COLOR PHOTO 1, Steinbeck central: National center opens to honor author in his California hometown.; COLOR PHOTO 2, First phase: The new outlet mall in Hagerstown has more than 50 stores.; COLOR PHOTO 3, Vacancy: Bucksville House is on new hot line.; COLOR PHOTO 4, Wide view: Sears Tower Skydeck is a popular site.

TYPE: COLUMN

LOAD-DATE: September 15, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text)

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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NO SMALL AFFAIR. Footwear News September 7, 1998

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Footwear News

September 7, 1998

SECTION: No. 36, Vol. 54; Pg. 20; ISSN: 0162-914X

IAC-ACC-NO: 21132038

LENGTH: 472 words

HEADLINE: NO SMALL AFFAIR.

BYLINE: Schneider-Levy, Barbara

BODY:
At Seely, a Rapid City, S.D.-based specialty store, the men's shoe department is measured in shelves rather than feet. The micro footwear area is contained in a custom-built hutch, with Johnston & Murphy the featured brand.

It was 42 years ago that owner Leonard Bachman -- faced with the realization that his family's South Dakota ranch was not large enough to secure him a future -- transformed himself from would-be rancher to retailer. Bachman headed to the big city to try his hand at the restaurant business, but after about 18 months, Bachman traded in his apron for a position at the now 70-year-old landmark store that he now owns.

Located in the Baken Park strip center, the 9,000-square-foot store caters to upscale customers from Rapid City, as well as visitors from all over the Midwest. Bachman often ships goods to its out-of-town regulars who are lured by his big-city merchandise mix. One of his customer's business cards reads: Council of the U.S. of America to Istanbul.

While the store's shoe department may be compact in size, the Johnston & Murphy line generates between $ 60,000 to $ 70,000 worth of business a year. And whatever there isn't room to display in the country-style hutch can be ordered from the company's catalog, said Bachman, who has been carrying the line for the past 12 years. "They [Johnston & Murphy] say for a little town we sell a lot of shoes," said Bachman.

The store carries tailored clothing from the more traditional Hart Schaffner & Marx and fashion-forward Tallia; its sportswear comes from names such as Jhane Barnes, Barry Bricken, Tommy Hilfiger, **Nautica** and Woolrich. Neckwear, which numbers about 1,500 ties, includes styles by Fumagalli's and Dolce & Gabbana. Bachman does his buying twice yearly at the MAGIC show in Las Vegas.

But Bachman measures success by the numbers of customers who keep coming back. And what draws them to the family-owned business is the Bachman family, said its owner. He and his son are the sole salesmen in the men's department, which accounts for two-thirds of the store's business, while his wife is in charge of the women's department.

An affluent 30-and-over crowd, accounts for the bulk of the store's clientele, culled from a city with a population of about 56,000, said Bachman. Of that, the retailer added, there are approximately 220 attorneys and 240 doctors.

With big-name brands and small-town retailing values, Bachman has managed to stay one step ahead of the crowd. In fact, the city's other upscale retailer, Herberger's, is no match for his family operation, he said. While the chain, recently acquired by Profitt's, boasts an impressive roster of designer labels, Bachman said his customers prefer doing business the old-fashioned way, where customers know they will always be waited on by a Bachman.

IAC-CREATE-DATE: November 6, 1998

LOAD-DATE: November 07, 1998

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Clothing Business Makes Comeback Daily Oklahoman (Oklahoma City, OK) September 11, 1998, Friday

Copyright 1998 The Daily Oklahoman
Daily Oklahoman (Oklahoma City, OK)

September 11, 1998, Friday CITY EDITION

SECTION: BUSINESS; Pg. 15, TAKING INVENTORY

LENGTH: 452 words

HEADLINE: Clothing Business Makes Comeback

BYLINE: Gypsy Hogan, Staff Writer

BODY:
Cutchall's - a clothing name dating to 1927 - will return Tuesday with third generation Brint W. Cutchall at the helm of a store launching.

The store will be in the North Penn Plaza, just west of Penn Square Mall, Cutchall said. It should be ready for business by Sept. 18, he said.

Cutchall closed his downtown store in the First National Arcade on July 31. Nancy Farha's women's wear still is there.

The downtown store opened in 1989 as Cutchall's Clothing Executive Outlet, or Cutchall's CEO. The new store, named just Cutchall's, will depart "to some extent" from the outlet, value-priced store format, he said. Headline brands will include Ralph Lauren Chaps suits and **Nautica** sportswear.

Cutchall's grandfather, William O. Cutchall, opened the first Cutchall's store in 1927 downtown. His uncle, Dean B. Cutchall, and father, the late Truman F. Cutchall, continued the business until the last of what was once a three-store chain closed in 1988.

Texas Bakery Enters State Market

Mrs. Baird's Bakeries, a long-time Texas company, will debut Sept. 21 in the Oklahoma City market, officials said this week.

The company is hiring 25 Oklahoma workers, including account managers, route drivers and distribution personnel to distribute its bread, muffins, pies, cakes and rolls to retail outlets, said spokeswoman Kelli Horst. Entry into the Tulsa market is scheduled for October.

Mrs. Baird's started in 1908 in Fort Worth, when widow Ninnie L.

Baird baked and sold bread to support her eight children.

The family ran the company, which grew into a Texas household name, until 1995.

In May, Grupo International Bimbo, a leading Mexican wholesale baker, acquired the company.

Travel Agency Changes Ownership

Stewart Kennedy has bought Faraway Places Travel, officials said this week.

Gayla J. Smelser sold the company at 1120 NW 63.

Kennedy was with Oklahoma State University as a business planning and marketing associate at the Food and Agricultural Products Research and Technology Center. He conducted research for the U.S. Foreign Agriculture Services.

Kennedy plans to specialize in large group travel and honeymoons.

City Business Signs Manufacturing Deal

Woolrich Inc. has signed a contract with an Oklahoma City-based company to manufacture a line of men's, women's and children's outdoor gloves, officials said this week.

Rocking Horse Industries Inc., 1439 NW 38, is owned by the Steve Halitzer family. The three-man office was formed in 1990 and currently makes and markets hats, caps, gloves, scarves and knits for many brands including Bert Pulitzer, Skechers, Riverbend, Putters and Faded Glory, Halitzer said.

LOAD-DATE: September 11, 1998

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VALLEY AND VENTURA COUNTY; VENTURA COUNTY REVIEW; CAMARILLO OUTLET CENTER MIXES THINGS UP WITH 11 NEW STORES Los Angeles Times September 15, 1998, Tuesday,

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Los Angeles Times

September 15, 1998, Tuesday, Ventura County Edition

SECTION: Business; Part D; Page 12B; Zones Desk

LENGTH: 468 words

HEADLINE: VALLEY AND VENTURA COUNTY;
VENTURA COUNTY REVIEW;
CAMARILLO OUTLET CENTER MIXES THINGS UP WITH 11 NEW STORES

BYLINE: LEO SMITH, SPECIAL TO THE TIMES

BODY:
Between Black & Decker, Flapdoodles and Movado, the Camarillo Premium Outlets center may have the shopping spectrum blanketed.

The tool store, the children's clothing shop and the watch outlet were among 11 retail stores added earlier this month to the lineup at the 3 1/2-year-old discount shopping center. With three more stores--Nike, Liz Claiborne Shoes and **Nautica**--scheduled to open in October, the center will offer a bigger mix in its 118 outlets.

"This really rounds us out with some categories we did not have," said Michele Rothstein, vice president of marketing for New Jersey-based developer Chelsea GCA Realty, which owns the outlet center. "The appeal of the Camarillo center has always been the sum of its parts."

Other new tenants at the center, which attracted 10 million shoppers in 1997, include American Outpost, Carters, Jockey, Jones New York Company Store, Jones New York Men, Perfumania, Remington Products and Rockport.

They join an existing list of tenants that includes Versace, Donna Karan, J. Peterman, a Barneys New York Outlet, a Gap Outlet and Lenox.

"There's not a lot of duplication--we added nice additional brands that speak to the quality that we're trying to bring to the center," Rothstein said. "No one here is an exclusive to the industry, but they are not found all over the place."

Rothstein said getting Nike in the shopping complex was one of the bigger causes for celebration.

"Nike is a destination unto itself," she said. "For the past six to 12 months we've been establishing ourselves in the tourism community. Once we hit the 100-store level, we were able to market ourselves for that. With brands that have more international appeal, like Nike, the name doesn't have to be explained. We don't have to explain what they sell."

The timing of the store additions is by design. The majority opened just before the long Labor Day weekend and all will be up and running in time for the holidays.

Terri Cameron, manager of the outlet center, said the center will begin its holiday shopping marketing campaign Oct. 15, just two weeks after the planned Oct. 1 launch of the Nike and Liz Claiborne Shoes outlets.

Through direct mail and media advertising, mall officials intend to entice holiday shoppers to drop by early in the season.

"We'll launch an aggressive marketing plan for the holidays--'Shop the Outlets First,' " Cameron said. "We know we're going to get last-minute shopping. We're just trying to encourage people to shop early too."

The new stores occupy a 45,000-square-foot wing of the Premium Outlets. By October 1999, the center plans to develop an additional 20,000 square feet, Cameron said. The Chelsea GCA development company also is considering purchasing a 2.8-acre lot adjacent to the center, she said.

GRAPHIC: PHOTO: (Ventura County Edition, A1) STILL GROWING: Eleven new stores have joined the Camarillo Premium Outlets and three more--Nike, Liz Claiborne Shoes and **Nautica**--debut next month. Stacy Tager, above, shops at Flapdoodles, a new children's clothing store at the center. PHOTOGRAPHER: MEL MELCON / Los Angeles Times PHOTO: Stacey Tager shops for her daughter, Jordan, 19 months, at Flapdoodles, one of the new stores at Camarillo Premium Outlets. PHOTOGRAPHER: Mel Melcon / Los Angeles Times

LOAD-DATE: September 15, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
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FASHIONS ON TOUR INCLUDE CREATION BY L.V. DESIGNER Morning Call (Allentown, PA) September 17, 1998, Thursday,

Copyright 1998 The Morning Call, Inc.
Morning Call (Allentown, PA)

September 17, 1998, Thursday, FIFTH EDITION

SECTION: A.M. MAGAZINE, Pg. D1, STYLES & CHANGES

LENGTH: 354 words

HEADLINE: FASHIONS ON TOUR INCLUDE CREATION BY L.V. DESIGNER

BYLINE: POLLY RAYNER; The Morning Call

BODY:
The creations of 32 design masters and their 34 student apprentices, including Kimberly Bennett of Bethlehem, will be on display during a fashion show at 2 p.m. Saturday at King of Prussia Mall.

The 66 garments debuted earlier this year during the 7th on Sixth fall-winter fashion preview in New York City.

Bennett, who graduated in May from the Philadelphia College of Textiles and Science, apprenticed with the design team of Badgley Mischka as part of the Wellman Master Apprentice Programme. Bennett's winning design is a chocolate knit long-sleeved top worn with a dyed bronze lace skirt.

Bennett, who plans to attend Saturday's show, is an assistant designer for Frank Agostino's Couture in Philadelphia where she works on custom designs from sportswear to bridal fashions.

What makes the fashion show, sponsored by Teen People and Pepsi-Cola Co., unusual is that the fabric for the garments came from recycled sources and could have ended up as "landfill" instead of runway "eyeful."

The creations are made from Fortrel EcoSpun, a polyester fiber made from 100 percent recycled plastic bottles.

Teen People also is holding a Real Teen Quest for models from 4 to 6 p.m. today at Macy's, King of Prussia, where girls and boys will compete for an opportunity to appear along with the professional models on the runway during Saturday's show, which is free.

This is the fifth year Wellman has provided scholarships to aspiring designers, and it's the third year for the fashion show.

Among design masters this year, in addition to Badgley Mischka, are Dana Buchman, **Nautica** by David Chu, Oscar de la Renta, Tommy Hilfiger, Betsey Johnson, Cynthia Steffe, Nicole Miller, Diane Von Furstenberg.

After King of Prussia, the collection moves to San Diego for a Sept. 26 showing; the Fashion Center at Pentagon City in Washington, D.C., Oct. 3; the South Shore Plaza in Boston, Oct. 17; the Mall of America in Minneapolis, Oct. 17; New Orleans Center, New Orleans, Nov. 7, and Fashion Show in Las Vegas, Nov. 21.

Styles & Changes, a fashion trends column, appears Thursday in A.M. Magazine.

GRAPHIC: PHOTO by UNKNOWN. CAPTION: Kimberly Bennett created this outfit out of material made from recycled plastic bottles.

LOAD-DATE: September 18, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Wednesday, June 21, 2006 - 11:09 AM EDT

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Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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TODAY The Hollywood Reporter September 18, 1998

Copyright 1998 BPI Communications, Inc.
The Hollywood Reporter

September 18, 1998

LENGTH: 310 words

HEADLINE: TODAY

BODY:
20th annual Independent Feature Film Market. Through Sept. 25. New York. (212) 465-8200

Monterey (Calif.) Jazz Festival. Through Sunday. Monterey Fairgrounds. (800) 307-3378

Women in Film Paramount Networking Breakfast. Guest speaker is Rose Catherine Pinkney, vp comedy development for Paramount Network Television. Paramount Studios, Hollywood. (213) 673-3604

Reba McEntire honored with star on the Hollywood Walk of Fame. 11:30 a.m., outside the Johnny Grant Building, 7018 Hollywood Blvd. (323) 468-1376

Edward James Olmos to receives the Siempre Juntos Award. Presented by The L.A. Area Council Boy Scouts of America. Reception 6:30 p.m., dinner 7: 30 p.m., Beverly Hills Hotel. (626) 441-2886.

SATURDAY

Cinec 98. Through Monday. Second international trade fair for motion picture technology and post production. MOC Events Centre, Munich, Germany. (089) 94 92 06 00

Screenwriting course for development executives. Taught by Jeff Kitchen. 9 a.m.-6 p.m., Le Montrose Hotel, West Hollywood. (213) 243-3817

The Rights Stuff: Intellectual Property Rights in the Entertainment Industry. Legal experts and entertainment executives gather for discussions. 8 a.m.-4 p.m. USC, University Park campus, Los Angeles. (213) 740-2582.

Preparing for a Career in the Music Industry. Presented by UCLA Extension. Leading artists, songwriters, composers and producers to attend free program. Noon-6 p.m., Moore Hall, UCLA, Westwood. (310) 825-1901.

SUNDAY

12th annual **Nautica** Malibu Triathlon. Fund-raiser for Elizabeth Glaser Pediatric AIDS Foundation. Participants include: Robin Williams, Ingo Rademacher ("General Hospital") and Jose Solano ("Baywatch"). Zuma Beach, Malibu. (818) 707-8866

Inaugural OBS Griot Awards. Honoring black writers. Co-sponsored by The Hollywood Reporter. Olympic Collection Center, West Los Angeles. (213) 882-4166

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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Urban Renewal The New York Times September 20, 1998, Sunday, Late Edition - Final

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The New York Times

View Related Topics

September 20, 1998, Sunday, Late Edition - Final

SECTION: Section 6; Part 2; Page 87; Column 1; Fashions of The Times Magazine

LENGTH: 38 words

HEADLINE: Urban Renewal

BODY:
Essential outerwear offers the warmest feel and the hottest look of the season. Duffles, peacoats and hooded parkas -- in newly resurgent wools and high-tech fabrics -- look best with cargo pants and substantial sweaters.

GRAPHIC: Photos: Quilted nylon parka with down filling and zip-out hood, $720, zippered-neck wool sweater with nylon trim and hood, $420, and wool cargo pants, $470. All from Prada. At Barneys New York. Prada, Bal Harbour, Fla., and Beverly Hills, Calif. Boots from Prada.; left: Wool-blend turtleneck sweater, $265, and wool-blend cargo pants, $230. At Iceberg, 772 Madison Avenue. Shoes from Cole-Haan. center: Cashmere and silk sweater, $850. At Ermenegildo Zegna, 743 Fifth Avenue. Cotton twill cargo pants, $62. At Kenneth Cole, selected stores. Shoes from J.P. Tod's.; right: Wool zippered-neck sweater, $225, from Canali. At Bloomingdale's, selected stores. Nylon cargo pants, $237, from Cerruti 1881. For stores, call (888) 299-1881. Shoes from To Boot New

York Adam Derrick.; Circular-rib-knit wool sweater, $195, from Donna Karan Collection. At Barneys New York. Bergdorf Goodman Men.; this page, left: Wool and polyester jacket with detachable hood, $760, and zipper-front wool sweater, $246, from Byblos. At Louis Boston, Boston. Jacket also at Stanley Korshak, Dallas. this page, right: Wool and nylon jacket with four pockets, $175, from Weatherproof Garment Company. At Bloomingdale's, selected stores. Zipper-front hooded sweater of merino wool and nylon, $285, from Richard Edwards. At Bloomingdale's, selected stores. Cotton T-shirt, $11. At the Gap nationwide.; opposite page: Wool peacoat, $730, and cable-knit turtleneck sweater of cashmere and wool, $565, by John Bartlett. At Camouflage, 141 Eighth Avenue. Peacoat also at Barneys New York.; left: Wool twill duffle coat with detachable hood, $1,295. At Turnbull & Asser, 42 West 57th Street. Merino wool turtleneck sweater, $115, from DKNY Men. At Saks Fifth Avenue, selected stores. Wool cargo pants, $295, from Iceberg. At Iceberg, 772 Madison Avenue and Los Angeles. Riccardi, Boston. Rolo, San Francisco. Shoes from J.P. Tod's.; right: Wool melton four-pocket parka with detachable lining, $505, merino wool turtleneck sweater, $195, and full-cut cotton pants, $185. All from Richard Edwards. At Bloomingdale's, selected stores. Shoes from Prada.; Nylon parka with down filling and hood trimmed in fake fur, $325, and ribbed cotton crew-neck sweater, $98, by Tommy Hilfiger. At Macy's East. Ribbed cotton turtleneck by Tommy Hilfiger.; Alpaca wool-blend jacket, $1,600, wool sweater with snaps at neck, $780, and full-cut wool and mohair pants, $490, by Dolce & Gabbana. At Dolce & Gabbana Boutique, 825 Madison Avenue. Jacket and sweater also at Bergdorf Goodman Men. Pants also at Barneys New York. Shoes from Johnston & Murphy.; Wool peacoat, $195, and cotton and wool turtleneck sweater, $85, from **Nautica** Marine Denim. Peacoat at Marshall Field's. Sweater at Lord & Taylor, nationwide. (Photographs by Dominique Issermann)

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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Athletes, Celebrities and U.S. Olympians Compete In 12th Annual Nautica Malibu Triathlon Raising More Than $ 50,000 for Pediatric Aids Research Business Wire September 20, 1998, Sunday

Copyright 1998 Business Wire, Inc.
Business Wire

September 20, 1998, Sunday

DISTRIBUTION: Sports Editors

LENGTH: 1032 words

HEADLINE: Athletes, Celebrities and U.S. Olympians Compete In 12th Annual **Nautica** Malibu Triathlon Raising More Than $ 50,000 for Pediatric Aids Research

DATELINE: MALIBU, Calif.

BODY:
Sept. 20, 1998--

Team **Nautica** Takes Top Honors Among Celebrity Participants

The waters off the coast of Malibu heated up this morning when more than 1,500 amateur and professional athletes as well as Hollywood celebrities tested their athletic abilities and took to the beach for the 12th annual **Nautica** Malibu Triathlon.

The number of athletes taking part in this year's triathlon topped all past participation records for this event.

The event, a fundraiser for the Elizabeth Glaser Pediatric AIDS Foundation, raised more than $ 50,000 for the foundation.

A "must see" event that combines challenging sports, high profile participants and dedicated athletes, the **Nautica** Malibu Triathlon consisted of a half-mile swim, 18-mile bike ride along Pacific Coast Highway and four-mile run along Zuma Beach to Point Dume and back.

Among the well-known names who took part in this year's event were Academy Award-Winning Actor and Comedian Robin Williams; Ingo Rademacher ("General Hospital"); Jose Solano ("Baywatch"); Ingrid Walters ("Baywatch"); Andy Lauer ("Caroline in the City"); Jason Scheff (lead singer for "Chicago"); Jim Davidson (USA Network's "Pacific Blue"); Mike Malinin (drummer for the "Goo Goo Dolls"); Steve Scott (USA Olympian); Dave Johnson (USA Olympian); Peter Vidmar (USA Olympian); Amanda Beard (USA Olympian); Mel Stewart (USA Olympian); and John Naber (USA Olympian).

At this year's event, Baywatch's Jose Solano was the first competitor to cross the finish line. Robin Williams' "Team Robin" came in eighth among celebrity relay teams.

Winners were awarded in the following categories: -0

Celebrity Relay -- Top Male Finishers

1) Team **Nautica** -- featuring triathlete Brent Imonen; Olympic Gold

Medal cyclist Steve Hegg; and Jose Solano of "Baywatch;"
2) Team Goo Goo Dolls -- featuring Craig Hummer, six-time Ocean Ironman Winner; Josh Webster, 1997 California State Cycling Champion; and Mike Malinin, drummer for the "Goo Goo Dolls;"
3) Team General Hospital -- featuring Ingo Rademacher and Real Andrews of "General Hospital," and Bruce Reid, professional cyclist.

Celebrity Relay -- Top Female Finishers

1) Team PowerBar Go Girls -- featuring Ingrid Walters of "Baywatch;" Jane Quigley, professional cycling world champion; and Jennifer Maxwell, co-owner/developer of PowerBar;
2) Team Hawaiian Tropic -- featuring Christi Carolin, eight time All-American swimmer; pro-cyclist Cheryl Binney; and Shana Hiat, Hawaiian Tropic model.
3) Team FOX Sports -- featuring All-American swimmer Christine Otto; Christy Nicholson, pro-cyclist and California State Road Cycling Champion; and Patricia Bosse, host for "FOX Sports."

Celebrity Relay -- Top Mixed Team Finishers

1) Team Power Tri-Cathlete -- featuring sports model Eva Moore; Olympic Bronze medal decathlete Dave Johnson; and Brian Maxwell, Canadian Olympic runner and CEO/developer of PowerBar;
2) Team Pacific Blue -- featuring professional triathlete Tony Richardson; Jim Davidson of "Pacific Blue;" and four-time Olympian Ruth Wysocki;
3) Team Summer of '84 -- featuring nationally ranked swimmer Amanda Gullick; Peter Vidmar, Olympic Gold medal gymnast; and Kathy Johnson Clarke, Olympic Silver medal gymnast.

Top Male Finishers

1) Darren Wood of San Marcos, Calif.
2) Emilio DeSoto of San Diego, Calif.
3) Michael Collins of El Segundo, Calif.
4) Danny Murphy of Las Vegas
5) Lasse Vogelsiang of San Diego.

Top Female Finishers

1) Jenny Wood of Carlsbad, Calif.
2) Chrystal Tunnell of Arroyo Grande, Calif.
3) Ana Cristina Amatto of San Diego.
4) Michelle Palmisano of Ventura, Calif.
5) Sara Gilles of Irvine, Calif.

-0-

One of the highlights of today's race was the half-mile swim of the triathlon's youngest athlete, Rudy Garcia-Tolson of Bloomington, Calif. Born with a series of rare congenital birth defects, Garcia-Tolson had both of his legs amputated at age five. Now nine-years-old, Garcia-Tolson excels in several sports with the help of prostheses and today added the completion of the swimming portion of the triathlon relay to this list of achievements.

Joining Garcia-Tolson on "Team Braveheart" was Sean Astin, featured actor in the film "Rudy" (Garcia-Tolson's favorite movie) and Kurt Broadhag. Broadhag biked the 18 miles along Pacific Coast Highway, while Astin ran the four mile stretch along Zuma Beach.

"Rudy's performance was an especially moving moment in today's event," said Suzie Zeegen, co-founder of the Pediatric AIDS Foundation. "The spirit and enthusiasm with which he competed is an inspiration to anyone facing a special challenge and is a testament to an individual's willpower to overcome adversities by facing them head on."

Another event highlight was the rockin' rendition of the National Anthem by Jason Scheff (lead vocalist for the band "Chicago"), accompanied by Paul Pesco on guitar (lead guitarist for Madonna and Annie Lennox, among others).

In addition to the triathlon, about 200 children took part in the first-ever "**Nautica** Tot Trot;" a 100 to 200-yard dash on the beach.

In addition to **Nautica,** sponsors for this year's **Nautica** Malibu Triathlon include PowerBar and Men's Health magazine.

Nautica is a leading international fashion and lifestyle company with products ranging from men's, women's and children's sportswear and accessories to a complete home collection. Through charity outreach programs like the **Nautica** Malibu Triathlon, the company continues its commitment to giving back by raising awareness and funds for important causes.

LOAD-DATE: September 21, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
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GENTLEMAN Forbes September 21, 1998

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Forbes

September 21, 1998

SECTION: Supplement; FYI; Features; Pg. 156

LENGTH: 5 words

HEADLINE: GENTLEMAN

BODY:
These are stand alone graphics

GRAPHIC: Picture 1, PRICES APPROXIMATE; FOR DETAILS, SEE LAST PAGE. HIS WOOL SUIT BY **NAUTICA** BY DAVID CHU. $ 425. COTTON SHIRT BY TURNBULL & ASSER. $ 155. WOOL/ANGORA VEST BY PAUL STUART. $ 158. SILK/ WOOL TIE BY ROBERT TALBOTT. $ 85. ANTIQUE GOLD EYEGLASSES BY RETROSPECS FOR ROBERT MARC OPTICIANS. $ 640. HER MOHAIR DRESS BY MARC JACOBS. $ 1,530; Picture 2, no caption; Picture 3, CASHMERE TOP, $ 395, AND WOOL SKIRT, $ 750, BY RALPH LAUREN COLLECTION. TWEED HAT BY CASA DE RODRIGUEZ. $ 248. OPPOSITE: ALPACA/WOOL SWEATER BY SALVATORE FERRAGAMO. $ 395. WOOL PANTS (FROM A SUIT; COAT NOT SHOWN) BY **NAUTICA** BY DAVID CHU. $ 425. BOOTS BY CHIPPEWA. $ 170. ENGLISH SADDLE BUCKLE BELT BY REDLICH. $ 90. GLOVES BY PAUL & SHARK. $ 85; Picture 4 and 5, no caption; Picture 6, HIS WOOL SUIT BY CERRUTI. $ 1,100. COTTON SHIRT BY THOMAS PINK. $ 100. SILK TIE BY VALENTINO UOMO. $ 85. HAT BY THE J. PETERMAN COMPANY. $ 128. HER CASHMERE PULLOVER BY MARC JACOBS. $ 995. WOOL JERSEY SKIRT BY ERIC GASKINS. $ 475. LEATHER PONYTAIL WRAP. BY FREDERIC FEKKAI. $ 40; Picture 7, no caption; Picture 8, WOOL HERRINGBONE COAT, $ 750, WOOL/CASHMERE SWEATER, $ 565, AND COTTON MOLESKIN PANTS, $ 285, BY JOHN BARTLETT. ANKLE BOOTS BY JOSEPH FRNESTRIER $ 525. WOOL/COTTON SOCKS BY TOPSTITCH. $ 35. DEERSKIN GLOVES BY POLO RALPH LAUREN GLOVES. $ 55. WOOL MELTON CAP BY PAUL & SHARK. $ 45. OPPOSITE: CASHMERE SWEATER, $ 1,375, AND BEADED CASHMERE SKIRT, $ 1,320, BY HALSTON SIGNATURE BY RANDOLPH DUKE; Picture 9, no caption; Picture 10, HIS WOOL/CASHMERE FLANNEL SUIT BY HERMES, $ 2,450. COTTON SHIRT BY LUIGI BORRELLI. $ 265. WOOL TIE BY PAUL STUART. $ 63. SHOES BY A. TESTONI. $ 595. HER MINK-TRIMMED CASHMERE COAT BY ERIC GASKINS FOR MILLER & BERKOWITZ. $ 4,500. SATIN-AND-CHIFFON DRESS BY ERIC GASKINS. $ 2,500. SHOES BY MANOLO BLAHNIK. $ 685. HAIR AND MAKEUP BY TERRI APANASEWICZ FOR CLOUTIER.

LOAD-DATE: September 17, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Wednesday, June 21, 2006 - 11:07 AM EDT

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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The New York Post September 22, 1998, Tuesday

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The New York Post

September 22, 1998, Tuesday

SECTION: Neal Travis' New York; Pg. 019

LENGTH: 125 words

BODY:
Healthy track record

MOST people in the magazine business didn't predict a big future for Men's Health when it launched 10 years ago. The exercise-club scene seemed locked in the '80s, and guys were more into getting ahead than getting fit.

But the glossy has prospered, and celebrated its anniversary at Lot 61 the other night, with editor Michael Lafavore boasting a circulation of 1.6 million and multiple industry awards.

Some of those at the Robert Isabell-produced bash included lithe Blaine Trump, **Nautica** designer David Chu, cover model Owen McKibbin and Channel 4's Maurice Dubois. Actor Michael Nader looked at all the hunky male models on display and remarked that the party reminds me of Studio 54 in the '70s, only healthy.

LOAD-DATE: September 22, 1998

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)
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Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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CLOTHES WITH BOGUS DESIGNER LABELS SEIZED Detroit Free Press SEPTEMBER 25, 1998 Friday METRO FINAL EDITION

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Detroit Free Press
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Detroit Free Press

SEPTEMBER 25, 1998 Friday METRO FINAL EDITION

SECTION: NWS; Pg. 8B ZONE

LENGTH: 264 words

HEADLINE: CLOTHES WITH BOGUS DESIGNER LABELS SEIZED

BYLINE: NIRAJ WARIKOO Free Press Staff Writer

DATELINE: Detroit

BODY:
Detroit police on Tuesday confiscated clothing with bogus designer labels and arrested 11 merchants who allegedly sold the merchandise at two shopping centers on the city's west side.

Mounds of brightly colored caps, baggy shirts, and mesh tops with the words Tommy Hilfiger, **Nautica,** or Fubu -- whose hip-hop styles are wildly popular among young consumers -- were hauled away.

"This is just the tip of the iceberg," said Assistant Police Chief Charles Wilson. "We would love to find the distributor."

The bust was the largest seizure of bogus-label clothing in Detroit in recent memory, Inspector Fred Campbell said.

Police were acting on information supplied by a private investigator hired by Gursky and Ederer, a law firm in New York City that represents the three clothing companies. The investigator has been supplying information on counterfeit clothing to police departments across the country. In this case, she found merchants selling fake wares at the Mammoth Shopping Center and Seven Days West Flea Market, both on the 15000 block of Grand River near Greenfield.

The differences between the confiscated designer goods and the real thing vary with each item. One counterfeit shirt with FUBU printed on it had the first U upside down. Some faux Tommy Hilfiger shirts had larger letters. The merchants sold the wares at 60 percent below suggested retail price.

The clothing was sold openly, said investigator Ray Jeffries.

"In fact, people still wanted to do business while we were making the arrests.

Niraj Warikoo can be reached at 1-313-222-6672.

Source: News & Business > Combined Sources > News, All (English, Full Text) [1]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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A MALE FRIEND, WHOS RECENTLY TAKEN TO SPORTING FAS The Sunday Oregonian (Portland, Oregon) September 27, 1998 Sunday

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The Sunday Oregonian (Portland, Oregon)

September 27, 1998 Sunday
SUNRISE Edition

SECTION: NORTHWEST LIVING; Pg. L11

LENGTH: 335 words

HEADLINE: A MALE FRIEND, WHOS RECENTLY TAKEN TO SPORTING FAS

BYLINE: VIVIAN McINERNY of The Oregonia

BODY:

Sunday, September 27, 1998 A MALE FRIEND, WHOS RECENTLY TAKEN TO SPORTING FAS

A male friend, whos recently taken to sporting fashionable attire, confessed the real reason for his conversion.

"Women kind of like it when men dress up, he said.

Its an animal kingdom thing. Think about it: In nature, the male must preen that plumage, groom himself to a gleam, and really work at it to attract attention and spread his genes about.

Fashion is a natural for men.

So how do Portland men fare?

NORDSTROM Susan Draayer, public relations director for Oregon and the mountain states:

"Our business in menswear is very strong and consistent. It doesnt fluctuate in the same way that womens wear does. Our mens clothing is pretty traditional and, at the same time, very quality driven.

SAKS FIFTH AVENUE Jeff Miller, store manager:

"Some people think of Oregonians as the Birkenstock crowd. And certainly that element is there. But this is not an unsophisticated city. This is not the suburbs.

"The Portland customer is modern, not so much forward, but modern. By that I mean, like Giorgio Armani or Donna Karan are modern. They are new. But not extravagant.

MARIOS FOR MEN Mario Bisio, owner:

"Weve carried Giorgio Armani from the very first season -- since 1977 when it was offered in the U.S. We have a Hugo Boss shop within our Seattle store, and we have several vendors who badly want to be part of our (soon to expand Portland) store.

MEIER & FRANK Cheryl A. Hansen, director of fashion:

"As we've seen designer collections such as **Nautica** and Hilfiger and Polo gain prominence, theres become a more interesting selection of clothing for men, and as a result those clothes are getting more attention from (Oregon) men. We also are seeing typically womens designers, such as Liz Claiborne and Jones New York, now offering mens selections, and they tend to appeal to a real hip, contemporary market.

-- Vivian McInerny

The following fields overflowed: BYLINETITLE = VIVIAN McINERNY of The Oregonian staff

LOAD-DATE: April 6, 2006

Source: News & Business > Combined Sources > News, All (English, Full Text)
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Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1998)) (Edit Search | Suggest Terms for My Search)

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DRESSED FOR SUCCESS; FASHION ROVES THE RUNWAY AND COMPASSION FILLS THE AIR AT PASSPORT '98 AS ELIZABETH TAYLOR, MAGIC JOHNSON AND OTHERS RAISE MONEY TO BATTLE AIDS. 'NOW IS THE TIME FOR GUTS AND GOD,' TAYLOR SAYS. Los Angeles Times September 28, 1998, Monday,

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Los Angeles Times

September 28, 1998, Monday, Home Edition

SECTION: Life & Style; Part E; Page 1; View Desk

LENGTH: 674 words

HEADLINE: DRESSED FOR SUCCESS;
FASHION ROVES THE RUNWAY AND COMPASSION FILLS THE AIR AT PASSPORT '98 AS ELIZABETH TAYLOR, MAGIC JOHNSON AND OTHERS RAISE MONEY TO BATTLE AIDS. 'NOW IS THE TIME FOR GUTS AND GOD,' TAYLOR SAYS.

BYLINE: MICHAEL QUINTANILLA, TIMES STAFF WRITER

BODY:
It was an extravagant, eclectic evening of fashion and compassion, complete with supermodels and star athletes, power celebs and power brokers.

But the folks behind Saturday's Passport--an AIDS fund-raising gala that has raised more than $ 2 million for nonprofit groups dedicated to HIV/AIDS research and care--drove home a very important message: Although new drug therapies and treatments appear to be helping many people to manage HIV infection, this is no time to become apathetic.

The dinner and fashion show, thrown by Macy's, American Express and more than 40 other corporate sponsors (with dinner provided by Along Came Mary), attracted 2,800 supporters and fashion fans. Saturday was the second of two stops for the annual charity event that began 16 years ago in a Macy's employee cafeteria in San Francisco. It has since grown to three shows there in 1998 and there is talk of two shows here next year. The proceeds benefit groups in San Francisco and L.A.

No one got the message of compassion across more eloquently than Elizabeth Taylor, referred to as "the Queen" by Earvin "Magic" Johnson, and by supermodel Christy Turlington as a woman "who has taught the world a lesson in compassion."

Before a standing ovation--and shouts of "We love you, Liz!"--Taylor, the event's founding chairperson, the woman everyone was waiting to see and hear, told the crowd that "now is the time for guts and God" in beating the virus. "I am here once more to ask for your help, your compassion and your love. I am here for those who cannot be here to ask for themselves. I am here for those the world does not want to see, does not want to hear and does not want to feel. I am here for those we have turned away and tried to avoid. I am here for all those with AIDS who are disadvantaged and lost."

Taylor then encouraged everyone gathered at Santa Monica Airport's Barker Hangar to join her in a pact to do "whatever it takes to support the programs that work, whatever the cost! Our convictions will be our

final passport to success."

Michael Steinberg, chairman and CEO of Macy's West, told the crowd that apathy, ironically, has been "created by the very success you have worked so hard and in which you have done so much to achieve. You have given your heart and your financial support--and make no mistake about how much both continue to be needed."

With that said, the evening shifted into a spectacular celebration of fashion, music, theater, art, dance, pyrotechnics and lots of cool clothes. Songstress k.d. lang crooned "What's New Pussycat?" and told the crowd she was "proud to be a professional lipstick lesbian" as a spokeswoman for MAC, the cosmetics company.

Among the celebrity models: Marcus Schenkenberg, Dan Cortese, Daisy Fuentes, Swoosie Kurtz, Robby Benson, Eddie Cibrian, Jennifer Tilly, Kim Coles, Cristian de la Fuente, Ricardo Molina and the Clippers' Michael Olowokandi.

Designers Shelli Segal, Elie Tahari and Marsha Akins took runway bows during the fast-paced show, called "Different Together," which also showcased several fall lines, including Calvin Klein, Giorgio Armani, Donna Karan, Wilke Rodriguez, Levi's, Polo, **Nautica**, Tommy Hilfiger, Hugo Boss, Jessica McClintock and others.

Throughout the hourlong show, many in the audience weren't looking so much at what the models were wearing as what they weren't (some models wore no undergarments). Garnering kudos was the 1920s vintage--and ultra-feminine--look by McClintock that closed the show with her breathtaking satin, lace and taffeta designs.

"Compassion has the power to change hearts, to transcend prejudices and save lives," said Valerie Sorrano, vice president and general manager of American Express, which along with Macy's has raised more than $ 8 million over the last decade.

"We were committed to supporting the fight against HIV and AIDS long before it was fashionable. And, frankly, until this accessory becomes really obsolete and out of style, we are going to remain committed to supporting this fight."

GRAPHIC: PHOTO: Among the designs shown at Santa Monica Airport's Barker Hangar was one, left, by Jessica McClintock. PHOTOGRAPHER: LAWRENCE K. HO / Los Angeles Times PHOTO: Elizabeth Taylor and Magic Johnson appear in a puff of smoke. PHOTOGRAPHER: LAWRENCE K. HO / Los Angeles Times PHOTO: Even the pooches are stylin' at the long-running fund-raiser. Passport began 16 years ago in a Macy's employee cafeteria in San Francisco. Proceeds benefit HIV/AIDS groups in San Francisco and Los Angeles. PHOTOGRAPHER: LAWRENCE K. HO PHOTO: The benefit celebrated fashion, with hats by Makins featured. PHOTOGRAPHER: LAWRENCE K. HO / Los Angeles Times

LOAD-DATE: September 28, 1998

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NAUTICA TRAVELER. HFN The Weekly Newspaper for the Home Furnishing Network September 28, 1998

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HFN The Weekly Newspaper for the Home Furnishing Network

September 28, 1998

SECTION: No. 39; Pg. 20

IAC-ACC-NO: 21190095

LENGTH: 452 words

HEADLINE: NAUTICA TRAVELER.

BYLINE: Tisch, Carol

BODY:
New York -- **Nautica** president David Chu's a "travelin' man" who believes that if his down jackets don't need protective covers, neither should his duvets. **Nautica's** newest licensed basic bedding item, the **Nautica** Traveler, is designed to transform the nondescript comforter into a fashion statement young consumers will take with them anywhere they deem appropriate. Inspired by Chu's original color-blocked parkas, the ones he sold door-to-door way back in 1983 when he personally peddled his first collection to Barneys, Saks and Bloomingdale's, the new duvet has been crafted in eight designs, all reversing to solids. "The collection transcends classic-solid color stories with an Ivy League look designed to appeal to both parents and kids," explained design director, Calvin Churchman, creative director/home furnishings, who said the color blocked patterns and yarn-dyed woven plaids will be named after Northwestern locations, the lifestyle inspiration for **Nautica's** down outerwear as well.

The **Nautica** Traveler will debut at the Louisville Bedding showroom during Home Textiles Market at opening retails of $ 199.99 for the 30-ounce twin; $ 249.99 for the 40-ounce full/queen; and $ 299.99 for the 50-ounce king. "Because we want our **Nautica** apparel customers to use the Traveler at football stadiums, as well as on their beds at home or at school [without duvet covers], we've gone far beyond the specs for traditional down comforters," said Churchman, noting that, "the distinctive packaging, a 'stow-it' drawstring fabric bag, lets the consumer instantly identify the pattern and colors within." The specs included 100-percent hypoallergenic goose down, 220-count yarn-dyed plaids for longer life of the shell, baffled channel quilting. In versions that are color blocked, the striping is pieced and engineered to form a grid effect, each square held in place with double needle edge stitches.

At the April 1998 market, **Nautica** introduced its undressed bed theory of basic bedding with denim, khaki, and plaid reversible mattress pads and pillows produced under license by Louisville. At a premarket preview for HFN last week, Doug Colley, director of retail development, licensing, explained that the **Nautica** Traveler is an extension of the line based on positive retail response to the new thought process. At press time, the April collection had just shipped to department stores, and preliminary results in from Burdines were very good, according to Colley. Other than department stores, the only other channel of distribution for **Nautica** home textiles is catalogs such as Linen Source, which prominently featured bath towels, accessories and coordinated bedding in its August book.

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Nautica gains on profit news 9-29-98 CBS MarketWatch September 29, 1998 Tuesday

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MarketWatch From DOWJONES

CBS MarketWatch

September 29, 1998 Tuesday

LENGTH: 229 words

HEADLINE: **Nautica** gains on profit news 9-29-98

BYLINE: Barbara C. Costanza; bcostanza@marketwatch.com GUID

BODY:
NEW YORK (CBS.MW) -- Shares of **Nautica** Enterprises Inc. came back into fashion Tuesday, getting a boost of 7.7 percent following the company's better-than-expected second-quarter earnings report.

The sportswear designer (NAUT) (naut) reported net earnings of $19.1 million, or 49 cents a share, compared with a year-ago total of $14.9 million, or 39 cents a share. Second-quarter earnings also easily exceeded the consensus estimate of 43 cents a share.

Sales for the quarter increased 14 percent to $150.8 million from the year-ago total of $132.2 million.

The stock gained 1 1/4 to close at 17 1/2. It still has a long way to go, however, to retake the ground it's lost since mid-July, when it was trading in the mid-30s.

"We are pleased to report excellent results for the second quarter, which reflects the continuing strength of the **Nautica** brand," said Harvey Sanders, chairman and chief executive officer, in a statement.

Sanders said that the current retail and economic environment is difficult but that his company is well-positioned for continued growth.

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ECONOMICS CLASS KEEPS TAB ON STOCKS;SENIORS AT PINE RIDGE HIGH SCHOOL ARE LEARNING HOW TO BECOME SAVVY INVESTORS. Orlando Sentinel (Florida) September 30, 1998 Wednesday, VOLUSIA

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September 30, 1998 Wednesday, VOLUSIA

SECTION: LOCAL & STATE; Pg. D1

LENGTH: 521 words

HEADLINE: ECONOMICS CLASS KEEPS TAB ON STOCKS;
SENIORS AT PINE RIDGE HIGH SCHOOL ARE LEARNING HOW TO BECOME SAVVY INVESTORS.

BYLINE: By Holly Kurtz of The Sentinel Staff

BODY:
DELTONA - Interest rates fell everywhere Tuesday except in Fred Fair's classroom at Pine Ridge High School, where they were on the rise. Students' interest, that is, in learning about the stock market.

Just like Wall Street investors reacting to a smaller-than-expected interest rate cut, the 70 seniors were selling Tuesday. Only they weren't making money - they were making grades.

For the past three weeks, they have been watching what happened to 100 shares of 10 companies in which they pretended to buy stock. It is a common economics class assignment and one that Fair has put stock in for 10 years in his effort to teach students the laws of supply and demand and the ways the stock market affects the American economy.

But this semester proved to be a little more eventful than usual. The tracking period made history with the Dow Jones industrial average's biggest one-day point gain. Tuesday's interest rate cut was widely anticipated. The Monica Lewinsky scandal hovered. Construction company stock prices gusted upward on the winds of Hurricane Georges as insurance company stocks plunged.

The market's volatility hooked students' MTV-fed attention spans, making them more aware than usual of the market, Fair said. Most students made profits, though not without a few ups and downs.

"It was very much a roller coaster," Fair said.

It was a little too much for Amy Clukey, 17. She grossed the biggest profit of any student in her class - $8,675 on her $57,262 "investment" in the high-tech companies she picked because "everybody buys computers." But she has no plans to cash in on her classwork.

"I'd be afraid to," she said.

"It's OK with fake money. But with real money, I'd be too scared."

Not Brent Belanger.

Belanger, 17, made an imaginary $7,500 on the shares of high-tech companies he picked after reviewing their past performance with classmate Joey Liquori.

"I'm going to look around and find out which stocks are on the rise, and invest low and sell high," Belanger said.

His capital? The $1,000 he earned this summer cutting grass.

Not all students made profits.

"Mr. Fair, we lost $737," Samantha Jones, 17, called Tuesday from the back of the room.

Jones picked Nike, Nine West, Guess and other companies well known to those familiar with the Seminole Towne Center.

"I'm a girl and I like to shop," she confessed.

Fair said students always have picked stocks of companies with high profiles. Ten years ago they were more likely to choose AT&T and IBM.

"The blue chippers," Fair said.

These days, they lean toward entertainment and clothing - Disney, Nautica, Wal-Mart.

This emphasis on retailers was the downfall of Jones and other students, at least for this semester. The assignment happened to coincide with a period of falling stock prices for companies that do a brisk business selling clothing and perfume later in the fall when Christmas shopping starts, Fair said.

Fortunately, students were graded on effort, not profits.

"A lot of these kids will never buy or sell stock," Fair said. "But they will learn to pay attention to it. It may affect their jobs."

GRAPHIC: PHOTO: Portfolio pointers. Mark Atkinson (left) and Chris Liberto go over their calculations relating to their mock purchase of stocks in class on Tuesday. Fred Fair uses the assignment to teach students how the stock market affects the nation's economy. BILLY CALZADA/THE ORLANDO SENTINEL

COLUMN: Students of Wall Street

LOAD-DATE: September 30, 1998

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MORE FASHIONS AT THE BAY Edmonton Sun (Alberta, Canada) September 30, 1998, Wednesday,

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Edmonton Sun (Alberta, Canada)

September 30, 1998, Wednesday, Final EDITION

SECTION: NEWS, Pg. 24

LENGTH: 466 words

HEADLINE: MORE FASHIONS AT THE BAY

BODY:
What do you get when you throw Tommy Hilfiger, Wayne Gretzky and Liz Claiborne all under one roof?

You get the new and improved Bay store in West Edmonton with more in fashions than ever before.

"We've come up with a more customer friendly store," said Marg Samis, store manager for The Bay.

The multi- million dollar renovation has certainly changed the look and feel of The Bay.

We have made more room for all of our fashion businesses from clothing to accessories, to footwear for the entire family.

State-of-the-art-lighting, wider aisles, more fitting rooms and more unique fixtures will ensure the ease of shopping that our customers are looking for.

"We've made our customer number one and we think our store shows this," said Samis.

YOUR FAVORITE BRANDS

To your favorite brands - Tommy Hilfiger, Levi, Calvin Klein, we have added **Nautica** and Polo Sport for women, Jones New York, Mac and Jac, Liz Petite to name only a few.

Designer names will follow you throughout the store.

Handbags and fashion accessories feature Guess, Derek Alexander, Nine West, Calvin Klein, Liz Claiborne, Jones New York.

You'll find some of the best in Lingerie from Jockey, Calvin Klein, Ralph Lauren, Wonderbra, Warners, Vogue and Elita all showing their latest in sexy and casual lingerie. Home fashions are also hot on the designer trail and feature Liz Claiborne, Ralph Lauren, Guess, Tommy Hilfiger, Wamsutta, Martex and Croscill.

Lancombe, Estee Lauder and Clinque re-open in a massive cosmetics department. Borghese is the newest addition. Plus, you'll find Christian Dior, Elizabeth Arden, Sheseido and more. Calvin Klein and Tommy Higfiger shops complete the largest fragrance assortment in West Edmonton.

The new shoe area is sure to please the whole family.

"It houses 20,000 pairs of shoes and introduces Ecco, Nine West, Enzo, Rockport, Sperry, Prospector and Tommy Hilfiger in addition to more styles in Aersoles, Soft Spots, Propet and Cougar just to name a few," said Samis.

WAYNE GRETZKY COLLECTION

"We are really proud to have added Wayne Gretzky's wonderful line to our other well-known names," she said.

We've added new shops by Tommy Hilfiger, Polo, Nautica, Chaps, Dockers and Haggar.

Childrenswear will feature Tommy Hilfiger, Levis, Bugle Boy, Nike, Reebok, Jockey, Joe Boxer, and Osh Kosh to name a few.

The total renovation has touched all areas of the store.

"Our restaurant has undergone a complete change and is now a full service Marketsquare grill," said Samis.

As well, the appliance department has become bigger and better with the addition of the Frigidaire Gallery.

The beauty salon and optical department have also been totally redone.

See for yourself on Thursday, Oct. 1 during the grand re-opening celebration.

GRAPHIC: 3 photos

LOAD-DATE: October 1, 1998

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From Kitsch to Culture; Once abandoned to attics and thrift shops, modern furniture has made a comeback. It's a style in tune with our work-at-home, home-at-work times The Washington Post October 04, 1998, Sunday, Final Edition

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October 04, 1998, Sunday, Final Edition

SECTION: MAGAZINE; Pg. W34

LENGTH: 2084 words

HEADLINE: From Kitsch to Culture; Once abandoned to attics and thrift shops, modern furniture has made a comeback. It's a style in tune with our work-at-home, home-at-work times

BYLINE: David Colman

BODY:

Crafted from molded plywood, a handful of bolts and a few ounces of wood glue and varnish, the Eames lounge chair is the supreme example of modern furniture: a simple, graceful and practical object that is a marriage of rude materials and basic 20th-century technology.

It is also the perfect example of the fever pitch that the vogue for modernism -- the sleek, light, clean-lined furnishings of the 1940s through early '70s -- has reached in current home design. Eames chairs, which were unveiled to the public in 1946 and produced by the thousands in the 11 years thereafter, now sell out at vintage furniture stores across America. And there's no end in sight. Charles and Ray Eames, the husband-and-wife design team, are being celebrated in a European museum retrospective that will come to the Library of Congress next spring. As Mark McDonald, a New York gallery owner who was one of the first people to deal seriously in modern furniture, puts it, "It's gotten to the point where soon people won't even think of it as a '40s chair or a '50s chair. It'll be a '90s chair."

The same kind of thing is happening across the modernist board. The connoisseurship of modern furniture began with young, urbane people embracing thrift-shop kitsch in the '80s and gradually turned into a pastime for zealous aestheticians in the early 1990s. Now it has blossomed into an overarching modus decorandi for an entire population of young upwardly mobile professionals, as demonstrated by the success of numerous stores trafficking in modern design and accouterments -- from Mark McDonald's Gansevoort Gallery to Millennium in Washington.

Designers such as George Nelson, Florence Knoll, Eero Saarinen, Arne Jacobsen and Alvar Aalto have joined the Eameses as standard reading in the decor curriculum. A Knoll sofa, a marble-topped Saarinen side table or a set of Jacobsen dining chairs are popular -- and readily identifiable -- acquisitions. But it is no longer uncommon to hear such extra-credit name-dropping as Paul McCobb, T.H. Robsjohn-Gibbings, Edward Wormley and so on. In some circles -- especially among twentysomethings -- the eternal search for something new has brought more recent designers to the fore: The names to know are from the late '60s

and early '70s, like Mario Bellini, Preben Fabricius and Afra and Tobia Scarpa.

The enthusiasm doesn't stop at collectors of vintage pieces. In 1994 Herman Miller, the original manufacturer of the Eames chair, put the classic piece back into production after a 37-year hiatus. The Knoll sofa, Saarinen side table and Jacobsen dining chairs are all still in production, four decades after they were introduced. Baker Furniture, a titan of traditionalism, recently unveiled a reproduction line of furniture by the Danish designer Finn Juhl, and two companies are competing to reproduce the works of the English-born Robsjohn-Gibbings.

Why all the hoopla?

Using that strange language by which trends are now reduced to sound bites, some style mavens have claimed that "Furniture is the new fashion" or "Furniture is the new art." Glib as those pronouncements are, both have elements of truth to them.

The rise of fashion as a lifestyle force in the last decade left the hearth looking dowdy by comparison. It was only a matter of time before the bedrooms and dining rooms of the style-conscious caught up to their closets. Fashion houses from **Nautica** to Gucci have

entered the home furnishings market. That's where the action is.

It is true, also, that art is not capturing the public imagination the way it did 10 years ago. Not only is modern furniture far less challenging to the eye than the latest mixed-media thingamajig, but it is eminently more affordable. And practical, too: You can't sit on art.

Just as the so-called Generation X has been credited with perversely recycling such dubious artifacts as "The Brady Bunch" and Abba, and just as fashion designers mine the '60s and '70s for inspiration, modern furniture may be nothing more than the next step in today's culture of retro activity. The '80s appetite for grandeur in decor -- from 17th-century French furniture decked out with Boulle marquetry to ludicrously costly paintings from the latest hot artist -- has given way to modernism in the same way that the minimalist look of Calvin Klein has taken the limelight from the gaudy aesthetic of Christian Lacroix. "You have to remember the excesses of the 1980s," says Donald Albrecht of New York's Cooper-Hewitt National Design Museum, curator of the Eames retrospective. By contrast, he says, modern furniture "is democratic and egalitarian."

But more telling than the fact of modernism's resurrection is how it is being resurrected. By the late '60s and '70s, home decor had evolved into something far different from the Platonic ideal the modernists had originally envisioned. As anyone who reveled in the unerring authenticity of the set design and decoration for the recent early-'70s-era film "The Ice Storm" can tell you, clean, sophisticated and simple were not necessarily the buzzwords for the era. Avocado plants on the windowsill, wall-to-wall shag carpeting and elaborate macrame tapestries were very much part of the decor, but they have not been revived as the stylish accessories of the '90s. In fact, it is not the home designs that have made an aesthetic comeback so much as the office designs. Most of the pieces that people are interested in putting in their homes today are far more waiting-room in style than living-room.

In part, this is simply because office designs are more available. It is not uncommon for a dealer to net 100 vintage Knoll credenzas or Eames "Lobby" chairs (designed for the lobby of New York's Time-Life Building in 1960) in one haul from a defunct company's offices. "A great deal of that furniture was originally designed for the home, but worked its way into offices, churches, schools and so on," says Mark McDonald. "The Eames bucket chair became the quintessential airport seat, and Herman Miller just churned them out."

The institutional designs of wood and metal have also proved more durable, both practically speaking and aesthetically, than some of the go-for-broke home designs of the time, says decorator Paul Fortune, an editor at large for House & Garden magazine. "They hold up after 20 years, whereas a plastic chair doesn't.

A mahogany Hans Wegner chair with a brushed cane seat gets a beautiful patina over the years that makes it more beautiful. All that inflatable furniture -- I mean, one cigarette and goodbye. That insane stuff looked good in Pink Panther movies and fashion shoots, but it all just fell apart."

Part of the modern enthusiasm today is for the original design mission of the mid-century corporate-office look: to project a fantastic new vision of the office -- shiny, sleek and worlds away from the factories the prosperous postwar middle class had recently left behind. "As we reach the end of the century," says curator Albrecht, "I think there's an interest in the optimism that the furniture represented, and an interest in furniture that looked uniquely like our century."

Ultimately, the spanking-clean image of such monoliths of commerce as IBM (for whom the Eameses made promotional films) would come under fire in the late '60s, as the corporate look began to connote blind, crew-cut conformity to traditional American values. The once-optimistic look of modernism began to be seen as a false face for the oft-

denied and unpleasant truths of the Cold War, Vietnam and racial strife. IBM and the serene Space Age look were both skewered in Stanley Kubrick's 1968 film "2001: A Space Odyssey," in which a totalitarian computer by the name of HAL runs amok in outer space.

The modernists' giddy prom- ise of a fabulous Space Age office future may have failed to materialize -- the closest thing to intergalactic travel having been, to date, a strange substance called Tang. But a new generation of young people, many of whom may work at least part of their time at home or in the new creative endeavors that the Internet and interactive technology have nurtured, have reclaimed the modernist office as their rightful inheritance.

Today's young, urban furniture buyers don't make the kind of distinctions between home and office use that their predecessors once did. "Those lines have gotten very blurred," says Dan Fogelson of ICF Group, which manufactures classic modern designs and opened its first retail stores this year in order to pitch its wares directly to consumers. "They're picking products that move easily from the home to the office. And we're also seeing that in our [office furniture] business, with people choosing softer, happier colors and shapes for their offices."

That trend underscores the steady erosion of the kind of homey ideal of which Victorian society was the pinnacle. Modernism's neutral palette and clean lines were unforgiving of chintz prints, tchotchke collections and flourishes of any but the sleekest kind. The home as a family nest for women to feather was, in the modernist view, an ideal of the previous century. With women entering the work force, the image of the office began to compete with the home as a real outlet for human creativity, as evidenced by the spate of Hollywood films in the 1940s and '50s -- from "Mildred Pierce" to "The Best of Everything" -- in which women are forced to choose between love and career.

The erosion of domesticity has no greater advocate today than Wallpaper magazine, a two-year-old fashion-and-furnishings London bimonthly that is saturated with modernism. With layouts that celebrate the hedonistic age of jet travel and playboydom, Wallpaper creates visual fictions filled with happy-go-lucky models, just as corporate brochures in the '60s used to do. It gleefully embraces the optimistic side of modernism, while hinting only ironically at the hollowness that it came to represent to the counterculture movements of the late '60s and '70s. It's all a long way from the sober melding of art and industry that originally brought modernism to life.

That so many of the looks shown in Wallpaper's pages are created, lock, stock and Knoll sofa for the photographer's lens also points to one place where modernist furniture has always shone: in the media. Simple, uncluttered and sharp, modernist furniture was the perfect embodiment of the streamlined graphics that magazine designers began using in the 1940s. "The Eameses strongly controlled how the furniture was presented," says Albrecht. "They would do settings in their home to show how the furniture was meant to be used, or picture it shown abstracted in an aerial shot that was as modern as the furniture

itself." The fact that modernist pieces look fabulous in a photograph but less so in anything but the cleanest and most ordered apartment may be a drawback to their utility, though not to their mediagenic quality. They're perfect for the young style-setter whose life, and apartment, are ready for their close-up.

The irony is that with all the attention paid to modern design, it is straying farther and farther from its egalitarian roots. T.H. Robsjohn-Gibbings, the elite London decorator who wrote the influential 1944 book Good-Bye, Mr. Chippendale, described with alarm the furniture being churned out by huge American makers: "The most frightful grab-bag of deformity, garishness and pretentiousness ever put together in the entire history of human habitation." Not long after, he became the first decorator to design furniture for a major American manufacturer. Eames, Knoll, Saarinen and the other designers may not have shared Robsjohn-Gibbings's revulsion to quite that degree, but like him they were inspired by a vision of producing great, affordable design for the masses.

And now, as prices soar -- a modern lamp from the famous Glass House designed by architect Philip Johnson sold for $ 63,000 at a Christie's auction last year -- much of the original modern furniture has moved beyond the reach of the ordinary people it was designed for. If that Eames chair and its kin get any more precious, people will be afraid to sit on them. Soon they'll be setting them on pedestals or hanging them on the wall, Shaker style.

Does that sound unlikely? Well, the Eames retrospective is coming to the Library of Congress next spring.

David Colman is a writer specializing in art, design and fashion.

GRAPHIC: Ill,,Ann Field

LOAD-DATE: October 04, 1998

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Urban outfitter picks up tempo Phat Farm founder bursts back onto fashion scene USA TODAY October 5, 1998, Monday,

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USA TODAY

October 5, 1998, Monday, FINAL EDITION

SECTION: MONEY; Pg. 20B

LENGTH: 1306 words

HEADLINE: Urban outfitter picks up tempo Phat Farm founder bursts back **onto** fashion scene

BYLINE: Melanie Wells

DATELINE: NEW YORK

BODY:
Hip-hop impresario Russell Simmons scans the Monday night crowd at Justin's, a soul food restaurant that's hot with the rap set.

"Phat Farm. Mecca. Tommy Jeans. Phat Farm. Fubu," Simmons chants, pointing out the labels on the hipsters slouched around the restaurant, schmoozing in their brightly colored designer shirts and baggy jeans.

Several years ago, Simmons, chairman of Rush Communications and founder of rap label Def Jam, might have been more interested in scouting undiscovered rap talent. He released his first records by LL Cool J, Run-DMC and the Beastie Boys in the mid-1980s. He also made stars of Public Enemy and Kurtis Blow.

But these days Simmons, 41, is focused on getting a bigger slice of the booming urban apparel market.

Simmons founded Phat Farm, his clothing line, as a hobby in 1992. He continued to treat it as a hobby as the market for urban wear took off. Phat Farm is one of the oldest urban labels. Now Simmons wants to make it the biggest. After spending two years in Los Angeles chasing the movie business, Simmons has returned to New York and is angling to reclaim his mantle as the king of urban cool. Jeans, jackets and jerseys are one way to do it, and he hopes to grab part of the market from bigger players, such as Tommy Hilfiger, Ralph Lauren and **Nautica.**

"They can't out-market me in my own market," he says of more mainstream designers. "They can't."

It has taken Simmons hours to admit that he wants to compete with the big guns in fashion. But now it's almost midnight and, as the dinner plates and oyster shells are cleared from Simmons' table at the trendy Mercer Kitchen, he finally sheds his practiced patter.

"Look," he says, staring intently across the table. "Phat Farm could be huge. *Huge*."

He makes his point. Maintaining eye contact typically isn't one of his strong suits. Earlier in the evening, from a booth at B Bar -- one of three restaurants in which he's part-owner "so I can get a table" -- Simmons' eyes danced around like jumping beans. When his gaze lingered, there was often a woman in his sights.

A short attention span may have helped Simmons build a privately held, urban-focused entertainment empire that spawned a record company, a clothing line, an advertising agency, two TV shows and a magazine. Simmons says he expects Rush Communications' 1998 revenue to be $ 57 million.

But these days, he's focused on pushing Phat Farm's estimated $ 20 million revenue this year to $ 45 million next year. He hopes to do that by putting Phat Farm, Baby Phat women's clothing, as well as children's apparel, leather and underwear in more than 1,200 stores from about 550 currently. "Phat" means cool in hip-hop slang.

There's also a jewelry line that model Veronica Webb will endorse. The initial pieces feature real diamonds in colored plastic settings. Prices range from $ 250 to $ 700.

"That looks cheap," he frets, studying a prototype ring over dinner. "The real one will be cool, right?"

Simmons is widely viewed as the godfather of rap culture. Hip-hop music and fashion trends start in the inner city and spread quickly to the suburbs. What some critics call gangsta rap, Simmons calls poetry that helps make suburban youth more sensitive to the struggles of inner-city teens.

"There's something going on inside this guy that we all should have and that's insight into what works and what appeals to the

generation that's making hip-hop music," says Walter Pearcey, executive vice president of Black Pearl Entertainment, which, with Warner Bros. Domestic Pay-TV, tapped Simmons to create the new hour-long syndicated TV show *Russell Simmons' Oneworld Music Beat*.

"Russell knows the culture, he knows the music, he knows what works," Pearcey says.

It's too early to tell whether the late-night entertainment show, which made its debut on 100 stations on Sept. 26 will be a success. But mainstream advertisers are buying it. Among them: McDonald's, Sears, Ford Motor, Colgate-Palmolive and Heineken.

Simmons also is practiced at using each of his business ventures to hype the others. His ad agency, Rush Media, creates urban-targeted ads and marketing ideas for Coca-Cola and Anheuser-Busch. It also creates ads for Phat Farm. Def Jam artists sport Phat Farm fashions, as do hosts on *Russell Simmons' Oneworld Music Beat*. On the first episode, host Kimora Lee -- Simmons' 23-year-old fiancee -- wore a tight T-shirt with "Baby Phat" printed on it.

"His competitors are operating without any of the marketing resources that Simmons has," says Ken Smikle of *Target Market News*. Those resources will help Simmons bolster his clothing line even though he "dropped the ball and let others like Fubu get a jump on the market," Smikle says.

But good news for Simmons: Gary Rudman of Teenage Research Unlimited says teens in focus groups last month mentioned Phat Farm as a brand on the way "in," even though the 6-year-old label has been around longer than most other urban clothing lines, such as Enyce, Ecko and Pelle Pelle.

Even so, Simmons seems concerned by the Gap and Levi's, popular companies that he complains are anti-designer. Indeed, Simmons says he's steamed that his younger brother, Joey, who's in the rap group Run-DMC, recently appeared in a Gap commercial that bashes designers.

"We don't want the Gap to convince kids they don't want designer jeans," Simmons says. "I will strangle Joey."

Though rap fashion is rooted in urban African-America culture, Simmons claims he's colorblind when it comes to race. Indeed, Simmons says that 70% of the people who buy hip-hop music are "nonblack." For that reason, he stresses that he markets his clothing to African-American youth as well as middle-aged white

people.

He's careful not to complain too loudly about racism: Though he says he often feels it, he also realizes that he profits from being African-American. Companies that want access to the urban market pay Simmons to get it.

While living in L.A., Simmons became a yoga enthusiast and a vegetarian, two things he likes to talk about and which make him seem more hippie than hip-hop. He also traded his traditional, ever-present cellular phone for an ear-piece phone, which he wears almost constantly. He occasionally breaks off face-to-face conversations to answer a telephone ring that only he can hear. But Simmons says he doesn't have trouble staying in touch with the edgy urban crowd.

"I've known 18- to 20-year-old inner-city kids my whole life," he says. "I go to work with them every day. How can I not know them?"

TEXT OF BIO BOX BEGINS HERE:

About Simmons

Age: 41.

Education: Attended City College in Queens, but didn't graduate.

Where he lives: New York, where he recently paid $ 2 million for a 4,000-plus-square-foot apartment that was previously owned by Rolling Stones guitarist Keith Richards.

Hobbies: Basketball and yoga.

Cars: Used to drive a Bentley and a bullet-proof Rolls-Royce. Now rides around in a black, chauffeured Range Rover.

Favorite musical artists: Al Green, DMX, JayZ.

Last book you read: "A book called *Push*, a couple years ago. Ten years before that I read *Malcolm X*."

Favorite movies: *A Star is Born*, *Goodfellas*,

Scarface, *Rush Hour*.

What's in his wallet: Ivana Trump's home phone number, Jivamukti yoga schedule card, business card from Foot Locker's retail brand director, Platinum American Express, Blockbuster card, $ 290.

No ATM card: Simmons says he has never used an automated teller machine because he sends other people to the bank. "I'm not missing anything, am I?" he asks. "People just push buttons on a machine and get money, right?"

GRAPHIC: PHOTO, Color, Shonna Valeska for USA TODAY

LOAD-DATE: October 05, 1998

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Star Tracks People October 5, 1998

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People

October 5, 1998

SECTION: STAR TRACKS; Pg. 20

LENGTH: 10 words

HEADLINE: Star Tracks

BODY:
[This article consists of photographs--see below]

GRAPHIC: COLOR PHOTO: CHRIS MOODY/HUTCHINS PHOTO AGENCY, Home Improvement's Tool Time girl, Debbe Dunning, and her 22-month-old daughter, Spencer Schae (with their schnauzer Charlie), made tinted spectacles of themselves at an L.A. bash for the video rerelease of Disney's Lady and the Tramp. [Debbe Dunning holding Spencer Schae who is holding schnauzer]; COLOR PHOTO: HENRY LAMB/BIG PICTURES USA, Warren Beatty, imagining himself as a camera or flashing the sign of a very exclusive gang, broke from filming the comedy Town & Country in New York City. [Warren Beatty making hand gestures in front of his face]; COLOR PHOTO: KELLY JORDAN/GLOBE PHOTOS, United artists: Armageddon's Liv Tyler collaborated closely with beau Joaquin Phoenix at the Manhattan premiere of his new black comedy Clay Pigeons. [Joaquin Phoenix and Liv Tyler]; COLOR PHOTO: SHAHN KERMANI/GAMMA LIAISON, The normally reclusive Elizabeth Taylor sported her latest look as she blonded with singer k.d. lang and basketball great Magic at a San Francisco benefit that raised more than $ 2 million for AIDS programs. [k.d. lang, Elizabeth Taylor and Magic Johnson]; COLOR PHOTO: HENRY LAMB/BIG PICTURES USA, No, Mira Sorvino isn't doing her Marilyn Monroe number again. The actress, who starred in the 1996 HBO movie Norma Jean and Marilyn, was in New York City filming director Spike Lee's upcoming drama Summer of Sam. [Mira Sorvino and Spike Lee]; COLOR PHOTO: FRED PROUSER/REUTERS, Longtime beach buddies Annette Funicello and Frankie Avalon, who appeared together onscreen more than a dozen times, reunited at a Multiple Sclerosis Society benefit in L.A. Avalon presented a special award to Funicello, who has battled MS since 1987.; COLOR PHOTO: ANDREW STYCZYNSKI/SPLASH, Roll model Robin Williams got in high gear for the **Nautica** Malibu Triathlon, in which his team finished eighth. The event raised more than $ 50,000 for pediatric AIDS research. [Robin Williams wearing biking gear and holding racing bicycle]; COLOR PHOTO: ROBIN NUNN/NUNN SYNDICATION LTD., Relaxing her stiff upper lip long enough to ride the rails, Queen Elizabeth II joined straphangers--actually dignitaries and security types--en route to Kuala Lumpur, Malaysia, where she closed the Commonwealth Games. [Queen Elizabeth II riding in commuter train]; COLOR PHOTO: JEFF CHRISTENSEN/GAMMA LIAISON, It was a rosy day on Wall Street when Rosie O'Donnell and some future traders rang the closing bell at the New York Stock Exchange on Sept. 15. Inspired, the Dow Jones gained for the third consecutive session. [Rosie O'Donnell and boy ringing bell at New York Stock Exchange as children and others watch]

LOAD-DATE: October 2, 1998

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Elder-Beerman opens nine stores across state today City location to stay as Stone & Thomas Charleston Gazette (West Virginia) October 07, 1998, Wednesday

Copyright 1998 Charleston Newspapers
Charleston Gazette (West Virginia)

October 07, 1998, Wednesday

SECTION: News; Pg. P1C

LENGTH: 571 words

HEADLINE: Elder-Beerman opens nine stores across state today City location to stay as Stone & Thomas

BYLINE: Jim Balow

BODY:
STAFF WRITER

The rumors were true. The Stone & Thomas store in Charleston Town Center will remain a Stone & Thomas store.

Elsewhere, though, nine other Stone & Thomas stores will reopen today under a new name - Elder-Beerman, the company that bought the once-proud Stone & Thomas department store chain a couple months ago.

"Obviously the Stone & Thomas name has a lot of value in the West Virginia market, especially in Charleston," said Jack Mullen, senior vice president for marketing at Elder-Beerman headquarters in Dayton, Ohio. He said the name could be used at other locations, but said there are no plans to do so now.

According to a news release issued Tuesday, Elder-Beerman plans to unveil a "unique, new format" for the Town Center store next spring.

"This store will feature a special selection of brand name apparel, accessories, shoes, cosmetics and fragrances for men and women."

Mullen said he could not describe the new format in more detail because the fine points of the format are still being worked out.

According to rumors circulating for weeks, the mall store will carry upscale fashions, perhaps similar to those carried at the old Greenbrier Room at Stone & Thomas's downtown Charleston store.

Until the new format is unveiled next year, the mall store will operate like the other stores, he said. Because of the store's small size, it does not carry home furnishings, he said.

Since buying the 150-year-old Wheeling-based department store chain, Elder-Beerman Stores Corp. has closed two former Stone & Thomas stores and sold five to Peebles Inc. Peebles plans to close at least some of those stores temporarily, then reopen them in November under the Peebles name.

The company has also announced plans to sell three other stores to Belk Inc., another department store chain, leaving 10 under Elder-Beerman management. The sale of the stores in Bluefield, Beckley and Charlottesville, Va., to Belk is nearing completion, Mullen said.

Those stores have been liquidating all the old merchandise, he said, as have the five stores sold to Peebles.

The stores in Kanawha Mall, Wheeling, Clarksburg, Huntington, Morgantown, Parkersburg and Winfield will now carry the Elder-Beerman name, as will those in St. Clairsville, Ohio, and Ashland, Ky. New signs should be in place by the end of the week, Mullen said.

The company has also opened a 64,000-square-foot home and furniture store in the Meadowbrook Mall near Clarksburg, not far from the 56,000-square-foot former Stone & Thomas store it operates in the mall.

Although the mix of merchandise will vary at the new Elder-Beermans, customers should recognize many of the brand names. Women's wear includes Liz Claiborne, Pendleton, Kasper, Sag Harbor, Alfred Dunner,

Cricket Lane, Calvin Klein and Esprit, while men's lines include Chaps, Geoffrey Beene and Izod. Some stores will also include a Tommy Shop for Her and **Nautica,** Tommy Hilfiger and Evan-Picone lines for men.

All stores except the Town Center one will have a bridal registry.

Elder-Beerman is now the nation's 10th largest independent department store chain, the company said, with 59 stores in West Virginia, Ohio, Indiana, Illinois, Michigan, Wisconsin, Kentucky and Pennsylvania.

To contact staff writer Jim Balow, call 348-5102.

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THE TREND'S TOWARD MEN IN OUTLETS STORES The Record (Bergen County, NJ) October 8, 1998; THURSDAY; ALL EDITIONS

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HEADLINE: THE TREND'S TOWARD MEN IN OUTLETS STORES

SOURCE: Wire services

BYLINE: CATHERINE SCHETTING SALFINO, Special to The Record

BODY:
Who knows why men have resisted shopping at outlet stores? Perhaps they are creatures of habit, and couldn't be bothered with something different? Or perhaps men just didn't want to be involved in any kind of shopping, value-oriented or otherwise.

Whatever the reason was, it doesn't exist anymore. Men are shopping the outlets now in ever increasing numbers. And, they are heading for the designer stores as well as sporting goods outlets and shoe stores.

"You don't see the benches lined with men the way they used to be,"says Michele Rothstein, vice- president of marketing for Chelsea GCA Realty, Inc., developer of upscale outlet centers including Woodbury Common in Central Valley, NY, and Liberty Village in Flemington.

"They're not just the driver, the waiter, or the bag carrier; today they're the shopper."

Outside the **Nautica** outlet in Secaucus, Derek Shelton of Jersey City said he's increased his outlet shopping.

"The first couple of times I came here, I didn't really pay any attention. But then I realized the prices are cheaper and the selection is bigger than a lot of department stores. I buy for the whole family."

There haven't been any studies done on male outlet shoppers, but Rothstein says she looks at the growing number of stores for either men only, or men and women, versus women only. The trend is definitely toward the men.

"Of course, many of the new stores at Woodbury carry fashions for women, but if you look you'll see Hugo Boss, Claiborne Menswear, Alfred Dunhill-brands that are male oriented," Rothstein points out."There's

more of a balanced offering than ever."

The 220 store Woodbury Commons also includes men's designer stores like Joseph Abboud, Tommy Hilfiger, Ike Behar, Wilke Rodriguez and **Nautica.**

Men are also shopping in the VanHeusen outlet stores in Secaucus and Flemington. The stores carry dress shirts, sportswear and a line of business casual clothing for men in addition to women's fashions.

Rothstein says she believes there's a new emphasis on men's designer fashions, too. Men seem to be more interested in fashion than they have been in the past. Rothstein said she believes awards shows like the Oscars- where men are also now asked which designer they're wearing- plus the growth in coverage of men's fashion shows, has played a part in luring male shoppers to the outlet stores.

On a recent visit to the outlets in Secaucus, men cited the good selection and the lower prices as reasons why they shop the outlets.

Mark Wilson of Jersey City, says his job in the record business provides him with promotional apparel,"But I still do buy at outlets-I recently bought some Geoffrey Beene," Wilson said, as he headed into **Nautica.**

"And if the situation were different, I would shop outlets more.

"We can buy for everyone at these stores. They're great for gifts, like at Mikasa. Forget the department stores. And when people come visit from New York, we bring them here; it's a treat for them," Wilson said.

Robert Ostrove of New York City was flipping through an outlet guide outside the Kenneth Cole store. He said he's increased his visits to the outlets, although no one's going to get rich from his purchases.

"We come here about once a year," he says."But it used to be once a decade. My wife and I shop together. And we come because the prices are a little lower."

Outlet store managers believe they've seen an increase in men who are actually shopping, as opposed to browsing while waiting for their female companions to emerge from the stores.

Craig Salerno, store manager at one of the upscale designer stores in Secaucus says he has seen a lot more men shopping at his outlet.

"Not only for themselves; you'd be surprised at how many men are shopping for women's things, although whether it's for them or their girlfriends we don't ask,"he says.

"It's a whole new concept now and men are grabbing onto it. A lot of the reason has to do with price. They can get the same top designer clothing for less. It would be pointless to spend more. And they get options-it might not be the same selection as at a department store, but if it's to their liking, they can get it for a lot less.," Salerno said.

Henry Yanez, assistant manger at the Reebok outlet in Secaucus says he thinks women's purchases have worked to draw men into his store.

"Often a woman will buy a pair of sneakers she thinks will be comfortable for her spouse,"he explains.

"Then, she'll come back with him, and he'll say, 'Oh, I didn't know they had all this here. And then he'll start coming in on his own. Men are pleased with our prices, our selection and the promotions."

Catherine Schetting Salfino is a freelance writer based in Bergen County.

GRAPHIC: 2 PHOTOS - 1 - Van Heusen's line includes weekend clothing, casual business attire, and dress shirts and ties at the line's outlet centers.
2 - **Nautica** features sportswear at lower than retail prices. Both stores attract male outlet shoppers.

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NYLON TRYING TO BE A STARTER, NEXT TO DENIM AND TWILL: NEW RELAXED AND BAGGY NYLON BOTTOMS STYLE MEN LIKE A PRO PLAYER. Daily News Record October 12, 1998

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HEADLINE: NYLON TRYING TO BE A STARTER, NEXT TO DENIM AND TWILL: NEW RELAXED AND BAGGY NYLON BOTTOMS STYLE MEN LIKE A PRO PLAYER.

BYLINE: Dodd, Annmarie

BODY:
While no one knows when the National Basketball Association's players and owners will settle their differences and start their season, its game style is around big-time at all levels of the market for spring '99. Active-inspired pants in nylon fabrics create a courtside look that says, "Now in for the Chicago Bulls ..."

Maybe it's capitalizing on nearly every man's dream to be like Mike, as in Jordan. Or maybe technological fabrics seem perfect near the dawn of 2000. But the latest in nylon fabrics, tearaway buttons and taping detail aren't just for pre-game drills anymore.

Parachute-weight nylon pants are offered fashion-forward and slim from Prada Sport (the line is priced between $ 160 and $ 950, the latter end being market-right for NBA players and their agents), streetwise from Fubu, and ready-to-play from Perry Ellis America and from newcomer NST, the **Nautica** label to debut in January.

The latest nylon-bottom trend marries young men's love for activewear and their attachment to casual dress. That's not all that different from the past when nylon was used to capitalize on street-dance trends in the '80s and as canvas to decorate men with dozens of zippers.

Nautica International designer David Chu said **Nautica** Sport Technology (NST) uses polyester/tricot and nylon in drawstrings, cargo pants, long shorts and tearaway pants that appeal to "function, then fashion."

NST, to debut in 600 to 800 sporting and specialty store doors, includes nylon offerings in drawstring, cargo and tearaway pants, priced at $ 30 retail.

Mega young men's brand Fubu, the NBA's latest merchandising partner, uses nylon to fashion track suits for both its men's and women's lines, instead of selling just nylon bottoms, said spokesperson Leslie Short. The suits, retail priced $ 155 as part of the Fubu Sports line, come in basketball team colors: black, red, yellow and Carolina blue.

Mixing apparel styles and their uses is a big part of men's wear today, Max Garelick, the president and CEO of Perry Ellis International, told DNR at a recent showing of Perry Ellis America. Rip-stop nylon is used in Spectator and American Tour, two of the collection's three fashion groupings for spring.

"We are trying to reinvent sportswear mixed with activewear," Garelick said. "The range gives a man a chance to express himself as an individual and pull pieces together the way he wants to wear them."

Conventional silhouettes in heavy twill or denim are easy to adapt in nylon styling, said a member of the Perry Ellis America design team. Nylon bottoms are expected to stay a Perry Ellis America standard, available in each of the collection's six deliveries.

Perry Ellis America is selling nylon drawstrings, cargo pants and two-toned tearaways in navy, khaki and black, with retail starting at $ 30. Logos on bottoms are kept small, appearing embroidered near the waistband and on the cargo-pocket flaps.

"What makes nylon different this time around is that it's more functional. It's not over-detailed," said the Perry Ellis America designer.

It's a simple pant, with more than a few functions. Nylon is around for play, school and weekend wear. In cargo and no-fuss drawstring, the look is fun to merchandise because it's a little bit hip-hop and a lot of jock. Active nylon pants are easily understood in a market of men who daydream about taking Jordan's place.

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