



BULKY DOCUMENTS

(Exceeds 300 pages)

Proceeding/Serial No: 91177192

Filed: 12-05-2008

Title: Opposer's Notice of Reliance

Part 10 of 10



Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) [i]
Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery

Stein Mart offers pocket-size replicas of hit fragrances The News-Press (Fort Myers, FL) July 3, 1999 Saturday

Copyright 1999 The News-Press (Fort Myers, FL)
All Rights Reserved
The News-Press (Fort Myers, FL)

July 3, 1999 Saturday

SECTION: BONITA EXTRA; Pg. 1J

LENGTH: 573 words

HEADLINE: Stein Mart offers pocket-size replicas of hit fragrances

BYLINE: Anne Mitchell, Staff

BODY:
ANNE MITCHELL Artful shopper

Perfume bottles are often miniworks of art, not the shape or size to slip easily into your purse. But you can buy pocket-size versions of some of your favorites at Stein Mart, 8815 N. Tamiami Trail, Naples.

Fendi, Poison, Anais Anais, Amarige, Chloe, L'Air du Temps, and Tresor are just a few of the many fragrances available.

There are even colognes for men, including Boss, Michael Jordan, Perry Ellis, **Nautica**, Claiborne Sport and Polo Sport.

The miniatures sell for \$6.97.

Stein Mart has a collection of Liz golf separates at discount prices, including women's zipper-neck, collared polo shirts (\$32.97) and coordinating T-shirts (\$24.97) and golf parkas (\$49.97).

And while you're there, check out the shoes: you'll find strappy 9 West sandals and Bandolino pumps at \$19, plus Capezio Lites, those handy dandy soft suede sandals that go with just about everything, from dresses to jeans to shorts. And they come in many pastel and neutral colors.

n n

The gift shop at Caribbean Gardens, Naples, is a good place to shop for a special gift for a child. As you'd imagine, it's a virtual menagerie, filled with creatures great and small, some cuddly, others less so.

Remember the hobby horse, a toy horse's head on a stick that children can "ride"? The modern version makes a galloping and whinnying sound when you press its ear (\$19.99); fuzzy green gatorhead purse with zipper fits on a kid's belt (\$6.95), and Wristies, cuddly animal playmates with a band that fits on the wrist (\$4.99-\$6.48); rubber snake puppet (\$9.99); spoof yellow crossing signs warning of mosquitoes, ducks, turtles, gators and such (\$10.99).

Caribbean Gardens is at 1590 Goodlette Road, just east of the Coastland Center mall.

n n

Feeling the heat a little? Pottery Barn in Waterside Shops, Naples, has Silver Swan fans, replicas of those robust, old-fashioned table fans that did such good service before air conditioning. In gleaming chrome, they're as decorative as they are functional. They're priced at \$169, but this week there's a 20 percent discount.

n n

Breezing through Jacobsons in Waterside Shops, what seemed to be a set of heavy bottomed, expensive crystal glasses and matching bowl caught my eye. The bowl was engraved with the year 2000 and the glasses were tastefully engraved with numbers 1-10. But on closer inspection, they turned out to be made from acrylic - and priced at \$89 for the 11-piece set.

n n

The Gap store in Waterside Shops, one of the few I have encountered that sells women's underwear, has quite a wide selection of panties from skimpy to full-coverage in cotton or nylon/Lycra. They sell at four for about \$20 and three for about \$20, respectively.

One of their best sellers is a double-layer cotton underwire bra, perfect for wearing under clingy tops and T-shirts, at \$20.

There's also a line of cotton camisoles with adjustable straps at \$9.50 each.

n n

Tropical Republic Fine Cigars does business from a handsome, free-standing humidor in the same shopping center, selling fine cigars individually or by the handful, mostly in the \$6-\$11 range, though there are some, like the super-long Montecristo, that sell for \$25. Popular brands include Ashton, AVO and La Gloria Cubana.

- Anne Mitchell can be contacted at 335-0440; or write: News-Press, P.O. Box 10, Fort Myers, FL 33902.

GRAPHIC: FAUX FRUIT: Shiny red apples made in Mexico from a marblelike substance can make an eye-catching centerpiece for a dining table or coffee table. They cost \$2.50 a piece at Caribbean Gardens. **BABY SITTING:** These gorillas are part of a menagerie of stuffed toys in the gift shop at Caribbean Gardens, Naples. This winsome twosome sells for \$31.99. ANNE MITCHELL, News-Press

LOAD-DATE: September 4, 2003

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

Terms: [nautica](#) and [date](#)(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Monday, April 24, 2006 - 11:56 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



COUNTERFEIT-BRAND CLOTHES ORDERED GIVEN TO CHARITY;* JUDGE TELLS OWNERS OF EX-PALMER PARK MALL STORE TO DONATE SHIRTS AND PANTS;TO CHILDREN'S HOME OF EASTON AND OTHER GROUPS. Morning Call (Allentown, PA) July 3, 1999, Saturday,

Copyright 1999 The Morning Call, Inc.
Morning Call (Allentown, PA)

July 3, 1999, Saturday, SECOND EDITION

SECTION: LOCAL/REGION, Pg. B9

LENGTH: 253 words

HEADLINE: COUNTERFEIT-BRAND CLOTHES ORDERED GIVEN TO CHARITY;
* JUDGE TELLS OWNERS OF EX-PALMER PARK MALL STORE TO DONATE SHIRTS AND PANTS;
TO CHILDREN'S HOME OF EASTON AND OTHER GROUPS.

BYLINE: The Morning Call

BODY:

More than a thousand pieces of counterfeit brand-name clothing confiscated last year from a Palmer Park Mall store will be donated to charity.

On Friday, Northampton County Judge F.P. Kimberly McFadden ordered that half of the 1,300 shirts, shorts, jackets, jeans, sweat pants, socks, hats and other items go to the Children's Home of Easton, and the other half to various other organizations and church groups.

The clothing, mostly children's items bearing such designer names as **Nautica**, Tommy Hilfiger, Fubu and Nike, was seized from the former Raves store in November after it was discovered to be bogus.

Two Allentown men who operated the store, Samir H. Azer, 40, of 1204 Livingston St., and Aghason A. Hasballa, 28, of 963 W. Erie St., were charged with trademark counterfeiting. They were recently admitted into a the Accelerated Rehabilitative Disposition program, a special probation program for first offenders.

Assistant District Attorney Steven Goudsouzian said the original labels removed from the clothes and replaced with designer labels, then sold at Raves at a profit. The clothing is valued at \$ 25,000.

But Azer and Hasballa dispute the allegation that about 100 other items, mostly key chains, are counterfeit.

"If they can prove that they legally bought them, then, they're theirs," said Goudsouzian.

No representatives of the authentic manufacturers showed up to contest the disposition of the clothing, but have said they would not object if the clothing went to charity.

LOAD-DATE: July 4, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Monday, April 24, 2006 - 11:56 AM EDT

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



GRANNY CHIC GETS INTERIORS COMFORTABLE Chicago Tribune July 4, 1999 Sunday, WEST FINAL EDITION

Copyright 1999 Chicago Tribune Company
Chicago Tribune

July 4, 1999 Sunday, WEST FINAL EDITION

SECTION: HOME & GARDEN; Pg. 3; ZONE: D

LENGTH: 821 words

HEADLINE: GRANNY CHIC GETS INTERIORS COMFORTABLE

BYLINE: By William L. Hamilton, New York Times News Service.

BODY:

Home furnishing design is having a senior moment. Knitted afghan throws, crocheted pillows, chenille spreads and tufted pompom quilts are appearing like silver hairs in catalogs such as Garnet Hill, stores like Pottery Barn and Crate & Barrel and collections like Ralph Lauren Home and **Nautica**. There also are rag rugs, rocking chairs, gingham and gussied floral prints blooming on everything from bedding to china.

Grandmother's house is being stripped faster than a sample sale by home retailers looking for the next fresh thing. As it turns out, the next fresh thing recently was very musty--the attic outcasts and flea market-foraged handiwork of several generations past.

Less-is-more design seems to be fading into disappearance, as consumers find such interiors don't suit their need for overstuffed comfort.

"My guess is we're at the peak of that look," said Warren Shoulberg, editor of Home Textiles Today. "Craftsy is hot property right now--more color, more surface interest."

Your grandmother may never have threaded a needle, but the associations with her generation are sewing up the market for a kinder, comforting version of contemporary design. The look is as personal as heirlooms, as handcrafted as folk Americana.

"I'm a lover of clean and modern," said Gregory Covell, the creative director of Garnet Hill, who helped bring Charles Eames tables and Arne Jacobsen chairs into the catalog. "But when I'm sick and I want to wrap up in something, I want something else."

Fashion first spotted grandmother at shows by Anna Sui, Veronique Branquinho and Stella McCartney for Chloe which featured the crochets, embroideries and laces found in vintage clothing. Now it has its knitting hooks in home furnishings.

"It's gone full circle," Sui said. "I was inspired by the crocheted throws and pillows I found in flea markets. The only thing that was going to look radical and fresh was almost fussy, old-fashioned. Homey, like home cooking."

The interest from younger customers may stem from the revival of the fashions of the 1960s, the decade that last initiated the granny look.

"It's the completely groovy thing for an age group that didn't live through it," said Diane Brush, director of merchandising for Garnet Hill. "They find it funny to mix nostalgic and sweet with new and modern."

Nancy Vignola, a senior vice president of home design for Ralph Lauren Polo, thinks novelty more than quaint associations will drive Summer Porch, a new vintage-inspired collection of bedding knits, embroidery and needlework.

"We'd like to think of it as something new for young people," Vignola said of its counterpoint to the dry stylishness of modern design. "It was important to Ralph to do some pretty collections."

The home furnishings market, however, is having a memory lapse about grandmother's taste. The bottom of the sewing basket didn't uniformly produce the most brilliant products. Reproducing it hasn't helped.

Lauren's white-on-white quilting, based on an American vernacular candlewick pattern, is as safe as the snow of a grandmother's head. Pottery Barn's pompom quilt, also a time-honored technique, looks like a blanket with hives. Garnet Hill's crocheted pillow looks like a yarn Brillo. Brush was quick to say the pillow's lack of suavety is the larger part of its appeal--a kind of Outsider art in design.

"Good luck to them if they can sell it," Laura Fisher, an antique textiles dealer in New York, said of the pillows. "They're not so gorgeous."

Fisher, who showed original candlewick quilts to Ralph Lauren's team, also is doing a brisk trade in hooked rugs, to interior designers such as Mariette Himes Gomez, and Naomi Leff, who used them in a house for Steven Spielberg.

The grandmother look could be the resurfacing of a deeper cultural mood that has had an underlying continuity through the century, despite Modernism.

Robbie Sumberg, a design marketing consultant in Westport, Conn., said the heartland look of another era was at the root of what makes Americans feel most at home.

"Every season, 'retro country' is the big part of the trend report," Sumberg said. "Country is what America wants. It's an antidote to hustle and bustle and change."

There is poetry in handiwork's sense of tradition, as well as power in its sentiment.

"They're like folk stories," Sui said of the intricate throws and pillows she has collected for her own home. "All these stitches and patterns, handed down, are something that one generation gives another."

For their part, grandmothers may not want much to do with the home fashion that bears their signature, such as the potholders photographed like prize roses for a recent issue of Martha Stewart Living magazine.

"Both my grandmothers lived into their 90s. They looked at this stuff and threw it away. It was eating-in-the-kitchen--it was Depression," Sumberg said.

"What they really wanted were Belgian linens."

GRAPHIC: PHOTOPHOTO: Associations with the senior generation are sewing up the market for a kinder, comforting version of contemporary design. The look, such as this vignette from Pottery Barn, is as personal as heirlooms, as handcrafted as folk Americana. New York Times photo.

LOAD-DATE: July 4, 1999

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\(gteq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



SPORTS PROMOTER HELPS ATHLETES HELP CHARITIES The Daily News of Los Angeles July 5, 1999, Monday,

Copyright 1999 Tower Media, Inc.
The Daily News of Los Angeles

July 5, 1999, Monday,

SECTION: NEWS,

LENGTH: 754 words

HEADLINE: SPORTS PROMOTER HELPS ATHLETES HELP CHARITIES

BYLINE: David Greenberg Staff Writer

DATELINE: AGOURA HILLS

BODY:

Michael Epstein knew he wanted to promote triathlons for a living when organizers of a Boston event he competed in lost his running shoes, forcing him to sprint six miles on blistering hot concrete.

He finished the race with feet full of calluses, minor stress fractures and an ear-to-ear grin.

"That experience really inspired me to get involved," Epstein said. "It felt awesome. There were 2,000 people in the race. I got comments from fellow racers along the way. They thought I was some kook from California."

Now the 39-year-old president of Agoura Hills-based Michael Epstein Sports Productions Inc. promotes triathlon and similar events across the nation, including an annual star-studded race in Malibu this fall to benefit AIDS research.

"What's amazing to see is the struggle while they are racing, to the elation once they cross the finish line," Epstein said. "They are impressed that they finished. I get satisfaction out of helping people achieve their goals."

Born and raised in Philadelphia, Epstein shunned organized competitive sports in favor of neighborhood pickup games until he found his passion in motocross racing in his late teens.

He earned a bachelor's degree in operations management from Drexel University in Philadelphia in 1983, and immediately moved to the Los Angeles area.

For the next six years, he worked a range of jobs - off-shore drilling, record company work and electronics - while formulating the vision of his own sports production company.

"All the time, I was working out a lot and competing in triathlons," said Epstein, who took up the sport with his move out West. "I was trying to figure out a way to turn my hobby into a career."

In the year following the Boston triathlon in August 1986, he volunteered to help organize about 20 triathlons in the Los Angeles area, to learn the production side of the business.

He put on his first event in Malibu in 1987, followed by two more there in 1988, and five in Malibu and Canoga Park in 1989, when he left his last outside job to concentrate full-time on his company.

The organizer has come a long way since he produced his first triathlon in 1987 - when only 300 athletes entered.

This fall, the third annual **Nautica** Malibu Triathlon is expected to attract 1,800 athletes to the Zuma Beach course, in hopes of surpassing last year's total of \$ 50,000 for the Elizabeth Glaser Pediatric AIDS Foundation.

Some 40 celebrities, including Robin Williams and numerous television stars, took part in portions of last year's event - the celebs often competed in one of the three legs while friends or trainers handled the rest.

Competitors take three to seven hours to complete the triathlon, which entails swimming a half-mile in the Pacific Ocean, an 18-mile bicycle ride along Pacific Coast Highway and running four miles on the Zuma Beach walkway.

"I want to do something to give more back to the community," Epstein said. "Obviously, AIDS is a very predominant issue. This is a great event in terms of the location, the quality of the course and how scenic and safe it is."

The foundation, named after its founder, who died of AIDS in 1994, has raised \$ 75 million since its inception a decade ago. Each year it awards grants to approximately 200 organizations conducting research into treatment and cure of pediatric AIDS.

"We're always pleased when people involve us," said Kelli O'Reilly, foundation spokeswoman. "These events really make a difference in what we're able to fund each year. And this event also generates a lot of awareness. . . . That is as important as the money the event raises."

This year, the six-employee company will also put on:

Five California State Cross Country Series mountain bike races, including two at Castaic Lake.

Day at the Beach Triathlon Series events at Huntington Beach and Hermosa Beach.

Ten Hi-Tec Adventure Racing Series events across the nation, where athletes run five to eight miles, kayak one or two miles and mountain bike 10 to 15 miles. The courses also include as many as 10 "mystery tests" that range from mud pits and obstacle courses to climbing walls greased with vegetable oil or made from cargo nets.

"It's growing quickly," Adam Fell, the company's publicity director, said of the Hi-Tec events. "They're having a blast doing this. It's the sense of adventure that they have. It only takes a day at a time to do our events. They don't have to give up their jobs and bank accounts to compete."

EDITOR-NOTE:

Shorter version ran in Simi Edition

GRAPHIC: Photo;

PHOTO: (Color) Michael Epstein, center, and employees Jonathan Denison, left, Tracey Croughwell, Joel Griesbach, Tiffani Thorpe and Adam Fell promote adventure races.;

Eric Grigorian/Special to the Daily News

LOAD-DATE: July 7, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Monday, April 24, 2006 - 11:52 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

[Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.](#)

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Saks Incorporated Announces Plans for a New Carson Pirie Scott Store in Schaumburg, Illinois Business Wire July 7, 1999, Wednesday

Copyright 1999 Business Wire, Inc.
Business Wire

July 7, 1999, Wednesday

DISTRIBUTION: Business Editors

LENGTH: 400 words

HEADLINE: Saks Incorporated Announces Plans for a New Carson Pirie Scott Store in Schaumburg, Illinois

DATELINE: BIRMINGHAM, Ala.

BODY:

July 7, 1999--Saks Incorporated (NYSE:SKS) (the "Company") today announced that the Company plans to open a new 144,000 square foot Carson Pirie Scott department store in Schaumburg, Illinois in April 2000. The store will be located in the Streets of Woodfield, a "lifestyle shopping center" designed as an open-air village where visitors can shop in a pedestrian friendly, park-like setting. The newly announced two-level store will extend Carson Pirie Scott's strong presence in metropolitan Chicago to twenty-four department stores. The store's location will complement Carson Pirie Scott's Furniture Gallery, situated approximately one mile away. Carson Pirie Scott currently operates three free-standing Furniture Galleries in the Chicago area and is scheduled to open a fourth furniture store this month in Fox Valley, Illinois. Mike MacDonald, Chairman and Chief Executive Officer of Carson Pirie Scott, stated, "We are very excited to expand our presence in the metropolitan Chicago area, offering our customers a new venue to enjoy Carson's shopping environment. This new and innovative center will offer an exciting opportunity to extend our presence in the important Chicago area and bring our Schaumburg customers the outstanding merchandise assortments and premier customer service that are traditions at Carson Pirie Scott." Carson Pirie Scott stores feature a wide selection of fashion apparel, shoes and accessories for the entire family, as well as cosmetics. Key brands typically carried by a Carson Pirie Scott store include Liz Claiborne, Jones New York, Tommy Hilfiger, **Nautica**, Nine West, Estee Lauder, Lancome, and Clinique.

Saks Incorporated operates 353 stores in 38 states under the names of Saks Fifth Avenue, Proffitt's, McRae's, Younkers, Parisian, Herberger's, Carson Pirie Scott, Bergner's, Boston Store and Off 5th. The Company also operates two direct mail businesses, Folio and Bullock & Jones.

CONTACT: Saks Incorporated
Julia Bentley, 423/981-6243 (Investors)
or
Jennifer Mann, 212/940-4259 (Media)

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>

LOAD-DATE: July 8, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Monday, April 24, 2006 - 11:50 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) [|](#) [|](#)
 Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery

SCENE. WWD July 8, 1999

Copyright 1999 Information Access Company,
 a Thomson Corporation Company;
 ASAP
 Copyright 1999 Capital Cities Media Inc.
 WWD

July 8, 1999

SECTION: Pg. 6S ; ISSN: 0149-5380

IAC-ACC-NO: 55169219

LENGTH: 72 words

HEADLINE: SCENE.

BODY:

Gone Techie

Utility chic has hit the beach. Here are some of this summer's must-have beach accessories for the cyber crowd. They range from RLX Polo Sport's gorge hikers to utility belts from **Nautica's** NST line, which offer individual pouches for such items as a cell phone, checkbook and a palm pilot. Then, there's Omron's portable body fat analyzer -- for those who must have access to their fat count every minute.

IAC-CREATE-DATE: July 26, 1999

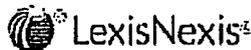
LOAD-DATE: July 27, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Monday, April 24, 2006 - 11:50 AM EDT



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

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



AN ICON OF STYLE / AS TIMELESS AS SHE WAS 40 YEARS AGO, AUDREY HEPBURN IS STILL AFFECTING FASHION IN 1999 *Newsday (New York) July 12, 1999, Monday,*

Copyright 1999 Newsday, Inc.

Newsday

Newsday (New York)

July 12, 1999, Monday, ALL EDITIONS

SECTION: PART II; Page B06

LENGTH: 1294 words

HEADLINE: AN ICON OF STYLE / AS TIMELESS AS SHE WAS 40 YEARS AGO, AUDREY HEPBURN IS STILL AFFECTING FASHION IN 1999

BYLINE: By Michele Ingrassia. STAFF WRITER

BODY:

AUDREY HEPBURN may have died six years ago, but don't tell that to all the sweet young mall things sporting Audrey-esque capri pants and bobbing ponytails. Don't tell it to all the chic women walking down Fifth Avenue, where Bergdorf Goodman recently turned its windows into an Audrey-fest and Ferragamo routinely sends women out of its store toting Audrey ballerina flats in Audrey-emblazoned shopping bags. And certainly don't tell it to the zeitgeisters at ABC, which is planning to air a two-hour Audrey-biopic (starring Audrey-wannabe Jennifer Love Hewitt) this fall.

In fashion circles, there's no doubt: Audrey lives. "The remarkable thing about Audrey Hepburn is that, as timeless as she was 40 years ago when we saw her in Roman Holiday, she's still affecting fashion in 1999," says writer Pamela Clarke Keogh. "As shoe designer Manolo Blahnik said, she and Coco Chanel were the two greatest fashion influences of the 20th Century - they taught women how to dress.

Keogh should know a thing or two about this Audrey-mania. As author of the wildly celebratory new book "Audrey Style" (Harper Collins, \$ 40), the 34-year-old native of Old Brookville has become Hepburn's chronicler- (and cheerleader-) in-chief, determined to persuade even the most fashion-victimized that, even in an age of Gucci's hippie-chic and Helmut Lang's stark millennium madness, true style - or, at least fashion kismet - lies in Hepburn's pared-down sophistication. Think capri pants. Think ballet slippers. Think sheath dresses and jackets with three-quarter sleeves. Think Sabrina's wit and Holly Golightly's whimsy.

Of course, had the 5-foot-7-inch, 110-pound Hepburn been starting out today, the tabs would have dismissed her as another Callista Flockhart, flogging her for being, if not too rich, then surely too thin. But back in 1953, when "Roman Holiday" hit the screens, the unknown Belgian-born actress was a style revolution waiting to happen: In the big-haired, big-bosomed age of Marilyn Monroe and Jane Russell, Hepburn was slim (her waist measured 20 inches), flat-chested and brunette, with almond-shaped eyes and an impossibly long neck, her teeth slightly too crooked for her smile, her nose slightly too large for her face. She chopped off her hair, refused to wear stiletto heels and turned the simplest white shirt into the epitome of chic. Women loved it.

"She was definitely in the right place at the right time, just as America was ready to move out of the extreme formality that existed before World War II," Keogh said over a recent lunch at Michael's, as she scarfed down shrimp salad, decaf cappuccino and sugar cookies with the clean-plate abandon of Hepburn, who loved chocolate, pasta and cigarettes with equal passion. "Her look was about motion. She moved, she revealed herself, she embodied American sportswear - khakis, capris, turtlenecks."

For all her Audrey-zeal, Keogh suffers not a trace of Sabrina-envy. Though she grew up on Nassau's Gold Coast - barely three miles from the Glen Cove railroad station where "Sabrina" was filmed - she says she was too busy playing tennis, riding horses and building forts as a child to notice Hepburn. "I wasn't raised to have obsessions with actresses," she says with a laugh. "I was a tomboy." In fact, she adds, the idea for the book began as a broader look at women of style. "But after one day of research, I realized she was it."

Admittedly, "Audrey Style" - which coincided with what would have been Hepburn's 70th birthday on May 4 - is, at times, dizzier than Holly before breakfast at Tiffany's: Did Audrey - who thought her feet too large - wear a size 8 1/2 shoe? Or a size 10? (Keogh, sloppily, records both.) Was she really "one of us?" Or truly the most singular creation of the century? (Yes, yes, she says, ignoring all contradiction.) But whatever the confusion, there is one matter on which the book is utterly clear: that Hepburn irrevocably changed our definition of femininity. Keogh likes to quote the actor Roger Moore: "Audrey gave beauty a new concept. Movie stars in the 50s looked like Lana Turner and Ava Gardner. Then along came this waif-like creature with these doe eyes. But what made her different was her honesty, sincerity and sense of fun."

Not bad for an insecure girl named Edda Kathleen van Heemstra Hepburn-Ruston, whose baroness mother dreamed of becoming an actress and whose businessman father walked out when his daughter was only 6. Growing up in Nazi-occupied Holland, there was no such thing as style, and Hepburn, like everyone else, wore homemade dresses. It was her "Sabrina" wardrobe that launched her fashion-icon status - and her lifelong devotion to Hubert de Givenchy, whose simplest confections, even in the 50s, cost thousands.

There are those, of course, who believe Hepburn was Givenchy's ultimate creation. Though they met by coincidence - Hepburn arrived at Givenchy's atelier in 1953 to pick out a suit, evening gown and little black dress for "Sabrina" - Keogh says their partnership "changed the course" of each of their lives. "In Audrey, Givenchy found his perfect muse," she says, wondering aloud how many of his non-Audrey designs anyone can recall. "And in Givenchy, she found a man who could bring her fashion desires to life." But Hepburn's genius, Keogh says, was less about clothes than style. "You need to be born with an eye. And she had an interest. She was also fortunate enough to work with the best designers and costumers; she went to the wonderful university of Paramount."

Even in the more formal 50s, she had no rival. Not Katharine Hepburn (the "Miss Hepburn" Givenchy thought he would be dressing for "Sabrina"). Not Grace Kelly (whom Keogh calls the "Ice Princess"). The only woman who has ever come close, Keogh posits, is Jacqueline Kennedy, who was still an unknown Inquiring Photographer when Hepburn was racking up magazine covers (though she quickly caught up and, arguably, surpassed her). As for contemporary celebrities, Keogh believes actress Nicole Kidman is one of the few with the fashion intelligence and knowledge to occupy an Audrey-universe. "She's willing to take risks - she'll wear Galliano - and it matters to her what she looks like."

So what are the lessons of Audrey - besides walking softly and carrying a big credit card? First, says Keogh, there's honesty. "She instinctively knew what suited her and rigorously discarded what didn't work," she writes. "Just as Joan Crawford wore broad shoulders to balance her wide hips, Hepburn exploited her strong points to maximum advantage." Just as important, Keogh says, is simplicity. "When we think of Hepburn," Keogh writes, "there are no sequins and spangles. Instead, there is the graceful curve of a bare arm, an evening dress cut on the bias, a perfectly tailored suit."

Of course, that's easy when you're a woman who looks as fabulous in a nun's habit as a Givenchy gown. Even Keogh doesn't dispute that. Instead, she paraphrases Truman Capote describing Babe Paley, that other never-too-rich-or-too-thin icon: "She had only one fault: She was perfect. Otherwise, she was perfect." HOW TO GET THE LOOK What do you need to pull off Audrey Style? Keogh's essentials: The little

black dress A sleeveless sheath A white shirt A "jazzy" suit-"a nubby material, sized to within an inch of your life" Capri pants A dark turtleneck One "what-the-hell" item (Audrey's was a mink pullover) One killer dress (think Sabrina showing up at the Larrabees party) Jeans, polo shirt, sneakers Ballerina flats The Sabrina heel (for that "princess" look) A scarf (preferably Hermes) Dark sunglasses Small-dog-with-wry-name (Audrey called her Yorkie "Famous") Gregory Peck (in which case, forget all of the above)

GRAPHIC: Chart - HOW TO GET THE LOOK. (See end of text.) 1) Magnum Cover Photo / Dennis Stock - Hepburn filming "Sabrina" at Glen Cove railroad station; she called her Givenchy suit "jazzy." Photos Courtesy of The Kobal Collection - 2) The dress that launched a million wannabes (and Hepburn's lifelong with Givenchy): the "Sabrina" gown worn for "the best Cinderella moment in cinematic history." 3) Top, Hepburn with Bogey in "Sabrina"; she chose a black Givenchy cocktail dress with a fitted waist, deeply cut armholes and a high neckline. 4) (Cover of 'Audrey Style.) 5) Newsday Photo / Ken Spencer - (Bag with picture of Audrey Hepburn.) Photos - 6) Capris and a crisp white shirt by Gap look as cool in the 90s as when Hepburn wore them in the 50s. 7) This Badgley Mischka ballgown is a variation on Hepburn's white "killer" gown by Givenchy. 8) AFP Photo - A "what-the-hell" item of the Audrey variety - a mink pullover, this from Narciso Rodriguez. Photos - 9) She was rarely sans sunglasses, like these from **Nautica**. 10) Ferragamo reintroduced these shoes in May. 11) Hepburn had a turtleneck for every occasion. At left, BCBG's nubby take; 12) Photo by Corina Lecca - at right: designer Cynthia Rowley reinterpreted the Audrey princess dress.

LOAD-DATE: July 12, 1999

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Monday, April 24, 2006 - 11:42 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



OXFORD INDUSTRIES NET OFF SLIGHTLY IN FOURTH QUARTER; 1999; Brief Article Daily News Record July 14, 1999

Copyright 1999 Information Access Company,
a Thomson Corporation Company;

ASAP

Copyright 1999 Capital Cities Media Inc.
Daily News Record

July 14, 1999

SECTION: Pg. 2 ; ISSN: 1041-1119

IAC-ACC-NO: 55169410

LENGTH: 306 words

HEADLINE: OXFORD INDUSTRIES NET OFF SLIGHTLY IN FOURTH QUARTER; 1999; Brief Article

BODY:

NEW YORK -- Oxford Industries Inc. said earnings in the fourth quarter ended May 3 dipped 0.3 percent, but predicted solid earnings increases this year.

In the fourth quarter, earnings fell to \$ 6.01 million from \$ 6.04 million. Earnings per share grew to 74 cents from 67 cents due to a share-repurchase program. Sales gained 15.8 percent to \$ 225.3 million from \$ 194.5 million.

For the full year, earnings gained 7.2 percent to \$ 26.4 million, or \$ 3.11 a diluted share, from \$ 24.6 million, or \$ 2.75, a year ago, as strength in its women's wear group offset weakness in men's wear. Sales gained 11.4 percent to \$ 862.4 million from \$ 774.5 million.

Commenting on the year, J. Hicks Lanier, chairman and president, said in a statement: "We spent heavily this year to establish four new plants in Mexico, the Dominican Republic and Honduras. While this investment negatively impacted margins this year, cost-competitive manufacturing around the globe is critical to our long-term success."

By division, the shirt group's earnings dipped to \$ 20.4 million from \$ 20.9 million; sales inched ahead 0.9 percent to \$ 313.2 million. An Oxford spokesman cited strong sales gains last year at Tommy Hilfiger dress shirts, Eli Walker and OxSport, its private-label sport shirt division. However, declines were seen in Tommy Hilfiger golfwear, which is being repositioned to focus on golf country clubs and resorts, and Oxford private-label dress shirts. Polo boys' wear also gained but, as reported, the license expired in May.

Lanier Clothes' operating profits slid 20.4 percent to \$ 9.1 million, but sales gained 6.3 percent to \$ 173.9 million. Notable gains were seen in **Nautica** tailored clothing. Oscar de la Renta and Geoffrey Beene tailored clothing, which was launched last year, also generated higher sales.

IAC-CREATE-DATE: July 23, 1999

LOAD-DATE: July 24, 1999

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Daily Briefing; A quick look at today's business news.; Intel's outlook fuels Nasdaq record; Dow slips The Atlanta Journal and Constitution July 15, 1999, Thursday,

Copyright 1999 The Atlanta Constitution
The Atlanta Journal and Constitution

July 15, 1999, Thursday, Home Edition

SECTION: Business; Pg. 1C

LENGTH: 392 words

HEADLINE: Daily Briefing;
A quick look at today's business news.;
Intel's outlook fuels Nasdaq record; Dow slips

BYLINE: Staff reports and news services

SOURCE: Constitution

BODY:
Technology stocks responded to an optimistic outlook from semiconductor giant Intel, pushing the Nasdaq composite up 1.44 percent to another record Wednesday. But blue chip stocks again drew a lukewarm response to generally favorable second-quarter profits, and the Dow Jones Industrial average slipped 0.24 percent.

The latest economic news didn't appear to help or hurt stocks, but it did leave analysts divided over the question of another interest rate boost by the Federal Reserve.

The government said wholesale prices declined 0.1 percent in June, the first drop in four months, while retail sales rose just 0.1 percent in the same month.

--- News services

CSX, Norfolk Southern say they're back on track

CSX Corp. and Norfolk Southern Corp., the third- and fourth-largest U.S. railroads, told rail regulators that congestion is clearing, six weeks after they took over their respective portions of Conrail.

Both railroads have benefited from a midyear shipping lull that has allowed them to clear their lines. Automakers stop production for the first half of July, and coal miners take a break during the same period. The railroads' filings with the Surface Transportation Board showed train speeds rising and congestion easing.

"Complaints have slowed considerably for both. A number of shippers have volunteered that things are improving rapidly," said Ed Rastatter of the National Industrial Transportation League.

Norfolk, Va.-based Norfolk Southern has a major presence in Atlanta.

--- Bloomberg News

Wal-Mart to settle, pay Tommy Hilfiger

Wal-Mart Stores Inc. has agreed to pay \$ 6.4 million to Tommy Hilfiger to settle claims that the retailer sold counterfeit clothes, the companies said Wednesday.

In the settlement, Wal-Mart also agreed to donate its remaining Imitation merchandise to Third World countries as requested by Tommy Hilfiger U.S.A. Inc.

Wal-Mart recently settled charges that it sold knockoff Teletubbies, the popular children's characters, and still faces a lawsuit charging that it sold fake Polo Ralph Lauren, **Nautica** and Fubu clothing.

--- Associated Press

Check in twice daily for the latest updates

Each weekday, biz@atlanta at www.ajc.com provides updates of local business and technology news produced by the Journal-Constitution staff. Check in at 11 a.m. and 4 p.m.

LOAD-DATE: July 15, 1999

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Monday, April 24, 2006 - 11:38 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

[Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.](#)

Select for FOCUS™ or Delivery



*IT'S YOUR CALL;FOR FALL, A CHECKLIST TO VALIDATE YOUR WARDROBE Chicago Tribune July 25, 1999
Sunday, CHICAGOLAND FINAL EDITION*

Copyright 1999 Chicago Tribune Company
Chicago Tribune

July 25, 1999 Sunday, CHICAGOLAND FINAL EDITION

SECTION: MAGAZINE; Pg. 22; ZONE: C; FASHION/REPORTER'S NOTEBOOK.

LENGTH: 195 words

HEADLINE: IT'S YOUR CALL;
FOR FALL, A CHECKLIST TO VALIDATE YOUR WARDROBE

BYLINE: By Marisa Fox.

BODY:

It's hard to assess the spirit of a time by the cut of a jacket or the popularity of a garment, but men's clothes this fall certainly point to a new era. Gone are the days of stodgy suits, confining business attire and an all-too-serious color palette. For the new millennium, men are allowed to feel comfortable during the business day and even show a bit of whimsy.

Chalk it up to our more flexible workplace, technology shifting the emphasis from the boardroom to the living-room office and making business more about individuals and less about monoliths. This informal attitude is coupled with a renewed interest in luxury goods and sportswear.

There's more money to spend on high-quality fabrics and more emphasis on leisure wear. Urban wear has become increasingly athletic in spirit. "We're seeing an increased demand for functional clothes," says Dan McCampbell, men's fashion director for Saks Fifth Avenue, which is about to open a men's store in Chicago across the street from its current Michigan Avenue location. "Men want outfits that can take them from the streets of New York or Chicago to the slopes of Colorado, without having to change."

GRAPHIC: PHOTOS 27PHOTOS (color): JOHN BARTLETT, SANDY DALLAL, DKNY, JEAN PAUL GAULTIER; SWEATERS, FITTED AND BULKY: Along with the deconstructed suit and more casual pants, knits are an important item for fall. Fitted sweaters can be worn under a blazer as an alternative to a button-down shirt and tie. Or you can forgo the jacket entirely--if it's a dress-down Friday, of course--and opt for a chunky turtleneck instead.; PHOTOS (color): NICOLE FARHI, PERRY ELLIS, GENE MEYER; CASUAL OUTERWEAR: Protection is a big theme for the millennium, from hooded jackets you can hide in to unstructured outerwear, such as ponchos shown by Perry Ellis and Anna Sui that feel as loose and cozy as a blanket. Not surprisingly, the duffel coat, with its trademark hood, clasp enclosures and soft silhouette, has made a comeback just in time for winter 2000.; PHOTOS (color): **NAUTICA**, MAURICE MALONE, KENNETH COLE; Denim (top): One of the most enduring fibers of the 20th Century, denim will continue to be popular into the 21st. From jumpsuits made of a starchy jeans fabric to high-tech denim appearing on snowboarding jackets (Ralph Lauren), from wide-leg and cuffed jeans to super-roomy carpenter-cut pants, denim is an all-American classic.; PHOTOS (color): CYNTHIA ROWLEY, JOHN BARTLETT; Wide legs: The relaxed fit is the idea behind this current crop of trousers, which--no longer relegated to weekends--can also be worn to work.; PHOTOS (color): ENRICO COVERI, JOSEPH ABBOUD, JOSEPH ABBOUD; Men of leisure: Taking their cues from women's fashion, many men's designers showed clothes made of high-luxe fabrics. Sandy Dallal is partial to double-faced cashmeres, while Joseph Abboud seems to fancy velvet robes, suede treatments on shirts and fine Scottish wool blends suited to James Bond.; PHOTO (color): KENNETH COLE, NICOLE

FARHI, HUGO BOSS, JOHN BARTLETT; Men's uniforms: Last year's utilitarian rage is still going strong with cropped, boxy jackets and tapered trousers that evoke military surplus and UPS uniforms. Designers such as Kenneth Cole and **Nautica** pushed the workmen's envelope even further by showing twill jumpsuits in gray and navy that seemed fitting for an auto mechanic.; PHOTOS (color): JOSEPH ABBOUD, GENE MEYER, CERRUTI; Deluxe tuxes: With a season's worth of millennium parties ahead, you might find your old tux in need of some refurbishing. The new tux follows the lead of the fall suit with narrower lapels, a more fitted silhouette and softer shoulders. Look to colorful shirts, bow-ties and vests to render your tux less formal and more festive.; PHOTOS (color): YVES SAINT LAURENT, BYBLOS, EMPORIO ARMANI; Men in black: Though color has definitely been making a splash lately, some men always will feel more comfortable in black. And for them, there are plenty of monochromatic outfits available. Ralph Lauren was one of the first to show black shirts with black three-piece suits, reflecting a look plucked straight from "The Godfather." On a more casual level, Kenneth Cole paired trousers with knit tops that ranged from deep charcoal to onyx.; PHOTOS (color): **NAUTICA**, MAURICE MALONE; Athletic dressing: Action sports, from snowboarding to mountain biking, continue to cast an exciting spell over fashion. For fall, Ralph Lauren introduces his RLX line of performance athletic wear such as techno-fleeces, padded jackets and fuller trousers that are armed with pockets and can be adjusted lengthwise. Other designers, such as Nova USA, Avirex and **Nautica** feature clothes that are made for the serious athlete but are also slick enough to fit into an urban environment in colors such as nuclear orange, space-age blue and solar-powered yellow. And of course, Miu Miu's high-tech sport shoes are still a top look, inspiring numerous imitators. Photos by Maria Chandoha Valentino.

LOAD-DATE: July 25, 1999

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

Terms: [nautica](#) and [date](#)(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 11:13 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]
Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Forbes July 26, 1999

Copyright 1999 Forbes Inc.

Forbes
Forbes

July 26, 1999

SECTION: Management, Strategies, Trends; Companies

LENGTH: 316 words

BYLINE: Kelly Barron

BODY:

Sporting goods chains More square footage doesn't appear to be the answer to a fat and happy country's exhaustion with participant sports. Add the general boredom with themed retail and you've got special trouble for Oshman's Sporting Goods. The company replaced traditional units with gym-like superstores where shoppers could play before they paid. Consumer response: Save the sweat for later (if ever). Same-store sales dipped 6.1% in fiscal 1998.

Equipment makers Maybe It's the disapproval of fussy USGA rule-keepers, maybe It's the many competing makers, or maybe golfers have simply filled their bags with too many expensive toys. Whatever, Callaway Golf, which led the equipment industry's recent boom with its Big Bertha club, has lost distance off the tee. It looks to regain ground with superperformance golf balls. But nobody in the business can like this number: Rounds played fell 3.4% last year, according to the Sporting Goods Manufacturers Association.

Athletic shoe stores / apparel makers Jaded about jerseys? The sporty look from Polo Ralph Lauren and Tommy Hilfiger is in; licensed sports clothing and many brands of athletic shoes are out. (Maybe backwards ball caps will be next to go.) It didn't help that merchandise icon Michael Jordan of the NBA's Chicago Bulls quit the hoops game. All of that shows up in Finish Line's results. The chain, suffering from flight to stores such as Old Navy and Abercrombie & Fitch, is trying a comeback by carrying new brands like **Nautica** NST.

All results are for first-quarter 1999 except the following: Results for First Team Sports are for fiscal 1999; results for Rawlings are second quarter; results for Cannondale are third quarter. Earnings declines or increases are from the year prior. Stock percentages represent declines from 52-week highs. Results for Russell include an \$18 million restructuring charge.

LOAD-DATE: July 19, 1999

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]
Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))
View: Full

Date/Time: Thursday, April 20, 2006 - 11:12 AM EDT

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

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[i\]](#)
Terms: [nautica and date\(gaq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery

Nautica Signs License For Girlswear DNR July 26, 1999

Copyright 1999 Gale Group, Inc.
Business and Industry
DNR

July 26, 1999

SECTION: Vol. 29, No. 87; Pg. 28; ISSN: 1092-5511

RDS-ACC-NO: 2068446

LENGTH: 84 words

HEADLINE: Nautica Signs License For Girlswear

HIGHLIGHT:

Nautica Apparel and Hampton Industries sign licensing agreement for girls' sportswear and swimwear

BODY:

NEW YORK -- **Nautica** Apparel signed a licensing agreement last week with Hampton Industries to make and market girls' sportswear and swimwear for spring 2000, said David Chu, **Nautica's** CEO, founder and designer. Bob Reid, president of **Nautica** boys', has been named president of the Hampton's new **Nautica** Children division. Copyright 1999 Fairchild Publications, Inc., a subsidiary of Advance Publications, Inc. Copyright 1999 Fairchild Publications, Inc., a subsidiary of Advance Publications, Inc. 50

TYPE: Journal; Fulltext

JOURNAL-CODE: DNR

LOAD-DATE: January 14, 2005

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

Terms: [nautica and date\(gaq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 11:11 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Internet Users' Confidence Grows for On-Line Purchases JOURNAL STAR July 28, 1999, Wednesday

Copyright 1999 Knight Ridder/Tribune Business News
Copyright 1999 Journal Star
JOURNAL STAR

July 28, 1999, Wednesday

KR-ACC-NO: PE-E-COMMERCE

LENGTH: 1709 words

HEADLINE: Internet Users' Confidence Grows for On-Line Purchases

BYLINE: By Valerie Lilley

BODY:

PEORIA, Ill.--Whenever Becky Dieffenbach drives around, she usually plunks in her favorite kind of jazz and funk she can't find on Peoria's radio stations.

Her kind of music CD can usually be found in giant multi-level stores in larger cities, such as Chicago or Nashville.

Not a problem to get it in Peoria. She buys them on-line.

The Internet as we know it is only three years old, yet this year consumers gained enough confidence to bring e-commerce into common use. Besides the click-n-buy convenience, Web merchants bring home more selection, comparable prices, and some of the same old problems of getting a lemon.

"Today we're at the real dawn of consumer shopping on-line," said Jeff Richards, executive director of the Internet Alliance, an industry association dedicated to building the confidence and trust necessary for the Internet to become the global mass market medium of the 21st century. "We're at the beginning because last Christmas consumers embraced it."

That's also around the same time small technology companies began to offer e-commerce solutions at reasonable prices to retailers, he said.

The on-line shopping crowd is predicted to grow to 128 million people in the next three years, according to eMarketer, a Web publication.

Shopping on-line was easy for Dieffenbach, a graphic designer at Cyberdesic who is on the Internet everyday. "It's part of my job to know what different companies are doing," she said. "I need to know what's out there on the Net."

E-commerce shoppers used to be mostly white men. Now, 21 percent of them are affluent females who make an average of \$ 60,000 a year and are an average age of 37.3 years old, according to eMarketer.

The average male shopper, on the other hand, made \$ 76,000, and was 38.9 years old.

The new mix erupted the Net's potential last year. While \$ 3 billion was spent in 1997, \$ 9 billion was spent on-line last year, according to the U.S. Department of Commerce.

In the first half of this year, more than 83 million adults, or 40 percent of the U.S. population age 16 or older were using the Internet. And 70 percent of those on-line, or 56 million, shopped with 28 percent following through with a purchase, according to a recent study by IntelliQuest Research's Worldwide Internet/Online Tracking Service.

The number of people making a purchase isn't higher because for now it's another means of looking at what's out there as far as selection.

"We don't feel comfortable with this new medium yet," said Steve Jones, head of communications at University of Illinois at Chicago. "We've only had the Internet as we know it for three years. We've had the telephone for 100."

But the Net is slowly proving easier than the phone.

Colleen Klescewski of Peoria likes to browse around Lands End and L.L. Bean sites for clothing. If she sees something in their mail-order catalogue, she prefers to buy it on-line.

"It's just easier," she said. No telephone-recording hassles, no wait.

North America comprises a little more than half of the world's Net users, according to eMarketer's recently released eGlobal Report.

In three years, North America's share will shrink to just 34.8 percent, Europe will be home to 84 million users, or 29.9 percent of the world; Asia will have nearly 60 million users, or 21.5 percent; Latin America will hold 26.6 million, or 9.4 percent, and the rest of the world will have 12 million, or 4.4 percent, the report said.

Name a product or service and someone is selling it on-line. Columbia House merged with CDNow to offer a powerhouse of music, and Amazon.com sells toys and games, electronics, as well as books.

Any portal sites such as Lycos, Yahoo!, About.com or ZDNet, offer their own versions of a virtual mall and let you search multiple stores at once. There are sites such as www.bottomdollar.com that simply exist to search many e-merchants for you.

And it's not just computer stuff, CDs and books anymore. There are currently 400,000 Web sites with something to sell, according to Information Week magazine.

The on-line option has become so prevalent consumers have come to expect every store to have a Web presence.

Klescewski thought she could just order her favorite candle off Pier 1 Imports Web site after she didn't find it in Peoria's new store.

But the site doesn't have the shopping option. "I was kinda disappointed," she said.

The niche market on-line is booming.

Furniture.com has more than 50,000 items, www.pantyhose.com carries all L'eggs products, and even clothing designers Tommy Hilfiger and **Nautica** are selling on-line.

Farmbid.com created the first global market for farm equipment and products, and Talbots Inc., which sells women's apparel through catalogues and 653 retail stores, announced it is launching a Web site this fall at www.talbots.com.

Talbots is joining the likes of catalogue merchant Land's End, which developed a Web site that recommends

bathing suits likely to fit women who pick their body type from an array of choices.

Many first time or conservative on-line shoppers gravitate to the larger, well-know places. And with good reason.

"You know you're not going to get screwed over because they wouldn't be in business if they did that," Dieffenbach said.

That concern is what keeps some people from buying anything more than a CD or book.

Brick-and-mortar merchants are just as careful about their on-line reputations as they are in the real world. Internet-exclusive merchants are especially sensitive.

"I got a miss-picked item and I was sent the wrong stuff," said Jones, who is also founder of the Association of Internet Researchers. "They shipped out an empty box with a return authorization and the correct CD."

If you want to buy something from a lesser-known site, post a message to a usegroup or listserv. Within 24 hours, your mail box will be flooded with answers, Jones said.

"Con artists have been around longer than computers," Jones said. "Are we somehow to believe that we are more gullible on-line? That's strange."

The Internet industry is making strides to respect consumer's privacy and doesn't need government intervention at this time, the Federal Trade Commission found in its July report to Congress.

A year ago, the FTC found that only 14 percent of the Web sites had posted privacy policies but that has since gone up to 66 percent, Chairman Robert Pitofsky said in the report.

More Web sites are carrying privacy and business seals like the Better Business Bureau and Internet Alliance. "Being on-line heightens everyone's sensitivity to how the information is used," Richards said.

A BBBOnLine seal indicates the business is a member of the Better Business Bureau and has agreed to abide by its standards, including truthful advertising and fair and prompt resolution of complaints.

The generally accepted practice among e-merchants is to send you a quick e-mail confirmation of your order. It acts like your receipt, Jones said.

If you don't get one, it could be the merchant just wasn't prepared for the massive amount of business a Web site can bring or it could be simply a sloppy operation.

What happens if you get ripped off on an on-line purchase?

Basically, the same laws of mail-order catalogues and telephone ordering apply to shopping on-line, said Michael Epstein, a partner at the international law firm Weil, Gotshal & Manges in New York and a nationally recognized expert in intellectual property law and e-commerce issues.

"It's highly unlikely that most major companies would give you trouble if you wanted to return the item for a refund," said Margaret Stewart, a professor at Chicago-Kent College of Law who heads the American Bar Association's Internet Jurisdiction Initiative. "Because it's bad for business. You're going to lose all kinds of good will."

If you buy something from an on-line store targeting your state or the nation, you can sue for damages in your state, Stewart and Epstein agree.

That is expensive for you and the merchant. At a minimum, the merchant would have to hire a lawyer in

Illinois either to defend himself or to argue you should have filed somewhere else, Epstein said.

The expenses can motivate a merchant to settle the problem before it gets to this stage. On the other hand, if the merchant simply doesn't show up, you have to go chase him or her, Epstein said. That increases your expenses.

Before you go to that extreme, the Better Business Bureau has an on-line complaint form at www.bbb.org. One of the bureau's purposes is to facilitate a resolution.

Common sense says the hassle isn't worth it for a \$ 20 teddy bear that arrives with an arm torn off. "Unless you're a law student with nothing else to do, you're not going to sue. You're going to sew the arm back on the teddy bear," Stewart said.

It may be worth it if you buy software and it comes with a virus that destroys your computer. "Nine times out of 10, the seller will be subject to jurisdiction in the buyer's home," she said.

The twist comes when the merchant is located overseas.

With the Internet, you don't have to be in Frankfurt, Germany, to buy a diamond ring. You can buy it from the Web site, Stewart said.

What if it turns out to be glass? You could sue the merchant in German courts. Laws are still being written as to whether you could file the papers in Illinois.

"Does it really help you much?" Stewart said. "After all, this German merchant probably doesn't have any property in the United States."

For any purchase on-line, use your regular, old-fashioned consumer savvy.

For large purchases, e-Bay provides an escrow account where the buyer places the money. The money is sent to the seller when the seller sends the product, Stewart said.

Many sites carry software where a receipt is automatically sent via e-mail as soon as you place your order.

If a site does something different than others, ask the site's administrator about it in an e-mail. "I'm always suspicious about people who aren't willing to cough up information," she said.

It's also in your best interest to use a credit card because it brings an intermediary company into the equation.

Visit the Journal Star on the World Wide Web at <http://www.pjstar.com>

JOURNAL-CODE: PE

LOAD-DATE: July 28, 1999

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[i\]](#)
Terms: [nautica and date\(gaq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([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 \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Taste of Summer; summer decorating House Beautiful August 1, 1999

Copyright 1999 Information Access Company,
a Thomson Corporation Company;
ASAP

Copyright 1999 Hearst Corporation. All rights reserved. Further reproduction prohibited.
House Beautiful

August 1, 1999

SECTION: No. 8, Vol. 141; Pg. 96 ; ISSN: 0018-6422

IAC-ACC-NO: 55138518

LENGTH: 297 words

HEADLINE: Taste of Summer; summer decorating

BYLINE: WILSON, B. CHRISTINA

BODY:

House Beautiful has searched out breezy new tableware for vacation days. See how pure washes of color and a mixture of touchable shapes and textures set the tone for an intimate sit-down dinner or an impromptu lunch on the deck

A perfect lunchtime setting (opposite): white ceramic plates by Aero; Pierre Deux pitcher; flatware and chargers by Source Perrier Collection; tumblers by Vietri; wineglasses by Iittala; Christofle napkins; Bernardaud vases; candlesticks at Takashimaya. Top left: Villeroy & Boch sauceboat; rattan-covered pitcher from Ad Hoc; butter dish at ABC Carpet & Home. Top right: Lavender bowls at Bergdorf Goodman; wooden charger from Interieurs. Above: Seguso Viro vase with Tiffany & Co. glasses. Right: Tall pitchers, Global Table; hurricanes by Iittala.

Bright white and blue, opposite: Jonathan Adler round plates at Ad Hoc; square plates at ABC Carpet & Home; Calvin Klein Home wineglasses; flatware from Couzon. Top left: Cup fits snugly in Rosenthal plate; Ralph Lauren glasses and napkins; Nambe bowl. Top right: St. Louis pitcher and glasses; hurricane lantern from MoMA Design Store; Royal Copenhagen vase. Above: Milan tea setting from Royal Worcester. Left: White opaque glasses from Aero; J.G. Durand white striped glasses; small glasses at ABC Carpet & Home.

Tropical paradise, opposite: Felissimo teak bowls; square plates and green glasses at Barneys New York; brown dinner plate by Dansk; wood chargers by Pfaltzgraff for **Nautica**; flatware at Takashimaya. Left: Dishes at Bergdorf Goodman. Below: Baccarat glasses. Bottom left: Dishes at ABC Carpet & Home; Dansk sugar and creamer; thermos at Ad Hoc; Global Table tray. Bottom right: Footed teak bowl at Felissimo; Ralph Lauren glasses; Couzon tray; Ice bucket by Pulforcat.

IAC-CREATE-DATE: September 15, 1999

LOAD-DATE: September 16, 1999

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

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

Terms: [nautica and date](#)(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



411; numerous brief articles Children's Business August 1, 1999

Copyright 1999 Information Access Company,
a Thomson Corporation Company;
ASAP

Copyright 1999 Capital Cities Media Inc.
Children's Business

August 1, 1999

SECTION: No. 8, Vol. 14; Pg. S6 ; ISSN: 0884-2280

IAC-ACC-NO: 55543647

LENGTH: 906 words

HEADLINE: 411; numerous brief articles

BYLINE: Mitchell, Tracy R.

BODY:

shoe firms target trendy 'tweens

Nine West Kids has added an extra dose of fashion flare to its Fall/Holiday '99 line "geared to the tastes of style-conscious girls ages 8 to 12." According to the company, "current trendy looks sourced on the runway" dominate the size 12.5-5 collection. Wedged heels, plush colors, innovative fabrics and contemporary closures are designed to attract the fashion-savvy girl. Look for platform loafers in shimmering fabrics, modern Mary Janes with utilitarian closures, trendy slides and more.

For Spring 2000, G.H. Bass is heading down a new fashion path. The manufacturer of the basic loafer and other such classics is marching to a remarkably different beat. After sending kids' designer Sean Gayle on a whirlwind trendspotting tour to college campuses and popular shopping spots, the company is making a fresh statement for spring.

Its classic sneakers--Cosby and Carvey--have been born again in prewashed heavy canvas on thick rubber soles. Another sneaker--the platform sole Kele--uses cool upper materials, such as sweatshirt knits and nylon mesh. The Spice collection offers a sophisticated flavor via microfiber uppers on cushioned footbeds. Designed to appeal to the 'tween boy, the Peace group features indigo denim trim on sandalized versions of Bass' workman shoe and boot story. For dressing up, Bass expects boys to appreciate its "smokin'" Bird group offering squared toes on welted, beefy black outsoles. Girls getting dressed to impress can go for the company's faux-faille mini platforms.

Brand relaunch includes 'tweens

Harvey Entertainment Corp.'s stuff brand campaign is heating up. Unveiled in March, the brand, which originated 30 years ago, initially targeted juniors' with a full fashion and accessories collection from more than 20 licensees. A recently announced joint venture with denim and sportswear maker Azteca Production will add 'tween girls to the mix. Set to launch for Spring 2000, the line will offer denim sportswear and knit and woven tops.

barbie befriends new generation

Popular fashion doll Barbie is hanging with an older crowd. In an effort to attract the older girl, Mattel has launched Generation Girl, a new lifestyle sub-brand centered around characters with personalities and aspirations that mirror those of teen girls today. The Generation Girl friends include Barbie, an aspiring actress from L.A.; Chelsie, an aspiring singer from London; Lara, a hip artist from Paris; Nichelle, a New Yorker pursuing a modeling career; Tori, an extreme sport-enthusiast from Australia; and Ana, a competitive swimmer of Latin-American heritage. The girls all attend International High and meet while working on the school newspaper.

Mattel's fashion dolls and Gotta Groove CD-Rom are joined by a series of chapter books from Golden Books, fashion bags from Pyramid Accessories, headwear and cold weather items from Elegant Headwear, room decor, gifts and health and beauty aids from Capelli New York, bikes from Rand International and stationery from Impact.

"We are targeting an older, more media savvy generation of girls. Our campaign will actually involve girls rather than just talking at them. With the ads and the website, we will encourage girls to provide feedback and interact with us." says Anne Parducci, sr. vp of Barbie Marketing.

The website, www.generationgirl.com, contains articles, games and quizzes, such as a test to see which Generation Girl personality a girl most closely relates to, and polls about what's hot. Girls will be able to receive e-mail from Generation Girls, provide feedback about Girl bag by the brand and preview the latest products.

cool gear for american girls

Pleasant Co., known for its wholesome dolls, books, costumes and activity kits celebrating the American Girl, has retooled its direct-mail clothing line to better reflect the lifestyle of the modern girl. Hipper, trendier and more casual than the previous American Girl Gear collections, the line appeals to the style-conscious 'tween. Says Pleasant Co. founder Pleasant Rowland: "For more than a decade, American Girl products have embodied age-appropriate, wholesome values that serve a critical stage in the intellectual and emotional development of girls ages 7 and up. Understanding that this is also a period when a girl's self-concept is most at risk, we applied these values to our new line of gear."

nautica launches school campaign

NAUTICA BOYS, produced and distributed by Hampton Industries, has teamed up with Yomega Corp., maker of performance yo-yos, for a Back-to-School '99 gift-with-purchase and event program. Tagged **Nautica!**, the program began rolling out last month. Ten selected retail markets, including New York, San Francisco, Detroit, Minneapolis, Chicago, Miami and New Jersey, will host Yo-Offs, where boys can gear up in **Nautica** for fall and learn the latest yo-yo tricks from world class Yomega yo pros. Two-hundred participating stores will offer the gift-with-purchase program in which kids will receive a customized Yomega yo-yo and holster as a special gift with any \$ 50 regular price purchase of **Nautica** Boys. Designed to bring boys in grades three through seven the coolest styles and yo-yo fun, the campaign is backed by regional outdoor ads, website and on-line marketing, and co-op newspaper, TV, radio and direct-mail advertising with select retailers.

IAC-CREATE-DATE: September 7, 1999

LOAD-DATE: September 08, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 11:03 AM EDT

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) |
 Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



ocean pacific. Children's Business August 1, 1999

Copyright 1999 Information Access Company,
 a Thomson Corporation Company;

ASAP

Copyright 1999 Capital Cities Media Inc.
 Children's Business

August 1, 1999

SECTION: No. 8, Vol. 14; Pg. 19 ; ISSN: 0884-2280

IAC-ACC-NO: 55543641

LENGTH: 916 words

HEADLINE: ocean pacific.

BYLINE: Azoulay, Julia Fein

BODY:

A FEW YEARS BACK, California lifestyle brand Ocean Pacific had a problem. "Different licensees were interpreting the brand differently," recalls ceo Dick Baker, while others "weren't a key factor in the distribution channel we were seeking." Perhaps even more frustrating was the overarching fact that "the traditional category of licensing hasn't had a good name because it usually involved a brand that had seen its day and was now going to be licensed into a lower distribution channel." Fortunately for OP and other image-based brands, Baker says, "the major power brands--Tommy, Ralph and **Nautica**--have begun to give licensing a whole new arena to play in because it's become for them a new opportunity for brand extension and revenue growth." Taking the bull by the horns, and with power brands opening doors to new horizons for licensed product, Ocean Pacific restructured in 1997--setting out "to create licensing partners that were first and foremost experts in their category" and to "create an infrastructure that was correct in terms of the single biggest consideration: product execution."

Step one was Rays Apparel; over the past two years, OP has licensed toddlers through 8-20 to Rays, a partnership, according to Baker, "that has led to significant growth." OP is now producing boys' 4-7, boys' 8-20, young men's, girls' 2T-4T and girls' 4-6X through Rays. Launching this month, the Rays Group girls' collections will hit retail in January 2000.

Step two was hooking up with licensees Trends and Apparel Ventures. Trends, which also handles such brands as B.U.M. Equipment and private labels for Target, manufactures OP juniors and girls' 7-16. There's a solid reason for this, explains sales vp Jim Wright: "4 to 6X made older doesn't work as well as junior made smaller and younger. Girls want to look like their older sisters, and we're giving them a hipper, more sophisticated look." Seventeen Magazine isn't really read by 17 year-olds, Wright points out; "the 'tween is reading Seventeen ... and she's watching MTV and 'Beverly Hills 90210.'" These little girls in the 7-16 category have a lot of money to spend, and the clothing they wear is a high priority in their lives. And the girl in Iowa isn't so far behind the girl in California, anymore--she sees the trends much quicker, today." Adding that OP has taken on a girls' vp who comes from Guess Girls, Wright assures that OP intends to "focus specifically on that 7-16 customer and not treat her as a secondary concern."

Apparel Ventures is going into its third season manufacturing the swimsuit category for OR According to sales and marketing vp Brenda Blackman, "there's a lot of 'newness' in the way OP is interpreting what's

happening in the surf-shop world into swimwear and creating that authentic suffer look"--thanks, in part, to OP's "fabulous designer." Swimsuits for girls are selling strong in airbrush hibiscus and tie-dye prints, denim, logo-based fabric and hand-painted scenics featuring such images as tropical seascapes.

Blackman reports that 75 percent of OP's swimsuit sales this past year has been in two-pieces, including the tankini and boy-leg style suits, as opposed to 40 percent last year. "Two-piece OP swimwear is a definite trend, which isn't necessarily the case for other labels," she adds.

"Our entire kids' business is now wrapped into three major licensees, and that allows the retailer a much easier way to deal with the brand in the category. All three licensees are very respected companies in their categories," says Baker, "and we're enjoying great success."

"Our goal as a branded company is to run the business like these power brands [Tommy, Ralph and Nautica] are run, by controlling the marketing, advertising, design and branding for the licensee," reveals Baker. "Their expertise is in manufacturing the product. And our reason to exist is to communicate the process to the retailer and the consumer," he says clearly.

Getting involved with the appropriate licensees didn't finish the task at hand, however: the company also had to take a long, hard look at product design. "The market has swung from polycotton sets and surfing dinosaurs to classification sets; the taste level has changed, as well as the amount of sophistication. We've had to focus on correcting our young men's and redesign--we had a definite problem in that it wasn't trend correct or hip enough," Baker shares. "Then we brought it down. We've reinterpreted OP, made it modern and relevant, increased the quality and kept the price point acceptable."

Proud of its new interpretation, OP is currently running a \$ 4 million advertising campaign featuring "everyday beach kids" doing what they do best--"hanging out"; the tagline for the campaign reads 'Op: 100% original.' In addition, a new OP website brings web-suffers "the latest information on the active/surf lifestyle culture"; OP is also sponsoring the hip Spin "On Line Summer Entertainment Guide," and is co-sponsoring a one-hour Spin TV music video show on cable television.

"The design element was our most important issue," Baker says candidly. "We were making ugly product at an affordable price point ... and now, we're making great-looking product at an affordable price point!"

With the three right licensees firmly in place, a hip new look, and the OP design, marketing, advertising and branding teams at the helm, Ocean Pacific is looking forward to smooth sailing for the seasons ahead.

IAC-CREATE-DATE: September 7, 1999

LOAD-DATE: September 08, 1999

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

Terms: [nautica](#) and [date](#)(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 11:03 AM EDT



LexisNexis [About LexisNexis](#) | [Terms & Conditions](#)

[Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.](#)

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



CONDE NAST, HACHETTE COURT THE AUTO-AFFLUENT: 'ELLE,' 'AD' SPECIAL ISSUES FOCUS ON LOVE OF DRIVING Advertising Age August 02, 1999

Copyright 1999 Crain Communications Inc.
Advertising Age

August 02, 1999

SECTION: News; Pg. 14

LENGTH: 750 words

HEADLINE: CONDE NAST, HACHETTE COURT THE AUTO-AFFLUENT: 'ELLE,' 'AD' SPECIAL ISSUES FOCUS ON LOVE OF DRIVING

BYLINE: Rebecca Gardyn

BODY:

Beginning this fall, two magazine publishers will attempt to drive home the idea that a car is more than just a vehicle.

Conde Nast Publications, parent of Architectural Digest and Vogue, in October will launch Architectural Digest Motoring, a regular special issue dedicated to drivers' love affairs with their cars. The following month, Hachette Filipacchi Magazines, publisher of Elle and George, will debut Elle Ultimate Road Trips, offering new road rules for the fashion-forward.

"There are magazines for food, travel, home, even cigars," said Architectural Digest Motoring Publisher Peter Hunsinger, "but there's nothing that celebrates the automobile from the upscale-lifestyle point of view."

With the economy still humming and consumer confidence still seemingly strong, the birth of high-end niche magazines was only a matter of time. Newsstands may be cluttered with titles, but the car category apparently isn't.

LUXURY MORE ACCESSIBLE

Dominated by Hachette's Car & Driver and Road & Track, auto publications' content has been typically confined to what's under the hood. The most recent crop of titles attempts to concentrate on the experience of being behind the wheel. In part, that's because luxury is more accessible than ever before.

U.S. market share for European luxury vehicles is projected to rise to 39% by yearend, from 23% in 1990, according to J.D. Power & Associates. Total sales of luxury vehicles in 1998 reached an estimated \$41 billion, up from \$33.5 billion in 1995.

"As larger chunks of the population gain more disposable income, they will be buying more luxury cars," said Greg Kagay, auto analyst for Arnhold & S. Bleichroeder.

Lifestyle magazines centered around single subjects weren't popular twenty or thirty years ago because they didn't have adequate ad support, said Jim Hall, an analyst at consultancy Auto Pacific. But with baby boomers in their peak earning years, more advertisers are competing for a share of their money.

Advertisers for the first issue of Architectural Digest Motoring include not only auto marques such as Porsche and Rolls-Royce's Bentley, but luxury goods and men's wear brands such as Cartier, Ralph Lauren, Rolex and **Nautica**.

The 160-page special issue will be polybagged with the October AD, going to its subscriber base of 665,000. An additional 60,000 copies will be available on newsstands, with a \$4 cover price. The next issues will come in May and October 2000.

REACHES FOR NEW CUSTOMERS

Patricia Garcy-Gottfried, director of media for **Nautica** International, said she thinks the magazine will reach a customer base that other car books do not.

"Readers with taste, who are aspirational, who have an interest in cars and, of course, have high household income" will be attracted to the magazine, she said.

"Architectural Digest found a way for us to get into automobiles that is not about fuel injection and Turtle Wax," she said.

The first Architectural Digest Motoring features Kevin Costner on the cover and includes a piece by Pulitzer Prize-winning author John Updike detailing his first car and history with cars.

It also will tout special sections, such as "Mogul's Cars," complete with portraits of corporate VIPs and their personal wheels.

7 YEARS IN THE WORKS

Editor in Chief Paige Rense said she's been trying to produce the magazine for the past seven years, ever since she ran across an Italian consumer car magazine, Automobilia, that inspired her.

'ELLE' IS FOR WOMEN

Elle Ultimate Road Trips, meanwhile, will cater to its parent's predominantly female audience with columns such as "Great Style," a review of driving accessories, and "Trunk Show," highlighting distinctive fashions for road travel.

"Fashion has evolved to embody the fashionable lifestyle, including the kinds of trips people take," said Elle Editor in Chief Elaina Richardson. "We hope to bring the spirit of luxury to the road trip."

"Our magazine is not about what is under the hood of a Jaguar," said Publisher Carl Portale. "It is about selecting the right sunglasses, about what to do with your hair while you are driving in a convertible, what to pack in the glove compartment."

Like Motoring, the Hachette book initially will be a one-timer, distributed to 650,000 U.S. subscribers and an estimated 125,000 newsstand readers in Boston, Los Angeles and New York.

Elle Ultimate Road Trips is scheduled to appear again in the spring and fall of 2000.

GRAPHIC: Mustang love: AD Motoring's inaugural issue features coverboy Kevin Costner.

LOAD-DATE: August 04, 1999

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

Terms: [nautica](#) and [date](#)(geq (1/1/1999) and leq (12/31/1999)) ([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 \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



YO-YOS BOUNCE BACK / AFTER SOME UP-AND-DOWN YEARS, A TOY RETURNS WITH A NEW ATTITUDE
Newsday (New York) August 3, 1999, Tuesday,

Copyright 1999 Newsday, Inc.

Newsday

Newsday (New York)

August 3, 1999, Tuesday, ALL EDITIONS

SECTION: PART II; Page B02

LENGTH: 909 words

HEADLINE: YO-YOS BOUNCE BACK / AFTER SOME UP-AND-DOWN YEARS, A TOY RETURNS WITH A NEW ATTITUDE

BYLINE: By Carol Polsky. STAFF WRITER

BODY:

IT'S A YO-YO moment.

The little spinning plaything - with some high-tech innovations - is enjoying a resurgence of popularity that has seen yo-yo sales soar over the past three years. U.S. sales could reach the half-billion dollar level, an increase of 2,000 percent in the past five years, according to Gregory Cohen, publisher of Fiend Magazine, a Tallahassee, Fla.-based publication for yo-yo enthusiasts.

Playthings Magazine found Yomega yo-yo models among the top three selling toys in specialty stores this year, while Duncan, the longtime leader in the yo-yo world, says its sales are up 150 percent in each of the last three years.

The resilient yo-yo seems to swing back into favor every 10 years or so, according to those in the industry, and this time around it's doing it with technological flair. Innovations have made newer model yo-yos wild and fast, with longer spinning time at the bottom of the string - which means players now can do more intricate tricks, one after the other.

The past five years have seen the emergence of magazines and newsletters, like the quarterlies Fiend and Yo-Yo Times, clubs from Hilo, Hawaii, to Saint Albans, Vt., and thousands of Internet Web sites selling and promoting yo-yos (check out popular sites such as [yoyoling.com](#); [yo-yos.net](#) for collectors; [yo-yo.com](#), the Duncan site; [Yomega.com](#); and [ayya.pd.net](#) for competitions.) All over the country hundreds of contestants compete in tournaments where youngsters show off tricks from the basics like Walking the Dog to dazzling trapezes, loop combos, two-handed tricks and acrobatic maneuvers involving somersaults and cartwheels. And manufacturers - from the traditional market leader Duncan to the up-and-coming heavyweight Yomega and dozens of other contenders - are playing the high-tech aspects of their product for all they're worth, tapping into everything from vaguely rebellious teen sports like skateboarding and in-line skating, to the pop-culture, rock music and fashion scenes.

Tattooed yo-yo demonstrators are accompanying the rock musicians on the Vans Warped Tour, which is sponsored by a skateboarding sneaker manufacturer. Yomega is participating in a joint promotion campaign with **Nautica** boys apparel line, offering gift yo-yos with clothing purchases. Its ads for its newly formed yo-yo club say, "Meet us on the edge." "Yo-yos are very extreme," said Californian John Stangle, president of the American Yo-Yo Association, which sanctions numerous competitions. "In a three-minute freestyle to rock music, kids do tricks so fast you can't believe it - over their back, behind their back, lying on their backs, you name it. The new yo-yos are just phenomenal." The toy first made its appearance in the historical record thousands of years ago in China and Egypt, showing up later in India, Greece and then Europe before coming here with the colonists as a gyro, or spinning toy. It was introduced to the United States in its present basic form - two round halves connected by a fixed axle, with a string looped around the axle - by Pedro Flores, from the Philippines, where it was a national pastime.

Donald F. Duncan Sr. bought out Flores' company in the late '20s and proceeded to create a yo-yo craze with his traveling teams of professional demonstrators.

But the toy's appeal remains basic: "It's good clean fun," said Jeannette Triscuit, an employee in the Bakersfield, Calif., parks department, which recently sponsored a yo-yo tournament that drew 200 contestants and 500 spectators to that desert city. "There's no video machine killing," she said.

"It's eye-hand coordination, it's skill." Paul Adam Bernacchio, 12, who'll be entering seventh grade at the West Hempstead Middle School this fall, bought his first yo-yo last year. He'd gone to a hobby shop looking for something fun to do with his friends, then discovered afterward that several already had their own yo-yos.

He learned some tricks on his own, his friends taught him others and now he's hooked. "It feels good because it clears out my mind," he said. "If I get really mad, I can go out in my yard with my yo-yo, and I'm so concentrated on doing tricks and getting it right I just forget about other things." Perhaps the only thing extreme about Bernacchio and most other kids who've been taken by the yo-yo craze is their concentration, which is considerable.

Bernacchio says that the longest he's spent practicing was about six hours straight, although he eschews the colorful adhesive tape one company sells to protectively wrap around the finger where the yo-yo string goes. The string "cuts off the circulation to your finger. It hurts for a while and then it gets numb and you don't feel it," he shrugged. "You don't mind it after a while." Competitors may get fast and wild: At a recent Yomega-sponsored competition in Providence, R.I., a contestant won one category by doing 292 consecutive loops in less than five minutes, said Yomega marketing manager Jane Howes.

And, she said, a professional Yomega demonstrator, Chris Ciosek will appear in an upcoming edition of the Guinness World Book of Records with his record-breaking 30 tricks in a minute.

Bernacchio is content with his tricks: Walking the Dog, Round the World, the Elevator, and simply throwing the yo-yo into the air or up and down.

"I don't do it as much as I used to but I do it whenever there's an opportunity," he said. "I want to have fun with it."

GRAPHIC: Newsday Photos by Paul J. Bereswill - (1)(2)(3)(4) Paul Adam Bernacchio, who's heading into seventh grade at West Hempstead Middle School, performs a series of yo-yo tricks

LOAD-DATE: August 3, 1999

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

Terms: [nautica](#) and [date](#)(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 11:01 AM EDT

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Review/Fashion; Who Was That Man In the Dull Trousers? The New York Times August 3, 1999, Tuesday, Late Edition - Final

Copyright 1999 The New York Times Company
The New York Times

August 3, 1999, Tuesday, Late Edition - Final

SECTION: Section B; Page 8; Column 1; Style Desk; Fashion Page

LENGTH: 1300 words

HEADLINE: Review/Fashion;
Who Was That Man In the Dull Trousers?

BYLINE: By CATHY HORYN

BODY:

As Marc Jacobs put it shortly before the first of his models ambled out in boyish T-shirts and dull brown trousers, "You don't really want to notice what a guy is wearing." But he was putting it mildly. By the time the New York spring men's wear shows had ended last week, you could scarcely remember what anybody was wearing, so banal were most of the collections.

Not every designer can afford to be as audacious as Tom Ford of Gucci or as tersely elegant as Hedi Slimane of Yves Saint Laurent. Nor are there enough male glamour pussies for their kind of drama. But the shows demonstrated such a mindless affection for the commonplace that they almost subverted interest in the clothes. How many designers does it take to create a pair of cotton and nylon trousers with that sporty edge? Answer: about 15.

The wonder of collections based on such generic street styles as sleeveless T-shirts and cropped nylon pants is not that their designers insist on putting them on a runway. That's anybody's game. Rather, it's that they actually think people will believe that these clothes are new or different just because they're now made of resinated cotton instead of plain old cotton. "It's all about fabrics," said David Chu, the **Nautica** designer, as he led reporters around his still-life presentation, pointing out such marginal details as orange piping on a khaki windbreaker or the tonal effect of white ribbing on a cream-colored sweater.

But that was the party line heard everywhere. If a collection wasn't all about comfort, it was all about individuality. At Donna Karan, where Ms. Karan personally presented selections from both her DKNY and her main lines while waiters served snacks, there was indeed a winning sense of comfort and individuality as models lounged around in brightly colored linen shirts, washed cotton trousers and what she called her shirt suit -- a kind of yogi ensemble in rumpled linen that might be said to be all about self-denial.

Biting into a canape, Ms. Karan paused reflectively and said of her collection, "It's all about what guys like to wear."

In other words, it's not about design.

At least Mr. Jacobs's show displayed a sense of confidence. Out came models dressed in caramel-brown leather jackets that looked worn and slightly offhand with green trousers that resembled rinsed denim. One can easily imagine Mr. Jacobs reacting in something like horror to anything that might strike a young man as fey or fake, and so his collection relied on low-key styling rather than obvious design. Classic elements

like glen plaid trousers were worn with gold knit pullovers, while baby-blue or gold corduroy trousers had a kind of geeky charm, especially with plain striped shirts. The models mostly wore sneakers, and many hadn't bothered to shave.

Cynthia Rowley's poolside review at a West Side hotel looked playful as models padded around the deck in her signature flower prints, with ruffled white shirts fanning open over bare chests. Some of the prints seemed to draw on Gucci's flower power, but this is Ms. Rowley's territory, too, and with hotter shades of orange and yellow a trend in the Italian men's wear shows last month, Ms. Rowley was smart to stage a riot of color. Indeed, many New York shows suffered from having too many bland pastels -- ice cream shades of peach and lemon -- that added to the "neither here nor there" quality of the week.

Afterward, Ms. Rowley's models jumped into the pool, agreeably splashing overheated guests, while the designer seemed to consider her diving form before taking the plunge herself.

Few American designers are as adept as Sandy Dalal at giving clothes an edge without making men look foolish or self-conscious. His show opened with white and pale-gray suits worn with Converse sneakers, and subtle glen plaid trousers, also shown with Converse, and high-neck windbreakers. Here and there were offbeat prints, like a zigzag pattern in navy and orange on cropped trousers, and a sweet but not unmanly daisy print on a pale blue background. But this collection lacked Mr. Dalal's usual verve, and he might have pushed some of his stronger details to the forefront. They seemed a little squandered amid many of the ubiquitous sportswear shapes.

Kenneth Cole opened his big show at the Manhattan Center Studios with a video montage that showed New Yorkers as fun-loving, politically tolerant, semi-adorable people. In each image, someone held up a placard displaying one of Mr. Cole's slogans, and there was even a shot of the shrine outside 20 North Moore Street, where John F. Kennedy Jr. and Carolyn Bessette Kennedy lived, that showed all the flowers and a placard placed by the video crew that said, a little cloyingly, "Remember Them."

Mr. Cole certainly knows how to pour on the sap. He played a lot of old Beatles and John Lennon numbers, like "Imagine," and eventually there were some clothes, too: nylon windbreakers and beach jams, crinkly cotton trousers and satchel bags, and jumpsuits and zip-front jackets that looked like filling station attire. There wasn't much new here, but it will look good on video, which is probably what Mr. Cole intended.

With Tommy Hilfiger and John Bartlett opting to show their spring men's clothes with their women's collections in September, and Ralph Lauren deciding not to make any presentation (Mr. Lauren has long maintained that there's something embarrassing about men's fashion shows, and he's not completely wrong), the New York collections seemed shy of big-league significance, to say nothing of real news. "Coming off the Paris and Milan shows, I did think those collections were more aggressive, especially with deeper colors," said Dan McCampbell, men's fashion director at Saks Fifth Avenue. Of the New York shows, he added, "There were good elements, but you have to be a good editor."

That might mean plucking from Joseph Abboud's trademark many-hues-of-beige collection a black unlined suit of narrow pinstripes, or perhaps a graphite-gray jacket worn with dove-gray trousers and a gray herringbone shirt. It could also mean John Scher's polished cotton tops and windbreakers with ruching down the side or tiny gathers at the hem, a not-too-veiled reference to Gucci but an intriguing counterbalance to ubiquitous nylon surfer pants.

At Perry Ellis, there were leather Indian slip-ons worn with suits of pale wrinkled cotton, as if the wearer had just alighted from a sleeping car in Delhi, and the usual file of men in filling station windbreakers, slouchy pants and the odd, vaguely appealing jacket in spearmint leather. Gene Meyer's collection was assuredly straightforward, with many fine knits and some vests, in vivid shapes of aqua and lavender, that were ventilated for sex appeal. They could be unzipped at the neck or discreetly over the abs, as one liked.

It fell to Nigel Curtiss, a British designer who used to work for Comme des Garçons and until this season was showing his own collections in Paris, to say something that, at least in this arena, seemed farsighted. Mr. Curtiss used color and pattern, like gingham checks, to convey his message. For instance, he mixed a

yellow and black flame-licked print shirt with pink-check baggy pants. A lot of the fabrics, like navy-stripe and brown-check cotton, looked homespun.

This idea, distilled from the Arts and Crafts style, turned up in March in the women's shows, notably at Marni and Fendi. Mr. Curtiss appeared to be equally touched by the guilelessness of the look, which, when his models wore white opaque knee socks, brought to mind an eccentric caretaker careening around a decrepit English estate.

"I just got fed up with this nylon futuristic fashion," he said backstage. "I wanted to make something that was a bit softer and more romantic."

<http://www.nytimes.com>

GRAPHIC: Photos: Kenneth Cole's show at the Manhattan Center Studios mixed big-screen images with clothes like these baggy shorts and nylon anorak. (Photographs by Marilyn K. Yee/The New York Times); Cynthia Rowley's poolside show at a West Side hotel became a watery romp. (Barbara Alper for The New York Times); From Donna Karan's main collection, a body-hugging suit in crinkled cotton and loose-knit top. From Gene Meyer, a nylon vest with peekaboo zippered vent at the side for sex appeal. Pale gray suit with red Converse sneakers and untucked shirt, from Sandy Dalal. (Barbara Alper for The New York Times); From Marc Jacobs, a reprise of the boyish windbreaker, with slacks and sneakers. (Barbara Alper for The New York Times)

LOAD-DATE: August 3, 1999

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 11:01 AM EDT



LexisNexis [About LexisNexis](#) | [Terms & Conditions](#)

[Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.](#)

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



BACK-TO-SCHOOL COOLNESS Plain Dealer (Cleveland, Ohio) August 5, 1999 Thursday, FINAL / ALL

Copyright 1999 Plain Dealer Publishing Co.
Plain Dealer (Cleveland, Ohio)

◆ [View Related Topics](#)

August 5, 1999 Thursday, FINAL / ALL

SECTION: STYLE; Pg. 1F

LENGTH: 1203 words

HEADLINE: BACK-TO-SCHOOL COOLNESS

BYLINE: By AMELIA JOHANSON

BODY:

They're not teens, they're "tweens" - boys and girls ages 8 to 12 who've grown too big for cutesy coordinates, but who are still too young to parade around in the street-wear and Lolita-esque styles favored by kids a few years older.

Their idols may be belly-baring Britney Spears or the Back Street Boys with their pierced ears, goatees, and yes, those are tattoos, but the reality is that mom and dad still foot the bill for their clothes.

Conscientious parents are in no hurry to see the speed at which their children mature increased by television, the media or the fashion industry. And it was the reluctance of parents to turn their kids into tiny sexpots that helped spark the whole tween movement. That, and the fact that kids are into clothes at an increasingly younger age.

"Some manufacturers were doing children's clothes, others were doing juniors, but now more companies are trying to come to a happy medium. They're starting to change the styles and sizing to offer an appropriate mix of childhood, tween and junior," says Tracy Mitchell, editor of Children's Business, a Fairchild publication in New York that tracks the children's-wear industry.

Tween interest has become so important that Children's Business premiered its first issue of Tween Business this month for the spring 2000 buying season. The special section will be published biannually - each August and February - to coincide with the markets.

According to the most recent Consumer Expenditure Survey conducted by the Bureau for Labor and Statistics, parents spend close to \$600 a year on clothing for children between the ages of 2 to 15. This dollar amount is expected to rise significantly as children become more fashion savvy and retailers give them what they want.

"You have a lot of existing companies moving into the tween market," Mitchell says. "JNCO, which was very hot in young men's, went into boys and girls. Phat Farm, XOXO and dELIA's [a catalog that is really hot for juniors] added dot-dot-dash for girls."

Abercrombie & Fitch, a junior phenomenon in apparel, now reaches 7- to-14-year-olds in its growing chain of nationwide clothing stores for boys and girls. (A store will open in the Akron area this fall.)

But it's not only the junior market that is bending to meet the needs of younger customers. Established children's-wear companies are reaching up to get their share of the profits. By the end of this month, Gymboree will have opened 19 stores, called Zutopia, catering to the 6-to-12 crowd. Although there are no plans to open a Zutopia in the Cleveland area, parents of older children can find Gymboree quality in updated styles on the Zutopia Web site <http://www.zutopia.com> Even Pleasant Company, which has the line of American Girl Dolls, is revamping its Gear line of clothing to give it a hipper look for next spring. Tradition has given way to a trendier approach that attracts the tween consumer without alienating mothers.

One of the first retailers to zero in on tweens was retailing mogul Leslie Wexner who spotted this next big moneymaker before it went mainstream with Limited Too. Sales at these nationwide children's stores exceeded \$375 million in 1998. Originally marketed as a store for toddlers to teens, the focus was narrowed in 1997 to appeal to the 6-to-14 age bracket, a response to the spending power of these little consumers.

The Limited Too people call the clothing "aspirational," which means it looks like what the teenagers are wearing but is cut for the younger girl - in general, more coverage. The atmosphere of the store is funky and mod; to say the merchandise is trendy would be an understatement. School-bus yellow nylon pants have a drawstring waist, flared leg and side stripes; blouses have three-quarter-length sleeves; T-shirts are hooded; long polyester skirts have contrast topstitching and cargo pockets; long-sleeved T's have attached shrugs; quilted jackets have detachable faux-fur trim. Clothes are coordinated but not canned. Carpenter pants, pocket details and technical fleece are all part the edgy, junior-inspired styles.

Not surprisingly, girls aren't the only ones taking an interest in their carefully constructed wardrobes. According to Mitchell, it's even easier for boys to mimic the dressing habits of big brother.

"With girls, we're talking about things being too short, too much midsection revealed, but with boys, it's not as much an issue of appropriateness; what they're looking for is the same detailing," Mitchell says.

Nautica, in particular, has made a huge commitment to tween boys, developing a back-to-school marketing program in partnership with Yomega yo-yo's called Yo **Nautica**. A brand synonymous with high quality and updated classic design, **Nautica** continues to infuse boys sportswear with hip details and modern style. Tops reflect current skateboard and snowboard trends, while logo pocket cargo jeans update denim for back to school.

When the older boy balked at shorts with elastic in the waist, **Nautica** responded by giving him a fully constructed waistband identical to that found on the young-mens version. Attention-getting graphics and a loose fit characterize **Nautica** clothing.

"It's the attitude of the child that makes the clothing so important; they're much more informed today and have a much stronger sense of their own style," says Bob Reid, president of **Nautica** Kids. "Much of the details we put on for fall like additional pockets, racing stripes and logos are what the bigger boys have seen in teenage wear, and it's what they want in their own clothing."

Like **Nautica**, Lands' End has targeted the older boy by introducing trendier details to its more classic pieces, but it's also relying on color to make a statement. Pewter, heather, olive heather, stone gray and deep rosewood provide easy matching options for boys with chino or cargo pants in neutral colors.

"Boys and parents together are embracing new things in the market this fall, such as new colors, active, rugged clothing and more versatile clothes that combine comfort and style with quality," says Lands' End spokesman Jay McLoughlin. "Boys are busy these days, but they are taking a more active role in what they're wearing."

Probably the strongest confirmation that tweens have come of age is the number of top-name designers throwing their wares into the mix. Tommy Hilfiger may be the most visible because of an unyielding media push, but quietly, Ralph Lauren is expanding his presence in the market by introducing a girls collection this

fall for ages 7 to 16. Heralded as "everything a young girl could want," styles include an ankle-length, fleece dress with hood, zip-up front and kangaroo pouch pocket; a modern version of the varsity-letter sweater; and denim ranging from dark and cuffed to weathered and finished with a frayed hem.

And, of course, Calvin Klein is courting tweens, setting aside the sexual innuendoes. In the August issue of *W*, stretched across a two-page spread, is a Calvin Klein advertisement. Only instead of his usually scantily clad models embracing on a desolate beach, there are three clean-cut children (two of them tweens) dressed in comfortable, classic Calvin Klein jeanswear.

GRAPHIC: PHOTO (COLOR): NO CREDIT; From Ralph Lauren's new line of girls clothes for sizes 7 to 16, from left: Mesh polo shirt (\$32) and cuffed jeans (\$42); layered dresses in stone denim (\$33) over hooded cotton shirts (\$48); lambswool Fair Isle vest (\$66) with an antique denim skirt (\$48) and cotton oxford shirt (\$34); striped rugby shirt (\$45) and stone-washed boot-cut jeans (\$36); brushed cotton rugby dress (\$44) and short denim jacket (\$56).; PHOTO (COLOR): NO CREDIT; Flared jeans (\$29.50) and channel-quilted vest (\$24.50) are from GapKids, as are the accessories: a corduroy hat (\$14.50), painted belt (\$18) and lunch pack (\$14.50).; PHOTO (COLOR): NO CREDIT; Embroidered flares (\$39.50) and layered long-sleeved T-shirts (\$15.50 and \$19.50); GapKids.; PHOTO (COLOR): NO CREDIT (Page 2F); Dress-code coolness: Ralph Lauren's cotton fleece zip-front sweatshirt (\$55) layered over a longer cotton oxford shirt (\$32).; PHOTO (COLOR): NO CREDIT (Page 2F); Target's dark denim utility pants (\$17.99) for boys.; PHOTO (COLOR): NO CREDIT (Page 2F); Three-quarter sleeves make this a trendy top; from Target's Xhilaration girls line (\$9.99 to \$11.99).; PHOTO (COLOR): NO CREDIT (Page 2F); Right, **Nautica's** White Rocket Ranger cotton T-shirt (\$23) with blue chest stripes and sleeve logo and plaid cotton button-front shirt (\$39).; PHOTO (COLOR): NO CREDIT (Page 2F); Long-sleeved cotton interlock polo (\$14) with cotton twill cargo pants (\$22), Walter hat (\$10, all from the Children's Place.; PHOTO (COLOR): NO CREDIT (Page 2F); Corduroy cargo skirt (\$22), ribbed knit cardigan (\$18), knit crew (\$16), waterproof puddle boots (\$13.50) and reversible corduroy crusher hat (\$15). All from Lands' End Kids.; PHOTO (COLOR): NO CREDIT (Page 2F); Plaid flannel shirt (\$20) and twill cargo pants (\$28); Lands' End Kids.

LOAD-DATE: August 6, 1999

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

Terms: [nautica](#) and [date](#)(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 10:59 AM EDT



LexisNexis [About LexisNexis](#) | [Terms & Conditions](#)

[Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.](#)

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

☛ Select for FOCUS™ or Delivery



STYLE FILE / A BRIGHT FUTURE / SPRING 2000 WILL BE A SEASON OF MANY COLORS, ACCORDING TO NEW YORK' MENSWEAR DESIGNERS *Newsday (New York) August 5, 1999, Thursday*

Copyright 1999 Newsday, Inc.

Newsday

Newsday (New York)

August 5, 1999, Thursday ALL EDITIONS

SECTION: PART II; Page B26

LENGTH: 1085 words

HEADLINE: STYLE FILE / A BRIGHT FUTURE / SPRING 2000 WILL BE A SEASON OF MANY COLORS, ACCORDING TO NEW YORK' MENSWEAR DESIGNERS

BYLINE: By Marisa Fox. Marisa Fox is a freelance writer.

BODY:

DESIGNING A MEN'S line can be tricky. On the one hand, if you play it too safe and trot out the same old navy and gray suits and crisp white shirts, you're deemed too stodgy and out of touch with your times. On the other hand, if you're too fashion forward, you risk alienating your customers.

This quagmire was apparent at the spring 2000 menswear shows in New York last week.

Taking the lead from women's trends, some designers played around with hot colors and even hemlines, prompting many in the audience to wince. But designers who didn't take chances tended to fade into the background.

Color is always a good barometer of our times, and judging from the hues shown - icy blues to lemon yellows to serene whites - there's a tremendous amount of optimism about the 21st Century.

"One of the greatest things is the whole color spectrum, from whites to neutral to pastels to ocean blues, deep green and even more intense colors," says Dan McCampbell, vice president and men's fashion director at Saks Fifth Avenue.

"Absent were gray and dark gray. And that was a very refreshing change." Donna Karan, once considered the mistress of black, exhibited a truly breath-taking palette. Dyed and tie-dyed button-down shirts in her DKNY collection were done in colors from azure blue to pea green to salmon pink. In her higher-priced signature collection, a worn and weathered dark blue pin-striped suit was shown with a steel blue knit top.

"I have always loved the drama of black," says Karan. "But for spring 2000 I wanted to re-energize the wardrobe with bursts of vibrant color. Color is uplifting and it is an expression of how you feel. I wanted illuminating colors that create a spirit of absolute freedom and celebration." Each color range, she said, was explored and grounded in a neutral - her way of enticing men to explore hues they might never have considered before. Greens were paired with grays, yellows with khakis and pale blues with deep inks. To

make the transition even smoother, she kept the colors washed out, as if you had purchased these items at a thrift store and dyed them yourself in the rinse cycle.

For her suits, Karan experimented with crinkly, metallic-mesh fabrics and Mandarin collars, further deconstructing our stiff Western style with a touch of Eastern ease. Still, she hasn't totally done away with shoulder lines and tailored touches.

Other designers featured ensembles that made you wonder whether men make it into the office at all anymore.

"Serious playboys of the world unite," says Cynthia Rowley of her cabana boy-chic collection. And the rooftop pool area of the midtown Holiday Inn was an apt setting to showcase mouth-watering tropical prints in golds, fuchsias, acid greens and neon orange. And though there was a retro feel, she terms the line "bold school," perhaps a reference not only to the eye-popping palette but also to high-tech fabrics like waxed and glazed linens and razor cuts and odd pairings.

Pants were cropped above the ankle and worn low and loose and sometimes barely held together with drawstrings. Ruffled tuxedo shirts were dyed bright colors and matched mockingly with snug shorts. Models strutted about in mixes of funky florals and plaids, looking like fraternity boys on a permanent spring break.

Fittingly, everyone jumped into the pool at the show's conclusion.

Sandy Dalal, a young award-winning menswear designer, also paired florals and plaids, but the overall effect was somehow subdued and sophisticated - if that's imaginable. You could actually see some young entertainment executive waltzing into work in his windowpane plaid blue suit with his yellow button-down floral shirt underneath. Chalk it up to his immaculate, modern-dandy tailoring and sharp, slim silhouettes.

"Guys can be dressing the way they like with color and prints," says Dalal, who also showed his trademark paisley pattern on denim, in addition to a new Op Art-like geometric print on jeans, motorcycle jackets and board shorts. "But if you push them too hard and too fast, you'll lose them entirely. You don't want to lose that masculinity, but that doesn't mean you can't have fun with clothes, either." And fun was injected into most collections, though not always successfully.

Even the usually dour Marc Jacobs seemed to have a bit of a laugh. He built his collection around a whimsical character called "Stain Boy," created by film director Tim Burton. This anti-super hero's special power is to "leave a nasty stain." And indeed, Jacobs' assortment of loose and slumpy shapes in a muted palette of browns, blues and maroons seemed just what a stain boy would wear. Items like baseball jerseys, corduroy pants and short, structured jackets, denim shirts and low-cut workman's trousers seemed the perfect merger of '70s Sears with a modern-day slacker attitude, even when the clothes were cut out of the finest cashmeres and cottons.

What Jacobs' collection lacked in imagination, it made up for in wearability.

Unlike many of the other designers who showed last week, Jacobs line was tailored with a man in mind - probably the designer, himself. Others seemed to take their cues from women's trends.

Capri-length pants were seen everywhere from Kenneth Cole, who featured wide-leg treated jeans, high-tech utility pants with drawstrings and even faded denim with bohemian embroidery, to Max Azria, whose first BCBG menswear collection offered cropped trousers in futuristic coated cottons and linens paired with fitted, body-conscious, three-quarter-length sleeve shirts, prompting some to wonder whether this was truly his men's line debut or a rehash of his women's collection.

The most alluring capris were a cross between cuffed pants and surfer shorts.

The most eyebrow-raising capris were slim fitting and slit up the sides and perhaps too cutesy for a man.

Perry Ellis showed drawstring shorts with a sheer button-down jacket made of a cotton-steel mesh.

Obviously, the impact of surfing, snowboarding and high-energy, extreme sports is still large. But is this what dress-down Fridays are coming to? "I don't think so," says Saks' McCampbell with a laugh. "Shorts with blazers are still too extreme for the office. But cropped trousers will be available in every length and silhouette. There is a demand for less rigid apparel as the dress code becomes more and more relaxed. But there will always be a need for suits, however unlined and softly shaped." Marisa Fox is a freelance writer.

GRAPHIC: Photos - 1) At left, Cynthia Rowley made a splash with her spring 2000 collection, combining a dazzling clash of floral prints in her hot, hot, hot poolside show. At far left, Kenneth Cole's spring line was built around a few basic concepts: waxed papery cottons, treated translucent nylons and easy-fit cropped garments in a palette of icy blues and ethereal whites. 2) Marc Jacobs summons the '70s in luxury with a leather jacket that makes the denim shirt and subtly striped trousers really pop. 3) Sandy Dalal played down his penchant for prints in his spring collection, but he did manage to sneak in this subtle daisy pattern. 4) The weather wasn't the only thing that sizzled last week. Cynthia Rowley was among the many designers who showed cropped pants, left, in an eye-popping floral print, no less. Others who went down that road: Sandy Dalal, whose unstructured garments included a tank top and loose cropped trousers, right, and Max Azria, who paired a waxed denim canvas zip-front hoodie with white leather, wide leg capris, above, in his first menswear line for BCBG. 5) How long will the suit survive? Emanuel Ungaro is betting well into the suit, at left, shown with the debut Emanuel men's collection last week. A leaf-print shirt adds a touch of relaxed elegance to white coated cotton pants in David Chu's **Nautica** - evoking '60s Brazil and the 21st Century simultaneously. Below, heavenly hues and a certain '60s vibe punctuate Donna Karan's vision for next spring. 6) Shirts have a faded and familiar feel, tops are tie-dyed, Nehru jackets add a decidedly groovy cover to simple linen slacks and pinstripes are as laundered and loose as a pair of pajama pants.

LOAD-DATE: October 6, 1999

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

Terms: [nautica](#) and [date](#)(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 10:59 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



FEDERATED PROFITS UP 28% MACY'S, STERN'S, BLOOMIE'S BOOST SALES Daily News (New York) August 12, 1999, Thursday

Copyright 1999 Daily News, L.P.
Daily News (New York)

August 12, 1999, Thursday

SECTION: Business; Pg. 37

LENGTH: 489 words

HEADLINE: FEDERATED PROFITS UP 28% MACY'S, STERN'S, BLOOMIE'S BOOST SALES

BYLINE: By JUDITH SCHOOLMAN DAILY NEWS BUSINESS WRITER

BODY:

Shoppers were two-deep at the Polo Ralph Lauren counter and hip-hop teens swarmed the **Nautica** and Tommy Hilfiger departments at Macy's in Herald Square.

This wasn't Christmas, this was yesterday.

The storm of buying is nothing new, Federated Department Stores the parent of Macy's, Bloomingdale's and Stern's said yesterday.

The company reported a better-than-expected 28% jump in second-quarter profits. Sales rose 17% to \$ 4.1 billion.

With the summer weather blistering hot, shoppers flooded Federated's stores, with coupons and one-day sales prompting them to buy everything from housewares to beachware.

"Consumers have money, jobs and confidence they want stuff," said Jeffrey Edelman, a retail stock analyst at PalneWebber.

Indeed, heavy shopping helped the retail chain top Wall Street expectations.

"This is the best start to a year that any of us can remember, and we obviously are very pleased with the company's performance in the first half," said Federated chairman James Zimmerman.

Federated stock gained more than 2% yesterday, adding 1 1/8 to \$ 50.12 well above its 52-week low of \$ 32.81 and near its 52-week high of \$ 57.06.

"Federated's strong sales and earnings can be attributed at least in part to an economy that continues to outperform expectations. As always, however, the real test will come in the second half, particularly in the fourth quarter," the three-month period that includes Thanksgiving, Hanukkah and Christmas, Zimmerman said.

Macy's execs expect a strong holiday season and are looking to hire staff. "We're in an open-to-hire mode," said Hal Kahn, chairman of Macy's East division, but "we're having a tough time" because the strong economy has produced a tight labor market.

Federated doesn't break out the performance of individual stores, but if yesterday was any indication, midtown Manhattan shoppers are hot for bedding, back-to-school clothes and anything else that's marked 25% off.

Macy's at Herald Square continues to lure heavy numbers of tourists, making it one of Federated's top stores, drawing the likes of Alexis and Tim Ames of London, England.

"We came for good prices, variety and styles," Alexis Ames said yesterday, who with her husband bought about \$ 300 worth of clothes by such makers as Polo Ralph Lauren.

Upper Manhattan resident Travon Fox bought a winter comforter and towels.

"They are cheaper now," Fox said, referring to sales and coupons.

Federated, which also owns The Bon Marche, had profits of \$ 137 million, or 61 cents a share, topping Wall Street estimates of 57 cents a share. A year earlier it earned \$ 107 million, or 47 cents a share.

Looking ahead, Kahn said consumers will continue to have something they want to buy. Already planning for next spring, he said "expect color, prints and stretch fabrics" to be a big draw.

GRAPHIC: CASH REGISTERS ARE RINGING

Notes: Graphic not available electronically

GRAPHIC: James Zimmerman, Federated chief, optimistic for rest of '99 after strong first-half.

LOAD-DATE: August 13, 1999

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 10:52 AM EDT



LexisNexis[®]

[About LexisNexis](#) | [Terms & Conditions](#)

[Copyright © 2006 LexisNexis](#), a division of Reed Elsevier Inc. All rights reserved.

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]
 Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



*Athletes and Celebrities Team Up at the 13th Annual Nautica Malibu Triathlon Sept. 19 Business Wire
 August 12, 1999, Thursday*

Copyright 1999 Business Wire, Inc.
 Business Wire

August 12, 1999, Thursday

DISTRIBUTION: Business/Entertainment/Sports Editors

LENGTH: 706 words

HEADLINE: Athletes and Celebrities Team Up at the 13th Annual **Nautica** Malibu Triathlon Sept. 19

DATELINE: MALIBU, Calif.

BODY:

Aug. 12, 1999--

More than 1,500 Participants Will Help Raise Money to Benefit the Elizabeth Glaser Pediatric AIDS Foundation

More than 1,500 athletes, celebrities, musicians and weekend warriors will hit the beach in Malibu on Sunday, Sept. 19, to participate in the 13th Annual **Nautica** Malibu Triathlon. The race will begin at 7:15 a.m. Competitors will challenge themselves as well as each other while benefiting children who face a greater battle -- pediatric AIDS. The **Nautica** Malibu Triathlon is a half-mile swim in the Pacific Ocean, an 18-mile bike ride along scenic Pacific Coast Highway and a four-mile run along Zuma Beach to Point Dume and back. All net proceeds from the event will benefit the Elizabeth Glaser Pediatric AIDS Foundation. The last two **Nautica** Malibu Triathlons raised nearly \$ 100,000. Last year, Academy Award-winning actor/comedian Robin Williams headed a list of more than 100 celebrities, musicians and Olympians who participated. Other celebrities who competed in 1998 included Andy Lauer ("Caroline in the City"), Patrick Warburton ("Seinfeld"), the Goo Goo Dolls, Jose Solano ("Baywatch") and Sean Astin. Olympic Gold medal winners were in abundance as well, including Steve Hegg (cycling), Steve Scott (track and field), John Naber (swimming), Peter Vidmar (gymnastics) and Amanda Beard (swimming). 1999 Tour de France winner Lance Armstrong competed in the 1997 race, his first event following his fight with cancer. Husband/wife duo Darren and Jenny Wood of Carlsbad, Calif., won the male and female individual divisions of the 1998 **Nautica** Malibu Triathlon. Event producer Michael Epstein of Michael Epstein Sports Productions said, "The **Nautica** Malibu Triathlon is an event where everyone joins together to raise money for pediatric HIV/AIDS research. With the combination of exhilarating sports, dedicated athletes and high profile participants, we expect an energetic and rewarding day of competition." Other events taking place at the **Nautica** Malibu Triathlon include the **Nautica** "Tot Trot," a 50-100 yard beach run for children age 12 and under, and a sand castle building contest, which will showcase professional and amateur sand sculptors applying their craft on the shore. Registration for the triathlon is open to all. To pre-register, call 818/707-8867 or visit the Web site at www.mesp.com. Competitors may also register from 5:45 to 7 a.m. on Sept. 19 at the event site. The entry fee is \$ 60 for TriFed members and \$ 65 for non-TriFed members. Three-person relay teams are \$ 90 per team for TriFed members and \$ 95 per team for non-TriFed members. Spectators are welcome to root for their favorite athletes free of charge. The awards ceremony honoring top finishers in all 43 divisions will get underway at 10:20 a.m. Presenting sponsors of the 1999 **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 continually strives to assist in raising awareness and funds for important causes and charities. The Elizabeth Glaser Pediatric AIDS Foundation is the leading national non-profit organization dedicated to funding and conducting research focused on pediatric HIV/AIDS. Over the past 10 years, the foundation has raised more than \$ 80 million and maintained an administrative overhead of less than 6 percent.

CONTACT: Michael Epstein Sports Productions
Adam Fell, 818/707-8866, ext. 12
or
Nautica Public Relations
Mary Ellen Barone, 212/841-8981
Brian Lover, 212/830-8244

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>

LOAD-DATE: August 13, 1999

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 10:50 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) [1]
Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

☛ Select for FOCUS™ or Delivery

In the pocket; From tops to bottoms, designers have urban chic Chicago Sun-Times August 18, 1999, WEDNESDAY, Late Sports Final Edition

Copyright 1999 Chicago Sun-Times, Inc.
Chicago Sun-Times

August 18, 1999, WEDNESDAY, Late Sports Final Edition

SECTION: FEATURES; Pg. 30

LENGTH: 344 words

HEADLINE: In the pocket;
From tops to bottoms, designers have urban chic

SOURCE: STUART RAMSON; ASSOCIATED PRESS ANTONIO CALANNI

BYLINE: BY LISA LENOIR

BODY:
Urbanities know all too well the challenges of daily survival.

One must constantly figure out solutions to a myriad of problems from what mode of transportation to take to where to buy lunch.

No one is more aware of these challenges than fashion designers. Instead of dictating trends, they are noting the problems of busy people and finding solutions.

They've become more aware that clothes must first and foremost "work."

Nothing can be fussy or flimsy. Everything has to be durable.

Enter utilitarian chic.

This movement -- which has its roots in military apparel -- has been gaining momentum for several seasons as clothing creators begin to respond to the hectic lifestyle patterns of their customers.

Teens, known for traveling from here to there, were the first to start wearing such functional clothing. The biggest wardrobe staple was the cargo pocket pants. Those deep, baggy pockets were able to hold everything from pencils to pagers to phones.

The pocket theme carried over onto dresses, tops and even shirts. Wearers could tuck a little lipstick into their pockets and not have to worry about carting them in their hands.

Ralph Lauren devoted most of his spring collection to cargo pocket pants in a variety of bright colors.

Now, many designers, including Carolina Herrera, have added them to their fall eveningwear.

And why not? What woman doesn't want to simply put her compact inside her pocket, leaving her handbag at home?

Don't expect to see this whole form-follows-function movement dissipating anytime soon. Look for many more utilitarian elements to become part of your regular wardrobe.

They include:

Anything with drawstrings. Look for them on skirts, jackets and even sweaters.

Backpacks and body bags with multiple compartments.

Anything with hoods. Look for them on dresses, jackets and tops.

High-tech and natural textiles. Look for cashmere, quilted downs, breathable nylons, silk fleece and microfiber.

Neutral and bright tones. Watch for road-crew oranges, yellows, silvers and eye-catching reds.

GRAPHIC: Cargo pocket pants are the wardrobe basic in the whole utilitarian chic movement. A vest with pockets becomes even more functional to the wearer. Tuck a little lipstick or compact into your eveningwear trousers by Carolina Herrera. Beat the chill while showing urban flair in this orange hooded parka with green flight pants by **Nautica**. A waistcoat with pockets is useful to those who want function and fashion. The coat allows you to carry anything from pencils to your cell phone.

LOAD-DATE: August 18, 1999

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 10:46 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



HOT NEW JEANS WILL BE DOWN AND DIRTY AT MAGIC; FOR SPRING 2000, LIGHT WASHES ARE RE-CREATING THAT OLD, FRIENDLY, WORN BLUE DENIM LOOK. Daily News Record August 23, 1999

Copyright 1999 Information Access Company,
a Thomson Corporation Company;
ASAP

Copyright 1999 Capital Cities Media Inc.
Daily News Record

August 23, 1999

SECTION: Pg. 62 ; ISSN: 1041-1119

IAC-ACC-NO: 55568734

LENGTH: 1066 words

HEADLINE: HOT NEW JEANS WILL BE DOWN AND DIRTY AT MAGIC; FOR SPRING 2000, LIGHT WASHES ARE RE-CREATING THAT OLD, FRIENDLY, WORN BLUE DENIM LOOK.

BYLINE: KNIGHT, MOLLY

BODY:

Spring may be the season for fresh, clean looks, but in the designer denim market, it's all about getting dirty. Not just dirty, but also destructed, worn, frayed and torn.

While dark, raw denim remains an important look for back-to-school, the hottest trend in denim at MAGIC will be jeans in light washes that are treated to create the appearance of your favorite old pair of blue jeans.

"The jeans washes have gotten lighter for spring," said Bob Cournoyer vice-president and GMM of US Male, a nine-unit operation in Chicago. "If they're dark, then they need to have a lot of surface texture with a dirty wash or distressed look that is old and beat-up."

Diesel, the Italian jeans maker that has championed dirty denim for several seasons, is expanding its offering for spring with several new dirty washes. One, called faded vintage #737, is an Australian double ring-spun denim in a gray/blue dirty finish. The jeans have the added touch of hand sanded whiskers on the thigh.

Diesel is also offering two new silhouettes for men for spring: the RAM, a loose-fit straight-leg, and the ZAPOX, a clean, modern jean fitted in the seat with a low, contoured waistband. Other jeans new to Diesel's collection include crinkled linen/cotton denim and a coated black jean that looks like leather. Diesel is increasing prices for spring with some of the double-ring spun jeans starting at \$ 139 suggested retail price.

CK Jeans will also be showing dirty denim at MAGIC, and will be featuring dirt denim jeans and jackets in a global spring advertising campaign. "Dirty denim is really the big push for us for spring," said Pat Lawler, president of the ck men's jeans. "Everything that's happening right now in denim is in washes. Rinse is big for fall and for spring, it's dirty," he said.

CK Jeans will offer two silhouettes in a dirty wash for spring: a carpenter and an original fit. The original fit

jean is priced to retail at \$ 78, and the carpenter style at \$ 88.

Taking dirty denim and really destructing it, DKNY Jeans will show an innovative take on the dirty look at MAGIC. Highlights of the collection include jeans that are not only dirty, but frayed, patched and embellished with graffiti-like details. One pair, light wash jeans with words and numbers sketched on the leg, also come with a leather string of orange and yellow beads attached to the waist band. With a suggested retail price of \$ 98, the jeans create a personalized look.

Other highlights of the denim in DKNY Jeans spring collection include jeans that are hand-patched (priced to sell at only \$ 88 retail), brightly colored overdyed denim in shades of celery, red, orange and yellow and a limited edition jean in rinse denim.

Tommy Jeans will be showing some new, vintage-looking washes for spring at MAGIC. "We're doing some new washing techniques with our denim that range from slightly nicked to heavily destructed, frayed and paint-splattered," said John Kourakos, president of Tommy Jeans. One jean, called the Rigord Wash Trooper, is washed to create a look reminiscent of tie-die. The Rigord jean is priced to retail for \$ 78.

Not only are designer jeans makers doing dirty washes for spring, but they're also experimenting with color.

"Color is really happening in denim," said Kurt Lester, vice-president of merchandising for **Nautica** Jeans. At MAGIC, **Nautica** will show a wide array of subtly colored denim in shades of green, khaki, gray, natural and blue that tie back to the knits in the collection. Not only is **Nautica** playing with denim colors for spring, but also sophisticated washing techniques for authentic-looking jeans. A crinkle jean that is treated so that permanent wrinkles form in the fabric is new to **Nautica's** denim with a suggested retail price of \$ 68. It is made out of double ring-spun denim and has the look of your old, worn pair of jeans. At MAGIC, **Nautica** will also be introducing the initial products in a very unique denim collection in the works for holiday/spring. The jeans in this offering are a sophisticated mix of vintage-looking washes complete with wrinkles, frays, and even patches and areas of broken stitching. These jeans will retail for approximately \$ 70.

Another designer jeans maker experimenting with color for spring is Girbaud. A new jean, developed by Francois Girbaud, is called Blue Eternal and is treated so that the rich indigo color of the denim will never fade. The Blue Eternal jeans have a suggested retail price of \$ 70. There is also a new fashion silhouette in Girbaud's spring line called the Landslider that cinches at the waist with a drawstring.

While newness in designer denim in the men's market at MAGIC will be seen mostly in washes and fabrication, there will be a few new silhouettes for spring. Polo Jeans has a new jean called the R-1, an easy fit style available in three washes: rinse, medium stone and light wash. For spring, Polo Jeans will also offer a whole range of lightweight denim.

While old, vintage-looking denim may be the hottest trend for spring, another trend in denim fabrication will make its way to MAGIC - stretch. Although only a handful of designers are experimenting with stretch denim, it will be something to look out for at MAGIC.

In Kenneth Cole Reaction Jeans spring collection, there are two stretch jeans made with 2 percent Lycra spandex priced to retail at \$ 70. In addition to stretch, Reaction Jeans will offer colored denim in heather, light stone and gray, and an array of spring-colored denim in white and neutral tones.

A designer denim maker showing men's for the first time at MAGIC will be Sergio Valente. Sergio Valente's spring collection will include a number of stretch jeans priced to retail at \$ 74, made with 4 percent Lycra. Stretch selvage jeans by Sergio Valente will be priced higher at up to \$ 125.

Another jeans player looking to expand its men's business at MAGIC is the Turkish jeans brand Mavi, according to Ron Gelfuso, director of sales and marketing for Mavi. Mavi's most popular silhouette for men is the Maxx, which will be offered in a new cotton/poly denim for spring.

If there's one booth denim aficionados should stop by at MAGIC, it's Japan-based Edwin Jeans. Edwin will be showing its premium Red Selvage denim with intricate, vintage details. The Red Selvage jeans are priced retail between \$ 105 and \$ 115.

IAC-CREATE-DATE: August 30, 1999

LOAD-DATE: August 31, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 10:42 AM EDT



[LexisNexis](#) [About LexisNexis](#) | [Terms & Conditions](#)

[Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.](#)

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



GETTING YOUR KIDS IN GEAR The New York Post August 28, 1999, Saturday

Copyright 1999 N.Y.P. Holdings, Inc. All rights reserved.
The New York Post

August 28, 1999, Saturday

SECTION: All Editions; Pg. 022

LENGTH: 1222 words

HEADLINE: GETTING YOUR KIDS IN GEAR

BYLINE: FARRAH WEINSTEIN

BODY:

It's back-to-school time again (parents, try to control your glee). From now through Labor Day, it's also back-to-the-stores time as everyone tries to outfit their kids in the latest threads and knapsacks.

Naturally, what's cool and hip today can be stale tomorrow - so you don't want to spend a fortune on soon-to-fade fads. That's why The Post has scoured the city to find the hot, the cool . . . and the affordable.

Added bonus: Shop between Sept. 1-7 and you'll save 8 1/4 percent tax on all clothing and footwear items under \$500.

WHAT'S HOT

From Vanessa Groce, editor in chief of the children's fashion monthly *Earnshaw*, comes this scoop on the fall's hottest clothing trends:

"We are noticing variations in child staples - classics with a funkier twist," she says. That means corduroys with fun embellishments, sweaters with sequin and button appliques, tweeds with rich burgundys and dark maroons.

There's also a lot of fun stuff for the year 2000 - like feather collars and space-age designs, she says. And don't forget color: "There are lots of vivid, bright colors like magenta and yellow," says Groce. "Polo and Tommy Hilfiger are doing bright reds. And Fubu is doing bright orange."

Textures are just as important as color. Thermals and fleeces are hot - and so are pleats and long skirts. Heavy, quilted coats are back - though they're more tapered than last year, Groce says.

The cool brands, she notes, are Timberland, Woolrich, Flapdoodles and **Nautica** - but none of them are cheap. Still, you can outfit your kid to look just as hip for less, she says, by shopping at Old Navy, the Gap and Kmart.

As for the styles themselves, Elina Kazan of Macy's has three words to sum up the fall - active, techno and denim.

She says you can't go wrong with puffy, quilted vests, cargo pants and messenger bags for both sexes; striped pants for boys, and stretchy, three-quarter-sleeve shirts for girls.

VESTS

The key item this fall is a vest - be it cargo, leather, nylon, fleece or denim.

Vests are extremely versatile and are great layering pieces that can be worn through fall and winter and up to the spring, says Amy Maniatis, director of public relations at Gap Kids, whose billboards - featuring vests, incidentally - are all over the city.

Fashion pundits agree: Vests are also great for mixing and matching and tying it all together. They're priced anywhere from \$17.50 up to \$75.

PANTS AND SKIRTS

The cargo pant wins the "hottest trend of the season" award hands-down.

Mary Rose MacKinnon of L.L. Bean says that cargo pants have a lot of style "because they are tripped up with lots of pockets." Which makes them handy, too - especially when kids use the pockets for school supplies and granola bars.

Also cool, she says, are sports pants with stripes down the sides and fleeces - "especially because of the Millennium-type of feel to it," she says.

Puma and Adidas seem to have the market on sports pants (selling from about \$25 to \$38), but Kmart and Conway are selling them, too - for as low as \$9.99. And embroidered flare jeans - a big favorite for fall - are selling at Kmart for \$18.99.

SHOES

So what do kids want on their feet for fall?

According to the pros, you name it, they want it. That means platforms, Mary Janes, loafers, rugged boots and - that perennial pleaser - sneakers.

"Candies and Bongo did a lot of loafers, but with a twist, like gray flannel instead of standard leather - and they're quite popular," says Groce.

Over at Timberland, says company spokesman Tim Aberle, "the whole idea is to provide agility with stability. We offer a hip, urban shoe to wear and it's the coolest new thing designed for kids to run or walk through Central Park to get to school." The shoes come in gray suede leather, smoke suede, brown and black suede, and sell for \$50.

Another hot sell is the drawstring toggle shoe by Steve Madden. It's called the "Broker" - and it's big because it's easy on the feet and stylish to boot.

"What we like about this shoe is the rubber bottoms with turned up toes because they are really funky looking," says Madden. "And the whole platform thing is still so big and they're really comfortable." Parents may feel a little less comfortable, though, about the price: Brokers go for \$79 a pair.

Keep your eyes open - you may find something similar at Payless.

ACCESSORIES

The one great thing about being a kid is that you have so much time. Now, the watch companies are helping kids enjoy it in style.

G-Shock and its spinoff Baby-G have become a major fad, thanks to funky colors and interesting designs.

All their watches come equipped with a shock-resistant band (perfect for overly active kids), an electro-luminescent backlight and a surfer/dancer animated display that kids love to look at. The timepieces go for \$79 and up.

If you don't want to spend that much, Swatch has a deal for you - two package deals, in fact. The Flik-Flak watch, for kids ages 4-9, teaches kids how to tell time. The girls' version comes in a transparent "lipstick kiss" purse with nail polish and a hot pink puffy heart. The boys' watch comes enclosed in a clear circular ball with a creepy tarantula webbed around it.

With a scratch-resistant lens, quartz movement and easy-change battery, they can be safely worn while kids run, jump and swim. The watch packages sell for \$32.

BACKPACKS

"Fun" and "healthy" are the key words to describe this fall's backpacks. The traditional backpack with the two straps around the shoulders is still around, but it's not as hip as the single strap packs that fall across the chest and distribute weight easily.

The orange ergo (as in ergonomic) backpack from Old Navy - with buckle clip closures - goes around the chest; it sells for TK. The Gap also sells a bag with tons of clips and pockets for TK.

SCHOOL SUPPLIES

Pens, planners and notebooks have never been more colorful - or funky.

Look for things from Lisa Frank, including organizers with butterflies, puppies and other designs. Lisa Frank also makes a "World Organizer" - which doubles as a young girl's journal and calendar, equipped as it is with a pen, photo sleeves, a mini-pencil pouch, address book, mirror and stickers. It sells for \$12.

Another company, At-a-Glance, has a great Pro Line series of planners for boys, featuring race-car drivers Jeff Gordon and Dale Jarrett, and other sports stars. It also has a versatile Millennium Line with three-dimensional covers for both boys and girls, ranging from \$1.79 for the two-pocket portfolio to \$28.49 for the zipper binder.

Ask kids what they want to write with and they'll probably tell you "gelly pens." Not to be confused with peanut butter's best bud, these gellies are easy on the hands, less blotchy on paper and generally more fun to doodle with. They sell for \$1.19 each.

Did anyone say lunch? You'll need something fun to pack it in. Lisa Frank makes a bunch of funky lunch bags for \$9. Basic colored bags are selling for \$4.99 at Duane Reade and Conway.

GRAPHIC: THE SMART LOOK IS AN ERGONOMIC KNAPSACK.

THIS SEASON'S STARS ARE STRIPES ON PANTS, FUN WATCHES AND VESTS. ADD A COLORFUL PLANNER AND A GELLY PEN AND YOU'RE SET.

HOT FOR FALL: FLARE JEANS WITH APPLIQUES, FURTRIMMED JACKETS AND COMFORTABLE SHOES, LIKE STEVE MADDEN'S BROKERS.

LOAD-DATE: August 29, 1999

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

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) [i]
Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



PAGE 2 / NEWS, TRENDS, GOSSIP AND STUFF TO DO; GIVE IT UP FOR. . .; KCET HAS A VISION FOR AWARD Los Angeles Times August 30, 1999, Monday,

Copyright 1999 Times Mirror Company
Los Angeles Times

August 30, 1999, Monday, Home Edition

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

LENGTH: 432 words

HEADLINE: PAGE 2 / NEWS, TRENDS, GOSSIP AND STUFF TO DO;
GIVE IT UP FOR. . .;
KCET HAS A VISION FOR AWARD

BYLINE: CANDACE A. WEDLAN, TIMES STAFF WRITER

BODY:

Eli Broad, founding chairman of Kaufman & Broad Home Corp. and SunAmerica Inc., has been chosen to receive the first KCET Visionary Award.

The West Coast flagship PBS station's award recognizes those who have made outstanding contributions to culture, art and education in the community.

Broad, who revived the struggling Walt Disney Concert Hall project by raising \$ 205 million, also headed the campaign to bring the Democratic National Convention to Los Angeles in 2000. He is the founding chairman of the Museum of Contemporary Art in Los Angeles, created the Broad Art Foundation to fund scholarships and exhibitions of contemporary art, and endowed the Broad Center for the Biological Sciences at Caltech.

"Eli Broad has initiated some of the most important cultural and civic projects in Los Angeles history," said Barry Munitz, president and chief executive of the J. Paul Getty Trust.

"He is a true Angeleno hero, and we are proud to pay tribute to him. What is even more remarkable, compared to most events like this, is that the two chairs are genuinely and joyfully two of his closest friends."

Munitz and his wife, Anne, and Mayor Richard Riordan and his wife, Nancy, are chairing the Sept. 13 awards and fund-raising dinner at the Regent Beverly Wilshire Hotel in Beverly Hills.

*

You will have to hit the beach early--7:15 a.m., to be exact--for the 13th annual **Nautica** Malibu Triathlon.

More than 1,500 celebrities and athletes are expected in Malibu Sept. 19 to support the Elizabeth Glaser Pediatric AIDS Foundation.

"It's a really fun family day everyone can get involved in, and we hope parents will bring their kids to enter the Tot Trot," said Susie Zeegen, the event's co-founder.

The triathlon is a half-mile swim, 18-mile bike ride along Pacific Coast Highway and 4-mile round-trip run between Zuma Beach and Point Dume. The Tot Trot is a 50- to 100-yard beach run for kids 12 and younger.

And for those who are better dreamers than runners, there's a sandcastle-building contest.

The last two triathlons raised \$ 100,000 for the nonprofit foundation, which supports pediatric AIDS research and education programs.

Run, swim or bike to the phone, and call (818) 707-8867 for details.

"Give It Up for . . ." will report regularly on selected SoCal benefits, honors and activities--both planned and completed. Please send detailed information to "Give It . . ." Southern California Living, Los Angeles Times, Times Mirror Square, Los Angeles, CA 90053, or fax to (213) 237-4888. Photographs also may be sent but cannot be returned.

GRAPHIC: PHOTO: Eli Broad will receive a KCET honor.

LOAD-DATE: August 30, 1999

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

Terms: [nautica](#) and [date](#)(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 10:37 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Furniture: Best Beds; Brief Article Good Housekeeping September 1, 1999

Copyright 1999 Information Access Company,
a Thomson Corporation Company;
ASAP

Copyright 1999 The Hearst Corporation
Good Housekeeping

September 1, 1999

SECTION: No. 3, Vol. 229; Pg. BIH6 ; ISSN: 0017-209X

IAC-ACC-NO: 55467961

LENGTH: 497 words

HEADLINE: Furniture: Best Beds; Brief Article

BYLINE: Leung, Tisha

BODY:

Bored with your bedroom? There's no need to buy a new set of matching furniture. Invest in just a bed frame. With so many styles, materials, and finishes to choose from, it's easy to revamp an outdated room by coordinating a bed with your existing decor. What looks fresh: country-style whitewashed wood (Maine Cottage has a great example with a frame inspired by an antique brass bed); a mix of textures, like **Nautica** Home's Campaign bed, which features cherry wood with cane panels woven in a herringbone pattern; and classic iron and brass frames. Or, if you want to soften up the overall mood of the room, an upholstered headboard will do the trick.

Texture

A mix of materials and textures adds drama and interest to a bedroom set gone stale. Pier 1 Imports' Jamaica headboard (queen, \$ 175) combines wood and whitewashed rattan in a contemporary, subtle way.

Metals

Brass and iron beds have wide appeal because they blend easily into both modern and traditional surroundings. A favorite: Charles P. Rogers' Fairfield wrought-iron bed (queen headboard, \$ 729; complete bed, \$ 1,199) with brass accents.

Pure White

White paint has surpassed clear, natural finishes in popularity for oak, pine, and other wood bedroom furniture. Thomasville's ornate Cordova four-poster bed (queen, \$ 1,600) with acanthus-leaf and beaded details is finished in creamy vanilla.

Sleigh-Style

Streamlined and free of fussy details, the classic sleigh bed, here from Broyhill, in knotty oak (complete queen bed, \$ 1,200) can give a sophisticated focus to a room. Choose a finish that matches your existing furniture.

Country Cottage

Pure and simple looks like The Lane Company's Biddeford Victorian bed (complete queen bed, \$ 895), which was inspired by a white picket fence, lend a clean, crisp focal point to a big or small space.

Traditional

Strong, distinctive lines turn classic looks into real standouts. A prime example: the curvy headboard from the Eddie Bauer American Lifestyles collection by Lane (queen, \$ 1,099).

Slipcovers

Upholstered beds soften the look of an entire room. Machine-washable slipcovers in natural or navy make Garnet Hill's Amsterdam bed (queen, \$ 1,595) easy to clean, and its hardwood cherry legs and sideboards have a contemporary feel.

Vintage Touches

Headboards take a nostalgic turn with decorative details such as the row of tin ceiling tiles lining the top of Kincaid's Belle Maison collection's Chateau panel bed (queen, \$ 1,399).

Prices are approximate. For more information: Broyhill Furniture Industries, 800-327-6944; Garnet Hill, 800-522-6216; Kincaid Furniture Company, a La-Z-Boy Company, 800-438-8207; The Lane Company, 800-750-LANE; Lexington Furniture Industries, 800-LEXINFO, www.lexington.com; Maine Cottage Furniture, 207-846-1430, www.mainecottage.com; Pier 1 Imports, 800-447-4371; Charles P. Rogers, 800-272-7726; Thomasville Furniture Industries: 800-225-0625, www.thomasville.com.

IAC-CREATE-DATE: October 18, 1999

LOAD-DATE: October 19, 1999

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

Terms: [nautica](#) and [date](#)(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 10:36 AM EDT



LexisNexis: [About LexisNexis](#) | [Terms & Conditions](#)

[Copyright © 2006 LexisNexis](#), a division of Reed Elsevier Inc. All rights reserved.

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery

nautica girls joins hampton family. Children's Business September 1, 1999

Copyright 1999 Information Access Company,
a Thomson Corporation Company;
ASAP

Copyright 1999 Fairchild Publications, Inc.
Children's Business

September 1, 1999

SECTION: No. 9, Vol. 14; Pg. 11 ; ISSN: 0884-2280

IAC-ACC-NO: 55822549

LENGTH: 251 words

HEADLINE: nautica girls joins hampton family.

BYLINE: Mitchell, Tracy R.

BODY:

Nautica Girls has a new home. The 4-16 swimwear and sportswear collection will now be produced by Hampton Industries, which has held the **Nautica** boys' license for the last five years. According to Robert Reid, formerly president of **Nautica** boys and now the new president of **Nautica** Children's, David Chu, **Nautica** CEO, founder and designer, looked at the success of the boys' label and envisioned similar growth for the girls' line.

"Our boys' business has really grown over the past two years. Last year it increased by 33 percent. This year we will see an increase of 38 percent. David is pleased with the direction our line is headed in, how we've really picked up on that 'tween look," explains Reid. The executive reports that he's already put together "an elite team of people" ready to take the girls' business to the next level--"a hipper level. It needs to be a little cooler. Right now the line is very safe--safe to the point that it hurts its potential."

The Eagle's Eye will complete all shipments and provide customer service for **Nautica** Girls orders through Holiday 1999. Eagle's Eye is working closely with Hampton to ensure a smooth transition to Spring 2000. Speaking of spring, Reid says the new swimwear collection is generating the most interest. Sold through 195 doors, the line is right on target in terms of color trends.

For Fall 2000, **Nautica** Girls will be completely under Hampton's reign. Reid says to expect a nice balance of "fashion and **Nautica** tradition."

IAC-CREATE-DATE: October 14, 1999

LOAD-DATE: October 15, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 10:31 AM EDT

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



FESTIVAL FOCUS IS FAMILY FUN Orlando Sentinel (Florida) September 2, 1999 Thursday, METRO

Copyright 1999 Sentinel Communications Co.
Orlando Sentinel (Florida)

[+ View Related Topics](#)

September 2, 1999 Thursday, METRO

SECTION: ORANGE EXTRA 5; Pg. 11

LENGTH: 473 words

HEADLINE: FESTIVAL FOCUS IS FAMILY FUN

BODY:

You're invited to Celebrate the Family at the Orlando Junior Woman's Club festival on Saturday at the Walt Disney World Dolphin Hotel.

Area youngsters and their families can enjoy a day of activities and live entertainment from 10 a.m. to 5 p.m. at the Lake Buena Vista hotel.

There will be hands-on educational exhibits, Disney games, live animals, food, characters, goody bags and clowns.

Admission is free, but tickets are required for food purchases and certain activities.

Proceeds from Celebrate the Family will be used by the Orlando Junior Woman's Club for programs it supports.

Organizers expect more than 25,000 people to attend the festival. For more information, call (407) 426-9642.

FITNESS FOR FREE

Hey, seniors, lace up your sneakers, stretch your muscles and get ready to work out.

Health Central Park will offer free low-impact fitness classes each week at St. Paul's Presbyterian Church in west Orange County.

The sessions will begin Sept. 14 and will be from 9:30 to 10:15 a.m. each Tuesday and Friday at the church's fellowship hall, 1450 Citrus Oaks Drive, across from the West Oaks Mall. The program is open to any senior interested in a mild fitness program. For details, call Betty Carroll at (407) 296-1628.

FOR BOOKWORMS

Mothers and daughters who love to read are invited to join a special club at the Windermere Library.

The Mother/Daughter Book Club will meet at 3 p.m. Sept. 11 to read and to talk about participants' favorite books. The free program is designed for girls between 9 and 14 years old.

For more information, call (407) 876-3939. The library is at 530 Main St.

FASHION FIND

For tall and heavy men, finding clothes that fit can sometimes be difficult.

J. Baker Inc., the company that owns the Casual Male Big & Tall stores, recently started Repp Premier Big & Tall Shops.

The company opened one of its first stores last week at 7939 S. Orange Blossom Trail. Some of the designer lines include Ralph Lauren, Polo Jeans, **Nautica**, Tommy Hilfiger, Tommy Jeans and Perry Ellis.

NEW SHOPS

Look for a new shopping center and offices next year at Conroy-Windermere and Apopka-Vineland roads.

A Miami developer plans to build a 201,000-square-foot shopping center and 65,000 square feet of office space on 22.7 acres. It will be called Isleworth Promenade, and a supermarket would anchor the project. Groundbreaking should occur next spring.

BE AN ADVOCATE

The Florida Department of Children & Families is looking for new members to serve on its Human Rights Advocacy Committee, District 7.

The committee is made up of volunteers who review possible human-rights violations concerning department clients, such as individuals in foster homes, mental health facilities and group homes.

Those interested in volunteering can call Wendy Jordan at (407) 245-0400, Ext. 153.

COLUMN: Neighborhood News
SOUTHWEST ORANGE

LOAD-DATE: September 2, 1999

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

Terms: [nautica](#) and [date](#)(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 10:28 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



FOOTNOTES; Going to Extremes The New York Times September 12, 1999, Sunday, Late Edition - Final

Copyright 1999 The New York Times Company
The New York Times

September 12, 1999, Sunday, Late Edition - Final

SECTION: Section 6; Part 2; Page 102; Column 3; Men's Fashions of The Times Magazine

LENGTH: 518 words

HEADLINE: FOOTNOTES;
Going to Extremes

BYLINE: By Penelope Green

BODY:

1. The Explorers Club was formed in 1905. Its members have included Admirals Robert Peary and Richard Byrd, Charles Lindbergh, Sir Edmund Hillary, Thor Heyerdahl, Chuck Yeager, Sally Ride and the oceanographer Sylvia Earle (pictured), though women weren't invited to join until 1981. The explorer Richard Wiese says the club still has an "alpha male mentality." "You get up to go to the bathroom," he says, "and when you come back, some 80-year-old coot who used to be King Kong is hitting on your girlfriend. But seriously, these guys have shaped the 20th century, which I say with some jealousy because they've all 'been there first.'" 2. "I guess my image is sort of disheveled/ outdoorsy," says James Prosek, who wore a Burberrys sport coat during his book tour for "The Complete Angler" (Harper Collins, \$30). As he fished his way through Britain, Prosek was astounded by the uniform of the gentry-fishermen: a tweed suit, a cap and a wool tie. 3. At the fall men's wear collections, Giorgio Armani, Gianfranco Ferré and **Nautica** (pictured) focused on extreme weather gear, thus the preponderance of enormous turtlenecks, cowl-neck parkas and fur-trimmed hoods. 4. Norman D. Vaughan says that besides his caribou parka, the most useful piece of clothing he wore on Byrd's 1928 expedition was long woolen underwear. "When you perspire in wool, it gets wet!" Vaughan says. "We'd change our underwear every three weeks, all at once. It was like a Saturday night bath. We'd make five more miles on the sleds, and I'd like to tell you, it was because of the underwear." Prada's silk and cashmere long underwear (pictured, \$670 for a crew-neck top, \$710 for a polo neck, and \$600 for the bottoms) can be found at Prada, 841 Madison Avenue. 5. No styling products were used on this shoot, at the request of the photographer, Richard Burbridge, who wanted his subjects to "look like themselves." One product that explorers use is Dermatone, a frostbite/sunburn protector. 6. Fred McLaren was part of the first baseball game played at the North Pole. "It was late August in 1960," he says. "We took great care to make sure the pitcher's mound was on the Pole. If you hit a home run, you'd circumnavigate the globe; if you hit into right field, you'd hit into tomorrow, and if the right fielder caught the ball, he'd throw it back into yesterday. Sliding took on new meaning, and I'm still not sure what day the game ended." 7. Interest in adventure has inspired ideas for everything from books (like "The Perfect Storm" and "Into Thin Air") to cars. Detroit's contributions include the GMC Denali (the Indian name for Mount McKinley). 8. Marcelo Mendez has been on an expedition on Easter Island. "The island hasn't been contaminated," he says. "It's like a microcosm of Earth, and we can use what happened there to think about what the future holds." On an expedition, Mendez is most concerned with what goes on his feet. On Easter Island, he wore Teva-type sandals. "I'm more of a practical guy than a fashion guy," he says. An alternative might be these sandals (\$140). At Kenneth Cole stores nationwide.

<http://www.nytimes.com>

GRAPHIC: Photos: (PHOTOGRAPHY BY: 1, ABC "20/20"; 2, 5, 8, Tony Cenicola for The New York Times; 3, Dan Lecca; 6, courtesy of the United States Navy.)

LOAD-DATE: September 12, 1999

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 10:22 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery

BEST BETS: SUNDAY 9/19; 7 PM: POP MUSIC Los Angeles Times September 16, 1999, Thursday,

Copyright 1999 Times Mirror Company
Los Angeles Times

September 16, 1999, Thursday, Home Edition

SECTION: Calendar; Part F; Page 5; Entertainment Desk

LENGTH: 583 words

HEADLINE: BEST BETS: SUNDAY 9/19;
7 PM: POP MUSIC

BODY:

For fans of the extended instrumental jams that have earned Phish its loyal following, there's no more mind-bending a way to wrap up the summer's final weekend than with a dose of Phish under the Orange County stars.

* Phish, Irvine Meadows Amphitheatre, 8808 Irvine Center Drive, Irvine. 7 p.m. \$ 23. (949) 855-2863.

noon: Festival

Everybody samba! It's Brazil's Independence day, and that means it's time for a Brazilian Street Carnival. Samba groups will perform all day at the Promenade Amphitheater in Long Beach--except for the break they'll take for a Rio-style parade. Performers include Super Sonic Samba School, Swing Brazil, Forró for All and Lula Almeida.

* Brazilian Street Carnival, Promenade Amphitheater, 100 Promenade (at 1st Street), downtown Long Beach, noon-8 p.m. Parade at 2 p.m. Free admission. (562) 438-3669.

all day: Festival

Renaissance performers, traditional music and folk dancing will help highlight the Scandinavian Autumn Festival at Vasa Park in Agoura. The celebration will also feature skilled artisans exhibiting and selling traditional Scandinavian arts and crafts, plus weaving, spinning and needlework demonstrations.

* Scandinavian Autumn Festival, Vasa Park, 2854 Triunfo Canyon Road, Agoura, 10 a.m.-4 p.m. (Breakfast will be offered beginning at 8 a.m.) \$ 3 donation; kids under 12, free. (818) 360-6414.

7:15 am: Triathlon

Celebrities--they seem so cool. But Sunday at Zuma Beach, you can see them sweat at the **Nautica** Malibu Triathlon. The race includes a half-mile swim, 18-mile bike ride and four-mile run for individual competition in age/sex categories, or in three-person relays. Keep an eye out for the celebrity relay teams. Last year, Team **Nautica**, led by "Baywatch" actor Jose Solano, edged out Team Goo-Goo Dolls by only 38 seconds.

* **Nautica** Malibu Triathlon, Zuma Beach, 3/4 mile north of Kanan Road on Pacific Coast Highway, Malibu. Registration begins at 5:45 a.m.; race begins at 7:15 a.m. Awards ceremony, 10:20 a.m. \$ 65 registration. Viewing, free. (818) 707-8867.

all day: Movies

If any film should be seen on the big screen it's David Lean's 1962 Oscar-laden epic "Lawrence of Arabia," and for three days the New Beverly is giving you that chance. Peter O'Toole stars as the enigmatic adventurer T.E. Lawrence, with Omar Sharif, Anthony Quinn, Alec Guinness, Jack Hawkins and Arthur Kennedy lending impeccable support. The beautiful photography is by Freddie Young and Nicolas Roeg. The film is literate, serious and full of sweep and action.

* "Lawrence of Arabia," New Beverly Cinema, 7165 Beverly Blvd. Sunday: 3:30 and 8 p.m. Monday and Tuesday: 8 p.m. \$ 3 to \$ 5. (323) 938-4038.

2 pm: Theater

Harold Gould headlines in the West Coast premiere of "Visiting Mr. Green," Jeff Baron's play about an irascible old widower whose life collides with the 29-year-old corporate executive who is assigned to assist him as part of a court-ordered community service.

* "Visiting Mr. Green," Pasadena Playhouse, 39 S. El Molino Ave. Sunday, 2 p.m. Regular schedule: Tuesdays-Fridays, 8 p.m.; Saturdays, 5 and 9 p.m.; Sundays, 2 and 7 p.m. Ends Oct. 24. \$ 13.50 to \$ 42.50. (800) 233-3123.

*

FREEBIES: This month's walk along the L.A. River tours Sherman Oaks Village Gardens. Meet on the northwest corner of Coldwater Canyon Avenue and Valley Heart Drive, 4:30 p.m. (213) 381-3570.

Open house of a Victorian home, George Anderson House, 215 E. Lime Ave., Monrovia. 1-4 p.m. (626) 358-0803.

GRAPHIC: PHOTO: Phish, with Jon Fishman, left, Mike Gordon, Page McConnell, Trey Anastasio, will perform in Irvine. **PHOTOGRAPHER:** DANNY CLINCH **PHOTO:** Omar Sharif, left, and Peter O'Toole star in "Lawrence of Arabia." The epic will play at the New Beverly. **PHOTOGRAPHER:** TNT **PHOTO:** Harold Gould, left, and Daniel Nathan star in "Visiting Mr. Green." **PHOTOGRAPHER:** LAWRENCE K. HO / Los Angeles Times **PHOTO:** Brent Imonen, left, Jose Solano and Steve Hegg won last year's Malibu Triathlon.

LOAD-DATE: September 17, 1999

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 10:20 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Stars final event The Capital (Annapolis, MD.) September 16, 1999, Thursday

Copyright 1999 Capital-Gazette Communications, Inc. The Capital (Annapolis, MD.)

September 16, 1999, Thursday

SECTION: sports; Pg. D6

LENGTH: 1023 words

HEADLINE: Stars final event

BYLINE: By JEFF NELSON Staff Writer

BODY:

Annapolis Yacht Club will host the 2000 Star Class World Championships next year, one that should enjoy a considerable boost in importance with the approach of the Sydney Olympics.

Far from just being another weekend regatta, the Worlds will be an 11-day extravaganza that has attracted top dollar sponsor

ship from **Nautica** clothing and lifestyle company.

Organizers are expecting more than 100 teams and the top race officials and logistical people are over in Punta Ala, Italy now observing the 1999 Worlds.

The regatta will hit Annapolis May 10 and is expected to be greeted with a welcome akin to that put out for the Whitbread (now Volvo) Ocean Race last year.

Eastport will be festooned with flags and volunteers are already laying out plantings of bulbs that will blossom in time for the spectacle.

Punta Ala is proving now that the Star Worlds are no ordinary high-visibility regatta. There are 150 boats on the line in Italy this week, making up a fleet so aggressive

ive that it took four tries to get the first race started and more than 30 boats were DSQ'd for being early on the final attempt.

Jim Capron, Jack Lynch and Barbara Vosbury of AYC were in Punta Ala for the event and wound up getting drafted onto the race committee. The trio gave a presentation on Annapolis' plans for next year's Star Worlds prior to the awards ceremony.

For AYC, the regatta is a chance to show off the new Sailing Center, the vastly improved annex where small keelboats are stored and launched. It will also be a chance to feature prominently on the International stage.

"The Annapolis Yach Club has proven that we have the ability to produce top events both on and off the water and the Star class represents the pinnacle of one-design sailing competition," said AYC Commodore Karl von Schwarz.

"The Annapolis Yach Club has proven that we have the ability to produce top events both on and off the water and the Star class represents the pinnacle of one-design sailing competition," said AYC Commodore Karl von Schwarz.

Even greater stakes than normal will be riding on the regatta. This will be a qualifier for the Olympics, four slots in the Sydney games will be determined on the Chesapeake Bay.

"There could be more than 100 teams racing in the Worlds and we expect all 15 teams that will compete in Sydney to be on the line in Annapolis. The eyes of the sailing world will be on the Chesapeake during this regatta and we will not disappoint them," said Jim Capron, co-chairman of the organiz

ing committee.

Though still nine months away, the cel

ebration of the World's arrival has officially begun. Annapolis Mayor Dean Johnson and von Schwarz hoisted a Star Class flag at City Dock during Annapolis Race Week and for

mal announcement of **Nautica's** involvement came during Race Week's social on Saturday, around a fully rigged Star.

LOAD-DATE: September 16, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 10:19 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

[Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.](#)

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



*CyberShop.com Announces Exclusive Online Distribution With Designer Apparel Brands Business Wire
September 16, 1999, Thursday*

Copyright 1999 Business Wire, Inc.
Business Wire

September 16, 1999, Thursday

LENGTH: 587 words

HEADLINE: CyberShop.com Announces Exclusive Online Distribution With Designer Apparel Brands

DATELINE: JERSEY CITY, N.J.

BODY:

Sept. 16, 1999--

Off-price online retailer launches strategy to work with key manufacturers to support online branding objectives

CyberShop.com (R), Inc (Nasdaq:CYSP), the leading online retailer of designer apparel and home furnishings, today announced its strategy to lock up online distribution rights with top manufacturers by signing exclusive online distribution agreements with key designer apparel brands. In the agreements reached, Cybershop.com has secured the two-year exclusive rights to sell on the Internet these important brand's first quality, over-stock merchandise. We believe exclusive distribution should offer Cybershop.com higher gross margins while offering these prestigious brands more control over the marketing and distribution of their products on the Internet. The following manufacturers represent the first group of charter partners, participating in this program: August Silk, Harve Bernard, XOXO Essentials, New Frontier, A Gold E, Ronni Nicole, Touch Me, Zone One, Metrokane, Aziz, Patricia Jones and Central Park West. "Just as T.J. Maxx and Marshalls (NYSE:TJX) have become the dominant brick and mortar retailer for off-price brands, we are positioning CyberShop.com as the key Internet destination to purchase designer apparel and home furnishings," explains Jeff Tauber, CEO and Chairman. "Working with top brands to gain their support is critical in order to maintain a broad assortment of designer apparel. We expect to reach agreements with many more brands shortly." CyberShop.com is leveraging its experience as traditional merchants and its position as a pioneer in e-commerce, to purchase close-outs and over stocks directly from America's most prestigious manufacturers. "It's a business based on relationships and knowledge of the industry", explains CyberShop.com VP and General Merchandise Manager Ed Mufson. "My team of buyers and I are working in partnership with the same manufacturers we've worked with for years, in order to deliver top brands and great value to our customers". Currently, CyberShop.com also offers product from Ralph Lauren, Calvin Klein, Cartier, CHANEL, DKNY, Fendi, Perry Ellis, Guess, **Nautica**, Liz Claiborne and many others.

About CyberShop.com

CyberShop.com, a leading online retailer, operates two online stores. Our flagship store located at <http://www.cybershop.com> offers discounted designer and brand-name apparel, electronics, home accessories, toys, gifts and watches all at closeout prices. electronics.net, CyberShop.com's joint venture with Tops Appliance City (Nasdaq:TOPS), located at <http://www.electronics.net> offers a broad assortment of consumer electronics, appliances and home office equipment for sale online.

Safe Harbor

This announcement contains forward-looking statements that involve risks and uncertainties that include, among others, CyberShop.com's limited operating history, anticipated losses, unpredictability of future revenues, potential fluctuations in quarterly operating results, seasonality, competition, risks associated with system development and operation risks, management of potential growth and risks of new business areas, and strategic alliances.

CONTACT: CyberShop.com Inc.
Investor Relations, 201/234-5000
investors@cybershop.com

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>

LOAD-DATE: September 17, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\) \(Edit Search | Suggest Terms for My Search\)](#)

View: Full

Date/Time: Thursday, April 20, 2006 - 10:19 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

[Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.](#)

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Second-generation Mercury Villager now showing Chicago Daily Herald September 18, 1999, Saturday, Lake

Copyright 1999 Paddock Publications, Inc.
Chicago Daily Herald

September 18, 1999, Saturday, Lake

SECTION: Auto Showcase; Drive-thru review; Pg. 1

LENGTH: 1663 words

HEADLINE: Second-generation Mercury Villager now showing

BYLINE: Dave Boe

BODY: Background: Mercury's front-wheel-drive Villager minivan receives its first major redesign in 1999 since its 1993 debut. The all-new, second-generation Villager is longer, wider and includes a more powerful engine; yet delivers better fuel economy than its predecessor.

When Villager first appeared earlier this decade, it measured in as one of the shorter minivans available. It was the first minivan offered by Ford Motor Company's core Ford-Lincoln and Mercury trio. Ford's larger Windstar minivan debuted a couple of years later. Sales data points to a successful Villager relaunch. Sales skyrocketed 18 percent during the first eight months of 1999 compared with the same period one year earlier.

Ford Motor Co. assembles Villager and its automotive twin, the Nissan Quest (also redesigned for 1999) in Ohio at Ford's Avon Lake facility. Ford ranks as the world's second-largest auto manufacturer.

Trim levels: Villager again comes in three trim levels, but with different 1999 designations. Entry-level Base, Estate and Sport, replace first-generation identifications of GS, LS and **Nautica**. Each trim level features unique content, color and trim treatments. Three different options groups are available as well: Comfort, Convenience and Luxury, although the luxury group is not available in Base editions.

Safety features: Dual front air bags come standard. Antilock brakes, keyless remote entry, two integrated child seats and a theft deterrent system all are options. Daytime running lights are staples in uplevel Sport and Estate editions. Side air bags, a feature gaining popularity in vehicles, are not yet offered.

Standard equipment: All three editions include: four-speed automatic transmission; front air conditioning; tilt steering wheel; power steering; cruise control; AM/FM/Cassette stereo; power windows, locks and mirrors; rear defroster; intermittent rear wiper and washer; front intermittent wipers and roof racks. Up level Sport and Estate editions add steering wheel mounted radio controls, premium sound system, heated power mirrors, lighted vanity mirrors and upgraded handling and suspension.

Options: Power sunroofs (\$ 775), electronic instrument clusters (\$ 245), six-unit compact disc changer (\$ 370) and automatic climate control (\$ 775) are options

In Estate and Sport. The Comfort Group package, including rear ventilation controls, privacy glass and power drivers seat, is a \$ 995 option. The \$ 495 Convenience Group includes remote keyless entry and overhead console. The \$ 995 Luxury Group, not available in Base, features leather seating surfaces, power passenger seat and 'TravelNote' tape-recording system built into the sun visor allowing drivers to leave audio messages to themselves.

Price: Ford Motor Co. provided the Daily Herald with a top-of-the-line Estate Villager with a manufacturer's suggested retail price of \$ 25,015. With a truckload of options including a couple of convenience packages, anti-lock brakes and six-disc changer, the bottom line adds up to \$ 30,605 including a \$ 580 destination charge. This represents the most opulent Villager available. Base models start at \$ 22,415 while Sport editions start at the same price as Estate: \$ 25,015.

Engine: Mercury's Villager again returns with a V-6 engine, only this year, horsepower increases. The 3.0-liter engine from yesteryear has been upgraded to a 3.3-liter V-6 now delivering 170 horsepower, up 16 from 1998. It's the sole engine in all three offerings. By comparison, General Motors' trio of Chevrolet Venture, Pontiac Montana and Oldsmobile Silhouette offer V-6 engines with 185 horsepower; while Chrysler's Caravan, Town & Country and Voyager offer three different V-6 engines.

Interior: Villager's instrument panel is completely redesigned for a better ergonomic design benefiting both drivers and passengers. Our test-drive Estate included a mostly digital instrument panel with green illumination. Only the gear-shift indicator was of analog variety. The gear shift itself is located on the steering column's right side. Immediately right of the instrument panel was cluster of buttons, at a 45-degree angle, controlling the rear wiper and washer system and the hazard lights.

Secondary radio functions and several cruise control buttons are mounted on the steering wheel, although the cruise control turns on and off from a rectangular button left of the steering column, near a dial controlling headlights.

The stereo, positioned between front captain's chairs, included large preset buttons and a digital clock separate from the radio frequency display. Below sat the ventilation system, utilizing about a dozen buttons to control fan direction, speed, temperature and air conditioning. A rotary dial monitored fan speed. Far down the center console were a retractable ash tray and retractable dual cup holders. In addition, two permanently-molded cupholders are found in front of the central storage bin. The driver's door, home to power window, lock and mirror functions, also features two pockets for storing maps and other trinkets.

And the 1999 Villager has jumped on the video bandwagon with an offer families with young children may find hard to pass up. More and more minivans now feature in-van video systems allowing second and third row riders to watch video taped movies or play assorted video games. Villager is no exception. Through October 31, 1999 Villagers offer the Visteon in-van video system, a \$ 2,000 value, at no extra charge in all trim levels throughout Ford's Chicago region.

The small, VCR unit is stored in the storage bin between front captains chairs. The screen flips up from the back end of the storage bin, out of sight for drivers but not middle row passengers. So far, Ford has sold 6,000 Visteon units.

Seating comfort: One noticeable difference between first and second generation Villagers is the latter includes considerably more room behind the third seat for storing groceries or golf clubs. A back shelf, capable of holding 30

pounds of stuff, also doubles as a sun shield for items stowed there. Cloth seating comes standard while leather seating is available in the luxury group option package (available in Estate and Sport only.)

Seven-seat accommodations come standard. A two-person bench seat is featured in Base models while middle row bucket seats rank as Estate and Sport staples. Middle seats are removable but the third-row bench seat is not. Instead, Villager incorporates a track system along the floor that allows the third-row bench seat to easily move all the way up to front captains chairs once middle row seats are jettisoned. The third row seat also moves flush against second-row seating if more cargo room is desired without removing any seating.

Easing into front seats requires a sit down, rather than step-up motion found in some large sport utility vehicles. Maneuvering back into the third row is best accomplished from the right, where the right-side bucket seat inches up on a track providing a little more clearance leading to the rear. No track exists on the left-side middle row bucket seat. Some competitors provide better clearance to the third row.

Exterior: All three trim levels include a sportier exterior than the first generation. Villager's 112.2-inch wheelbase places the van at the shorter end of the spectrum, although its total length is more than four-and-a-half inches longer and 1.2 inches wider than 1998. Unlike Chrysler's trio of Voyager, Town & Country and Caravan minivans which are available in two different wheelbase dimensions (short and long wheelbase), Villager's sold only in the one wheelbase. If your family craves a longer-wheelbased minivan from Ford Motor Co., check out Ford's Windstar.

Villager now offers dual sliding side doors standard. But power sliding side doors, which Chrysler and General Motors offer on their assortment of vans, is not part of Villager's design. Cupped door handles include a recessed back deep enough for large hands to easily grab and move the handle outward. The rear hatch door flips up high and out far enough, so most heads get spared the annoyance of bumping into the inside window when stowing items in back. The rear hatches glass window also opens on its own for quick trips into the back area.

The square, non-locking fuel door with tethered cap is found on the driver's side. Fifteen-inch tires, standard in Base editions get upgraded to 16-inch tires with alloy wheels in both Estate and Sport editions. Estate and Sport models include a two-tone color sequence with gold bottom trim featured on Estate.

Dimensions:

Wheelbase: 112.2 inches

Overall length: 194.7 inches

Overall width: 74.9 inches

Overall height: 70.1 inches

Curb weight: 3,854 pounds

Front headroom: 39.7 inches

Fuel economy: All Villagers include automatic transmission and fuel estimates of 17 miles per gallon in city driving and 24 m.p.g. highway; on par with most competitors. The fuel tank holds 20 gallons of unleaded fuel.

Final thoughts: Mercury representatives boast Villager responds and handles more like a car than a truck; and Villager delivers in this respect. It's shorter

dimensions make the van appealing for driver's who may shy away from larger-sized vehicles. The added horsepower, a welcome addition, keeps Villager in line with competitors.

Target customers for the upscale Villager include empty nesters and young families. Couples with children make up about 50 percent of purchasers. In addition to the no-charge Visteon video system, all 1999 Villagers currently offer \$ 1,000 cash back incentives.

LOAD-DATE: September 20, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 10:18 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Trend-spotting St. Petersburg Times (Florida) September 20, 1999, Monday, 0 South Pinellas Edition

Copyright 1999 Times Publishing Company
St. Petersburg Times (Florida)

September 20, 1999, Monday, 0 South Pinellas Edition

SECTION: FLORIDIAN; HIGH SCHOOL; XPRESS; Pg. 3D

LENGTH: 584 words

HEADLINE: Trend-spotting

BYLINE: LAUREN SCHUMACHER

BODY:

What's hot this year? Earthy and jewel tones, neat supplies and more.

We're back to school already. Did you have fun shopping for school stuff, or do chills still run down your spine just thinking of the chore? If you're like me, shopping for the best items to wear and bear in the classroom is an ongoing process.

Shopping for school items also can be stressful because trends change every season and it's hard to know what's "in" and what's "out" for the new high school year. Well, we here at Xpress are here to help you solve the trend mystery.

For starters, backpacks are out. The hot new way to carry your stuff is either in a messenger bag or a no-hands purse. Messenger bags work for either guys or girls. Purses in faux fur, animal print, ethnic patterns and beading are also hot. The new colors for fall are earthy and jewel tones, including peach, plum, dandelion, orange, bright red and olive green.

Melissa Payne, 16, of Oldsmar says her favorite new trend is all the new colors. "A few years ago, all of the colors were black and brown, but now I like the pinks, yellows and blues."

For girls, three-quarter-sleeve shirts are in as well as shrugs, sweater sets, tube tops, boat neck tees and an updated version of the T-shirt, the split-crew tee. Pants this season are vintage jeans, windbreaker pants, capri pants and another new item, skants. A skant is a skirt (long or short) with pants attached underneath.

Angela Mawhir, a Burdine's associate at Citrus Park Town Center, says skants, metallic and bright colors as well as shrugs are big sellers. She also says that the brand X-O-X-O is in. Sixties-inspired clothing and accessories are also very popular, along with animal print, plaid print and anything that is embroidered. Also hot is anything denim, or that has a drawstring or is mohair.

Hair accessories in feathers, Asian-inspired prints, faux animal prints and rhinestones are in.

For guys, clothing inspired by rugged textures, uncomplicated tailoring and cool comfort are in. Cargo, nylon track pants and khaki pants are hot this season, as well as jeans in dark denim.

Earth tones and Hawaiian prints are in, as is the military influence, seen in dressier shirts of high-tech fabrics with snap pockets on the sleeves. The hot brands are Tommy and **Nautica**. All of these items can

be found at department and specialty stores.

Of course you don't just need clothes for school; you also need supplies. In this department I found some neat and practical items, including my favorite, a scribbler folder (59 cents at Hammett's Learning World in Countryside Mall). It's a white, two-pocket folder printed with a variety of designs you can color in. I thought it was cool because I know I can get bored in class and this would give me something to do.

Mechanical pencils have gotten face-lifts, many with soft, contoured rubber grips. A couple of examples are the Bic Matic Grip Mechanical pencils (five for \$ 2.49) and Soft Sider Mechanical pencils (three for \$ 2.99), available at many stores, including Office Depot and Target.

I also found some really wacky new pens: Milky Gel Rollers. They come eight to a pack, in cool and crazy colors, with a pad of black paper to write on, for \$ 5.99 at Office Depot.

Another cool item I found is a magnetic brush at Limited Too for \$ 4.50. It is a small hairbrush that has a magnet on the back, ideal for hanging in a locker.

Lauren Schumacher, 15, is a sophomore at East Lake High School in North Pinellas.

LOAD-DATE: September 21, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 10:17 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



*Image maker wins with fashion ads of hip youth Ad man's life as laid-back as his ads USA TODAY
September 21, 1999, Tuesday,*

Copyright 1999 Gannett Company, Inc.
USA TODAY

September 21, 1999, Tuesday, FINAL EDITION

SECTION: MONEY; Pg. 5B

LENGTH: 960 words

HEADLINE: Image maker wins with fashion ads of hip youth Ad man's life as laid-back as his ads

BYLINE: Melanie Wells

DATELINE: CONCORD, Mass.

BODY:

CONCORD, Mass. -- The man responsible for some of the most influential fashion advertising in recent years doesn't always wear black, doesn't live in New York and doesn't consider himself a snappy dresser.

Indeed, Mike Toth's view of the world looks like a page from the Tommy Hilfiger advertising he created for seven years, until 1998.

His office is in an old courthouse on the Concord green and his view is of trees and a church. It's like a movie set for a perfect American town, and it's a long way, physically and psychologically, from the edgy capital of the U.S. fashion industry.

"I wanted my kids to have a Huck Finn kind of life," Toth says, glancing out his office window.

And he sees business advantages, too. "My competition lives this 'downtown' life that only a few people know, when it's the average American who creates all the wealth for most fashion brands. I love going to county fairs and seeing Miss Potato crowned in Maine. These people are happy. They're not wearing black. I make my living being able to connect with them."

Toth is the founder of Toth Brand Imaging, a company that creates advertising and design for companies, particularly fashion clients. Toth creates everything from TV and print advertising to apparel hang tags and shopping bags for companies that include **Nautica**,

Union Bay and Kids R Us.

But because he makes money from the fashion business, Toth has to understand more than middle America. He has to speak to the urban trendsetters who help create the buzz around casual apparel.

"Have you heard Puff Daddy's new album?" Toth, 47, asks. "I don't think it's his best."

To be sure, Toth's personal taste is more Bruce Springsteen than rapper Jay-Z, but he knows it's important to keep up with what's happening in urban America.

"The other day I was coming from a Springsteen concert and in the elevator there were six black kids," Toth says. "I had an elevator ride that was eight floors, so I said to them, 'OK. Tommy Hilfiger: Thumbs up or down? **Nautica**: Cool or not cool?' I'm constantly asking questions. They said Tommy's 'down' -- they're over that -- and **Nautica's** 'up.' "

That's good news for Toth. **Nautica** is one of his newest clients. But he's still best known for his Hilfiger work. He helped make Hilfiger famous with ads playing up affluent, small-town Americana. Two of Toth's four children appeared in the ads.

"Hilfiger had the red, white and blue logo and we used that as a window to America," Toth says. "When I met Tommy, he handed me a book on Norman Rockwell and said 'This is who I am.' I thought that was a great thing. It might have sounded corny, but we added an element of mischievousness."

The result: Ads that featured freshly scrubbed, affluent-looking teens in handsome clothing.

"Everyone dreams of happiness and of having a good time," says Toth, who also has created Coach and J. Crew ads.

The aspirational feel of the Hilfiger ads appealed to suburban and urban teens alike, although Toth says Hilfiger really took off among inner-city kids when hip-hop artist Snoop Doggy Dog wore Hilfiger clothing on *Saturday Night Live*.

Other fashion companies have approached Toth and said, "Can you make us cool like Tommy?" But it was Toth who approached **Nautica** about handling its advertising, says David Chu, chief designer and founder of **Nautica**.

"I think Mike is interested in the culture and in young people's mentality," Chu says. "He's out there traveling and seeing things. Some people say to us 'Why go to an ad agency based in Concord? What do they have there?'"

Currently, Toth claims billings of \$ 50 million. This fall he'll have ad campaigns on the air for **Nautica** Jeans, Union Bay, Esprit and Stride Rite. He's also busy trying to recruit nonfashion clients: He aims to double the size of his company.

The commercials for **Nautica** Jeans feature young men in a boot-camp-like setting. Ads for **Nautica** Sport Tech focus on young men who succeed despite early hardship.

That message may echo his own early life, growing up without a lot of money in San Antonio.

"I remember I only had a pair of Levi's and a pair of thin-cord Levi's in two colors -- navy and tan," he recalls. For his school uniform he recalls having to "buy khaki pants three sizes too big so I had room to grow. I looked so funny, and that's how kids wear them today."

He still favors khakis: His uniform for work is a wrinkled pair with a wrinkled white shirt.

Although Toth complains that "there are so many stupid ads out there," he's also quick to praise those he admires, including Abercrombie & Fitch and Gap.

He also has ads from Apple, Target and Banana Republic tacked to the wall in his office: "They have a clear idea of who they are."

TEXT OF BIO BOX BEGINS HERE

<>About Mike Toth<>

Age: 47.

Education: Bachelor's degree in fine arts, College of the Holy Cross in Worcester, Mass.; played varsity football.

Personal: Raised in San Antonio. He and his wife, Susan, have two sons and twin daughters.

Hobbies: Collects modern art and photographs, building a wine cellar in his Massachusetts home.

Interests: Inner-city youth (supports Fresh Air Fund); the environment (bikes around New York City instead of taking taxis or limos); Special Olympics.

Career: 1977-82, worked in ad department of New Orleans-based apparel maker Wembley Industries. 1982, opened design studio in New Orleans. Won national note with one of first clients, J. Crew (a name he suggested), by defining brand image with one of the first "lifestyle" catalogs. 1984, moved headquarters to Concord, Mass.

First job after college: Artist in Paris.

GRAPHIC: PHOTOS, Color, C.J. Gunther for USA TODAY (2); PHOTO, Color; PHOTO, B/W; Casual and cool: Current television ads from Toth Brand Imaging for Union Bay, above, and **Nautica**. Following the lead of the Tommy Hilfiger ads, which Toth also created, the spots focus on great-looking active youths.

LOAD-DATE: September 21, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 10:14 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

[Copyright © 2006 LexisNexis](#), a division of Reed Elsevier Inc. All rights reserved.

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



1999 Nautica Malibu Triathlon Raises \$ 70,000 for the Elizabeth Glaser Pediatric AIDS Foundation; More Than 2,000 Celebrities, Musicians & Athletes Participate in Sept. 19 Event Business Wire September 21, 1999, Tuesday

Copyright 1999 Business Wire, Inc.
Business Wire

September 21, 1999, Tuesday

DISTRIBUTION: Business Editors

LENGTH: 526 words

HEADLINE: 1999 **Nautica** Malibu Triathlon Raises \$ 70,000 for the Elizabeth Glaser Pediatric AIDS Foundation; More Than 2,000 Celebrities, Musicians & Athletes Participate in Sept. 19 Event

DATELINE: MALIBU, Calif.

BODY:

Sept. 21, 1999--More than 2,000 people hit the beach in Malibu on Sunday for the 13th Annual **Nautica** Malibu Triathlon.

The event raised \$ 70,000 to benefit the Elizabeth Glaser Pediatric AIDS Foundation. More than 30 celebrity teams participated in addition to hundreds of weekend warriors.

David Duchovny ("X-Files"), Alexandra Paul ("Baywatch"), Patrick Warburton ("Seinfeld") and Michael Ward (rock band The Wallflowers) were among the celebrities who raced.

The **Nautica** Malibu Triathlon is a half-mile swim in the Pacific Ocean, an 18-mile bike ride along scenic Pacific Coast Highway and a four-mile run along Zuma Beach to Point Dume and back.

The celebrity relay division was won by Team Wallflowers, with Craig Hummer (Fox Sports) swimming, Michael Ward (The Wallflowers) biking and Josh Cox (professional runner) anchoring the run. The trio finished with a time of 1:15:52.

Finishing second among the celebrity relays was Team Jesus Jones with a time of 1:17:48. The team consisted of Alex Kostich (Pan Am Games swimming gold medalist) swimming, Michael Edwards (lead singer of "Jesus Jones") biking and Danny Reed (professional runner) anchoring the run.

In third was Team **Nautica**, featuring Brent Imonen (triathlete) swimming, Steve Hegg (Olympic gold medal-winning cyclist) biking and Jose Solano ("Baywatch") running. The team finished with a time of 1:18:34.

The all-female celebrity division was won by Team MTV Blame Game in a time of 1:35:24, with Laura Tanabe (elite swimmer), Desira Utzig (pro cyclist) and Kara McNamara (MTV's "The Blame Game").

The overall individual winner of the 13th Annual **Nautica** Malibu Triathlon was Michael Collins with a time of 1:21:21. The overall winner in the female division was Megan Warner with a time of 1:31:33.

Presenting sponsors of the 1999 **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 continually strives to assist in raising awareness and funds for important causes and charities.

The Elizabeth Glaser Pediatric AIDS Foundation is the leading national non-profit organization dedicated to funding and conducting research focused on pediatric HIV/AIDS. Over the past 10 years, the foundation has raised more than \$ 80 million and maintained an administrative overhead of less than 6 percent.

CONTACT: Nautica Public Relations, New York
Mary Ellen Barone, 212/841-8981
Brian Lover, 212/830-8244
or
MESP
Adam Fell, 818/707-8866 ext. 12

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>

LOAD-DATE: September 22, 1999

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

Terms: [nautica](#) and [date\(gaq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: [Full](#)

Date/Time: Thursday, April 20, 2006 - 10:14 AM EDT



LexisNexis[®]

[About LexisNexis](#) | [Terms & Conditions](#)

[Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.](#)

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Nautica Jeans Company Launches Online Scavenger Hunt To Promote New Denim Brand; Zentropy Crafts Website Promotion With Major Online Partners PR Newswire September 28, 1999, Tuesday

Copyright 1999 PR Newswire Association, Inc.
PR Newswire

September 28, 1999, Tuesday

SECTION: Financial News

DISTRIBUTION: TO BUSINESS, RETAILING AND TECHNOLOGY EDITORS

LENGTH: 369 words

HEADLINE: Nautica Jeans Company Launches Online Scavenger Hunt To Promote New Denim Brand; Zentropy Crafts Website Promotion With Major Online Partners

DATELINE: LOS ANGELES, Sept. 28

BODY:

"The Hunt is on!" This scavenger theme will play out as a two-month online promotion from **Nautica** Jeans Company (www.nauticajeans.com), created by Zentropy that sends online participants on a search across seven partner sites to seek out **Nautica** Jeans Company icons in a quest for over one thousand dollars in prizes.

Starting September 27th through November 15th, visitors can search the sites of Yahoo! (www.yahoo.com), Sony Online Entertainment Network (www.station.sony.com), E! Online (www.eonline.com), Warner Bros. Online (www.wb.com), Bolt.com (www.bolt.com), The ARTIST direct network (www.artistdirect.com), and Spin.com the online home of SPIN Magazine, (www.spin.com), and, of course, **Nautica** Jeans Company (www.nauticajeans.com) seeking the **Nautica** Jeans Company branded icons hidden on each of the partner sites. When a user collects all 10 icons, he/she will be entered in a drawing for over one thousand dollars in prizes from **Nautica** Jeans Company and the partner sites (prizes include clothing from **Nautica** Jeans, Sony Discman, CD's and movies, branded partner merchandise, and more).

Zentropy recently launched the **Nautica** Jeans web site (www.nauticajeans.com), a **Nautica** initiative aimed at attracting a younger consumer to its new denim brand. **Nautica** Jeans Company is a division of **Nautica** Enterprises, Inc., a public company with shares traded on the NASDAQ national market. **Nautica** Enterprises is one of the leading designers of sportswear, tailored clothing, furnishings, and accessories for men. The company also designs sleepwear, swimwear and watches for women: apparel for infants and children; a home collection; and fragrance for men.

Zentropy (www.zentropy.com) specializes in the development, management and marketing of Web Sites and related Internet services for major entertainment and corporate brands including General Motors, Brooks Brothers, Neutrogena Corporation, Dean & DeLuca, Fox Television.

SOURCE Zentropy

CONTACT: Andy Tress, Director, Online Marketing of Zentropy, 323-993-9800, atress@zentropy.com; or Mary Ellen Barone of **Nautica** Public Relations, 212-841-8981, maryellen.barone@nautica.com

LOAD-DATE: September 29, 1999

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) 
Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery

NAUTICA'S BUBBLY OVER BASKETBALL; NEW SIGNS ATOP NEW YORK'S AND BOSTON'S BASKETBALL CITY COMPLEXES HOPE TO FURTHER INCREASE NST'S VISIBILITY; Brief Article Daily News Record October 1, 1999

Copyright 1999 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1999 Fairchild Publications, Inc.
Daily News Record

October 1, 1999

SECTION: Pg. 14 ; ISSN: 1041-1119

IAC-ACC-NO: 55981058

LENGTH: 480 words

HEADLINE: NAUTICA'S BUBBLY OVER BASKETBALL; NEW SIGNS ATOP NEW YORK'S AND BOSTON'S BASKETBALL CITY COMPLEXES HOPE TO FURTHER INCREASE NST'S VISIBILITY; Brief Article

BYLINE: Mui, Nelson

BODY:

Apparel companies are not airlines, so it's unlikely any can afford to affix their names to major sports arenas as Delta, America West and United have done in cities like Salt Lake, Phoenix and Chicago.

Nevertheless, **Nautica** Enterprises has come up with an ingenious and highly visible way of attaching its **Nautica** Sports Tech (NST) brand to two large-scale basketball centers, creating marriages between NST and actual athletic venues in cities like New York and Boston.

Last spring, **Nautica** secured the bubble roof of Basketball City at Manhattan's Pier 63, just north of Chelsea Piers on Manhattan's Lower West Side. The difficult-to-miss blimp-sized roof (150 feet by 30 feet) has NST's logo emblazoned so that it's not only visible from Manhattan's heavily trafficked West Side Highway, but also from planes flying above New York.

Nautica is planning to put the logo on the bubble roof atop a second Basketball City complex in Boston that will open next spring across from the Fleet Center, home of the Boston Celtics.

The company's in negotiations for signage at a third Basketball City that's scheduled to open a year from now on Manhattan's Pier 36 on the East River, just above the touristy South Street Seaport. An estimated 300,000 basketball players come through the doors of Basketball City in Chelsea each year.

While it may be a stretch to compare the visibility of Chicago's United Center with Basketball City in Chelsea, such an association is in line with where **Nautica** has positioned its athletic brand.

From the start, **Nautica** has said NST, which **Nautica** launched for spring '99 with four athletic specialty retailers -- Finish Line, Foot Locker, FootAction and Champs, would be about participation and perspiration. Its agency, Toth Brand Imaging, has built NST's advertising around actual high school athletes (including snowboarder Jared Kirchdorfer of Pittsfield, Mass., and Smoosh Parker of Queens, N.Y.). The agency also has put a clever spin on NST, reinterpreting the initials in the advertising as: Never Stop Trying.

So the association with Basketball City would seem a proper fit.

"Everybody plays basketball -- it's an urban sport, and the sponsorship opportunities were very attractive," said a **Nautica** spokeswoman. "We can work with the facility to sponsor events such as basketball camps, which bring our brand message across to the right audience."

The spokeswoman declined to disclose the cost of partnership with Basketball City.

Meanwhile, Bruce Radler, co-principal of Basketball City, said the company was searching for additional partnership and sponsorship opportunities, although NST will be the exclusive apparel advertiser.

"It has to fit with our clientele, which has many youth programs and schools participating," said Radler. "We're looking to do a three-on-three tournament this spring."

IAC-CREATE-DATE: October 8, 1999

LOAD-DATE: October 09, 1999

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 10:06 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

[Copyright © 2006 LexisNexis](#), a division of Reed Elsevier Inc. All rights reserved.

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



FIVE QUESTIONS: for MARK MILLMAN; London Fog: The Lessons Are Clear The New York Times October 3, 1999, Sunday, Late Edition - Final

Copyright 1999 The New York Times Company
The New York Times

October 3, 1999, Sunday, Late Edition - Final

SECTION: Section 3; Page 7; Column 1; Money and Business/Financial Desk

LENGTH: 672 words

HEADLINE: FIVE QUESTIONS: for MARK MILLMAN;
London Fog: The Lessons Are Clear

BYLINE: By LESLIE KAUFMAN

BODY:

WHEN London Fog Industries filed for Chapter 11 bankruptcy protection last week, its chief executive, William Dragon Jr., had a culprit: his own stores. In its heyday, London Fog was perhaps the best-known manufacturer of rainwear and outerwear in the country. Its products were sold mainly through upscale third parties, like department stores.

In the last five years, however, London Fog went directly into retail in a big way. Not only did the company roll out a national chain of 140 stores, it also experimented with both small- and large-store formats and with sites as disparate as urban centers, suburban malls and airports.

Mr. Dragon said the strategy was a mistake, in large part because it alienated the brand's most loyal customers -- the department stores. "Previous strategy was to compete in the direct retail sector," Mr. Dragon said in a statement on Monday. "We have reassessed this initiative and have concluded that we should not be competing directly with our retail partners."

According to the filing, the company owes its 20 largest creditors more than \$101 million. The company, which is seeking to restructure its debt, will close 110 stores, leaving only its outlet locations open -- and these will be reviewed for performance in the future.

The news could not have been consoling to other manufacturers that have been rushing to open their own stores -- Ralph Lauren, Donna Karan and dozens more. London Fog is a privately held company, but Mark Millman, president of the Millman Search Group, a Baltimore-based retail consultant and outlet store personnel recruiter, has placed many executives with the company and has followed it closely. He discussed how London Fog went awry and what other clothing manufacturers could learn. Here are excerpts from the conversation. LESLIE KAUFMAN

Q. Not long ago London Fog was a pre-eminent retail brand. What went wrong?

A. In surveys as recently as seven or eight years ago, up to 92 percent of Americans recognized London Fog. It ranked right up there with Coca-Cola and Pepsi as a great American brand. It started to go wrong around then, when a new president forced the company to make an ill-fated move from Eldersberg, Md., to Connecticut. It cost the company many top executives. It was the beginning of the end.

Q. What happened next?

A. Someone came in with a very ambitious retail agenda, thinking it would help the brand name. Then they went beyond outerwear and got the company into sportswear. They decided to open up small stores. Then they decided they could be a big-box retailer like Wal-Mart and Home Depot and go into strip centers. Since they are into weather gear, they said, "Let's go into airports and train stations." It all failed miserably.

Q. A lot of other brands are going big into retail. Is this a warning for them?

A. No. Retail can work for manufacturers, if it is done right. For some manufacturers, their retail outlets are now 20 to 30 percent of the business. It can work when you have a limited number of outlet stores in quality locations, and you have infrastructure with people who really understand retail issues like merchandising. Ellen Tracy is very successful, as are **Nautica** and Tommy Hilfiger.

Q. So what did London Fog do wrong in its stores? And what about the department stores that made up its wholesale accounts?

A. London Fog went into 140 locations -- that is way too many. They had no business in opening 40,000-square-foot stores. And they were paying too much money on the leases. Also, the wholesale accounts were competing with retail. The move into retail was ill-timed and ill-fated. London Fog has been slowly, slowly descending since that period.

Q. Some people think London Fog was in descent before retail. Wasn't this inevitable?

A. Not at all. They brought one of the best-branded names in the country to the bottom of the barrel in seven years. It is a sad story, a textbook case in how not to manage a business.

<http://www.nytimes.com>

GRAPHIC: Photo: Mark Millman

LOAD-DATE: October 3, 1999

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 10:05 AM EDT

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

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

Terms: [nautica](#) and [date](#)(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



'Art & Soul' mixes music, art, fashion The Detroit News October 8, 1999 Friday Final Edition

Copyright 1999 The Detroit News
All Rights Reserved
The Detroit News

October 8, 1999 Friday Final Edition

SECTION: WEEKEND; Pg. 1D

LENGTH: 239 words

HEADLINE: 'Art & Soul' mixes music, art, fashion

BODY:

DETROIT -- Detroit has its share of swanky affairs. But tonight, starting at 6 p.m., the Detroit Institute of Arts will host Art & Soul, an event that mixes the swankiness of the fashion world with the down-to-earth vibe of live jazz and the sublime surroundings of the museum.

Sponsored by **Nautica** and GQ magazine, Detroit is the last stop on a three-city tour for the show, which features a **Nautica** menswear fashion show, a private viewing of classic and contemporary art work and a live performance by Atlantic recording artist and Detroit native James Carter.

"What we set out to do was bring the worlds of fashion, art and music together for our readers, **Nautica** customers and museum-goers," says Melissa Collins Rice, director of fashion marketing for GQ magazine. "We've had well over 1,500 people attend in each (previous) market. The response has been fabulous."

Proceeds from the event go directly to the host museums, and Collins Rice says that GQ is especially excited about Detroit since it's saxophonist James Carter's hometown.

"People are thrilled to see James Carter live," says Collins Rice. "The museums and consumers have given us a great response. It's just a great mix of music and fashion."

'Art & Soul'

featuring jazz saxophonist James Carter, **Nautica** fashions

6-10 tonight

Detroit Institute of Arts, 5200 Woodward, Detroit

Tickets \$10 DIA members, \$15 nonmembers

Call (313) 833-4005

LOAD-DATE: November 17, 2002

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

Terms: [nautica](#) and [date](#)(geq (1/1/1999) and leq (12/31/1999)) ([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 \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



BRIEFING The Denver Post October 9, 1999 Saturday

Copyright 1999 The Denver Post
All Rights Reserved
The Denver Post

October 9, 1999 Saturday 2D EDITION

SECTION: BUSINESS; Pg. C-02

LENGTH: 1369 words

HEADLINE: BRIEFING

BODY:

WASHINGTON - MediaOne Group Inc., the U.S. cable-television company being acquired by AT&T Corp., filed with the Securities and Exchange Commission to sell as much as \$ 5 billion of debt securities.

The Englewood-based company will use proceeds from the debt sale for general corporate purposes, including financing the activities of subsidiaries, refinancing short-term or long-term debt, and financing investments and acquisitions, according to a filing.

The shelf-registration filing lets MediaOne register the securities in advance and sell them from time to time as financing needs arise. The terms of the securities are generally available at the time of the sale.

AT&T is planning to buy MediaOne for about \$ 58.8 billion.

Local

GIFTS.COM TO LAUNCH: Gifts.com, an e-commerce site started by the Reader's Digest Association Inc. and Denver-based StarTek Inc., launches Nov. 1, the magazine publisher said Friday. StarTek, a supplier of packaging and logistics to Fortune 500 companies, is contributing financing and the gifts.com name for a 19.9 percent stake in the venture. Reader's Digest also said it hired Young & Rubicam Inc. to handle marketing for the site, which initially will feature 400 different products, including leading brands such as Escada, Laura Ashley, Burberrys, Lenox and **Nautica**. (The Denver Post)

TRIZETTO GROUP GOES PUBLIC: The TriZetto Group, a California software services company with a strong Colorado presence, raised \$ 34.65 million in an initial public stock offering Friday. The company offered 3.85 million shares at \$ 9. Also included in the offering were 350,000 shares sold by a co-founder who is no longer with the company. The shares opened for secondary trading on the Nasdaq market at \$ 9.375, traded as high as \$ 11, and closed at \$ 9. The deal's underwriters had previously said they would price the shares at \$ 11 to \$ 13. (The Denver Post)

EVERGREEN BUYS METHANE INTERESTS: Evergreen Resources Inc. of Denver has acquired coal-bed methane mineral interests and related assets in southern Colorado for \$ 5 million. The coal-bed methane purchase consists of a 17.5 percent royalty interest in more than 20,000 acres in the Raton Basin. Evergreen already holds a 75 percent working interest on the same acreage, which it acquired in late 1998. Twenty coal-bed methane gas wells are currently producing on the property, with another 10 wells awaiting completion or pipeline hookup. Evergreen estimates at least 50 additional drill-site locations exist on the acreage. Evergreen also owns and operates compression facilities on the property. (The Denver Post)

LOCKHEED EXECUTIVE PROMOTED: Lockheed Martin Corp. named Anthony Tuffo president of its missiles and space division, replacing Albert Smith, who was recently promoted. In early September, Tuffo became acting executive vice president of the division, which oversees the Astronautics Division based in Jefferson County. He will take his new position effective immediately. Prior to his September promotion, Tuffo was vice president of the division's remote-sensing and space-sciences business. (Bloomberg)

KOALA STOCK TO SPLIT: Koala Corp., a maker of 'family friendly' products for businesses including changing stations for public restrooms, on Friday announced a board-approved 2-for-1 stock split. One additional share of stock will be distributed for each share of stock held by stockholders of record as of Oct. 18. Koala's transfer agent, American Securities and Transfer & Trust, Inc., will distribute the additional shares to shareholders on Oct. 28. Koala currently has 3.16 million shares of common stock outstanding. (The Denver Post)

Nation/World

STOCKS CLOSE HIGHER: Stocks overcame a volatile start to the session Friday and closed sharply higher as investors shrugged off worries about inflation and turned their focus to positive earnings news expected next week. The Dow Jones industrial average gained 112.71 to close at 10,649.76. The blue-chip index rose 376.76 this week. Broader stock indicators also moved higher. The Standard & Poor's 500 rose 18.38 to 1,336.02, and the Nasdaq composite index gained 25.87 to close at 2,886.57. Declining issues outnumbered advancers by a narrow margin on the New York Stock Exchange, where volume totaled 1.08 billion shares. (AP)

PHELPS DODGE HOLDS FIRM: Copper giant Phelps Dodge Corp. is staying put in the fight for Asarco Inc., refusing to top the \$ 1.17 billion offer made by Grupo Mexico and marking a possible end to the bidding war for the New York-based producer. Asarco's board had agreed Tuesday to be acquired by Phelps Dodge for \$ 1.1 billion in cash and stock, but on Thursday, Grupo Mexico came back with a higher all-cash offer. Grupo Mexico, which has a 10 percent stake in Asarco, offered \$ 29.50 per share in cash, topping Phelps Dodge's offer by more than 3 percent. Asarco then reversed itself, saying Friday that it was recommending to shareholders that they accept Grupo Mexico's offer. (AP)

E-COMMERCE FIRM'S IPO STRONG: Jupiter Communications Inc., an e-commerce research firm that has become a high-profile source of Internet market analysis, opened 71 percent higher in initial trading Friday and closed at \$ 35.50. The New York company's shares opened at \$ 36 each after pricing at \$ 21, above price estimates of \$ 18 to \$ 20 a share. The offering's lead underwriter, Donaldson Lufkin & Jenrette Securities Corp., raised the price estimates on the offering from a \$ 15 to \$ 17 per-share level earlier this week. (Dow Jones)

AMERICAN AIRLINES CUTS AGENT COMMISSIONS: AMR Corp.'s American Airlines followed larger rival United Airlines in cutting commissions paid to travel agents to save money as carriers sell more tickets directly to consumers. American, the second-largest U.S. airline, is cutting commissions to 5 percent from 8 percent on all tickets issued by travel agents in the U.S. and Canada, effective today, it said. Also Friday, Continental Airlines and Delta Airlines each increased excursion fares requiring advance purchase by up to \$ 20 per round trip. The increases range generally from 3 to 7 percent for a round trip ticket requiring seven, 14- or 21-day advance purchase. The increases don't apply to top-dollar business fares. (AP)

AIR CANADA FIGHTS TAKEOVER BID: Air Canada sent a letter to shareholders Friday asking them to vote against the \$ 772 million cash and stock bid from Onex Corp. and American Airlines. Air Canada also asked its investors to ratify a poison pill defense, which would discourage hostile takeovers by making them prohibitively expensive. The airline sent the letter after Onex won court permission to call a shareholder meeting and force a vote on its offer of \$ 5.31 a share for the Montreal-based airline. The meeting is set for Nov. 8. In the letter, Air Canada continued to claim that the price 'doesn't reflect the true value and superior prospects of Air Canada,' and 'appears to have been structured to significantly benefit the interests of American Airlines. (AP)

PRINTER ALLIANCE ANNOUNCED: Lexmark International Inc. and Eastman Kodak Co. said Friday they are forming a long-term codevelopment and marketing relationship for digital-photography inkjet printers. The new alliance is expected to provide appliances that offer higher-quality, easier and more affordable printing of digital pictures, the companies said. Financial terms weren't disclosed. (Dow Jones)

ERICSSON CLOSES GAP: Ericsson AB, the world's third-largest cellular phone maker, is catching up with bigger rivals Nokia Oyj and Motorola Inc. as it shifts management, introduces a new range of phones and tightens its grasp on costs. Ericsson's American depository receipts are up 24 percent in the past six months, while Nokia is up 15 percent and Motorola is up 12.5 percent. (Bloomberg)

LOAD-DATE: October 11, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 9:59 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: [nautica](#) and [date](#)(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery

Monday Morning The Washington Post October 11, 1999, Monday, Final Edition

Copyright 1999 The Washington Post
The Washington Post

October 11, 1999, Monday, Final Edition

SECTION: FINANCIAL; Pg. F03

LENGTH: 656 words

HEADLINE: Monday Morning

BODY:

\$ 1,199,585,084.20

How much the market value of Michael J. Saylor's holdings in MicroStrategy Inc. have increased since April 19. Saylor is chairman, president and chief executive officer -- and holder of 59 percent of the company's voting stock -- of MicroStrategy, a Vienna database software firm. On April 19, Saylor's holdings were worth \$ 348.4 million.

DID YOU HEAR? . . .

"We had an emergency meeting [of the local Domino's owners]. Some of the guys were freaking out, saying, 'What did we get into?'"

-- Maryland Domino's Pizza franchise owner Charlie Malament, on fellow franchise owners' reaction to the high-scoring Redskins. They had agreed to a promotion giving \$ 1 off for every touchdown the Monday following a game.

Picture This

When Linda Roth sent the word out to 200 Northern Virginia business people asking for pictures that would be used to make caricature paintings for the wall of the soon-to-open Palm restaurant in Tysons Corner, she didn't count on the intimacy shown by Karen S. Kennedy, a well-known PR maven for the technology industry. Kennedy, president of KSK Communications, wanted to make sure Roth got her look just right.

Along with her picture, Kennedy sent a lock of her hair taped to 3-by-5 card describing the color of her hair (reddish brown) and eyes (light brown).

"It wasn't just a strand, it was a chunk," said Roth, who is handling public relations for the restaurant's opening. "I wonder what's next, a clump of eyelashes?"

-- Terence O'Hara (oharatwashingtonpost.com)

Sizing Up Men's Designer Clothes

Full-sized women have been able to slip on clothing from such top designers as Liz Claiborne. Now, the big-and-tall men's designer market is starting to catch up.

Polo Ralph Lauren, Tommy Hilfger, **Nautica** and Perry Ellis recently began to spin out larger-sized clothing lines. They can be found at a new chain of men's apparel stores, REPP Premier Big & Tall, which has locations in Columbia and Rockville.

So far, REPP Premier Big & Tall is the only menswear chain with access to all brands in large sizes. But some Dillard's stores carry one or two of the lines.

The \$ 6 billion market for oversized men's clothing has been expanding by 10 percent each year, but until recently it was ignored by many top designers. That means men have had to choose between lesser brands and expensive clothing often made overseas, company President Stuart Glasser said.

"For ladies, it was basically mumus for years," Glasser said. "And then someone woke up and realized they wanted the same thing everybody else did. It's no different with the men's business."

-- Stephanie Stoughton (stoughtonswashingtonpost.com)

Eskimo Pie Gives The Cold Shoulder

Eskimo Pie Corp.'s efforts to right itself have turned into a small corporate melodrama, with major shareholders pushing for a sale and proxy contests pitting board members against would-be buyers.

The latest for the Richmond maker of frozen treats came Monday in a company dispatch ominously headed, "Eskimo Pie Update."

The company had planned to sell its flavors and ingredients division, a key part of its strategy to concentrate on its core business of merchandising frozen treats, to consumer products company Guernsey Bel Inc. But on Oct. 4 the companies said the deal was kaput because Eskimo Pie decided all bets were off and the whole noodle was on the block.

The decision to put the company, in part or whole, up for sale came after a Sept. 8 proxy contest with Yogen Frus World Wide Inc., a competitor and minority stockholder that had pushed for a new slate of directors that would put long-struggling Eskimo Pie up for sale. The incumbent directors beat Yogen Frus's challenge but decided to put the company up for sale anyway.

Which led to the decision to stop negotiating with Guernsey. And if you've followed that, you get a Popsicle.

-- T.O.

GRAPHIC: Illustration

LOAD-DATE: October 11, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 9:53 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

[Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.](#)

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery

RYA: RYA National Match Racing Championships: MITCHELL JOINS BRITAIN'S BEST IN WEYMOUTH MATCH RACING FINALS LINE UP *Yachting and Boating World October 13, 1999*

Copyright 1999 IPC Country & Leisure Media Ltd
Yachting and Boating World

October 13, 1999

LENGTH: 121 words

HEADLINE: RYA: RYA National Match Racing Championships: MITCHELL JOINS BRITAIN'S BEST IN WEYMOUTH MATCH RACING FINALS LINE UP

SOURCE: [ybw.com](#)

SUMMARY: MITCHELL JOINS BRITAIN'S BEST IN WEYMOUTH MATCH RACING FINALS LINE UP

BODY:

Round the World sailor Gerry Mitchell made a successful transition from renowned international crew member to match racing skipper this afternoon as he defeated former RYA Windsurfing Manager Alan Hillman in the final qualifier of the 1999 National Match Racing Championship season in Weymouth Harbour.

In perfect sailing conditions of ten to fifteen knots, Mitchell, with crewmembers Jim Turner (another world class match racing and inshore sailor), Mark Sheffield (bowman on **Nautica** Arbitrator in the 1999 CMAC) and Brendan Barrer secured their slot in the finals with a virtually impeccable scorecard over the weekend, eventually beating Hillman two nil in the best of three finals.

Related Links

Year: 1999

LOAD-DATE: October 13, 1999

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 9:52 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



PAGE 2 / NEWS, TRENDS, GOSSIP AND STUFF TO DO; NEWS AND NOTES; THIS ANTI-VIOLENCE MESSAGE IS IN THE BAG--AND ON THE SHIRT Los Angeles Times October 22, 1999, Friday,

Copyright 1999 Times Mirror Company
Los Angeles Times

October 22, 1999, Friday, Home Edition

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

LENGTH: 382 words

HEADLINE: PAGE 2 / NEWS, TRENDS, GOSSIP AND STUFF TO DO;
NEWS AND NOTES;
THIS ANTI-VIOLENCE MESSAGE IS IN THE BAG--AND ON THE SHIRT

BYLINE: CANDACE A. WEDLAN, TIMES STAFF WRITER

BODY:

October is National Domestic Violence Awareness Month. To focus attention on the issue, Liz Claiborne and Elisabeth stores (South Coast Plaza in Costa Mesa) will donate profits from sales of specially designed handbags and T-shirts to local groups that help victims of domestic violence. The linings of the \$ 25 handbags bear the message "Love is not abuse." Long-sleeved cotton T-shirts, \$ 12, display anti-violence messages. After October, the products will be available by phone, (800) 449-STOP. A free booklet, "A Woman's Handbook: A Practical Guide to Discussing Relationship Abuse," is also available at that number.

*

Traffic Stoppers: Causing gridlock in L.A. is illegal. A ticket for that traffic-jamming offense costs at least \$ 136. Here's a perfectly legal form of gridlock for L.A.--or any place--but it's going to cost you a whole lot more. Cartier recently designed a watch with a diamond-encrusted grid over the face. The model, available in November, costs a mere \$ 54,900. (Keep in mind the grid is removable.) On the other hand, or for the other hand, watchmaker Swatch has released a tick-or-treat line of watches at a much more reasonable \$ 40 each. Designs include a vampire, a skeleton or a ghost, which comes in its own "tombstone."

Doing Good by Spending Big: Bulgari has created its first limited-edition handbag as a tribute to supermodel and sometime magician's fiancée Claudia Schiffer. Because Schiffer is a member of the U.S. Committee for UNICEF's Art & Entertainment Support Committee, Bulgari will donate a portion of each sale to UNICEF. There are two models available--one sells for \$ 1,600, the other, quip, costs \$ 37,000. The bags are the model's favorite color: cherry red (to match her favorite shoes).

Hemlines: Divine Design '99--Style on Sale, the annual L.A. fashion event that benefits Project Angel Food, is slated for Dec. 2-6 at the Pacific Design Center. Three fashion names have been chosen as honorees for their work on behalf of AIDS causes: Michael Steinberg, chairman and chief executive of Macy's West for corporate humanitarianism; David Chu, chief executive and founder of **Nautica** for lifestyle design; Pamela Dennis for couture design. They will be presented awards at a gala on Dec. 2 hosted by Whoopi Goldberg.

GRAPHIC: PHOTO: Two watchmakers clock in at opposite ends of the price scale: Swatch's Halloween line,

left, for \$40, and Cartier's grid at \$54,900. PHOTO: Claudia Schiffer inspires Bulgari.

LOAD-DATE: October 22, 1999

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 9:47 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

[Copyright © 2006 LexisNexis](#), a division of Reed Elsevier Inc. All rights reserved.

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery

Retailers on the Internet face high-stakes holiday season USA TODAY October 25, 1999, Monday,

Copyright 1999 Gannett Company, Inc.
USA TODAY

October 25, 1999, Monday, FINAL EDITION

SECTION: MONEY; Pg. 3B; MEDIA

LENGTH: 882 words

HEADLINE: Retailers on the Internet face high-stakes holiday season

BYLINE: David Lieberman

BODY:

This holiday season offers yet more proof of a dramatic change sweeping the business world. Companies increasingly find themselves thinking like Hollywood studios trying to create a blockbuster.

Their products must open big -- or die.

Executives throughout e-tailing, consumer electronics and old-fashioned entertainment feel that way acutely as they face, over the next two months, high-stakes tests of their abilities to grab consumers' interest.

The dramas are most intense on the Internet -- particularly in online gifts. There's a scramble to dominate a market that will grow from about \$ 300 million in sales in 1998 to \$ 1.8 billion in 2003, according to Forrester Research.

"This Christmas will be a defining moment for a lot of Internet retailers," says Michael Wolf at Booz-Allen & Hamilton. Companies that don't command their niches could quickly become takeover bait. "They won't continue to lose tens of millions of dollars."

Most-watched here is eToys. The toy, video, music and book outlet was an early leader but faces the fight of its young life this year.

Toys R Us has beefed up its online presence. And other rugged rivals include Amazon.com, KBKids.com, SmarterKids.com and Toysmart.com.

"EToys is the new kid on the block," says Larry Gerbrandt at Paul Kagan Associates. That's why he wants to know whether it can "deliver the customers and handle the volume."

Others are eager to see whether the Internet can provide stodgier direct marketers with the Viagra-like youthful jolt they need.

SkyMall, which puts catalogs in airline seat pockets, and Reader's Digest are spending about \$ 20 million each to promote their gift-buying sites.

SkyMall, the incumbent, has a lot to prove to investors. Many are still queasy from the spin they took last Dec. 28. SkyMall shares leapt 274% to \$ 47 in one day after the company said its Web sales for the year had grown to \$ 2.1 million from \$ 300,000 the year before.

The euphoria passed. Shares closed Friday at \$ 7 7/16, up 7/16.

And the company faces a tough new competitor, Reader's Digest, which also wants to impress Wall Street.

As part of a strategy to shed its image as a pass&ecute; publisher and boost its considerable direct-marketing clout, the company will launch Gifts.com on Nov. 1. It will have 400 products, including fashionable brands such as Laura Ashley, Burberrys and **Nautica**.

"It's one of our major efforts to step out from our core business," CEO Thomas Ryder says. "It was important for us to get started in a high-traffic period."

That's why company watchers are keen to see the results. "We'll find out by the end of December if they've screwed up," says Dennis McAlpine at Ryan Beck & Co.

While some analysts watch e-tailers, others want to see which products are must-haves.

Probably the most closely scrutinized sales numbers will be for DVD players. While the 2-year-old format has strong support among videophiles, it's unclear whether ordinary consumers are ready to take the plunge.

If they don't move soon, there's a danger that DVDs will never sweep the market the way videocassettes have. Other digital products,

including personal video recorders and video-on-demand, could soon become potent competitors for consumers' limited time and cash.

The conditions are right, though, for DVD to break out. Prices have fallen, with some players costing less than \$ 200. And a rival pay-per-view format, Divx, was scrapped in June.

DVD supporters won another key victory last month when Disney said it will offer its animated classics on the format, beginning this week with *Pinocchio*.

"That announcement gives parents the air cover they need to buy DVD," says Tom Wolzien at Sanford C. Bernstein.

While Hollywood assesses the fate of DVDs, studios will anxiously watch the box office for their latest crop of big-budget releases. "This year is a little weird," says Christopher Dixon at PalneWebber. "You don't see the kind of Academy Award movies you usually see this time of year. It's more middle-of-the-road, plain vanilla, Hollywood."

That's evident in major upcoming films, including Disney/Pixar's *Toy Story 2*, MGM/UA's *James Bond 19: The World Is Not Enough*, Fox's *Anna and the King*, Sony's *Stuart Little* and Time Warner's *Pokémon: The First Movie*.

Still, Seagram's Universal Pictures is betting an estimated \$ 100 million on Arnold Schwarzenegger's effort to reclaim his action-hero crown in the sci-fi thriller *End of Days*.

Schwarzenegger has been out of theaters since 1997 and hasn't had much luck in his past few outings. Critics panned his last flick, playing Mr. Freeze in *Batman and Robin*. The 1996 comedy *Jingle All the Way* grossed a disappointing \$ 61 million domestically. His thriller *Eraser* generated \$ 101 million but was far short of such blockbusters as *Terminator 2: Judgment Day* and *Total Recall*.

Early word about *End of Days* is mixed. But if Schwarzenegger is looking for inspiration for his next film, he might have fun spitting out a theme from the business world this holiday season.

"Open big," he would say. "Or die."

e-mail: dlieberman@usatoday

GRAPHIC: PHOTO, B/W, Zade Rosenthal, Universal Studios; PHOTO, B/W; He's back: Arnold Schwarzenegger's 'End of Days' opens Thanksgiving weekend. Catch 'em all: Marili is featured in 'Pokmon: The First Movie.'

LOAD-DATE: October 25, 1999

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 9:47 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



*UNION STATION PLANS OUTLET STORES TO ATTRACT AREA RESIDENTS St. Louis Post-Dispatch (Missouri)
October 26, 1999, Tuesday, FIVE STAR LIFT EDITION*

Copyright 1999 St. Louis Post-Dispatch, Inc.
St. Louis Post-Dispatch (Missouri)

October 26, 1999, Tuesday, FIVE STAR LIFT EDITION

SECTION: METRO, Pg. B2

LENGTH: 379 words

HEADLINE: UNION STATION PLANS OUTLET STORES TO ATTRACT AREA RESIDENTS

BYLINE: Rob Donaldson; Special To The Post-Dispatch

BODY:

St. Louis Union Station may replace some of its existing tenants next year with 12 to 15 upscale factory-outlet retail stores to complement its current mix of shops primarily catering to tourists.

The factory-outlet stores - dubbed "value-priced merchants" in retailing parlance - are being considered as a way to attract more St. Louis-area residents to the historic downtown shopping mall.

"It's sort of the new craze in shopping centers these days - combining upper-end value-priced merchants with entertainment-type centers," said Steve Miller, managing partner of St. Louis Station Associates, the limited partnership that owns St. Louis Union Station. "There have been a number of these done around the country. We believe it would have a very strong appeal."

Ownership of the 14-year-old St. Louis shopping-hotel-restaurant complex has been preparing for the possibility of adding factory-outlet stores for about a year by renewing some leases only on a short-term basis, Miller said. He declined to name which retailers had signed short-term leases and could be replaced with factory-outlet shops. The outlet stores would be added as these short-term leases expire, he said.

"We're exploring this concept and seeing if there are tenants who would be interested," Miller said. Examples of upscale retailers Union Station would like to attract as factory-outlet stores include Coach, a maker of leather purses and accessories, and designer clothiers such as Brooks Brothers, Polo, Ralph Lauren, **Nautica** and Tommy Hilfifer.

"We're offering an opportunity for some of these merchants to do something unique here," Miller said.

The initial phase would involve mixing 12 to 15 upscale factory-outlet stores into the approximately 100 existing tenants, but Miller left open the possibility that more could be added later.

He said that the factory-outlet concept is being considered as a means to create a greater appeal for local residents to do their shopping there. He said Union Station is profitable.

"A specialty retail center is sort of like having an amusement park," he said. "If you don't have a new ride every couple of years, people quit coming. We have to constantly refresh and change things so there's always a new and different look."

LOAD-DATE: October 26, 1999

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



HOLLCROFT OUT AS PRESIDENT OF CHAPS; PENNYCOOK IS FOURTH TOP EXEC OF BUSINESS IN THE LAST 13 MONTHS. Daily News Record October 29, 1999

Copyright 1999 Information Access Company,
a Thomson Corporation Company;
ASAP

Copyright 1999 Fairchild Publications, Inc.
Daily News Record

October 29, 1999

SECTION: Pg. 2 ; ISSN: 1041-1119

IAC-ACC-NO: 57012323

LENGTH: 663 words

HEADLINE: HOLLCROFT OUT AS PRESIDENT OF CHAPS; PENNYCOOK IS FOURTH TOP EXEC OF BUSINESS IN THE LAST 13 MONTHS.

BODY:

NEW YORK -- After less than six months on the job, Hal Hollcroft has stepped down as president of Chaps Ralph Lauren, the moderate men's sportswear division of Warnaco, Linda J. Wachner confirmed Thursday.

Wachner said that Hollcroft's termination was "a mutual decision." Hollcroft, 48, is the third person to exit the premier position at Chaps in the past 13 months. Wachner said Don Pennycook, president of Chaps Canada, will now serve as president Americas, a new position which covers the business in Canada, Mexico and the United States. Wachner also said the company is looking for a president of its U.S. division.

In a conference call Thursday, Wachner said sales at Chaps by Ralph Lauren had decreased by 6.4 percent, to \$ 97 million from \$ 103.6 million, but added that over \$ 6 million of the decline had been traced to sales lost due to the liquidation of Uptons and the sale of Mercantile. "The Chaps name is still good otherwise," Wachner said.

Regarding the executive transition, one former Chaps executive said, "It's a sad situation. Hal's a very fine man. He had a lot to do with Chaps' success."

Hollcroft, who had been with Chaps for 10 years, was named national sales manager last January. Before that, as a regional salesman in Atlanta, he turned a \$ 300,000 territory into a \$ 45 million business.

"He's a great, talented salesman," the source said. "He can get a job in five minutes. There's 20 guys who will take him. No doubt about it, Linda has trained some of the best executives out there."

Hollcroft replaced Bruce Renick, who resigned in May and now serves as president of Jones New York men's wear division. Renick took over for Alex Cannon, who left Chaps in Sept. 1998. A month later, Cannon was named president of merchandising for **Nautica** sportswear and NST.

On Thursday, Warnaco reported that its profits shot up by 64.7 percent in the third quarter ended Oct. 2. The improved earnings were powered by higher gross margins and hearty sales at Warnaco's Calvin Klein jeans division.

Meanwhile, Authentic Fitness -- which Warnaco earlier this month made an offer to acquire -- slightly widened its loss. Both Warnaco and Authentic Fitness are headed by Wachner.

Wachner told DNR that the merger is proceeding according to plan. "Authentic Fitness shareholders seem very excited about the transaction, and we've heard no negative comments," said Wachner. "We're anxious to see its completion."

Warnaco offered \$ 20.50 per share, or a total of \$ 525 million, in cash for Authentic Fitness, including about \$ 105 million in debt. Wachner owns 18.2 percent of Authentic and 19.6 percent of Warnaco, according to filings with the Securities & Exchange Commission. A merger between the two firms fell part three years ago because of worries about the impact of the liquidation of Herman's Sporting Goods on Authentic, Wachner told analysts.

Wachner added that in addition to the acquisition of Authentic, the firm will concentrate on buying back Warnaco's stock, which she feels is trading at depressed levels. The stock closed Thursday on the New York Stock Exchange down 1/8, to 15 7/16, near its 52-week low of 15 7/16 and well off its year high of 30 5/8. Authentic's shares closed at 19 11/16, up/, Thursday on the NYSE.

Wachner did not rule out an acquisition of Calvin Klein Inc., which hired Lazard Freres last month to pursue a possible sale.

"The book just came in and we will read it and review it," Wachner said. "We've not done any due diligence with Calvin Klein. We're always looking at opportunities in the market, but at this point in time we feel that the best value for additional acquisitions is our own shares."

At Warnaco, profits in the quarter ended Oct. 2 rose to \$ 44.4 million, or 80 cents a share, from from \$ 26.9 million, or 43 cents, a year ago. Results matched Wall Street's consensus estimate. Sales gained 6.5 percent, to \$ 579.6 million from \$ 544.1 million.

IAC-CREATE-DATE: November 5, 1999

LOAD-DATE: November 06, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 9:44 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



*NEW NAUTICA ITEMS, PLUS CASUAL LOOKS FROM PFALTZGRAFF; Brief Article; Statistical Data Included
HFN The Weekly Newspaper for the Home Furnishing Network November 1, 1999*

Copyright 1999 Information Access Company,
a Thomson Corporation Company;
ASAP

Copyright 1999 Fairchild Publications, Inc.
HFN The Weekly Newspaper for the Home Furnishing Network

November 1, 1999

SECTION: Pg. 44

IAC-ACC-NO: 57517011

LENGTH: 456 words

HEADLINE: NEW NAUTICA ITEMS, PLUS CASUAL LOOKS FROM PFALTZGRAFF; Brief Article; Statistical Data Included

BYLINE: Zisko, Allison

BODY:

NEW YORK-Pfaltzgraff, which made news at the last fall market with its introduction of **Nautica** tabletop, will extend the two lines within that collection and launch several new housewares patterns at the New York Fall Tabletop Show.

Arctic White dinnerware is new to **Nautica's** Signatures Tableware collection. It is a blend of white and gray color-blocked designs. The dinner plate, salad plate and soup/cereal bowl are plain, featuring classic circles with wide flat rims; the mug shape has a dramatic narrow flare. The dinnerware is accented by **Nautica's** Frostblock glassware.

The retail price for a four-piece place setting is \$ 40. The dinnerware pieces are also available open stock.

Nautica's second collection, Bermuda Tablewares, is being extended with a palm accent salad plate, which features the same textured basketweave design and softly edged, octagon-shaped plates of the collection, with a single palm tree in the center of the plate.

Four casual patterns are debuting: Summer Breeze, Key Largo, Villa Flora and The Stonewash Collection.

Summer Breeze, as its name suggests, is a pattern that incorporates the colors of summer. A soft, yellow plaid adorned with delicate green leaves and periwinkle forget-me-nots decorates the border of the dinner plate, while the accent plate has a scalloped edge and a translucent periwinkle blue wash with swirling blue leaves. These decorative elements appear in variations on the mug and bowl, which complete the four-piece place setting. The pattern retails for \$ 37.50 and will be available in February 2000. Accessories include serving items and several lighting pieces.

Key Largo combines the soft colors of lemon and lime on a creamy background and is reminiscent of handthrown pottery. A 16-piece set retails for \$ 115, while a four-piece place setting is \$ 30.50. There are seven accessory pieces in the assortment, including a vegetable bowl/server, sugar and creamer set, covered butter dish and round platter. Key Largo will be available next month.

Villa Flora builds on consumer demand for more of Pfaltzgraff's Rio looks, according to the company. The pattern brings a decorative folk-art leaf design to this cream-and-blue collection and uses the same round, oversized shades as Rio.

Both stoneware patterns are available as four-piece place settings and 16-piece sets, as well as open stock.

Available in March, the four-piece setting retails for \$ 30.50 and a 16-piece set is \$ 115.

The Stonewash Collection is four stonewashed colors (terra-cotta, yellow, green and blue) meant to mix and match together. Stonewash Accents consist of a luncheon plate and 13-inch round platter with splashes of color on a cream background.

IAC-CREATE-DATE: November 15, 1999

LOAD-DATE: November 16, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 9:42 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) [\[1\]](#)
Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery

*Reader's Digest Reorganizes, Buys Bookseller and Launches Gift Web Site; Brief Article Direct Marketing
November 1, 1999*

Copyright 1999 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1999 Hoke Communications, Inc.
Direct Marketing

November 1, 1999

SECTION: No. 7, Vol. 62; Pg. 6 ; ISSN: 0012-3188

IAC-ACC-NO: 59331394

LENGTH: 421 words

HEADLINE: Reader's Digest Reorganizes, Buys Bookseller and Launches Gift Web Site; Brief Article

BODY:

Reorganization under the new leadership of Thomas O. Ryder, chairman & CEO of The Reader's Digest Association (RDA) is in full motion to bring back one of the worlds most recognizable titles, Reader's Digest. As revenue has fallen 10 percent for the last three of four years, and response rates have dropped 50 percent, the RDA has experienced a 75 percent profit drop. Yet, even taking into account that the RDA's reputation is considered "tarnished" due to poor press concerning sweepstakes problems, Ryder is confident that RDA's Global brand is still valid.

The biggest issue for Ryder is to reduce the cost base down \$ 350 million dollars. And working in this direction, the reduction of the amount of mail by 40 percent translated to almost \$ 200 million in savings worldwide. This was achieved by selling off businesses that were poor performers, such as Health magazine and getting rid of systems outsourcing functions such as warehousing and lettershop.

Raising cash also was primary, and one way the RDA did it was to sell some of their collected art. RDA sold 38 pieces for \$ 100 million dollars. Selling of real estate brought in another \$ 150 million and cutting the dividend disbursements raised close to 400 million in working cash.

The RDA's acquisition of Books Are Fun, Ltd., is also expected to contribute significantly to Reader's Digest's revenue and operating cash flow and to slightly raise earnings per share in fiscal year 2000. The RDA agreed to buy the company, which sells discounted books and gifts at special events, for \$ 380 million. Since Reader's Digest markets its products through direct mail, Books Are Fun, Ltd., the nation's leading display marketer of books and gifts, will provide new distribution channels for RDA's own publications.

Similarly, the advancement of Internet capabilities is also part of RDA's reorganization as they promote their new online gift Web site. Working to expand its presence on the Internet, the RDA and its subsidiary, Good Catalog Co., joined electronic commerce management provider StarTek Inc. in launching gifts.com, an online gift shopping service.

The Web site offers 400 different products, including brand name products from Escada, Laura Ashley, Burberrys, Lenox and **Nautica**, as well as non-branded specialty items.

The site enables consumers to search for gifts by keyword, description, interests, or price, or by using a

more advanced search that selects gifts based on price, occasion, or individual preferences.

IAC-CREATE-DATE: March 13, 2000

LOAD-DATE: March 14, 2000

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 9:41 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

[Copyright © 2006 LexisNexis](#), a division of Reed Elsevier Inc. All rights reserved.

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



*Nautica Presents the Starlight Children's Foundation NY-NJ-CT Tenth Annual Celebrity Sports Auction
Business Wire November 3, 1999, Wednesday*

Copyright 1999 Business Wire, Inc.
Business Wire

November 3, 1999, Wednesday

DISTRIBUTION: Sports Editors/Basketball Writers & Columnists

LENGTH: 690 words

HEADLINE: Nautica Presents the Starlight Children's Foundation NY-NJ-CT Tenth Annual Celebrity Sports Auction

DATELINE: NEW YORK

BODY:

Nov. 3, 1999--

New Jersey Nets Center Jayson Williams and other Area Sports Figures Join In the Celebration In the Effort to Brighten the Lives of Seriously Ill Children

The stars come out for a great cause when **Nautica** presents the Starlight Children's Foundation NY-NJ-CT Tenth Annual Celebrity Sports Auction on Monday, November 8, 1999. The event will take place at the renowned Windows on the World located downtown on the 106th Floor of One World Trade Center. Tickets for the event are \$ 100 in advance and \$ 125 at the door, with all proceeds benefiting the Starlight Children's Foundation, an organization dedicated to improving the lives of seriously ill children. The evening will begin with cocktails and a silent auction, followed by a live auction featuring this year's honorees and special guests. Hundreds of guests will join **Nautica** and Starlight in honoring Jayson Williams, New Jersey Nets; Michael Strahan, Leshon Johnson, and Pete Mitchell, New York Giants; Rebecca Lobo, New York Liberty; Sara Whalen, US Women's Soccer Team; Eric Green, New York Jets and Sheldon Souray, New Jersey Devils. The evening features a silent auction/cocktail hour followed by an awards presentation and live auction. Special guests will include Charles Way, David Patten and Jessie Armstead of the New York Giants, Mo Lewis of the New York Jets and Emmy-nominated actor James Gandolfini of HBO's The Sopranos. The memory of meeting a favorite athlete won't be the only prize attendees can leave the event with. If the cold of New York in February sounds depressing, two tickets to the Pro Bowl in Honolulu, Hawaii can warm up the mood of the highest bidder. Give the special child in your life an early Christmas gift with the opportunity to serve as ball boy/girl during a game for the New Jersey Nets. The daredevils in the crowd will jump at the chance to bid on a skydiving package donated by Skydive Long Island. One lucky bidder will get to spend a day on the set of "Law and Order" and possibly get their big break. For those who always wanted to get their hands on their favorite sports celebrity, it will only be a bid away for memorabilia signed by Wayne Gretzky, Patrick Ewing, Tiger Woods, Patrick Rafter, Derek Jeter, Ivan Lendl, Don Mattingly, Carl Yastrzemski, Nomar Garciaparra, Hakeem Olajuwon, Doug Flutie and many more. "I am extremely proud of our affiliation with Starlight; a charity that deserves accolades for its contribution to children in need," states Harvey Sanders, **Nautica** Chairman. "We hope this year's Celebrity Sports Auction will set a new record for its fundraising efforts and we anticipate an exciting evening for all." **Nautica** Enterprises, Inc., 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 Starlight Children's Foundation, the company continually strives to assist in raising awareness and funds for important charities and causes. The Starlight Children's Foundation is an

International nonprofit organization dedicated to brightening the lives of critically, chronically and terminally ill children, ages 4-18. Founded in 1983 by actress Emma Samms and film executive Peter Samuelson, Starlight grants special wishes, provides entertainment in hospital pediatric wards and offers outpatient activities for children and their families. The NY-NJ-CT Chapter is able to bring happiness to nearly 200,000 sick kids and their families each year.

CONTACT: Chris Strauss/Mela Stevens
823 Productions, Inc.
(212) 625-3823 Mary Ellen Barone
Nautica PR
(212) 841-8981 Michaela Potter
Starlight Children's Foundation
(212) 354-2878

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>

LOAD-DATE: November 4, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 9:37 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

[Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.](#)

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]
Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Nautica to open first standalones. Retail Week November 5, 1999

Copyright 1999 Retail Week
Retail Week

November 5, 1999

SECTION: Pg.1

LENGTH: 211 words

HEADLINE: Nautica to open first standalones.

BODY:

Casualwear brand **Nautica** is to launch its first UK standalone stores and ramp up its concessions arm as part of a relaunch of the brand.

The company is planning three stores over the next three years, the first of which will open in London by April. Although no sites have been confirmed, **Nautica** Europe UK sales manager Terence Duckworth said the company is looking at a number of sites, but is initially targeting Covent Garden.

Nautica is also trebling its concessions and wholesale arm and plans to have 100 outlets by spring 2001.

The brand has concessions in Harrods and Selfridges in London and will open in Alders stores in Croydon and Leeds next spring. "We see concessions in good quality stores as a route forward," said Duckworth.

The US brand has more than 1,300 shop-in-shops, two standalone stores and 85 factory outlet stores in the US and overall it operates 80 standalone stores in 42 countries.

Nautica will launch its first brochure in spring, which will be used heavily in mail-outs to market the brand. The company will target 30 to 35-year-old men with a GBP 1.5 million advertising campaign.

An advertising agency and new marketing manager are to be appointed shortly and a European Web site will launch next year.

LOAD-DATE: November 5, 1999

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]
Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 9:31 AM EDT

 LexisNexis: [About LexisNexis](#) | [Terms & Conditions](#)
Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Optimedia secures Nautica menswear pan-European task Campaign November 5, 1999

Copyright 1999 Haymarket Publishing Services Ltd
Campaign

November 5, 1999

LENGTH: 277 words

HEADLINE: Optimedia secures **Nautica** menswear pan-European task

BYLINE: CLAIRE BEALE

BODY:

The US menswear brand, **Nautica**, has appointed Optimedia to handle its pan-European media account and is talking to agencies about a creative brief as it prepares to roll out into Europe.

Optimedia won the work after pitching against a number of unnamed agencies.

Nautica is planning to spend pounds 4 million in three European markets, the UK, Italy and Germany. The advertising will extend to other European territories as **Nautica** launches its clothing range and retail facings across the Continent.

Nautica has advertised in the UK before, although activity has been limited, with media planning and buying handled in-house and creative work sourced from the US. The UK will become a key market; UK ad spend is expected to be about pounds 1.5 million over the next 12 months.

Nautica has also begun talks with creative agencies to find a partner to develop advertising tailored to the European market. The company is expected to hire a UK agency to create a pan-European campaign. A decision is expected before the end of the year.

However, **Nautica** plans to use an integrated ad strategy that will encompass sports marketing and sponsorship and tap in to Optimedia's communications partners for a range of communications ideas, including using the England rugby star, Ben Clarke, to promote the brand.

Mark Hammersley, the managing director of **Nautica** Europe, said: 'We were impressed by Optimedia, particularly the holistic approach to consumer communications on a pan-European basis.'

Simon Mathews, the managing director of Optimedia, added: '**Nautica** has given us another opportunity to demonstrate Optimedia's village in action.'

LOAD-DATE: October 5, 2000

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 9:31 AM EDT

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Gifts.com E-Commerce Engine Built by Nexgenix Inc.; Web Site Launches as Premier Gift Service for Time-Pressed Gift Purchasers Business Wire November 8, 1999, Monday

Copyright 1999 Business Wire, Inc.
Business Wire

November 8, 1999, Monday

DISTRIBUTION: Business Editors

LENGTH: 910 words

HEADLINE: Gifts.com E-Commerce Engine Built by Nexgenix Inc.; Web Site Launches as Premier Gift Service for Time-Pressed Gift Purchasers

DATELINE: IRVINE, Calif.

BODY:

Nov. 8, 1999--Nexgenix(TM) Inc., a leading e-business consultancy, announced its success in working with Nicholson NY to implement the e-business solution behind the launch of gifts.com, an innovative, one-stop online gift shopping service.

Nicholson turned to Nexgenix because of its long history in integrating e-business solutions. Gifts.com was created through an alliance of technology, merchandising and marketing organizations for Reader's Digest Association Inc. and StarTek Inc. Gifts.com, which launched today in time for the 1999 holiday season, targets time-pressed Internet users between the ages of 25 and 55, with household incomes in excess of \$ 40,000, and who spend at least \$ 250 annually on gifts for other adults.

"The site will enable us to serve our customers and vendors with the utmost personal care they deserve," said Keith Fox, Reader's Digest director of new media. "The speed and thoroughness with which the Nexgenix/Nicholson NY team developed the gifts.com site -- within four months -- is exceptional. We are very satisfied with the results, and look forward to offering our time-sensitive Web customers a personal, mutually beneficial online experience."

The gifts.com project showcases Nexgenix' 360 degrees e-Relationship(TM) philosophy toward e-business. Nexgenix' approach opens and maintains personal and relevant communication between companies, their vendors and online customers. Nexgenix' 360 degrees e-relationship solutions enable its clients to develop competitive advantages through enhanced relationships that span from the supply chain to the customer. These relationships are founded on expertise in robust enterprise integration capabilities and customer relationship management.

"Reader's Digest is seizing an opportunity to enter the crowded online gifts market with a clearly differentiated e-commerce site," said Nexgenix co-chairman and co-CEO, Don Ganguly. "The market has no dominant player yet, and a distinctive site offering personalized service and next generation end-to-end e-business solutions will give gifts.com the competitive advantage to succeed. We worked with Nicholson NY and Reader's Digest to implement the site, select the technology, define the technical architecture, examine the deployment strategy -- in short, to provide all the technology that the site requires."

The gifts.com site initially features 400 different products, including such leading brands as Escada, Laura Ashley, Burberrys, Lenox and **Nautica**, as well as non-branded specialty items. These items have been carefully selected by gifts.com to ensure quality choices are available to gift buyers who care about the

gifts they give but often do not know what to buy.

Gifts.com also offers several special customer services, including a customized Gift Finder, a Gift Calendar with e-mail reminders, and other personalization features, such as hand-written or customized gift cards, to help shoppers find and send the most appropriate gift possible in a hassle-free environment.

About Reader's Digest

The Reader's Digest Association Inc. is a global publisher and direct marketer of products that inform, enrich, entertain, and inspire people of all ages and all cultures around the world. Products include the Reader's Digest magazine, the most widely read magazine in the world. Worldwide revenues were \$ 2.5 billion for the fiscal year ended June 30, 1999. Global headquarters are located at Pleasantville, New York. For more information about Reader's Digest, visit its Web site, www.readersdigest.com.

About Nexgenix

Nexgenix, "The e-Relationship Builder," is a leading e-business consultancy providing end-to-end e-business solutions for companies striving to succeed in the new digital economy. Headquartered in Irvine, Calif., Nexgenix develops 360 degrees e-Relationships(TM) for companies seeking to move beyond the transactive Web site. The goal of 360 degrees e-Relationships is to help companies rapidly acquire and serve new e-customers, increase e-customer and partner loyalty, increase e-customer wallet share, create seamless supply chain management and achieve a sustainable competitive advantage.

360 degrees e-Relationships is a part of Nexgenix' end-to-end e-business solution, which includes e-business strategy, interactive marketing and branding, transaction capabilities and enterprise integration. Nexgenix is a privately held company with offices around the world. For more information about Nexgenix, call 800/663-9436 or visit our Web site at www.nexgenix.com.

Nexgenix and 360 degrees e-Relationships are trademarks of Nexgenix Inc.

CONTACT: Nexgenix

Steve Friedberg, 800/663-9436

sfriedberg@nexgenix.com

or

Fleishman-Hillard Inc.

Diane Tanaka, 213/629-4974

tanakad@fleishman.com

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>

LOAD-DATE: November 9, 1999

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 9:29 AM EDT

Source: News & Business > Combined Sources > News, All (English, Full Text) :
Terms: nautica and date(geq (1/1/1998) and leq (12/31/1999)) (Edit Search | Suggest Terms for My Search)

Select for FOCUS™ or Delivery



*8 CHARGED IN MULTIMILLION-DOLLAR COUNTERFEIT CLOTHING RING The Philadelphia Inquirer
NOVEMBER 10, 1999 Wednesday SFCITY EDITION*

Copyright 1999 The Philadelphia Inquirer
All Rights Reserved

The Philadelphia Inquirer

Found on Philly.com

The Philadelphia Inquirer

NOVEMBER 10, 1999 Wednesday SFCITY EDITION

SECTION: CITY & REGION; Pg. B02

LENGTH: 456 words

HEADLINE: 8 CHARGED IN MULTIMILLION-DOLLAR COUNTERFEIT CLOTHING RING

BYLINE: Suman Pradhan, INQUIRER STAFF WRITER

BODY:

A multimillion-dollar, counterfeit designer-clothing operation in the Philadelphia area has been broken up and eight people taken into custody, District Attorney Lynne Abraham has announced.

The arrests were made yesterday, just days after a grand jury recommended that the group and three corporations linked to it be charged with violating state trademark, counterfeiting and conspiracy laws, Abraham said at a news conference at her Center City offices.

Jeans, T-shirts, jackets and other clothing bearing fake logos of such well-known brands as Calvin Klein, FUBU, DKNY, **Nautica**, Tommy Hilfiger and others were made and sold, along with fake clothing and merchandise from National Football League and Major League Baseball teams, Abraham said.

Authorities said the District Attorney's Office and Philadelphia Police Department began their investigation in May 1998. By the end of August 1998, they had seized 163,000 pieces of fake designer clothing, as well as equipment used to manufacture them.

Arrested yesterday were Hyong Jin Wi, his wife Hee Soon Wi, his brother Hyung Sun Wi and nephew Sung Soo Wi, all of Conshohocken.

Also arrested were Heung Soo Park and Yoon Yee Park of Glenside, and Joon Gurl Roh and Soon Ki Roh of Philadelphia.

The seized merchandise and goods were valued at around \$3.5 to \$4 million, though officials said it was impossible to measure the value of the computer disks containing the counterfeiting programs.

By all accounts, the counterfeit operation was a large and smooth one going back as far as 1994. Investigators said that the operation was at several sites in Philadelphia.

Blank shirts without any logos or brand names were manufactured at Wee's Fashion Inc. at 428 N. 13th St., owned by Hyong Jin Wi. The apparel was sent to Geo-Lives Inc. at 4405-07 N. Phillp St., run by chief

executive officer Joon Gurl Roh.

There, investigators said, designer logos and trademarks were silk-screened onto the blank shirts. Nearby at Whitestone Embroidery Inc. at 4415 N. Philip St., run by Heung Soo Park, workers embroidered logos onto the blank shirts.

Hyuong Jin Wi also operated American Active Wear, a retail store and warehouse at 5017-21 N. Fifth St., from where most of the counterfeit clothes were distributed and sold.

Assistant District Attorney Sandjal Weaver said that the illegal operation in Philadelphia could produce \$2 million to \$3 million worth of fake merchandise each year.

Asked how the District Attorney's office would dispose of the seized garments, Abraham said that she hoped to distribute them to poor people, but that the owner of the trademarks would have to consent.

Otherwise, the goods would be destroyed, she said.

LOAD-DATE: October 22, 2002

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

Terms: [nautica](#) and [date](#)(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 9:28 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Nautica aims to raise UK profile SGB UK November 11, 1999

Copyright 1999 CMP Information Ltd
SGB UK

November 11, 1999

SECTION: Pg. 8

LENGTH: 284 words

HEADLINE: Nautica aims to raise UK profile

BODY:

Nautica is establishing a network of UK concept stores to drive brand awareness among consumers, as it bids to reverse the brand's under-achievement in the European market.

The concept stores form a central plank in the strategy of **Nautica** Europe's Managing Director, Mark Hammersley, who joined the brand from Pentland earlier this year to revitalise its fortunes. A branded stand-alone outlet will open in the UK in March/April 2000, possibly in Covent Garden, while another two stores are planned at locations yet to be determined.

Hammersley said: "We now have a clear strategy for 2000. There has not been enough marketing of the brand and, consequently, there has been low brand awareness. We are committed to raising the profile of the company."

An indication of how much potential **Nautica** has yet to grasp comes from a comparison between its global and European sales figures. **Nautica's** worldwide sales were \$522.65m in fiscal 1999, with pre-tax earnings of \$97m, while European sales stood at \$33m.

Hammersley added that a pounds 1.5m marketing budget had been set aside for the UK in 2000. This will focus on the brand's core consumer, the "**Nautica** Man", who is predominantly from the ABC1 socio-economic groups, aged between 30-35, likes sport and aspires to the 'successful' lifestyle.

Consumer communications have been prioritised, and **Nautica's** launch platform will be Rugby Union's inaugural Six Nations Tournament next February. This will be followed by magazine campaigns in titles such as GQ, Esquire, FHM and Men's Health.

Hammersley plans to increase the account base offering the **Nautica** Sportswear range from 35 to 100 outlets by Spring 2001.

LOAD-DATE: November 25, 1999

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([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 (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



*Shoe store to reopen at Great Mall
New mall tenants lure business back to Olathe Kansas City Star (Kansas & Missouri) November 12, 1999 Friday*

Copyright 1999 The Kansas City Star Co.

THE KANSAS CITY STAR

Found on [KansasCity.com](#)

Kansas City Star (Kansas & Missouri)

November 12, 1999 Friday METROPOLITAN EDITION

SECTION: BUSINESS; Pg. C2; CITYSCAPE

LENGTH: 715 words

HEADLINE: Shoe store to reopen at Great Mall
New mall tenants lure business back to Olathe

BYLINE: JOYCE SMITH, The Kansas City Star

BODY:

Designer Shoe Warehouse seems to be a bit fickle when it comes to committing to the Great Mall of the Great Plains in Olathe.

A year ago, the discount shoe store talked about closing in the mall but renegotiated its contract. A few weeks ago, it again announced it was closing the Olathe store and consolidating it with its Shawnee location. It even had a closing sale.

The mall management said the store did close for a week, and stock and equipment were cleared out. But now, Designer Shoe Warehouse is moving merchandise back into the same space and hopes to reopen soon, most likely by Thanksgiving.

Mike Levison, spokesman for Designer Shoe Warehouse in Columbus, Ohio, said the company closed the Olathe store before learning about "exciting new tenants" coming to the mall. Off 5th Saks Fifth Avenue is one company that recently announced plans to open in the mall.

"We wanted to be a part of it," Levison said.

Plaza openings

Several tenants will open on the Country Club Plaza in the next few weeks. They include:

Restoration Hardware, a home furnishings store, is scheduled to open a 21,271-square-foot store at 4704 Wyandotte St. on Wednesday.

The California-based company has more than 80 stores.

Discovery Channel Store, 222 W. 47th St., has merchandise that includes items from around the world in the areas of aviation, home, science, geology and travel gear, along with videos and books. The store is scheduled to open next Friday.

Bebe, 4710 Broadway, with contemporary women's apparel and accessories, is scheduled to open Nov. 24. The San Francisco-based company has 105 locations.

Johnston & Murphy, 425 Nichols Road, offers classic, contemporary, dress casual and casual footwear, and accessories.

Along with its brands, the company carries Timberland, Ecco, **Nautica** and other brands. The Nashville, Tenn.-based company says every president since Millard Fillmore has worn Johnston & Murphy shoes.

The Plaza store is scheduled to open Nov. 26.

MAC Cosmetics, 320 Nichols Road, also known as Make-up Art Cosmetics, is scheduled to open Dec. 9. The New York-based cosmetic company has more than 200 locations.

Bang & Olufsen, 4740 Pennsylvania Ave., a world-renowned Danish manufacturer of audio, video and telephone products, is scheduled to open Dec. 10.

McCormick & Schmick, Valencia Place, 448 W. 47th St., is a restaurant specializing in fresh seafood prepared daily. It is scheduled to open in April.

Now open: E.G. Geller, 316 Ward Parkway, a store specializing in comfortable footwear for men and women. The majority of the stock is Mephisto, but other brands include Dansko, Paul Green and Naot.

Lunch and more

Emmy award-winning local broadcaster Laurie Roberts will be host for a women's event called "Let's Do Lunch" this Sunday at the Ritz-Carlton Rooftop Restaurant.

The event will include a fashion show by The Gown Gallery, hair demonstrations by Salon Latifa and nail demonstrations by La Cuticle Nails. Professionals will speak on the benefits of cosmetic surgery and chiropractic care.

The event, which features door prizes, starts at noon and concludes at 3:30 p.m. The cost is \$ 45. For more information or reservations, call (816) 523-1930.

Charlie's changes

John Riley, the new owner of Charlie's Lodge, has changed the name and menu.

The new J Riley's Restaurant at 7953 State Line Road will serve such entrees as shellfish ravioli, shrimp capellini, artichoke stuffed chicken, brie tenderloin and more.

The lunch items include sandwiches, soups, hamburgers, filet mignon and shellfish ravioli.

"I felt like the place needed a face-lift and the community needed a good local, family-owned restaurant," Riley said.

- Cityscape runs Tuesdays and Fridays in the Business section. Do you have tips for the column? Please call Joyce Smith at (816) 234-7750 or send e-mail to jsmith@kcstar.com

LOAD-DATE: November 15, 1999

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

Terms: [nautica](#) and [date](#)(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 9:26 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: [nautica](#) and [date](#)(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



*BATTLE OF BULGING WAREHOUSES BEGINS - COSTCO VS. SAM'S The Commercial Appeal (Memphis, TN)
November 14, 1999, SUNDAY,*

Copyright 1999 The Commercial Appeal
The Commercial Appeal (Memphis, TN)

November 14, 1999, SUNDAY, FINAL EDITION

SECTION: BUSINESS, Pg. C1

LENGTH: 1144 words

HEADLINE: BATTLE OF BULGING WAREHOUSES BEGINS - COSTCO VS. SAM'S

BYLINE: Dewanna Lofton The Commercial Appeal

BODY:

Costco Companies Inc. will open two warehouse clubs in the Memphis area Thursday.

The Issaquah, Wash.-based international chain of wholesale membership clubs stocks one of the largest selections of mostly higher-end merchandise found in one store.

Costco carries everything from prescription drugs and glasses to groceries and electronic gadgets.

It's not unusual for members to find unexpected treasures such as Porcelaine de Limoges, a line of collectible hand-painted porcelain boxes from France, or handcrafted glass vases, bowls and centerpieces from California artist Robert Guenther.

"About 25 percent of our inventory is constantly changing to create a treasure hunt atmosphere that keeps customers coming more often because you don't know what you might find on your next visit," said Preston Powell, manager of the Costco at Winchester and Hacks Cross.

The second location is at Interstate 40 and Germantown Parkway.

Costco, the nation's premier warehouse club, is in a high growth mode, taking on Arkansas-based competitor Sam's Club in markets it has previously dominated.

Costco now operates about 318 clubs with 27 million cardholders and fiscal year 1999 sales of \$ 26 billion.

Sam's Club has more than 450 clubs and 37 million card holders. It recently opened a new club in Bartlett, its third in Memphis. A fourth, planned for Nonconnah and Winchester, is to open in the fall of 2000.

Costco said it could eventually have three or four stores in Memphis.

Competition between the two clubs has raised the bar for warehouse club operations and opened membership to thousands of Memphians, previously not privy to a variety of member services and discounted prices. (The average markup at wholesale clubs is about 10 percent, compared to 27 percent at discount stores and as much as 50 percent at department stores.)

Costco said its policy is to never exceed a 14 percent markup.

"We almost sell at cost," said Roger Campbell, senior vice president for Costco's East Coast operations.

"Much of our profit is from membership fees. Our customers know they can come in any day or night and get the best value for their dollar. Our prices may be the same as our competitors', but the product will have extra features. So, you get a better value."

Upon entering the market, Costco offered free memberships, and Sam's quickly followed suit. Membership at Costco is normally \$ 40 for individuals and \$ 35 for businesses. At Sam's, it is \$ 35 for individuals and \$ 30 for businesses.

"We've been serving Memphis for more than 14 years," said Brad Link, senior vice president of operations for Sam's. "We cater to all of Memphis not just a specific demographic."

Costco caters to a higher-income group and sells mostly high-end goods.

If you've checked out the new Sam's warehouse club in Bartlett, you may experience deja vu when the new

Costco opens Thursday.

Sam's has copied Costco, the nation's leading warehouse club, from ceiling to floor.

While the two companies are alike in appearance, there are some fundamental differences.

Costco, for example, is known as the innovator in the warehouse club industry, and Sam's is the imitator.

"We are constantly looking for the next new thing to add to our member benefits," said Campbell. "If you are proactive, you will be successful, reactive and you've got problems."

In the past two years, Costco has added 69 gasoline stations to its warehouse operations. Both Memphis locations will have them. This ancillary business has generated \$ 300 million in revenues for the company.

By the end of the year, Sam's will have added gas stations to 26 of its clubs across the nation. None of them are in the Memphis market. However, new clubs and some existing ones will have them next year, Link said.

"We owe it to our members to keep an eye on Costco, evaluate what they are doing and see what opportunities there are to add value for our members," Link said.

There are other points of difference between the two competitors.

-- Costco owns and runs all its ancillary businesses such as optical and pharmacy and jewelry. However, because of state laws governing liquor sales, Costco will have liquor stores operated by an outside company at both its Memphis warehouses next year. Sam's sells beer at its Bartlett club and currently has no plans to sell liquor.

"Every department in the building we operate," said Campbell of Costco. " We want to make sure we control every aspect of the business so we know it's being done right."

Most of these added businesses at Sam's Clubs are contracted out to small companies, but the company in recent years is moving toward owning the operations.

For example, Sam's arrangement with its jewelry department operator expires in fiscal 2001.

"Sam's will take over that operation, enabling us to have more quality control and drive down prices," said Elda Scott, Sam's spokesman.

-- Costco's private label (Kirkland's) is generally higher quality than Sam's signature brand (Members Mark).

"Our brand will always be as good as, if not better than, the national brand," Campbell said.

-- Costco's offers employees better pay and benefits, and turnover (18 to 24 percent) is lower than at most retail stores. Costco staffs its stores with as many as 12 managers, compared to six or seven at Sam's.

Costco employs a total of 150 people at each warehouse vs. 200 at Sam's.

"Our managers are working managers," Powell said. "They get in there and show, not tell."

-- Costco stores are generally bigger than Sam's (148,000 square feet vs. 130,000), which allows Costco to stock more merchandise and makes shopping easier for customers.

-- Costco stocks a broader assortment of merchandise from designers such as Donna Karan, Ralph Lauren, **Nautica** and Tommy Hilfiger apparel for men and women at nearly half department store prices.

You won't find any off-brand or secondary names at Costco," Campbell said.

The warehouse also offers numerous other services to its members, including auto and home insurance, merchant credit card processing, checks and forms printing, mortgage and real estate services, business line of credit and a business health care plan.

Similar services available to Sam's Club members include: auto, recreational vehicle and boat buying, travel and vacation services, telecommunications, personal development and training, medical discounts, check orders and extended warranty.

-- Costco sells about 1,000 items on its Web site. Sam's site is for information, not shopping.

Costco's hours will be 10 a.m. to 11 a.m. Monday to Friday for business members, 11 a.m. to 8:30 p.m. weekdays for all members, 9:30 a.m. to 6 p.m. Saturdays and 10 a.m. to 6 p.m. Sunday.

Reporter Dewanna Lofton is at 529-2702 or send E-mail to lofton@gomemphis.com

GRAPHIC: photo;

By A. J. Wolfe;

(Color) Costco tries to create a "treasure hunt atmosphere" for its warehouse club members with surprise higher-end finds. Andrea Boatman (left) and Helen Edora ready the new store at Hacks Cross and Winchester.

LOAD-DATE: November 15, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 9:24 AM EDT



LexisNexis®

[About LexisNexis](#) | [Terms & Conditions](#)

[Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.](#)

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Attention Attention Fashion/Assignment Editors Editors/See CP Wire Photo: The Bay and Nautica Fleece-Up for Children's Aid Society Canada NewsWire November 15, 1999, Monday

Copyright 1999 Canada NewsWire Ltd.
Canada NewsWire

November 15, 1999, Monday

SECTION: Domestic News

LENGTH: 381 words

HEADLINE: Attention Attention Fashion/Assignment Editors Editors/See CP Wire Photo: The Bay and **Nautica** Fleece-Up for Children's Aid Society

DATELINE: TORONTO, Nov. 15

BODY:

The Bay and **Nautica** are inviting their customers to cozy up to the spirit of giving this holiday season in a special polar fleece sweatshirt that is raising money for the Children's Aid Foundation. Customers who purchase **Nautica's** special holiday polar fleece, now available at 60 Bay stores across the country, will be contributing \$ 5.00 for each fleece sold to child welfare agencies across Canada to support children in need, courtesy of **Nautica**.

"**The Nautica** polar fleece is yet another great gift idea from the Bay," commented Idalia Farrajata, fashion director of the Bay. "Customers not only are making a stylish gift selection for the holidays but they are making a difference in Canadian children's lives. A portion of their purchase will be donated to child welfare agencies across the country through the renowned Children's Aid Foundation."

Nautica's polar fleece is part of the Nautech line of clothing. The sweatshirt is available for \$ 98.00 in sizes ranging from small to double extra large in five colours; Black, Oyster, Denim, Navy and Surplus. Bay customers who purchase the polar fleece sweatshirt during the holiday season will receive a **Nautica** gift box and donation card that recognizes their \$ 5.00 contribution to the Children's Aid Foundation.

"We wanted to do something meaningful this holiday season rather than simply invest in advertising," commented Mark Lucas, president of Siga International, Canadian distributors of **Nautica**. "I wanted our contribution to have a positive impact on people who are in need. Our contribution to the Children's Aid Foundation will go towards helping Canadian children which is especially important during the holidays."

Nautica Men's Apparel is distributed exclusively in Canada through Siga International. Both **Nautica** and Siga are long-time supporters of various child welfare programs in local communities across Canada.

The Bay is Canada's fashion and style department store with 99 locations in communities from coast to coast. The Bay is a division of Hudson's Bay Company, Canada's oldest corporation and its largest department store retailer. Information can be found online at www.thebay.ca.

on the Canadian Press Photo Network/

-30-

For further information: Nick Cowling or Joanne Hunter, Edelman Public Relations, (416) 979-1120

LN-ORG: AID FOUNDATION (92%);

LOAD-DATE: November 15, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 9:23 AM EDT

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

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i] [j]
Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



PLEASE DON'T SQUEEZE THE CHAIRMAN. Daily News Record November 17, 1999

Copyright 1999 Information Access Company,
a Thomson Corporation Company;
ASAP

Copyright 1999 Fairchild Publications, Inc.
Daily News Record

November 17, 1999

SECTION: Pg. 25 ; ISSN: 1041-1119

IAC-ACC-NO: 57647563

LENGTH: 157 words

HEADLINE: PLEASE DON'T SQUEEZE THE CHAIRMAN.

BYLINE: LOHRER, ROBERT

BODY:

A subordinate once accused **Nautica** chairman Harvey Sanders of being a frustrated basketball coach. Sanders agreed.

But when the subordinate accused Sanders of also being a frustrated football coach, that was one step too far.

"A frustrated football owner," Sanders was quick to correct.

As for what this has to do with anything, Sanders has found a way to combine his interest in a great charity -- the Starlight Children's Foundation -- with his interest in professional sports, serving as benefit chairman (**Nautica** was the title sponsor) at the Starlight Foundation Celebrity Sports Auction Nov. 8 at Windows on the World at New York City's World Trade Center.

With such items up for auction as a Wayne Gretzky hockey stick and a Venus Williams tennis dress, the evening raised \$ 200,000 for Starlight. The priciest item was an I-Guarantee-It lithograph signed by 24 members (Including Joe Namath) of the 1969 Jets.

IAC-CREATE-DATE: November 24, 1999

LOAD-DATE: November 25, 1999

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i] [j]
Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))
View: Full

Date/Time: Thursday, April 20, 2006 - 9:22 AM EDT

[About LexisNexis](#) | [Terms & Conditions](#)

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#)
 Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) [\(Edit Search | Suggest Terms for My Search\)](#)

Select for FOCUS™ or Delivery



FRANCHISES BOOST PRICES OF STREET FRONT LOCATIONS. Mexico Business Monthly November 18, 1999

Copyright 1999 Financial Times Information
 All rights reserved
 Global News Wire
 Copyright 1999 Caribbean Update.
 Mexico Business Monthly

November 18, 1999

LENGTH: 1262 words

HEADLINE: FRANCHISES BOOST PRICES OF STREET FRONT LOCATIONS.

BODY:

The demand for so-called "street front" commercial locations in Mexico City has raised prices to between P\$ 100 and P\$ 250 a square meter, thanks to the boom in franchises and the need to be closer to clients with services and quality to maintain competitiveness, reports *El Financiero* (October 29, 1999). According to the real estate broker *Colliers Lomelin*, so far this year rent contracts for an estimated 50,000 square meters have been closed. **TIFFANY OPENS FIRST RETAIL OUTLET IN MEXICO.** The famous New York jewelry store, *Tiffany & Co.*, a synonym of elegance and expensive jewelry, has opened its first store in Mexico and in Latin America in the exclusive posh zone of Polanco, reports *El Financiero* (November 12, 1999). The jewelry company had sales for US\$ 580 million and a profit of US\$ 39 million in the first half of this year. The 450 square meter outlet also sells the fine glassware and porcelain products that Tiffany is noted for. **DUTY SIGNS DEAL TO SET UP 22 STORES.** *Latinamericana Duty Free* has signed a deal with the *Fiesta Inn* hotel chain (property of *Grupo Posadas*) to set up 22 *Deor* (sic) stores in the chain's hotels, reports *Reforma* (November 1, 1999). *Deor*, a subsidiary of *Duty*, operates convenience stores in hotels, airports and office buildings. It sells the "Poco Loco" brand of clothing, beach wear, tobacco, newspapers, etc. The company has also signed a deal with another, unnamed chain to set up 10 more stores. Over the past 12 months *Duty* has opened 19 *Deor* stores and 11 *Operadora Aeroboutiques* outlets. **INTERNET FIRM BUYS TRAVEL AGENCY.** *Viajo.com*, a leading online travel services firm, has announced the purchase of *Felgueres Travel*, Mexico's second-largest travel agency, reports *Agencia EFE* (November 16, 1999). *Felgueres Travel* has 42 offices in 29 Mexican cities and annual sales of US\$ 105 million. *Viajo.com*, founded earlier this year, has offices in the United States, Mexico and Brazil. **SNF POLYMERS OPENS OFFICES IN MEXICO CITY.** *SNF Floerger de Mexico*, a subsidiary of French company *SNF*, which markets polymers for the treatment of water, has opened offices in the World Trade Center in Mexico city, reports *El Financiero* (November 4, 1999). The company's sales in Mexico reached US\$ 10 million, while its principal clients are chemical companies such as *Jordan*, *Nacional Quimica*, *Grupo Gomco* and *Aditivos para Papel*. In the U.S., *SNF* controls 30% of the market for such polymers, with annual sales of US\$ 250 million. **GIGANTE IN US\$ 130 MILLION EXPANSION.** *Gigante*, the leading retail chain, plans to invest US\$ 130 million next year in adding another 24 units to the chain of retail stores and restaurants, reports *Reforma* (November 10, 1999). Fourteen will be self-service outlets, six specialized retail units, and four restaurants. This represents a 7.9% increase in floor space, the second largest projected for next year, according to the analysis department of the *Banacci Financial Group*. *Banacci* indicates that these new units will continue focusing on north Mexico and major cities. **BANAMEX GIVES US\$ 35 MILLION LOAN TO BUSINESS CHAIN.** The *Banco Nacional de Mexico* (*Banamex*) announced that it has awarded a US\$ 35 million loan to self-service chain *Comercial Mexicana*. The credit takes the form of *Investment Units (Udis)*, reports *Agencia EFE* (October 28, 1999). The loan agreement, signed on October 26, will fall due in 2003. It will be utilized to restructure the firm's foreign currency debt with banks abroad. *Banamex* said that with this restructuring, *Comercial*

Mexicana will consolidate its position in the self service market by diversifying its debt, reducing its exchange risk, improving its structure and broadening its base. Comercial Mexicana is a firm with 100% Mexican capital, with more than 190 branches, or commercial centers, all over the country. **COMERCIAL MEXICANA PLANS US\$ 120 MILLION EXPANSION.** Mexico's second largest retail chain, Comercial Mexicana, plans to invest US\$ 120 million next year in the opening of 14 new commercial outlets and six California restaurants, reports Reforma (November 3, 1999). The company will also invest in remodeling 10 to 13 store and restaurant units. The expansion will be financed with resources from the cash flow of the retail chain and is expected to increase sales by around 10%, the company said. **LIVERPOOL OPENS NEW STORE IN MERIDA.** With an investment of US\$ 30 million, Mexico's leading chain of department stores, El Puerto de Liverpool, has inaugurated its store in Merida, Yucatan state, reports Reforma (November 3, 1999). This brings the chain to 16 department stores of this type throughout the country and 38 all told, including those that correspond to the Fabricas de Francia format. Liverpool Merida has 14,500 square meters of floor space and aims for the middle and upper middle income groups. **DOMINO'S PIZZA OUTLET #300 OPENS.** Alsea, the holding company for the Domino's Pizza chain of fast food restaurants, announce the opening of its Domino's Pizza eatery number 300, reports the Mexican Stock Exchange (November 12, 1999). The chain ended the week with a total of 305 pizza houses in operation, which implies 13 more have been added since the close of the third quarter. Alsea's subsidiary, Torrquin, is the operator of the master franchise in Mexico and direct proprietor of 183 of those 305 pizza take outs. **LA ISLA MALL OPENS IN CANCUN.** Grupo Gicsa has inaugurated the "La Isla" shopping mall in the Caribbean tourist destination of Cancun after almost a year's delay, reports El Financiero (October 28, 1999). The project was developed by Grupo Gicsa at a cost of US\$ 55 million. The mall includes 136 posts, 92% of which have already been leased or sold. Among the businesses which have set up at La Isla are Zara, Tommy Hilfiger, Grupo Anderson, Nine West, Haagen Daz, **Nautica** and McDonalds. **COMMUNICATIONS CABLE INTERNET ACCESS DEAL.** 3Com Corp. (Nasdaq:COMS), a leading global networking company, has announced that it will supply cable TV provider, Cablems, with the equipment and technology required to launch Cablems.com, the first Internet access service via cable in Tijuana, Mexico. With this deal, cable access technology supplied by 3Com will be available to more than 6 million homes throughout Latin America, says Raul Barnett, cable modem business manager for Latin America. Details: 3Com Public Relations, Craig Grabner, 847/262-2329. Email: craig_grabner@3com.com. Or: Burson-Marsteller, Jason Wyse, 305/347-4327. Email: jason_wyse@yr.com. **ENERGY/MINING PEMEX ACCOUNTS FOR A THIRD OF GOVT. REVENUE.** Petroleos Mexicanos (Pemex) contributed the equivalent of US\$ 22.8 billion -- or 31.3% -- of Government revenues over the first nine months of 1999, said the Treasury Ministry, reports Agencia EFE (November 13, 1999):

The public revenues over the first three quarters of the year were US\$ 73 billion, a 3.8% increase vs. the same period of 1998. Treasury added that tax collection had also grown by 11.8% vs. last year. Additional income was derived from increases in the price of oil exports (US\$ 112 million), a small amount as compared to the increases, explained by the time difference between delivery and payment dates;

In the first nine months of the year, the Government spent about US\$ 73.5 billion, or 5.2% more than in the same period of 1998. Treasury indicated that the public debt for the period from January through September stood at 26.5% of the gross domestic product, 1.4 percentage points down from the 27.9% recorded at the end of last year.

JOURNAL-CODE: WMBM

LOAD-DATE: March 3, 2001

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

Terms: [nautica and data\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 9:21 AM EDT

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Body by Madison Avenue Christian Science Monitor (Boston, MA) November 24, 1999, Wednesday

Copyright 1999 The Christian Science Publishing Society
Christian Science Monitor (Boston, MA)

November 24, 1999, Wednesday

SECTION: FEATURES; HOMEFRONT; Pg. 18

LENGTH: 1453 words

HEADLINE: Body by Madison Avenue

BYLINE: Marilyn Gardner, Staff writer of The Christian Science Monitor

HIGHLIGHT:

Women make 85 percent of all retail purchases. Advertisers target their

BODY:

In a mainstream magazine ad for a French clothing designer, an ultra-thin model wears nothing but sunglasses, black gloves, and a velvet skirt low on her hips.

Another ad, this one for fur, features a long-limbed woman clad only in a sequined black bikini under her mink coat. She strikes a come-hither pose.

An ad for a beauty-oriented Web site shows a model naked except for computer cord wrapped around her chest and hips.

And in an ad for energy bars, a model's long thighs fill the page, while a high-cut leotard emphasizes her slim midriff. The text suggests that this could be "the body of your dreams."

Three decades after the women's movement offered women greater equality and expanded roles, a small chorus of media critics laments what it sees as a one-dimensional portrayal of women by Madison Avenue, characterized by nudity, extreme thinness, sensuality, even bondage. With their dual emphasis on physical perfection and sexuality, such ads, these critics say, can create body dissatisfaction, fuel addictions, and subtly legitimize violence and bondage.

"The emphasis is so completely on women's bodies," says Jean Kilbourne, who for 20 years has been lecturing on images of women in advertising. "The ideal has always been unattainable, but now it's even more so." She attributes some changes to the ability to alter photographs with computers - to elongate bodies or put one woman's head with another woman's body. "The ideal is no longer a real woman," she says. "It's a composite."

Because advertising is "more influential, more powerful, more ubiquitous than ever before," Ms. Kilbourne says, she and other ad-watchers are mounting campaigns - in books, classrooms, talks, and videos - to alert consumers, women in particular, to what Kilbourne calls the "toxic environment" of American advertising culture.

The average American is exposed to 3,000 ads a day, says Kilbourne, the author of a new book, "Deadly

Persuasion: Why Women and Girls Must Fight the Addictive Power of Advertising." Yet most people believe they are not influenced by ads.

When Elizabeth Massie interviewed girls between the ages of 9 and 18 for a documentary video, "Who Cares About Girls?," denial was rampant. "Girls assured us they were not influenced," says Ms. Massie of Los Angeles. "They only referred to their friends being influenced. Even when girls recognize manipulation, they're incapable of resisting it."

Media specialists see ads changing in subtle ways. Some layouts, like the one for power bars, show parts of women's bodies, but not their heads.

"The media constantly cut us into bits and pieces," says Gail Dines, professor of media studies at Wheelock College in Boston. "How many of us do exactly the same thing? We look in the mirror and say, 'This needs work, that needs work.' That destroys the integrity of the body. Once we split it up, it can mark the beginning of eating disorders and the end of self-esteem."

Barbara Lippert, ad reviewer for Adweek, also sees a pattern of growing hostility between the sexes being reflected in advertising. "Men would like to see women in more stereotyped ways," she says. "Beer commercials are slowly going back to the babes. Victoria's Secret ads are aimed at women but appeal to men."

Another current advertising theme, Ms. Lippert notes, involves men making fun of women "because they're obsessed with shoes, they make you put the toilet seat down, and they take too long to get ready. I don't think it's very funny."

Professor Dines and Kilbourne also decry images drawn from pornography. Dines cites an ad in a computer magazine showing Goldie Hawn in a bondage pose.

"One of the most important older women in Hollywood is allowing herself to be strung up," she says.

A perfume ad shows a woman tied to a bed. Another perfume ad features a woman with her hands tied behind her back. "They use a nice bracelet," Dines says, "but nonetheless her hands are tied."

Such images also have negative effects on men. They, too, Dines says, absorb "the level of desensitization we all have, seeing women being brutalized" and their bodies artfully segmented in ads.

Women make 85 percent of retail purchases, with working women between the ages of 40 and 60 forming the largest market. Although a few companies, including **Nautica** and Banana Republic, feature mature models in ads or catalogs, older women remain largely invisible in print ads.

Referring to most older models, Lippert says, "These women are still extremely thin and look fabulous. It's not exactly realistic to think people are going to age this way." She would like to see older women and men "used for products other than bladder control and retirement money and electric mattresses. These older people are vibrant, doing all kinds of things, including buying cars and traveling."

Dines adds that older women also tend to be clustered in medical ads, "looking for arthritis pills, laxatives, or diapers. In every culture, you hope the older women will be the carriers of the culture, but we give them no voice."

Seven years ago Joanne Byron, an over-40 model in Wareham, Mass., launched a national signature campaign to encourage advertisers and modeling agencies to include older women. Her goal is 50,000 signatures per state.

"There is a myth that only young, seductive women can sell," Ms. Byron explains. "In reality, women of all ages have that capacity. Who has created that myth? Advertisers. Who runs the advertisers? Men."

Even the use of gray-haired models, she claims, can be a form of tokenism. "To show you they're representing the older market, they use gray hair," Byron says. "You can be in that older market and have any color hair."

Similarly, Dines finds that women of color are also rendered largely invisible in ads. African-American models may be shown in jungle settings or wearing leopard skins and animal prints. If advertisers pick African-Americans, they use models with white features, she says. "In reality, the model of beauty is whiteness."

No one argues for the elimination of advertising. Instead, these media specialists advocate teaching students how to understand and deconstruct media images. The United States is one of the few countries that does not include this in education curricula.

"It's important that parents and citizens really lobby for media literacy to be taught in schools, starting with kindergarten," Kilbourne says. "We're doing our students a real disservice if we don't teach them to become critical consumers of the media."

Once people start paying attention, she adds, "it's just abundantly clear to them what's going on. That awareness is essential." Discussion also lessens denial about the power of ads.

At Teen Voices, a national magazine written by and for young women, resistance to negative images runs strong. A column called "Say What?" criticizes specific ads, explaining why the portrayal is damaging to teens.

"We encourage teens to write to advertisers and say, 'We don't appreciate girls' bodies being used to sell your product,'" says Siobhan Murray, advertising manager. An issue appearing this week features an article titled, "How Advertisers Are Out to Get You."

Every July, Dines conducts a week-long institute at Wheelock College, open to teachers, parents, and others interested in the media. Participants learn to teach children about media images. A single two-hour lecture and discussion can "resensitize" people, she finds. In her college classes, she sees immediate results as students deconstruct ads critically.

Dines encourages mass boycotts of the media and widespread refusals to buy offending magazines and the products they advertise. She herself formerly published a boycott newsletter, "Challenging Media Images of Women." (Only a lack of money kept her from continuing it.) Articles explained why particular ads were sexist, then encouraged readers to write letters of complaint to the advertising agency, the advertiser, and the magazine.

"We got ads taken out," Dines says triumphantly. "For a small newsletter, we had tremendous success. Could you imagine a mass scale of that?"

Ellen Levine, editor of Good Housekeeping, seconds that approach. "You can protest," she says. "Calvin Klein billboards [showing children in suggestive poses] were down in 24 hours because of public outrage."

Dines sums up her approach: "Fight back. This is our culture, and we decide what we consume."

(c) Copyright 1999. The Christian Science Publishing Society

LOAD-DATE: November 23, 1999

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

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) ::
Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



*Mall Developer Discusses Retailers' Efforts to Satisfy Holiday Bargain Hunters CNN November 26, 1999;
Friday 8:32 am Eastern Time*

Copyright 1999 Cable News Network
All Rights Reserved

CNN

SHOW: CNN EARLY EDITION 07:00 am ET

November 26, 1999; Friday 8:32 am Eastern Time

Transcript # 99112606V08

SECTION: Business

LENGTH: 555 words

HEADLINE: Mall Developer Discusses Retailers' Efforts to Satisfy Holiday Bargain Hunters

BYLINE: Carol Lin

HIGHLIGHT:

Kent Digby, executive vice president of management and marketing for the Mills Corporation, the nation's leading developer of mega-malls, discusses how department stores and outlet malls are dealing with holiday shoppers out looking for bargains.

BODY:

THIS IS A RUSH TRANSCRIPT. THIS COPY MAY NOT BE IN ITS FINAL FORM AND MAY BE UPDATED.

CAROL LIN, CNN ANCHOR: With this strong economy, American families are expected to spend as much as \$500 on the average this holiday season on gifts. Lots of people still looking for bargains, and when you think about bargains, you think of outlet malls.

So, let's go to Kent Digby, executive vice president of management and marketing for the Mills Corporation, the nation's leading developer of these mega-malls.

And you're joining us from Potomac Mall in Woodbridge, Virginia, one of my favorites; pretty big out there.

Good morning.

KENT DIGBY, THE MILLS CORPORATION: Good morning. How are you, Carol?

LIN: I'm doing pretty well. You know, the big question that everybody always wonders, though: Why not wait for the department store sales where you're going to get 20 percent to 40 percent off, and why bother with these big outlet malls?

DIGBY: Well, obviously, we're on sale every day of the year, so there's one big advantage. And when the holidays come, we're even on a further discount. So there's always more value to find.

LIN: How much of a discount?

DIGBY: Some of our stores are from somewhere between 30 and 70 percent.

LIN: So if I see something in a department store that I really like a lot, how long is it going to take before it gets to one of these big outlet malls?

DIGBY: It could be as current as the merchandise that you would find in the department stores. The merchandise is very current.

LIN: And how does that work out? Why would they sell for full price in a department store but discount it with you?

DIGBY: I'm sorry, I couldn't hear you, Carol.

LIN: Why would they have the same item in a department store at full price and yet discount it with you?

DIGBY: There's many locations that outlet products, and obviously the outlets are still one of those kind of distribution points.

LIN: So you can really expect to get the same things at the same stores.

I'm also noticing that designers like Donna Karan, and Anne Klein, and even say, Cashmere, are opening up discounted stores in these large outlet malls. I'm surprised that high-end designers would be going discount as well.

DIGBY: Well, they have for a period of time and, you know, the category keeps growing, from Polo to Tommy to **Nautica**, to all the favorite brands that you might have.

LIN: So what do you think people are going to be looking for this holiday season?

DIGBY: There's a lot of hot items. Obviously, Pokemon is one of the hottest in the country; we certainly have that throughout our centers here and across the country. And some of the categories that are hot: jewelry is very hot this year, and children's apparel is very hot.

LIN: And what are you going to be looking for for your own family? Can you reveal a few secrets?

DIGBY: Jewelry is on the top of the list for my wife, I can tell you, and my kids...

LIN: Good tip, Kent.

DIGBY: ... Pokemon is one of their specials.

LIN: All right, well let's hope we get that 70 percent discount on jewelry this year.

Thanks so much for joining us.

DIGBY: Thank you.

TO ORDER A VIDEO OF THIS TRANSCRIPT, PLEASE CALL 800-CNN-NEWS OR USE OUR SECURE ONLINE ORDER FORM LOCATED AT www.fdch.com

LOAD-DATE: November 26, 1999

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) [i]:
Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

↩ Select for FOCUS™ or Delivery



Retailers expect good season Times Herald (Port Huron, MI) November 27, 1999 Saturday

Copyright 1999 Times Herald (Port Huron, MI)
All Rights Reserved
Times Herald (Port Huron, MI)

November 27, 1999 Saturday

SECTION: LOCAL; Pg. 1B

LENGTH: 790 words

HEADLINE: Retailers expect good season

BYLINE: Bree Fowler, Staff

BODY:
Surveys predict bigger sales figures

By BREE FOWLER

Times Herald

Business was bustling throughout downtown Port Huron and other Blue Water Area stores Friday as people searched through sale racks to find the perfect holiday gifts for friends and families.

Friday was the traditional start of holiday shopping - a good turnout is considered important to merchants in Michigan and across the country. Last year, merchants nationwide rang up more than \$170 billion in sales during the holiday period, which runs through December.

The rainy weather didn't stop some people from perusing the stores on Huron Avenue in Port Huron. The Harris House, 219 Huron Ave., a store specializing in unique gifts, was filled with customers Friday morning. The store recently opened its second floor, which is filled with Christmas items.

Mary Pochodylo, 65, of Port Huron said she liked the less-frantic pace of the downtown area stores, compared to the early-morning rush many people experienced at places such as Fort Gratiot's Birchwood Mall and Wal-Mart.

"I like to bring my younger relatives here to pick out a little treasure for a keepsake, because this really is a wonderful place," she said.

The smells of cinnamon, peppermint candles and potpourri greeted shoppers as they climbed the stairs to the Harris House' second floor. Holiday music played softly as they looked at the many gaily decorated Christmas trees.

Farther down the street at the Stage-Sperry's store, customers went through racks of Tommy Hilfiger blue jeans and fleece clothing.

Gene Fremaux, group manager for the store, said there was a crowd outside waiting when the store opened at 7 a.m.

Mr. Fremaux said **Nautica** jeans for men, holiday items and clothing, as well as sweaters for men and women, were some of the hot-ticket items, in addition to the fleece and Tommy Hilfiger products.

Kari Kellar, 27, of Washington Township spent part of Friday morning trying on shoes at Stage-Sperry's for an upcoming wedding. She said she has been coming to the department store for many years because her family is from the area.

"It's a small atmosphere," she said. "It has that special touch."

Those looking for a shopping experience with a big feel flocked to the Birchwood Mall throughout the day Friday to hunt down bargains.

Beth Isola, marketing director for the mall, said all of the stores were reporting a larger turnout and more sales than expected.

"Old Navy has been going gangbusters and Target has been swamped every time I've walked in there," she said.

The stores weren't the only places doing strong business at the mall. The opening of the movie Toy Story 2 has kept the theater busy. The movie is showing on two screens and was selling out every showing, she said.

Toy Story-related toys also are hot sellers on the shelves.

The National Retail Federation is predicting a gain in sales of general merchandise, apparel and furniture of 6% to 6.5% over last year.

The Michigan Retailers Association said a survey of members shows merchants statewide are expecting a green Christmas. The survey, a joint project of the association and the Federal Reserve Bank of Chicago, found three of every four retailers expect increased sales, with projections averaging an anticipated gain of 11% over last year's performance.

The retail sector is a nearly \$100 billion industry in Michigan. It's the second largest employment segment in the state, providing more than 800,000 jobs, according to the retailers group.

Many Internet shopping sites went to work right after the Christmas season ended last year to prepare for this year's holidays, when research firm Jupiter Communications predicts online sales will top \$6 billion.

A recent survey by market research firm NPD Group found that two-thirds of all Internet users plan to buy at least one item online this shopping season.

Sales were going strong at the Emporium, a gift store in Lexington that also sells antique furniture.

Owner Sue Manetta said people have been coming in and out all day and many of the other stores in the shopping center where her store is located also appear to be doing well.

"People buy a lot of different things for Christmas than they do the rest of the year," she said.

Some of her most popular items include rain sticks, pillows and wall hangings.

Nautica jeans and fleece also were popular at Glik's clothing store in Richmond.

Tracey Scott, a store co-manager, said they weren't very busy early Friday morning. However, she said business at the store, which opened in August, started to pick up later on as people finished shopping at the nearby Kmart.

Managers hope Friday's shoppers are just a sign of what is to come this holiday season.

GRAPHIC: 'TIS THE SEASON: Mel Szlag of Madison Heights ties down two Christmas trees he bought Friday in Ruby. He said he stopped in Port Huron to do some shopping. By RALPH W. POLOVICH, Times Herald; **GOOD SHOPPING:** Lisa Edgington and her mother, Louise Decker, both from St. Clair, did some heavy-duty shopping Friday in downtown Port Huron. They appear satisfied with what they bought as they leave the Stage-Sperry's store on Huron Avenue. By RALPH W. POLOVICH, Times Herald; **WINDOW SHOPPER:** Gary Isaacson of Fort Gratiot does some Christmas window shopping Friday at Captain Jim's Galleries on Huron Avenue in Port Huron. He said he was downtown and decided to look over the marine displays in the window. By RALPH W. POLOVICH, Times Herald

LOAD-DATE: November 14, 2002

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 9:04 AM EDT



LexisNexis[®]

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



IT'S GINUWINE PERFUME - RAP SINGER HOPES SCENTS HIT THE SPOT
RAP SINGER HOPES SCENTS HIT THE SPOT
The New York Post November 28, 1999, Sunday

Copyright 1999 N.Y.P. Holdings, Inc. All rights reserved.
The New York Post

November 28, 1999, Sunday

SECTION: All Editions; Pg. 054

LENGTH: 482 words

HEADLINE: IT'S GINUWINE PERFUME - RAP SINGER HOPES SCENTS HIT THE SPOT

RAP SINGER HOPES
SCENTS HIT THE SPOT

BYLINE: ALLYSON LIEBERMAN

BODY:

While Puff Daddy, Russell Simmons and Busta Rhymes are out making clothes, R&B star Ginuwine is making scents.

The soulful singer, whose second album for Sony's 550 Music, "100% Ginuwine," is on its way to double-platinum, is launching his own fragrance line for both men and women -- and will roll out a line of bath and home-furnishings products later.

"I didn't want to do the regular thing. Everyone else is out there with their clothing lines, but I thought a fragrance would be something different," Ginuwine told The Post.

The fragrances -- 100% Ginuwine for men and G-Spot for women -- will launch in February, "just in time for Valentine's Day," said the 26-year-old single guy, whose nose was responsible for developing the scents.

Both fragrances will come in a 1.7-ounce bottle and will retail for between \$32.50 and \$35.

Not to be outdone by their competition, Ginuwine and his partner, Byron Barnes, president of Byron Barnes Collectibles, decided to forgo the traditional department store launch -- and head straight to the Internet and record stores.

"We wanted to distribute the fragrance in a nonconventional outlet," said Barnes, who previously launched supermodel Iman's skin-care collection.

"So we figured we'd go where his music is sold and where his fan base is," he added.

Barnes said he is considering getting involved with Internet players like Beauty.com and Netnoir.com, and is currently negotiating with a number of music outlets to sell the scents.

"We're going to put the scent-strips in his new CD. It's a perfect match. Direct marketing right to the consumer. If they like the music, they'll love what's inside," he said.

But not so fast, says one beauty industry expert, who claims the "unconventional" launch could pose some problems.

"Calvin Klein's CKOne launched at Tower Records, and it didn't do so well," said Allan Mottus, publisher of the beauty industry trade paper *The Informationist*.

"And fragrances are hard to sell on the Internet. You don't know what it smells like, what it looks like. It'll be a hard sell," Mottus said.

Mottus insists the fragrance business is not easy to break into, with superstars like **Nautica**, Tommy and Polo Sport monopolizing the limelight.

"From a fashion point of view, they have preferred status with the young, urban market who listens to rap," he added.

On the other hand, Mottus said, "the world is crowded with new ideas -- after they all crash and burn, there will be some successes. It's anyone's market."

And if all goes well with the perfume and cologne, Barnes said, he has a whole list of other Ginuwine products ready to introduce, including luxury bath goods, flatware, cutlery, glasses, place mats and even a wine called GinuWINE.

"Ginuwine represents the young, modern, forward culture. His appeal is global," Barnes said.

GRAPHIC: GINUWINE

Fragrance maker.

LOAD-DATE: December 10, 1999

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

Terms: [nautica](#) and [date\[geq \(1/1/1999\) and leq \(12/31/1999\)\]](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 9:03 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



GIFTS THAT PAMPER Denver Rocky Mountain News (Colorado) November 28, 1999, Sunday

Copyright 1999 Denver Publishing Company
Denver Rocky Mountain News (Colorado)

November 28, 1999, Sunday

SECTION: Home Front; Ed. Final; Pg. 12F

LENGTH: 559 words

HEADLINE: GIFTS THAT PAMPER

BYLINE: By Suzanne Brown, News Staff Writer

BODY:

Rhinestone-studded hair clips and barrettes from Liz Claiborne, \$4 to \$14, will make her sparkle. At Foley's and selected department stores.

You'll have to shop online to order Aromabands, but this trendy and inexpensive item will surely be a hit. The slim coil bracelets are infused with essential oils in four different scents and colors: Energy (blue), Serenity (green), Passion (pink) and Clarity (purple). They're \$3.50 each at www.AromaBand.com.

If you'd love to send a friend or loved one to a fabulous spa but lack the funds, pay \$9.95 instead and buy her 2,001 Ways to Pamper Yourself, by Lorraine Bodger (Andrews McMeel Publishing, \$9.95). She'll think of you each time she indulges in such little luxuries as No. 7, "Go to a romantic movie in the afternoon."

Bliss body products, popularized at the state-of-the-art Bliss Spa in New York, are now available through such retailers as Glo in Cherry Creek North. The line includes scrubs, lotions, hand creams and sun protection, \$15 to \$35, at Glo, 180 Steele St., (303) 322-1090.

Keep him on course with a Timex Expedition Digital Compass watch. Oversized numbers, water resistance, an alarm and chronograph are other features of the item, which sells for about \$55 at department stores.

She'll never be late again if she wears a Nine West sport watch with a clear band with glitter, and a magenta, blue or black face; \$39 at Nine West stores and selected department stores.

Cashmere is the cuddliest fiber you can find this year. Preston and York cashmere mufflers in a rainbow of colors are \$48 each at Dillard's.

It's no longer enough that jewelry simply look good. Fasten the right piece around your neck or arm and you'll feel smarter, sexier or more serene. The latest bracelet line promising personal fulfillment is Lee Angel Color Therapy. Developed by New York designer Roxanne Assoulin, the bracelets are designed to "awaken certain powers of your inner soul, such as joy, clarity, beauty and love." A set of 10 elastic bracelets made from crystals, seed beads and semi-precious stones is packaged in a tin with a semi-precious stone; \$45 to \$155 at Neiman Marcus.

Nothing is more pampering than a spa visit, whether it's for an hourlong massage or a full day of treatments. Among the packages being offered by SCI / Interhair, is a 2 1/2-hour Spa Sampler that includes a demi-facial, a mud bath, pedicure, moisturizing hair treatment and scalp stimulating shampoo and style, \$185. The spa is at 3150 E. Third Ave., (303) 377-3377.

Vests are among the season's hottest clothing items, and guys love them as much as women do for layering over long-sleeved T-shirts and sweaters. **Nautica's** quilted nylon vest is \$89 at Foley's.

Fashion mavens covet Chanel accessories, from such classics as ballet flats and quilted handbags to the ever-changing costume jewelry. New this season is a collection of Chanel sterling silver jewelry, featuring chunky rings and cuff bracelets, link necklaces, bangles and earrings, priced at \$130 to \$2,100. Available at the Chanel Boutique, 520 E. Durant St., Aspen. (970) 544-0555.

She'll stay toasty and chic in a Maxfield Parrish shearling coat in honey, chocolate or black, \$2,800 to \$3,800 at Max, 3039 E. Third Ave., (303) 321-4949.

NOTES:

Season Openers / Home Front's guide to perfect presents

Think back of the gifts you've enjoyed most, and more often than not, they're gifts that pamper. Lotions, perfumes and baubles for the body are appreciated indulgences.

GRAPHIC: Color Photo (4)

Chanel silver jewelry from the Chanel Boutique in Aspen. FILE: ARCHIVE

CAPTION: Timex Expedition Digital Compass watch. FILE: MISSING - UNAVAILABLE

CAPTION: Left, Cashmere muffler from Dillard's. FILE: MISSING - UNAVAILABLE

CAPTION: FILE: ARCHIVE

LOAD-DATE: November 30, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 9:03 AM EDT



LexisNexis: [About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) [i] [i]
 Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Neo-Asian Luxe: From Fifth Avenue chic to downtown hip Asian American Designers enjoy their moment in the spotlight. A. Magazine November 30, 1999

Copyright 1999 SOFTLINE INFORMATION, INC.
 Ethnic NewsWatch
 A. Magazine

November 30, 1999

SECTION: Pg. 42

SLI-ACC-NO: 1299AMDM 117 000011

LENGTH: 578 words

HEADLINE: Neo-Asian Luxe: From Fifth Avenue chic to downtown hip Asian American Designers enjoy their moment in the spotlight.

BYLINE: Zimmerman, Sarah Midori

BODY:

Neo-Asian Luxe: From Fifth Avenue chic to downtown hip Asian American Designers enjoy their moment in the spotlight.

If every phenomenon has fifteen minutes of fame, surely this is the Asian hour. While the influence of Asian Americans in the fashion industry grew steadily over the last decade, it has reached critical mass over the past several seasons with the craze for all things Asian. At the same time, Asian American designers have become the outfitters of choice for many celebrities and household names for the *hoi polloi*.

Successful Asian American designers have been around for a while, of course. One thinks of trailblazers such as Josie Natori, the Wall Street whiz-turned-designer who revolutionized sleepwear in the late '70s and early '80s by embellishing lingerie with embroidery and applique work done in her native Philippines. Or Vivienne Tam, who has emblazoned undulating dragons to beatific Buddhas on her designs years before such symbolism became chic.

But now more than ever, Asian American designers have taken the lead in dissolving artistic boundaries between Asia and America, borrowing freely from Eastern and Western traditions. These fashion transnationals trek to Asia to scour the region for textiles and ideas. Some even manufacture their clothing there. the newest (not to mention the youngest) of the bunch is twenty-two-year-old Sandy Dalal, winner of the 1998 Perry Ellis Award for Menswear, whose hipster suits and tunics hint at his

Indian heritage.

GRANTED, THERE ARE SOME Asian American designers who've eschewed the blatantly ethnic. The only thing Asian about Vera Wang's wedding gowns, for example, is the zen-like simplicity of her clean lines. David Chu of **Nautica** has built an empire on dependable, versatile classics and shrewd marketing, showing big boys Ralph Lauren and Tommy Hilfiger that a profitable piece of the pie can still be carted off by a designer who understands branding. And Anna Sui has raised the bar for hippie chic with her unabashed borrowing from fashion's psychedelic past.

But the Asian revival, from restyled saris to chic chinoiserie, has presented an exciting challenge to Asian American designers who are up to the task of reinvention. They know they can't just import the Asian aesthetic wholesale, as the fizzle of the once-sizzling Shanghai Tang has proven. Instead, the hottest talents have become geniuses at editing, using a bit of raw Indian silk for a simple aproned skirt or kimono fabric on a handbag. They've flipped the script on the Asian artists like Issey Miyake who became famous for stark, sculptured deconstructionism by openly appropriating their own cultural roots.

At the moment, Asian Americans in fashion are unstoppable. Tam and Sui now have SoHo boutiques. Jimmy Choo has become a darling of luxe shoe fetishist. And with the creation of the magazine *Visionaire*, the Stephen Gan-Cecilia Dean duo have become hot celebs in the fashion arena. Even Chinatown shops like Manhattan's Pearl River -- where cheap floor-length cheongsams or bamboo flip-flops can be had for a song -- are packed with fashion junkies on a budget. For doubters who think cheongsams, saris and kimonos are old news, remember that there's still the Tibetan chuba, the Thai chakri, the Vietnamese ao dai...

Article copyright Metro East Publications, Inc.

GRAPHIC: Photo, Designs of Vivienne Tam

JOURNAL-CODE: AM

LOAD-DATE: August 17, 2001

Source: [News & Business > Combined Sources > News, All \(English, Full Text\) : \[i\]](#)
 Terms: [nautica](#) and [date](#)(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))
 View: Full
 Date/Time: Thursday, April 20, 2006 - 9:01 AM EDT

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

Terms: [nautica and date\[geq \(1/1/1999\) and leq \(12/31/1999\)\]](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



SHOPPERS FEAST AT RETAIL STORES OVER THANKSGIVING WEEKEND; DNR MARKET REPORT -- FROM LUXURY ACCESSORIES AND FORMALWEAR FOR THE MILLENNIUM TO CASUAL SPORTSWEAR, SHIRT JACKETS AND DENIM COLLECTIONS, MEN'S WEAR WAS A TOP SELLER FOR MANY STORES OVER THE WEEKEND. THAT LEFT RETAILERS IN AN UPBEAT MOOD FOLLOWING THE KICKOFF OF THE HOLIDAY SEASON, WITH MANY ANTICIPATING A STELLAR SEASON. Daily News Record December 1, 1999

Copyright 1999 Information Access Company,
a Thomson Corporation Company;

ASAP

Copyright 1999 Fairchild Publications, Inc.
Daily News Record

December 1, 1999

SECTION: Pg. 6 ; ISSN: 1041-1119

IAC-ACC-NO: 57898867

LENGTH: 3058 words

HEADLINE: SHOPPERS FEAST AT RETAIL STORES OVER THANKSGIVING WEEKEND; DNR MARKET REPORT -- FROM LUXURY ACCESSORIES AND FORMALWEAR FOR THE MILLENNIUM TO CASUAL SPORTSWEAR, SHIRT JACKETS AND DENIM COLLECTIONS, MEN'S WEAR WAS A TOP SELLER FOR MANY STORES OVER THE WEEKEND. THAT LEFT RETAILERS IN AN UPBEAT MOOD FOLLOWING THE KICKOFF OF THE HOLIDAY SEASON, WITH MANY ANTICIPATING A STELLAR SEASON.

BYLINE: PALMIERI, JEAN E.; BRUMBACK, NANCY; COURTAY, ROMY de; LLOYD, BRENDA; VARGO, JULIE

BODY:
NORTHEAST

NEW YORK -- Men's wear got off to a solid start for retailers in the Northeast thanks to a blast of cold weather that blew in over Thanksgiving weekend.

Michael Gould, CEO of Bloomingdale's, said it wasn't just Friday that was strong. "The whole weekend was good," he said. "And so were Tuesday and Wednesday. Friday is still very important, but it hasn't been the biggest day in a long time."

Gould said the "chillier" weather helped sales. "We had some strong presentations in-store and we got some good pop from our gift assortments and Only At Bloomingdale's [exclusive] merchandise."

Men's wear was also strong and sales came in all categories. "It was across the board," Gould said.

He continued: "The challenge now is to make every day a good day. We are encouraged by the week; people are very upbeat and they're spending and feeling good, so I'm cautiously optimistic."

Stephen Elkin, CEO of Bergdorf Goodman, said weekend sales were "really good. There were a lot of people out and a lot of people buying. It was better than last year."

Specifically, it was luxury items that garnered the most attention including Loro Piana cashmeres, formal accessories, cufflinks, gift items such as sweaters, and luxurious outerwear. "It wasn't clothing," he said.

And virtually all of it was sold at full price.

Elkin said he's "quite pleased" so far, but the kickoff weekend is not necessarily the indicator of how the season will turn out. "We're pleased with the performance, and we're cautiously optimistic it will continue. There's a good consumer attitude out there and we're in good shape."

Michael Gleim, vice-chairman of Bon-Ton Stores, said sales were stronger pre-Thanksgiving than post-holiday. "The weather was fantastic and maybe people were out doing other things," he speculated. "But it ended up a strong week."

Men's mirrored the store as a whole, Gleim noted, although the trend for the business "was better than we've seen in a while. Men's hasn't been great all year."

Top sellers included denim collections from cK and **Nautica**, better sport coats, shoes, Polarfleece, vests, cotton sweaters, marled knit shirts, Izod merchandise, microfiber dress shirts and dress pants, leather jackets and plain-front khakis. Although the business was promotional, it was "no more than a year ago."

Tom Kalenderian, executive vice-president and GMM of men's for Barneys New York, said that although Friday was flat, Saturday was "very good" and Sunday was "unbelievable." "I think it was the cold snap and the fact that a lot of people were out of town. On Sunday, Madison Avenue was mobbed, it was up in the very big double digits."

The top seller was contemporary sportswear in the "young, urban, casual" vein, he said. "It wasn't gifts and the traditional clothing and dress shirt businesses were flat." Modern footwear was also a standout. "Classic looking things were soft, everything modern was flying," he said. And most of the business was full-price.

Men's has been having a strong season so far, he said, running "ahead of plan and ahead of last year. So I'm absolutely optimistic about the season."

Christina Johnson, vice-chairman of Saks Fifth Avenue, said traffic was quite strong over the weekend. "People were waiting in line to get in even though we opened a half-hour early. And it wasn't exactly lovely weather," she said.

Among the bestsellers in men's were "all classifications of formal attire," along with soft, lightweight outerwear, cashmere and pashmina scarves, cashmere sport coats and sweaters, leather jackets and blazers, designer footwear and small leathersgoods.

"And we lightened up our promotional activity from the year before," Johnson said.

Kevin Morrissey, executive vice-president and GMM of men's for Macy's East, was quite "pleased" with the holiday season kickoff. "Business was good."

Areas of strength included dress and sport furnishings. "Dress shirts were better than the trend year-to-date," he said. Also doing well were small leather goods, belts, which were "excellent," knit and woven shirts and outerwear, particularly leather.

Promotions were rampant, but about the same as last year. "The way this weekend is, the promotions are about as heavy as they can be."

Overall, Morrissey is "very optimistic about the whole Christmas season. The strength of the furnishings business bodes well for the business. So I'm bullish."

MIDWEST

CHICAGO -- "December 1999 is going to bring back memories of the '80s. We've been waiting a long time for it to happen," predicted Tim Ryan, president of Harleys, a Milwaukee men's specialty store, reflecting

the optimism of retailers in the Midwest after a very strong post-Thanksgiving shopping weekend.

Even though the weather has been unseasonably warm, some stores reported outerwear has been a strong category through the fall and is holding up well. Sales of formalwear and accessories for millennium New Year's Eve celebrations were adding to the holiday totals. "We were very satisfied with results. We were up slightly from last year," reported Mike Nemoir, senior vice-president and GMM of men's and children's at Carson Pirie Scott in Milwaukee.

Carson's department stores over the weekend were "consistently busy, but the traffic was not overwhelming," he said.

"Leather is an increasingly hot category," boosting outerwear sales, he noted. Other popular categories were "status jeans" from Tommy Hilfiger, Guess, Polo and cK. "The American designers -- Ralph Lauren, Hilfiger and **Nautica** -- were very strong for the kickoff weekend," Nemoir said. The hot fabrications were cashmere in sweaters and microfiber in shirts, he added.

The warm weather in the Midwest over the weekend hurt cold-weather accessory sales, but brought more shoppers out, Nemoir felt. Sales of seasonal cold-weather items "were somewhat flat and disappointing," but, with colder temperatures moving into the upper Midwest, he expects those sales to pick up, "and our inventories there are in good shape."

Specialty retailer Mark Shale, with eight stores based in Chicago, also reported "a good outerwear week last week. Outerwear has been strong all season, but did better than I expected last week" given the lack of really cold weather to-date, said Scott Baskin, president. His stores reported an increase in sales for the Thanksgiving weekend over last year.

Strong sellers were "the traditional things -- sportswear items, pants, cut-and-sewn and knit shirts, cashmere sweaters," Baskin said.

Ryan said Harleys' sales were "excellent, Friday was phenomenal. We saw significant increases in volume over last year."

Retailers in the Milwaukee area were not as promotional, he noted, "and we have no intention of cutting our prices before Christmas."

"The sport coat business has been phenomenal. People are buying sport coats in lieu of sweaters for something a little more formal," Ryan noted, adding that this has also spurred sales of merino wool and other fine-gauge knit shirts. Strong brands in the category have been Mickey Spatz, Jhane Barnes, Joseph Abboud and Corneliani, with shirts from Jhane Barnes, Lazo and Mondo.

Harleys' tuxedo rental business has a number of reservations for New Year's Eve already, Ryan said. Sales of tuxedos and accessories are also strong.

Vern Ticknor, president of Ticknors, a four-store men's wear retailer in the Cleveland and Akron, Ohio, markets, said the opening weekend went "exceptionally well."

Soft-constructed garments, particularly shirt-jackets and sweater-jackets, were popular, along with Tundra sweaters in specialty weaves. Cashmere and cashmere-silk blends sold well, he said. Both dress shirts and sportswear from Mondo have "exploded," Ticknor said. Kenneth Cole, recently added to the store, "is the hottest designer label I have," and DKNY and Giorgio Armani are also doing well.

Tuxedos are selling, as are accessories such as a vest and tie combination with a 2000 motif, Ticknor said. Millennium-themed cufflinks are also popular. "I haven't sold cufflinks for years," he noted.

WEST COAST

LOS ANGELES -- Sales for the weekend after Thanksgiving ranged from steady to stellar on the West Coast, with shoppers beating a path to the formalwear departments for an early start on the holiday season and young men's offerings making an unexpected but welcome seasonal debut.

At Macy's West's 86 stores around California, Arizona, Nevada and Texas, weekend business was strong and promotional, according to chairman and CEO Michael Steinberg. Although he did not reveal figures, he said that this year's plan -- which had been higher than last year's -- had been exceeded.

"We were concerned about November because it didn't start off very promising, but the fourth weekend was very good and if that's the yardstick for December, then it's promising," he said. Both the traditional and contemporary men's collections were quite strong, and thanks to the cooler weather, seasonal items such as sweaters in merino wool, cashmere, or acrylic, topped holiday shoppers' lists.

Not surprisingly, the millennium business did very nicely in tuxedos, tuxedo shirts, and accessories. But an unexpected contender reared its head: "For once, there's a good sign of life in young men's," said Steinberg, who added, "If we can achieve a 3-3.5 percent increase [in total sales] over December 1998, I'll be very happy."

In keeping with plan, the 42 stores that comprise the Fresno-Calif.-based Gottschalks department store chain posted low single-digit increases in sales over the same period last year. "We were much more aggressive promotionally with lots of coupons during the week," said men's merchandise manager Gary Dittman, who nevertheless was a bit disappointed with the results. "In the Christmas spirit you always get a bit euphoric and hope it is better than planned," he said.

The better denim area led by Tommy Jeans did well, while the collections business, led by Liz Claiborne, posted double-digit increases and the young men's department saw high double-digit growth thanks to "beach vendors" like Quiksilver, Billabong, and No Fear. But the sweater business did not live up to expectations. "We put lots of inventory there, but there was no payback," noted Dittman, who nevertheless expects a "good sweater season" to develop, driven by fine-gauge lightweight models. Dittman also noted that although "dress-up merchandise hasn't kicked in yet, it will as we get closer to the millennium." Finally, he said the rest of the season would be very promotional, leading to low single-digit increases.

With 440 stores around the country, including 111 on the West Coast (of which 84 are in California), weekend sales were "very strong and exceeded our projections," said Doug Ewert, vice-president and GMM of Fremont, Calif.-based Men's Wearhouse. Formalwear, driven by better suits and three-piece clothing from the chain's own private label, Andrew Fezza, Oscar de la Renta and Daniel Hechter, and retailing between \$ 400 and \$ 600 did very well. "The three-button is our best-selling suit model," said Ewert.

In sportswear, shirt-jackets, chenille sweaters, sweaters in flat or jacquard merino wool and fine-gauge knits were strong, as were leather coats.

"Based on the results of the last two years, I think we'll have a great fourth quarter," said Ewert.

"This weekend is always billed as the biggest retail weekend of the year, but it never has been for us -- it gets bigger as we get closer to Christmas," said John Martens, general manager of Neiman Marcus Beverly Hills, who said that the store saw "a lot of pick-up business and new customers from out-of-town." Additionally, the business was "not really promotional," he added.

In men's gifts, antiquarian items like martini shakers, magnifying glasses imported from Paris, ink wells, and bar and desk accessories were popular. In addition, "anything Prada sells very well," noted Martens.

SOUTHEAST

ATLANTA -- The holiday season got off to a firecracker-hot promotional start in the Southeast this year. Newspapers on Thanksgiving Day were stuffed with coupons and other sales enticements, and the stores are stuffed with merchandise.

David Zant, corporate GMM for men's and children's wear at Saks Incorporated in Birmingham, Ala., said, "Promotions are extremely intensive this year. That's what the customer is responding to more and more. There's less loyalty and more response to price. Whoever has the best promotions gets the dollars."

Goody's Family Clothing, based in Knoxville, Tenn., did something a little different. From 6 to 10 Friday morning, shoppers could come to a Goody's store and get a "scratch & save" card good for only those hours. Savings off an entire purchase ranged from 10 to 50 percent, and the luckiest winners could win a 1999 Mustang or one of five diamond bracelets.

Robert Goodfriend, chairman and CEO, said that there were crowds waiting at the doors, which opened at 6 a.m. on Friday. But business was good all week. "Our best business for the month came the two days before and the two days after Thanksgiving," he said. "We had a 50 percent off sale before Thanksgiving, and that stirred interest."

Sales for the weekend were up 4.5 percent on a comp-store basis, Goodfriend continued. Margins were flat to slightly under a year ago. Goodfriend said that promotions were planned, plus Goody's had extra inventory to move because of soft business for much of the year.

Hot items included pile fleece jackets and vests, flannel shirts, dress pants, and five-pocket denim jeans.

Speaking for Saks Incorporated's divisions, Zant said that sales overall were good, and that the best business was at Younkers and Proffitt's. The moderate businesses performed the best -- moderate collections and moderate sportswear, he continued, and the top performing categories were men's tops and denim.

Richard Dawahare, men's merchandise manager for Dawahare's in Lexington, Ky., said that total store and men's department sales were up in the low single digits at his family's chain of 25 stores, but markdowns were heavier than usual, particularly on some branded items and young men's. "People are looking for sales," he said.

Hot items at Dawahare's over the four-day weekend included designer collections and designer jeans, though sales of both were driven by markdowns, Dawahare said. Knits were hot, too, including henleys, arctic fleece, marled V-necks, and fine-gauge knits. Others were brushed woven shirts, banded collar shirts, and collegiate sportswear ranging from sweats and T-shirts to caps and nylon jogging suits. A promotion helped spur sales of gabardine suits and luxury sport coats, including camel hair and microsuede.

Sales at Caplan's in Alexandria, La., were up in the single digits, too, for the specialty store's two units. Caplan's had two promotions -- one for sport coats and the other for the Peerless microsuede sport coat at full price with a pair of pants thrown in for free. Despite the promotions, margins were even with a year ago, according to Brent Caplan, GMM, who said the promotions were planned.

Best sellers at Caplan's included Tommy Hilfiger, **Nautica** and Polo collection sportswear, knit shirts, the promotional sport coats, the Tommy Hilfiger 'freedom jean,' and footwear.

SOUTHWEST

DALLAS -- The holiday selling season got off to a promotional start in the Southwest as retailers sliced prices to entice customers. The Houston-based Foley's department stores advertised 40 percent off young men's fleece, sweaters and outerwear. To sweeten the deal, the retailer packed the post-Thanksgiving newspapers with coupons for an extra 15 percent off select items like men's suits and sport coats. Dillard's tried to lure shoppers with 25-50 percent off men's designer sportswear and Plano, Tex.-based J.C. Penney offered customers 15-50 percent storewide savings, as well as gifts-with-purchase.

However, at Penney's even promotions couldn't spur sales. "Overall, our numbers are down compared to

last year, though this weekend was better for us than the trend for the month," according to a company spokesperson.

"We're still down, but we're above what we've been doing for November," he said. "Also, our inventories are in better shape than they were last year at this time. According to the retailer, leather outerwear and private brands J. Ferrar Sport and St. John's Bay did well over the weekend. "We put in a 100 percent wool tuxedo priced at \$ 150 that is blowing out of the stores," he said. Soft spots included athletic apparel and basic jeans.

Penney's plan for the next 30 days? "We are looking to get even with where we were last year," the spokesperson said. "That would be good."

Business was brisk at Dallas-based Neiman Marcus, where shoes, furnishings, clothing, formalwear and accessories set the selling pace.

"Business is very positive with the exception of sportswear," said Colby McWilliams, vice-president and men's fashion director. "Prada, Zegna and Jhane Barnes, however, bucked that trend. "The shining star is by far shoes, which is up incredible double digits," added the retailer.

Luxury is still an important category for the specialty chain. "Cashmere outerwear is strong," said McWilliams, who cited strong business in expensive items such as Brioni and Stefano Ricci ties priced at \$ 165-\$ 250. "Precious fibers like those with 22-karat gold or silver thread, and limited edition items, like our \$ 13,500 Brioni suit are also doing well."

Young shoppers at Dallas-based Gadzooks gravitated toward fun fashion items, according to Jerry Szczepanski, chairman and CEO. "Fleece is working; hoodies are working. Brocade shirts are consistently good. 'Pleather' jackets and pants have continued to be strong, as have alternative fabrics in bottoms. Anything fashion has been good."

Szczepanski said store traffic was up compared to last year, but he's expecting a rush closer to the holiday. "Traditionally, we see customers holding back their buying later and later," he said. "The day after Christmas, not the day after Thanksgiving, is traditionally our best day, because the kids have their holiday money to spend."

IAC-CREATE-DATE: December 8, 1999

LOAD-DATE: February 08, 2000

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 8:58 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

[Copyright © 2006 LexisNexis](#), a division of Reed Elsevier Inc. All rights reserved.

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]
Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery

MARKETPLACE. A dumb fashion trend. 1999 Consumer Reports December, 1999

Copyright 1999 Consumers Union of U.S., Inc.
Consumer Reports

December, 1999

SECTION: FRONTLINES; Vol. 64, No. 12; Pg. 8

LENGTH: 178 words

HEADLINE: MARKETPLACE. A dumb fashion trend. 1999

BODY:

Fashion and practicality aren't synonymous. But one trend for preteens and teens could be downright dangerous.

Some manufacturers are offering a variation of warm-up and cargo pants that rely on strings and toggles to snug them at the ankle. But when you pull on the cord and secure it with the toggle, you're left with a loop that's just begging to catch in a bicycle chain or an escalator, or otherwise trip you up.

Pants like this come from some of the hottest names: Esprit, Tommy Hilfiger, **Nautica**, Old Navy, and Limited Too.

In 1995, after 17 deaths (mainly strangulations) and many injuries were associated with drawstrings, the Consumer Product Safety Commission reached a voluntary agreement with manufacturers that called for the use of other closures on the necks, hoods, and waists of kids' clothing - but not on pants legs. The CPSC says it has cautioned the industry not to make ankle drawstrings overly long. Representatives for Hilfiger and the Gap say they have no record of problems. Still, we hope this trend is short-lived.

GRAPHIC: 1 non-captioned photograph.

COMPANY: CONSUMER PRODUCT SAFETY COMMISSION (82%);

LOAD-DATE: April 05, 2004

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]
Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 8:57 AM EDT



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

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) [i]
Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Digest Marketing Week December 2, 1999

Copyright 1999 Centaur Communications Ltd.
Marketing Week

December 2, 1999

SECTION: News; Pg. 9

LENGTH: 437 words

HEADLINE: Digest

BODY:
Richard Branson's People's Lottery says it is satisfied that the National Lottery Commission has created a level playing field for bidders for the next lottery licence. It has still not decided whether to take part, though Camelot has confirmed it will apply.

#

Manchester United FC, which was crowned unofficial world club champion this week after beating Palmeiras of Brazil, has retained its position as the richest football club in the world, according to a study by Deloitte & Touche and FourFourTwo magazine. Spanish giant Real Madrid is second.

#

Tesco has announced it is rolling out its home delivery Internet service at a rate of five stores a week, and will have 120 stores offering the service by the end of the year.

#

Benetton Formula One has promoted head of client services Kate Linnell to marketing director. The company has also handed managing director Brian Sims the role of commercial director. Linnell replaces David Warren, who is moving to Allsport Management.

#

Bank One, the US bank, has launched two new credit cards for online search engine brands Yahoo! and Lycos.

#

BOL.com has appointed Robert Nichols, former production director of WHSmith Online, as director of books. It is also to appoint a director of music.

#

First Quench, the off-licence group, has launched a new online wine delivery service called Enjoyment.

#

Tony O'Neill, managing director of the Somerfield Stores division of the struggling Somerfield supermarket group, has left the company to allow chief executive David Simons a more hands-on role.

#

Cadbury has launched a limited edition Extra Crunchy Fingers milk chocolate biscuit, made on licence by Horizon, and available in 150g boxes.

#

Nautica, the US casual-wear brand, has appointed Phillipa Baker as European marketing manager, reporting to managing director Mark Hammersley. Baker joins from CMT International, a marketing communications company.

#

Sony Music UK has launched Europe's first MiniDisc Music store, called minidisc.com, in London. The store will stock the 700 Minidisc titles available in the UK.

#

BT has been ordered by telecoms operator Ofcom to open its local network to rivals by July 2001 and allow competitors to upgrade it to support multimedia services. There will be no restrictions on the services BT's rivals can offer. BT's share price fell 23p on the news whilst competitors' share prices rose.

#

SPCA Best Awards 2000's deadline for nominations is December 10. Readers are not allowed to vote for themselves, their agency or their client.

LOAD-DATE: December 1, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: [Full](#)

Date/Time: Thursday, April 20, 2006 - 8:57 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Celebrity Charity, CNNfn CNNFN December 3, 1999 Friday

Copyright 1999 Cable News Network
All Rights Reserved
CNNFN

SHOW: BIZ BUZZ 06:00 PM Eastern Standard Time

December 3, 1999 Friday

Transcript # 120301cb.l09

SECTION: Business

LENGTH: 1045 words

HEADLINE: Celebrity Charity, CNNfn

GUESTS: Tom Julian

BYLINE: Beverly Schuch

BODY:

THIS IS A RUSH TRANSCRIPT. THIS COPY MAY NOT BE IN ITS FINAL FORM AND MAY BE UPDATED.

BEVERLY SCHUCH, CNNfn ANCHOR, BIZ BUZZ: Well, this is the season for giving and it's a big season for charities as well and here to tell us about a hot charity out in (18:07:10) Los Angeles is Tom Julian, our regular trends analyst. Hi, Tom.

TOM JULIAN, TRENDS ANALYST: Hey, Beverly, greetings.

SCHUCH: So what is going on out there?

JULIAN: Well this is the seventh year for Divine Design. And it is a major charity fund raiser on the west coast (18:07:20) and it is perfectly timed because it allows the consumer to go in and buy fashion, home decor, art, and accessories at bargain basement prices, all for charities.

SCHUCH: So they as if (18:07:30) they need the bargain basement prices in the first place but I am sure it sells more. Well who are the designers involved in this?

JULIAN: The big designer who was recognized (18:07:40) last night was David Shue for **Nautica Enterprises** (Company: **Nautica Enterprises Incorporated**; Ticker: NAUT; URL: <http://www.nautica.com/>) . **Nautica** is the men's sportswear apparel company and we are looking at the fashion presentation. He did have some celebrities on stage. Anthony Edwards of ER presented the award (18:07:50) to him and then Jim Davidson of Pacific Blue had took to the runway to model as well as Jose Salono (ph) and he was also amidst great company Beverly. The women's wear designer Pamela Dennis was (18:08:00) recognized and she got an award as was Michael Steinberg, the chairman and CEO of Macy's West. And this is a real feel good event but the celebrities came out. The fashion goods are (18:08:10) going to be sold all weekend and it has a great cause attached to it which is project angel food.

SCHUCH: How long does it run?

JULIAN: It runs through Monday and it's (18:08:20) daily 8 am until 11 PM at the Pacific Design Center here in Los Angeles.

SCHUCH: And admission for it? Is it free? Can anyone attend?

JULIAN: It is a daily admission or shopping pass. So I believe its under \$20 a day or the shopping pass (18:08:30) might be around \$50 for the entire time.

SCHUCH: What are some of the discounts? What are the percentages of the discounts?

JULIAN: 50 percent off of the ticketed price and in the designer world (18:08:40) you are looking at goods from Richard Tyler, Anna Swea (ph) , Kenneth Cole. Then in the branded world Banana Republic, Levi's, definitely west coast designers like BCBG by Max Azria and then you get into the home world with a (18:08:50) lot of recognizable brands like Wedgwood and then you get into the art world as well. There are over 60 boutiques and there is over \$3 million worth of merchandise on (18:09:00) sale to the general public discounted this weekend.

SCHUCH: All right and tell us a little bit about Project Angel Food.

JULIAN: Yes Project Angel Food deliver meals to Aids and HIV patients who are home bound and they (18:09:10) have been serving over 1200 free meals in the 800 square mile area of Los Angeles. Over the last decade they have provided over 2 million life sustaining meals to more than (18:09:20) 7500 million individuals. I am sorry 7500 men, women, and children. And the great thing is that celebrities showed up. Whoopi Goldberg MC'd last evening. Jamie Lee Curtis came and she had presented to Pamela Dennis. And then there were a lot of celebrities around (18:09:30) who came to shop. Fran Dresser being one of them. So you can tell that the cause has a lot of let's say holiday warmth for the celebrities as well as (18:09:40) the fashion and design communities here.

SCHUCH: All right you mentioned the \$3 million of clothes and work on sale. What do they project the take will be, the charity take?

JULIAN: They are expecting over (18:09:50) \$1 million in total charity from this particular sale this weekend.

SCHUCH: What else is going on in the world of fashion and trends right now? This has been so far a (18:10:00) good season for Christmas shoppers and stores.

JULIAN: Yes it has Beverly and a lot of retailers are expecting good numbers because of course the end of the year. The millennium season, the dressing (18:10:10) up, the party going consumer and a lot of your stores are doing everything from the formal statements to the evening wear statements.

SCHUCH: And let me just ask you (18:10:20) I don't know if you are aware of this. But we see so many of this loafers and this sort of slippers with the champagne and the 2000 on them. Are those (18:10:30) things selling as they hoped they would, the sort of trendy 2000 items?

JULIAN: I don't think they are from I have noted. It seems the some parts of the country have already started (18:10:40) to mark them down. I think probably because they came in so early and now that it is party season maybe people are just starting to think about (18:10:50) how can I buy them and how cheaply can I buy them. But there are a lot of special edition, limited edition items out there that in the luxury category are (18:11:00) still those one of a kind, I must have it and I will collect it and keep it as a collectible item.

SCHUCH: Because we see more and more of the majority (18:11:10) of people now are going to stay home and have a more meaningful new years. Even the concert tours have not have been in general a dismal failure (18:11:20) so far and many have already pulled out of their concert dates.

JULIAN: You are totally right. Last night Beverly I was speaking with some of the writers from the "L.A. Times" here and they (18:11:30) were even talking about how in random conversations with the Hollywood community they were sensing the same thing that there was this insular situation for parties and (18:11:40) celebrations. More at home. This idea to bring you know people together, rather than to go out and revel for the evening.

SCHUCH: It seems a little safer. Well Tom Julian thanks for joining us. We'll talk to you before (18:11:50) the holidays. Have a good weekend.

JULIAN: Great, good to see you.

TO ORDER A VIDEO OF THIS TRANSCRIPT, PLEASE CALL 888-CNNFN-01 OR USE OUR SECURE ONLINE ORDER FORM LOCATED AT WWW.FDCH.COM

LOAD-DATE: July 8, 2003

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 8:55 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery

VIETNAM: VTEC TO SET UP ONE MORE GARMENT WORKSHOP The Saigon Times Daily December 6, 1999

Copyright 1999 Financial Times Information
All rights reserved
Global News Wire
Copyright 1999 The Saigon Times Daily.
The Saigon Times Daily

December 6, 1999

LENGTH: 140 words

HEADLINE: VIETNAM: VTEC TO SET UP ONE MORE GARMENT WORKSHOP

BYLINE: HAI DONG

BODY:

(SGT-HCMC) The Viet Tien Garment Company (VTEC) will spend VND27 billion this month on establishing three garment factories on an area of 1.2 hectares in Tan Binh District in HCMC.

Director General Tran Dac Nguyen says his company has recently marketed many new clothing designs for women and children besides trousers and shirts for men. He says these have gained a firm foothold in local markets.

The company has also produced clothing under sub-contracts bearing such well-known brand names as Pierre Cardin, Adidas, Nike, Fila, Giordano, Hang Ten and **Nautica**.

VTEC now has 18 factories with a workforce of 5,400 people and with 4,500 modern machines which can turn out 24 million items a year, pulling in annual turnover of VND500 billion.

The company's products have been exported to 67 countries and territories.

JOURNAL-CODE: FSGT

LOAD-DATE: March 3, 2001

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 8:52 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

[Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.](#)

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



DIVINE DESIGN DRAWS 6,000 FOR AIDS. WWD December 8, 1999

Copyright 1999 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1999 Fairchild Publications, Inc.
WWD

December 8, 1999

SECTION: Pg. 20 ; ISSN: 0149-5380

IAC-ACC-NO: 58180010

LENGTH: 357 words

HEADLINE: DIVINE DESIGN DRAWS 6,000 FOR AIDS.

BYLINE: Hammond, Teena

BODY:

LOS ANGELES -- Divine Design '99 kicked another \$ 1 million into the kitchens of Project Angel Food as the group honored Michael Steinberg, Pamela Dennis and David Chu Dec. 2.

Steinberg, chairman and chief executive officer of Macy's West, received Divine Design's corporate humanitarian award for his dedication in raising awareness and funds to help fight AIDS/HIV.

Macy's West has raised more than \$ 10 million through its annual Passport fashion show extravaganza for AIDS research and AIDS/HIV charities. Divine Design ran through Monday, and featured designer wares were sold at discount prices, along with art and home furnishings. Overall, it drew about 6,000 people.

A short video of Passport highlights was shown to a crowd of 700 at the dinner at the Pacific Design Center in Los Angeles. The video included clips from Passport '97, when gymnasts dressed in Ralph Lauren underwear swung on trapezes over the crowd. Before actress Fran Drescher presented the award to Steinberg, she quipped to the crowd, "You know that Michael, you've got to watch him. He wanted me to hang upside down from those trapezes. I said, 'No Michael.' And it turned out he meant in his hotel room."

As Steinberg accepted the award, he said, "Passport is an enormous undertaking and every year the challenge seems more daunting. Not only must we find a way to surpass the glamour, the excitement, the sheer theatrics of the year before, but we've had to work harder and harder to reach our fund-raising goals. Since we began Passport, we have seen remarkable advances in the fight against HIV and AIDS," Steinberg said.

Pamela Dennis was honored for Couture Design and David Chu, designer, founder and ceo of **Nautica**, received the Lifestyle Design award.

Jamie Lee Curtis, wearing a see-through snakeskin-print gown by Dennis, presented the award to the designer, calling her and her work "sleek, elegant, exciting, bubbly, classic and friendly." Pointing to her own outfit, Curtis said, "I wore this dress a few years ago to the MTV movie awards. This dress gets more fan mail than my father's loin cloth from 'Spartacus.'"

IAC-CREATE-DATE: December 22, 1999

LOAD-DATE: December 23, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: [Full](#)

Date/Time: Thursday, April 20, 2006 - 8:51 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) | | |
Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery

VARVATOS RISES FOR FALL. Daily News Record December 8, 1999

Copyright 1999 Information Access Company,
a Thomson Corporation Company;
ASAP

Copyright 1999 Fairchild Publications, Inc.
Daily News Record

December 8, 1999

SECTION: Pg. 1 ; ISSN: 1041-1119

IAC-ACC-NO: 58180103

LENGTH: 36 words

HEADLINE: VARVATOS RISES FOR FALL.

BODY:

With backing from **Nautica** Enterprises, and a first collection reminiscent of Old-World men's wear, John Varvatos launches his signature line for fall '00. And guess what? There's not a stitch of black to be found.

IAC-CREATE-DATE: December 21, 1999

LOAD-DATE: December 22, 1999

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) | | |
Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))
View: Full

Date/Time: Thursday, April 20, 2006 - 8:50 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

[Copyright © 2006 LexisNexis](#), a division of Reed Elsevier Inc. All rights reserved.

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



SENSE OF STYLE; Designers are sizing up their lines for the big and tall guys; Designers hit on big idea for large men The Boston Herald December 9, 1999 Thursday

Copyright 1999 Boston Herald Inc.
The Boston Herald

December 9, 1999 Thursday ALL EDITIONS

SECTION: ARTS & LIFE; Pg. 067

LENGTH: 523 words

HEADLINE: SENSE OF STYLE; Designers are sizing up their lines for the big and tall guys; Designers hit on big idea for large men

BYLINE: By Jill Radsken

BODY:

Being bigger is never better when it comes to finding clothes.

Doug, a 30-year-old medical industry executive who wears XXXXL, is constantly frustrated by the lack of decent options.

"You have a whole mall full of clothing stores and I can't go into any of them," he lamented earlier this week. "The socks don't even fit."

Plus-size women shared this struggle until a few years ago when designers such as Dana Buchman and Emanuel Ungaro started cutting clothes for larger proportions. But big and tall men haven't been as fortunate.

Finally their needs - a shirt with more room in the shoulders, pants that don't (unintentionally) end at their ankles - are being addressed. Repp Premier Big & Tall, a new chain of stores across the country, features lines from top American designers, such as Ralph Lauren and **Nautica's** David Chu, who've discovered big and tall guys have money, too.

"This is tastefully, attractively done clothing for the man who is used to the finer things," said Janet Chute, marketing director for J. Baker, the Canton-based company that owns Repp Premier.

Chute said the company, which already owns hundreds of Casual Male Big & Tall stores across the United States as well as a catalog business, decided to open Repp Premier around the country based on a projected 1998 statistic from National Purchase Diary that 16 million men are plus-size. On a tour of the Natick Mall store - the only Repp Premier in the Bay State so far - she said that some of those 16 million are professional athletes and captains of industry who've pressured the fashion industry for larger-sized designer duds.

"They go to the best restaurants, work out at the best gyms," she said. "They have to look presentable."

Charles, a 37-year-old man with a linebacker's frame, has already made repeated trips from his Boston home to the Natick store for the basics.

"It's definitely needed," he said Tuesday morning while in line to buy a pair of Polo Ralph Lauren khakis.

Charles said the industry has come a long way from the limited options - "ugly shirts, ugly jeans" - that were available five years ago. Still, he thinks Repp Premier needs to go even more fashion-forward so he can find a "jazzy" four-button suit like the one he saw in GQ for regular-size guys.

"They do have a lot of things here," he said. "But I think they need more."

Jamilyn Smith of Duxbury won the Best of Wearable Art award at the International Textile and Apparel Association Design Exhibition last month. Smith, who graduated from Framingham State College in May with a degree in fashion design, submitted to the ITAA "The Silver Bullet," a knee-length silver lame dress covered with bottle caps.

"It's more of an art piece than something you could get away with wearing," said Smith, pointing out that the dress weighs 15 pounds.

While trying to find design work in the Boston area, the 22-year-old has fielded a number of inquiries from people who want to rent out the dress for New Year's Eve. But Smith said the garment's future is probably with beer, not Champagne.

"I'm trying to market it to Budweiser for advertising," she said.

LOAD-DATE: December 09, 1999

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

Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: [Full](#)

Date/Time: Thursday, April 20, 2006 - 8:49 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



FASHION TO THE RESCUE; Brief Article; Statistical Data Included Daily News Record December 10, 1999

Copyright 1999 Information Access Company,
a Thomson Corporation Company;

ASAP

Copyright 1999 Fairchild Publications, Inc.
Daily News Record

December 10, 1999

SECTION: Pg. 11 ; ISSN: 1041-1119

IAC-ACC-NO: 58376177

LENGTH: 343 words

HEADLINE: FASHION TO THE RESCUE; Brief Article; Statistical Data Included

BODY:

NEW YORK -- The UJA Federation's annual Fashion Rescue, an annual sale benefiting over 130 social service agencies, will be held at the Expo Center at Madison Square Garden from Dec. 12-19.

The sale will offer designer apparel, sportswear, accessories, swimwear and intimate apparel for men, women and children at 50-75 percent below retail price. Designers who have donated product to the event include Calvin Klein, Guess, Polo Ralph Lauren, **Nautica** and Tommy Hilfger. In the past, Fashion Rescue has raised more than \$ 10.5 million for battered women, AIDS, cancer and other causes.

Solutia to Hike Acrylic Fiber Prices

NEW YORK -- Solutia, the largest acrylic fiber producer in the U.S., has notified customers that it is increasing prices of its acrylic fiber, effective with Jan. 1, 2000, shipments. The increases will be 10-12 percent on commodity products and 3-7 percent on specialty products. According to Brad Hill, general manager of Solutia's acrylic fiber business, "While world market conditions on acrylic fiber are improving, these changes reflect a need to recover dramatic increases in raw materials."

Halston Names Design and Creative Director

NEW YORK -- Craig Natiello has been named design and creative director of Halston. Natiello, who has spent the past 10 years at Bill Blass, will be responsible for designing the soon-to-be-launched men's collection, the women's collection, as well as its licensed products. Dominic Sabella will remain senior designer of the Halston Signature Collection.

"We think Craig is the perfect choice for our evolving plans at Halston," said Nicholas J. DeMarco, president and CEO of Halston. "The company is in a growth mode and Craig is completely in sync with the essence of the brand and everything it stands for."

Natiello replaces Kevan Hall, former design and creative director, who had taken over the post from Randolph Duke in July 1998. Hall, who left the company last Wednesday, is pursuing several opportunities, one of which is launching his own collection.

IAC-CREATE-DATE: December 29, 1999

LOAD-DATE: December 30, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 8:48 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

Source: [News & Business > Combined Sources > News, All \(English, Full Text\) \[i\]](#)
Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery

Christmas Potpourri The Vancouver Sun (British Columbia) December 14, 1999, Tuesday, FINAL

Copyright 1999 CanWest Interactive, a division of
CanWest Global Communications Corp.
All Rights Reserved
The Vancouver Sun (British Columbia)

December 14, 1999, Tuesday, FINAL

SECTION: Style; C3

LENGTH: 142 words

HEADLINE: Christmas Potpourri

BYLINE: Virginia Leeming

BODY:
COSY UP

Shoppers at the Bay stores can contribute to the Children's Aid Foundation by buying a special polar fleece sweatshirt by **Nautica**. Part of the Nautech collection, it's \$98, in sizes from small to double extra large and in five colours. A \$5 donation will be given by the manufacturing company with the sale of each.

KIDS FOR KIDS

The M.A.C. Kids Helping Kids greeting card program features art work by children living with HIV and AIDS. M.A.C. absorbs the cost of production and retailers forego sales profits. The proceeds are donated to pediatric AIDS organizations in the communities where the funds are raised. Aid goes to children in the form of medical care, diapers, formula, cribs, emergency food supplies, medicine, toys. The cards are available at M.A.C. locations and cost \$7 for six cards and envelopes.

GRAPHIC: CP Color Photo: **Nautica** sweaters

LOAD-DATE: December 14, 1999

Source: [News & Business > Combined Sources > News, All \(English, Full Text\) \[i\]](#)
Terms: [nautica](#) and [date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))
View: Full
Date/Time: Thursday, April 20, 2006 - 8:45 AM EDT

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Your Style The Times (Shreveport, LA) December 16, 1999 Thursday

Copyright 1999 The Times (Shreveport, LA)

All Rights Reserved

The Times (Shreveport, LA)

December 16, 1999 Thursday

SECTION: LIVING; Pg. 2D

LENGTH: 148 words

HEADLINE: Your Style

BYLINE: Staff

BODY:

Brandon Huckaby is definitely what talk show host Rosie O'Donnell would call a "cutie patootie."

The 17-year-old's style is classic. He favors khaki slacks and Tommy Hilfiger shirts and likes to shop at stores such as Dillard's and Stein Mart.

A football player and senior at C.E. Byrd High School, Huckaby plans to attend Southern University next fall.

FAVORITE ITEM OF CLOTHING: Polo boots.

FAVORITE DESIGNERS OR LABELS: Nautica, Tommy Hilfiger, Polo and Nike.

WOULDN'T BE CAUGHT DEAD IN: Cowboy boots.

FAVORITE ACCESSORY: Class ring.

CELEBRITY FASHION FAVES: LL Cool J and Puff Daddy.

FAVORITE FASHION MAG: GQ.

ON HIS CHRISTMAS WISH LIST: Clothes.

If you'd like to suggest someone for Your Style, write Amy Mercer, The Times, P.O. Box 30222, Shreveport, LA 71130-0222, or fax your suggestion to 459-3301. Include a telephone number.

Photo by

Matthew Minard/The Times

LOAD-DATE: September 19, 2002

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

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



HEY, BIG FELLAS; WITH MORE CHOICES, LARGE MEN ARE FINALLY ABLE TO DRESS LIKE THE REST OF YE MERRY GENTLEMEN. Los Angeles Times December 17, 1999, Friday,

Copyright 1999 Times Mirror Company
Los Angeles Times

December 17, 1999, Friday, Home Edition

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

LENGTH: 1667 words

HEADLINE: HEY, BIG FELLAS;
WITH MORE CHOICES, LARGE MEN ARE FINALLY ABLE TO DRESS LIKE THE REST OF YE MERRY GENTLEMEN.

BYLINE: MICHAEL QUINTANILLA, TIMES FASHION WRITER

BODY:

At 6-foot-3 and 260 pounds, Todd Vradenburg has some big holiday designs in mind. And in the jolly old Saint Nick of time, he just might get his tall order. For the first time, Ralph Lauren, Tommy Hilfiger and **Nautica** are offering menswear collections specifically designed for big and tall men.

"Just, no velour jogging suits, please!" said Vradenburg, 32, executive director of the Will Rogers Institute in East Los Angeles.

Not to worry, big guy. These threads are as hip and stylish as anything a 32-inch waisted Mr. GQ would strut in.

Yes, Virginia, there is a Santa Clothes (ho, ho, ho) for guys built like refrigerators who are fed up with being left out in the cold--fashionably speaking, that is.

Major labels such as Lauren, Hilfiger and **Nautica**--known as the "Big 3" among the movers and shakers in the big-and-tall industry--are helping to bring style to a sizable market.

After all, big and tall men account for 15% of the American male population. That's roughly 16 million men with waists measuring 42 to 66 inches who wear size 1X to 6X. Already they spend about \$ 5.6 billion a year for clothes.

And this market is growing at a rate of 11% per year as more retailers and designers get

into the business, according to Peter Simon, vice president of NPD Projections, a marketing and research firm in Long Island, N.Y.

Clothiers hope to duplicate the success of the plus-size women's industry. It's all part "of a natural evolution for the big-and-tall market," Simon said.

"This Isn't your father's big-and-tall clothing business anymore," explained David Weiss, president of the Big & Tall Buyers Assn. of America (BATBAA) in Poughkeepsie, N.Y. The group has 128 members who own and operate 250 big-and-tall men's stores nationwide and attend the Big & Tall Mens Apparel Needs

(BATMAN) semiannual trade shows.

"Big and tall men follow fashion trends, too," said Weiss, who has been with the buyers' group for 20 years and has operated his own store where sizes range from 42 portly to 72 portly extra long--for 35 years.

Until Now, Big Men Denied Hip Fashion

"There is a greater demand for brand names because the bigger, taller guy out there hasn't had the Polo and **Nautica** lines to buy before. He hasn't had that kind of cutting-edge fashion" unless he could afford to have it tailor-made, he said.

Weiss recalls when customers 30 years ago had only black, navy and gray to choose from in limited styles of trousers and coats.

"When we got green in the store, big and tall guys went crazy for it. These days, the saying is, 'Whatever is No. 1 in regular sizes is No. 1 in big and tall,' he said, adding that a big-and-tall menswear manufacturer named Big Bubba "makes everything in sizes up to 10X and a size 74X in a suit."

For now, the large-size versions of Lauren, Hilfiger and **Nautica**-- currently exclusive to Repp Premier Big & Tall stores across the country--are not alone in their portly sized fashion-forward direction.

Urbanwear designers including Karl Kani, Fubu, Pelle Pelle and Sean Jean are jumping on the big-guy bandwagon with their inner-city hip-hop creations for guys who shop at specialty stores such as Rochester Big & Tall, a chain made famous by celebrities such as Luciano Pavarotti and professional athletes like Michael Jordan and Shaquille O'Neal, who shop there.

"Historically, big-and-tall customers were provided with commodity items at a low price essentially to appease them," explained Simon of the NPD research firm. "They didn't have much choice in clothes, and the choices were not comparable in terms of the quality for the standard-sized man.

"These days, my little mantra to retailers is 'Don't sell muu-muu type clothing to big men.' They want to wear the same stuff as anyone else out there, the same quality."

The trend toward upscale designer garments and the arrival of urbanwear is creating greater interest and more choices for the larger man, according to Jeff Yunis, president and owner of Miami-based Specialty Trade Shows, which has staged 31 BATMAN events since 1982 for manufacturers, exhibitors and buyers.

The next event will be a three-day show in February in Miami with a 20% increase in attendance because of a revived interest in big-and-tall business fueled by big-name designers, Yunis said.

Guess? has shown interest in the market, as have national department stores such as Dillard's, Yunis said. The clothing company Slaters will be a first-timer at the February show.

The market is growing especially among young men 15 to 30 years old who crave hard-to-find hipper clothes, he said. "But the older big and tall man also wants to look sharp, so it just makes sense to have those kinds of clothing options available in stores."

"These are factors that didn't exist five, 10 years ago. Today, not every big man wants to wear overalls," he said.

Stuart Glasser, president and chief executive of J. Baker Inc., parent company of Repp Big & Tall and Casual Male Big & Tall, agrees.

Took a Cue From Plus-Size Industry

As a company in the business for 25 years, Glasser said "we decided to make some major changes," taking

cues from the plus-size women's industry, which has changed through the years.

About two years ago, Glasser, a former Bloomingdale's executive, started thinking about bringing in name designers to the 150 Repp stores, which also carries its own house brands, Repp and Grande Central.

He saw a need for providing big and tall men with the modern silhouettes that the average guy is used to wearing and approached the folk at Lauren, Hilfiger and **Nautica**, who agreed to present fall and winter collections.

"All you have to do is go into a department store and see the Polo Shop, the Hilfiger boutique, the **Nautica** boutique and so on," Glasser said, which has since led to the creation of similar boutiques in the Repp stores.

"Why not give those 15% of big-and-tall customers the looks they see in the marketplace that 85% of the guys out there are wearing? Big and tall guys have the right to buy those looks, too."

Chu, designer, founder and chief executive of New York-based **Nautica**, concurred. "There's not much for the big guys out there. The population has grown bigger, and these big guys also need good-looking clothes and merchandise."

He said he "really wanted to go after the big-and-tall business" and found the collaboration with Repp a good match.

And a challenge when it came to designing a line of sport coats, corduroy trousers and cable-knit sweater vests--among other garments--for the beefier man.

"We've been working with the Repp staff to understand the fit of the big and tall man. When you blow up a size, it has to be the right proportion. You can easily upgrade a small pattern to a medium" and so on. "But when you go from an extra large to 1X, 2X, 3X, 4X, you can't do that" because everything about design is the proportion so that the garment fits well.

Chu predicts that more department stores will go after the big-and-tall market, particularly in the sportswear division, because of the profit potential out there.

Los Angeles-based designer Karl Kani was among the first urbanwear designers who saw the big-and-tall market as a viable one, which is why he started his Big Man line two years ago. The line is similar to his regular men's collection that includes jeans, sports apparel and suits--but in sizes that reach 70 tall and trousers that go to 64 in the waist.

Since then, others have followed, including PNB Nation, Maurice Malone, Mecca and Paco.

"I had a lot of athletes coming to me, professional wrestlers--I'm talking big guys--who wanted to wear designer labels. So we started making clothes for them," Kani said.

But, like Chu, it took Kani some time "to nail down the sizes because it's more than just grading up a pattern. It's about the waist and height."

Still, the move into the market has paid off. "About 20% of our business is big and tall men--and it's growing. The market is wide open."

And that's a good sign for big guys like Vradenburg, a self-admitted clotheshorse who said whenever he shops in a department store "there's usually nothing in there I can fit into except ties and socks. And if there is, the selection is limited."

"Now, whenever I see a big-and-tall men's store, I stop in, and I'm blown away by the choices, by the same items that I would see in a normal department store and could never buy. Finally, it's cool for

oversized guys like myself to be part of the mainstream."

Shopping Guide

Where to find the items worn by Santas pictured on E1.

The following outfits are from the Repp Premier Big & Tall store at Fashion Square Mall in Sherman Oaks. Other selected Repp stores also carry the garments.

* Surfer Santa Pat Myles makes waves in a Tommy Jeans ensemble by Tommy Hilfiger that includes a red-and-blue-striped polo shirt (\$ 57.99), denim shorts (\$ 56) and a gray fleece zippered sweatshirt (\$ 81.99). The surfboard is from Surfs Up, Inc., a company that creates limited-edition art surfboards for home decoration.

* Casual Friday Santa Peter Beam wears a Ralph Lauren look that includes cotton Hammond trousers with a reverse pleat (\$ 65) and a Polo green zippered cotton jacket (\$ 112.50) over a colorful plaid shirt (\$ 89.50).

* Hef Santa Brian Yan is relaxed in **Nautica's** green cotton terry cloth bathrobe (\$ 95) over a red T-shirt (\$ 28).

* GQ Santa Todd Vradenburg is decked out in **Nautica** by David Chu. His outfit includes a navy blue cotton knit vest (\$ 85) worn over a long-sleeved beige shirt (\$ 80), navy-blue corduroy trousers (\$ 70) and a navy-blue plaid two-button sport coat (\$ 295).

* Sporting Santa Larry Sandoval wears Repp cargo pants (\$ 19.99), and Grande Central's brown V-neck merino wool sweater (\$ 75) teamed with an olive zippered microfiber jacket (\$ 80).

*

Michael Quintanilla can be reached by e-mail at michael.quintanilla@latimes.com.

GRAPHIC: PHOTO: Surfer Santa Pat Myles in Tommy Jeans ensemble by Tommy Hilfiger. PHOTO: Sporting Santa Larry Sandoval wears Repp private label outfit. PHOTO: GQ Santa Todd Vradenburg is decked out in **Nautica** by David Chu. PHOTO: Hef Santa Brian Yan is relaxed in **Nautica**. PHOTO: Casual Friday Santa Peter Beam wears a Ralph Lauren look. PHOTO: Peter Beam wears Tommy Hilfiger blue nylon jacket (\$115) over a blue striped shirt (\$50.99) and cotton pleated khaki trousers (\$58). PHOTOGRAPHER: KIRK MCKOY / Los Angeles Times

LOAD-DATE: December 17, 1999

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

Terms: [nautica](#) and [date](#)(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 8:44 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

[Copyright © 2006 LexisNexis](#), a division of Reed Elsevier Inc. All rights reserved.

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Texas is experiencing big increase in shoppers from across border
The Atlanta Journal and Constitution
December 17, 1999, Friday,

Copyright 1999 The Atlanta Constitution
The Atlanta Journal and Constitution

December 17, 1999, Friday, Final Edition

SECTION: Business; Pg. 7D

LENGTH: 1181 words

HEADLINE: Texas is experiencing big increase in shoppers from across border

BYLINE: John Pletz, Cox News Service

SOURCE: JOURNAL

DATELINE: San Marcos, Texas

BODY:

Like millions of other visitors to San Marcos, Araceli Trevino emerged from a day of serious shopping at the outlet malls with a fistful of receipts and a car full of bags to tell the tale.

Shoes from Nike, dishes from Pfaltzgraff, clothes from Tommy Hilfiger, **Nautica** and Liz Claiborne, assorted gifts from the Disney Store.

But instead of heading home to Austin or San Antonio, Trevino drove more than five hours to Monterrey, Nuevo Leon, Mexico. It's a trip she has made twice a year for the past six years.

She's hardly unique, however. These days, more and more Mexicans are coming to Texas to shop --- from Laredo to Dallas.

At Prime Outlets in San Marcos, Mexicans accounted for 22 percent of the mall's estimated 4 million visitors last year, up from 17 percent in 1997. Mexican shoppers spend 2 1/2 times the amount of the average customer at Prime Outlets, said Vicki Conley, the center's marketing director.

"They don't come as frequently as our Texas shoppers, but they stay longer and spend more," she said.

For some retailers, the percentage is even higher. Brands such as Ralph Lauren, Tommy Hilfiger, Nike and Mikasa are extremely popular with Mexican shoppers.

"They're probably half our business," said Melissa Luera, a manager at Lauren, the Ralph Lauren women's clothing store. "It's a prestigious name in the states, and shoppers want it."

Trevino, a homemaker, said she comes to San Marcos for the same reasons as her Texas counterparts --- looking for a big selection and bargains on clothing.

"The price is better, I think," she said.

Gabriella Leyva, a 34-year-old economist from Mexico City, has been flying to San Antonio and coming to

San Marcos to shop once or twice a year for eight years.

Arriving at Prime Outlets recently with her sister-in-law, niece and mother-in-law, Leyva made her first stop at the Nike shoe outlet, where the family bought seven pairs of shoes.

When asked why she travels more than 700 miles to San Marcos, Leyva points to the price tag on the running shoes she's trying on.

They sell for \$ 9.99. The same shoes in Mexico City would cost more than \$ 20. The same is true of toys and many clothes, she said.

San Marcos is just one of several Texas cities that does a steady business with Mexican shoppers.

Along the border, Mexicans can make up 30 percent to 80 percent of a retailer's business, estimates the Texas Center for Border Economic and Enterprise Development at Texas A&M International University in Laredo.

Houston's Galleria, the nation's fourth-largest mall, estimates that about 20 percent of its shoppers come from Mexico and another 10 percent from elsewhere in Latin America, said marketing manager Julie Cuenod.

The Galleria shopping center in Dallas doesn't track Mexican shoppers specifically. But marketing director Jane Robertson said, "The Mexican national business is real good for us."

The Texas Department of Economic Development's Division of Tourism reports that shopping was a top attraction for 83 percent of the 3.3 million Mexicans who visited Texas in 1998.

The average visitor stays about a week and may shop in several cities. Trevino shopped at the Galleria in Dallas while visiting her daughter in Plano and then drove down Interstate 35, stopping in San Marcos for a day on the way back to Monterrey.

Houston, Dallas, San Antonio and San Marcos are the prime destinations for shoppers from Mexico. Specifics on Mexican shoppers in the Austin area aren't available.

Travel and tourism from Mexico has been rising steadily with the recovery of the country's economy.

When the peso was devalued in late 1994, Mexican travel to Texas plummeted from 4.1 million to 2.95 million. In 1998, it recovered to 3.27 million.

The number of Mexican shoppers at Prime Outlets was negligible in 1994, the first year the center began tracking such data, Conley said. A year later, it was just 2 percent. But by 1997, it reached 17 percent. The number climbed to 22 percent in 1998 and is expected to rise this year.

The Galleria in Houston has made up the 5 percent of Mexican shoppers it lost when the peso crashed, Cuenod said.

Most of those who travel beyond the border to Houston, San Antonio and Dallas are members of Mexico's upper class and growing middle class.

"It's a different shopper that goes to Houston or Dallas than goes to Laredo," said J. Michael Patrick, director of A&M International's border economic center. "They spend big bucks."

About 44 percent of the Mexican shoppers in San Marcos come from Mexico City and 23 percent come from Monterrey, according to research commissioned by Prime Outlets.

Mexico City shoppers usually fly to San Antonio and drive to San Marcos, Conley said. Visitors from

Monterrey often make the journey by car.

"As Mexican cities go nowadays, Monterrey has one of the strongest middle-class components as any," Patrick said.

Russell Johnson, manager of Prime Outlets' Waterford/Wedgwood crystal and china store, credits the North American Free Trade Agreement with helping Texas outlet malls.

"Companies went down there and opened factories, and hired people who can now afford to come up here and shop," he said.

Patrick said there's "some truth" to the notion, but the impact is limited to a few areas of northern Mexico.

"We've always had Mexican cross-border shoppers," he said.

Retailers and mall operators are aggressively courting Mexican shoppers by advertising in local newspapers and working with travel agencies to arrange special shopping packages.

Mall operators say they attend tourism conventions in Mexico and bring travel agents to visit their shopping centers. Some malls in Houston have partnered with Continental Airlines, which has rapidly expanded service to Mexico.

Mexican shoppers have long been important to Houston's retail trade, said Pamela Miller, tourism director for Katy Mills, a new 1.3 million-square-foot mall west of Houston that opened in late October.

"They're my top international priority," added Miller, who spent nine years with the Houston Convention and Visitors Bureau before joining Katy Mills. "The two major reasons Mexicans come to Houston are shopping and medical care, so we try to partner with the medical center."

Tour groups of hundreds of shoppers are common in San Marcos, especially during Mexican holidays, such as the week before Easter and the week between Christmas and New Year's Day, Conley said.

Malls and retailers try to make shopping easier by hiring bilingual staff and printing coupon books in Spanish.

Some stores, such as the Nike outlet, hold classes for staff to learn more about Mexican culture and differences between international and U.S. size measurements, said Pete Elizondo, operations manager.

During peak periods, many retailers hire students from nearby Southwest Texas State University as extra interpreters.

"Doing business with Mexico is very relationship-oriented," said Cuenod at Houston's Galleria. "When you make them feel welcome, they respond."

GRAPHIC: Photo

Texas customer: Marcela Nunez stops to drop off purchases made at the San Marcos Outlet Mall. San Marcos does a steady business with Mexican shoppers. / DAVID KENNEDY / Cox News Service

LOAD-DATE: December 18, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 8:43 AM EDT

Source: [News & Business > Combined Sources > News, All \(English, Full Text\) \[1\]](#)
Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



A PERRY ELLIS REVIVAL: MODERN, YOUNGER, REACHING FOR WOMEN. WWD December 23, 1999

Copyright 1999 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1999 Fairchild Publications, Inc.
WWD

December 23, 1999

SECTION: Pg. 1 ; ISSN: 0149-5380

IAC-ACC-NO: 58388071

LENGTH: 2193 words

HEADLINE: A PERRY ELLIS REVIVAL: MODERN, YOUNGER, REACHING FOR WOMEN.

BYLINE: D'Innocenzio, Anne

BODY:

NEW YORK -- Bring back the Perry blue -- It's Perry Ellis time again.

That's what the new owner of the Perry Ellis trademark -- Miami-based Supreme International -- is banking on, as it spearheads an ambitious relaunch of the label of the late designer icon.

The goal: to modernize the men's collections business, expanding its reach to a younger consumer, and to resurrect women's apparel, which, with the exception of coats, had been absent from the marketplace since February 1993.

The overall relaunch of the brand will be backed by a \$ 10 million outdoor and print campaign, a 49.3 percent increase from last year; a new in-store fixture program, and a new logo in the designer's trademark slate blue shade for fall selling. The latest logo had been in beige.

"We are on an aggressive campaign for Perry Ellis," said Allan Zwerner, president of licensing for Perry Ellis International, acquired in January by Supreme International, a men's wear firm, from the estate of the late designer, who died in 1986.

Perry Ellis International now owns and licenses the Perry Ellis, Perry Ellis America and Perry Ellis Portfolio labels. Total retail sales last year for Perry Ellis branded products were estimated at \$ 900 million across 39 categories in 60 countries, with licensing revenues of \$ 16.2 million. Women's accounted for only about 5 to 10 percent of total sales, according to company officials.

Company executives would not offer a sales projection, but sources said the company's ambitious plan is to increase overall sales volume, from \$ 900 million at retail to \$ 2.5 billion to \$ 3 billion over the next couple of years.

Growth, in part, will come from reenergizing the men's business with a dose of color, leaner silhouettes and more stretch fabrics, relaunching men's jeans line Perry Ellis America and developing its International distribution, which currently accounts for about 5 percent of overall volume.

However, the main impetus will be from women's, catapulted by the launch of a better career casual sportswear collection under Perry Ellis Collection, licensed to apparel giant Kellwood Co. Kellwood acquired the Perry Ellis and the Perry Ellis Portfolio license in August.

The better career sportswear collection, a licensed division of Kellwood's Goodman Group, will bow for fall, selling in 150 to 180 doors, according to Peter Goodman, chairman of the group. Plans are not yet set for Portfolio.

Sources believe that the better career casual collection under Perry Ellis could achieve \$ 100 million in wholesale volume within the next three years.

Zwerner foresees that the overall women's business could eventually be 1 1/2 times the current volume of men's products, which is about \$ 750,000.

Growth plans for women's include:

Hiring a "big-name designer" to develop either a bridge or designer-priced collection, according to Zwerner.

Launching a junior label, under license, with details still not determined.

Developing a women's jeans collection under Perry Ellis America, to follow a year after the fall relaunch of the label in men's wear. Under licensing partner, Aris Industries, the jeans line will be "techno-smart" and more sophisticated. Previously, it was hip-hop inspired.

Signing up licensees to develop shoes and jewelry. The company is meeting with potential licensing partners. It plans to keep Fairbrooke Enterprises for coats, V. Fraas USA for scarves and Premier Designer Accessories for handbags.

Perry Ellis's women's business peaked in 1987, when women's products generated \$ 660 million at retail, eclipsing men's wear volume by tenfold. But Marc Jacobs's ill-fated grunge collection shown in 1992 was the last gasp for Perry Ellis women's wear. In February 1993, the firm decided to exit the manufacturing business and shut down the designer collection.

Relaunching Perry Ellis in women's had been considered for several years, under its former owner Max J. Garelick, who was president and chief executive officer at Perry Ellis International from 1994 to April of this year.

However, Garelick said he wanted to focus on reviving the label in bridge, though he had to scrap the idea after he couldn't find the right partner.

"It was a top priority of mine to develop a women's apparel license," he said. "My feeling was that unless I could find a good partner, it was better to be a zero than a minus."

Garelick said that he targeted bridge because he "wanted to create a halo effect."

"I wanted to go into women's at a higher level. I had specific ideas and those could only be translated at this price point," he said, adding that his goal was to create a collection that would have the knit jacket as the pivotal piece, with wovens accessorizing the line.

But Supreme International executives are zeroing in on better because that's the focus of the Perry Ellis men's collections. In addition, they believe better is the most viable market.

"In today's world, that is the focus of the consumer," said Zwerner. "That's the fashion taste level. That's where people spend their money. I believe in that zone of business, be it men's or women's. It competes with the specialty store, and that is where the market share has to be played."

According to retail sources, the Perry Ellis men's business has been a solid performer, with Perry Ellis Collection ranked fifth in sales of men's collections at department stores, behind mainstays Polo Ralph Lauren, Tommy Hilfiger, **Nautica** and Claiborne.

However, Perry Ellis, whose niche is in updated men's, is seeing increased competition in that area from DKNY and Kenneth Cole and is looking to "push the envelope" in fashion, according to Michael Setola, ceo and chairman of Salant, which produces the sportswear collection under license, as well as dress shirts and neckwear under the Perry Ellis Portfolio label.

For spring selling, Salant is sprucing up the collection with investment wardrobe items that reflect men's shopping patterns, Setola said.

"We are making it more relevant today. We are giving it a good shot in the arm," said Pablo de Echevarria, senior vice president of marketing at Perry Ellis International.

In relaunching Perry Ellis, company officials are betting on what they believe is a strong equity brand that they say doesn't carry any baggage.

"It has a prestigious image, and a huge amount of good will still be associated with the name," said de Echevarria. "We are taking back our rightful place."

To add some exposure, Supreme will stage a Perry Ellis men's and women's fashion fall show on Jan. 31 in Miami for press and buyers. The show, which de Echevarria describes as a "turning point" for the label, will be held at Raleigh Hotel.

As testament to Perry Ellis's staying power, de Echevarria pointed to the "overwhelming" consumer response to the company's Web site, Perryellis.com, which was launched quietly on Dec. 10. During the first week, the site received 250,000 hits, and de Echevarria estimates there will be two million hits per month. The company is studying the possibility of e-commerce.

"It's one of the strongest brands that hasn't been exploited," said Andrew Jassin, a partner at Jassin-O'Rourke Group, an apparel consulting firm. "On any level, it is a strong trademark. They can take it up to designer, hiring a known name who can give them a lot of publicity."

Reviving this or any other brand without the namesake designer does have its challenges.

Industry observers are carefully watching Bill Blass's business, since the designer announced in October his retirement from the company. His two key assistant designers -- Craig Natiello and Laura Montalban -- have left the company, and a spokeswoman for Bill Blass said a search is on for a replacement.

Natiello has joined Halston, whose own revival woes illustrate how difficult it can be to reestablish an icon label. Halston has been on a rocky road since a much-ballyhooed revival in the fall of 1997. The brand is now on its fourth owner, Neema International, which purchased the trademark earlier this month from Heller Financial. Its previous owners were Catterton and Tropic Tex International. Natiello is its third designer, following Randolph Duke and Kevan Hall.

Industry observers have blamed a too-ambitious launch by Tropic Tex International, which acquired the trademark in 1996. Aiming to build a megabrand, it produced a blitz of products -- one for the better market, the other for designer. Initially, the label did much better in the designer zone than in moderate, and Tropic Tex, whose expertise was in mass fashions, found itself in unknown terrain.

Under its latest regime, Halston aims to write a new chapter as a controlled designer-priced lifestyle sportswear and ready-to-wear licensing business.

Supreme and Kellwood executives emphasize that the revival of Perry Ellis in women's won't be another Halston story because it will be more controlled. But Lawrence Leeds, an apparel industry analyst, who

helped launch Ellis's career in 1978, is adopting a cautious stance. Leeds was president of Manhattan Industries, which established the Perry Ellis sportswear division and licensed the name for men's wear. Salant purchased Manhattan Industries in 1987, and started Perry Ellis licensed men's wear in October 1990.

"The label still has a lot of value," Leeds said. "I certainly hope that they have a good business, but it depends on the clothes, the price points and the execution of Goodman. There is quite a lot of competition out there."

Perry Ellis is entering the better women's market at a time when the zone is under attack from a slew of labels, all trying to redefine the career market.

Also for fall, Anne Klein Co. -- under its new owner, Kasper ASL -- is launching Anne Klein II in 225 doors, while Jones Apparel Group, which acquired Nine West Group in July, is coming out with a Nine West label for fall. Levi Strauss & Co. will unveil Slates for Women in 300 doors for fall. It is being designed by Janet Howard, who had been in the contemporary market.

Meanwhile, Tommy Hilfiger, which offers a better casual sportswear line, will be unveiling a career version for fall. In addition, for spring 2001, Claiborne will be producing under a licensed career line with DKNY.

Zwerner remains unfazed.

"Obviously, we look at it as competition, but also as a plus to help us prove how many opportunities there are," he said.

Kellwood's Goodman has plans to create in-store shops ranging from 800 to 1,200 square feet. The company is developing new fixtures that feature metals and stone for the brand. In the past, fixtures were in midtone wood.

The merchandise, along with the men's clothing, will be backed by a \$ 10 million ad campaign, including an outdoor and TV ad. The campaign, created by Shahid & Co., which is Perry Ellis's agency for men's wear, will be shot by Bruce Weber.

This past fall, Supreme International began turning up the heat in advertising for the brand, erecting 30 billboards in key cities around the country. In the past, outdoor advertising consisted of images on kiosks and rotaries, according to de Eschevarria.

Next year's print campaign will increase to 28 magazines, from last year's 12, he said.

Kellwood's executives believe that the line will stand out from the pack, describing the women's better collection as a group of collective items that can be mixed and matched.

"The focus is classics with a twist," said Laura Vazquez, executive vice president of design and merchandising at the new Perry Ellis division.

Along with head designer Kristiina Salminen, a former designer at Adrienne Vittadini, Vazquez dug into the Perry Ellis archives at the Costume Institute of the Metropolitan Museum of Art for inspiration for the collection.

The line will carry about 30 percent in knitwear, reflecting the designer's spirit. For example, the collection will have the designer's trademark Shetland sweaters, though in leaner silhouettes, and it will also highlight Ellis's slate blue tone.

But, as Vazquez puts it, "It's not a retrospective of Perry Ellis."

Over the past two weeks, Vazquez and her team have been showing concept boards to key retailers across

the country. The full fall collection will be previewed by retailers next month.

One retail executive, who didn't want to be named, offered kudos to the concept.

"I think they really have created a system for the working woman, with lots of layering pieces," she said, adding that she liked the color flow from one group to the next.

She noted that even though she hasn't seen the clothes, she likes how they are explaining the concept.

Kathy Bufano, executive vice president of merchandising at Macy's East, hasn't seen the boards and is taking a wait-and-see stance.

"I think there are many great brands out there. I will have to look at the line vis-a-vis the rest," she said, noting she plans to shop the line next month.

She added, "Just because we carry men's doesn't automatically mean we are going to have it in women's."

IAC-CREATE-DATE: December 30, 1999

LOAD-DATE: December 31, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Thursday, April 20, 2006 - 8:36 AM EDT



LexisNexis

[About LexisNexis](#) | [Terms & Conditions](#)

Copyright © 2006 LexisNexis, a division of Reed Elsevier Inc. All rights reserved.

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

Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



ERIC SILVERMAN LEAVES D&G TO BECOME HEAD OF SIGA GROUP; Brief Article WWD December 23, 1999

Copyright 1999 Information Access Company,
a Thomson Corporation Company;
ASAP
Copyright 1999 Fairchild Publications, Inc.
WWD

December 23, 1999

SECTION: Pg. 14 ; ISSN: 0149-5380

IAC-ACC-NO: 58388070

LENGTH: 238 words

HEADLINE: ERIC SILVERMAN LEAVES D&G TO BECOME HEAD OF SIGA GROUP; Brief Article

BODY:

NEW YORK -- Eric Silverman, president of Dolce & Gabbana's North and South American operations for three years ending this July, has left the company.

Silverman, who had been functioning as a commercial consultant at Dolce & Gabbana for the past six months, said Wednesday he will become head of The Siga Group, which distributes such brands as Samsonite Travelwear, Strenesse Gabriele Strehle, Strenesse Blue in North and South America and **Nautica** and Bugatti in Canada.

"I'm going back to being more entrepreneurial," Silverman told WWD. "We'll be doing consulting for various companies in the industry."

Silverman, 46, was a founder of Siga when it was formed in 1980. During his time at Dolce & Gabbana, he was not involved in management, but retained a stake in the firm. Siga USA is based in New York at 551 Madison Avenue.

It also has offices in Toronto and Miami.

Before joining Dolce & Gabbana, Silverman was president of Hugo Boss Fashions Inc., a subsidiary of Hugo Boss USA, for two years. Before that, he was president of Hugo Boss Canada for 13 years.

Silverman's successor has yet to be named, according to a spokesman for Dolce & Gabbana here.

At Siga, Silverman said he plans to focus on the marketing and sales of Samsonite Travelwear, a women's and men's sportswear line designed by Italian designer Neil Barrett, and develop and market other brands in North and South America.

IAC-CREATE-DATE: December 30, 1999

LOAD-DATE: December 31, 1999

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\) \(Edit Search | Suggest Terms for My Search\)](#)

Select for FOCUS™ or Delivery



NIKE TEAMS UP WITH HIGH-END EYEGLASS DEALER; [SUNRISE Edition] The Oregonian December 23, 1999

Copyright 1999 Bell & Howell Information and Learning

Business Dateline

Copyright 1999 Oregonian Publishing Company

The Oregonian

December 23, 1999

SECTION: Pg. C01

B&H-ACC-NO: 47451581

DOC-REF-NO: XORE-3647-107

LENGTH: 445 words

HEADLINE: NIKE TEAMS UP WITH HIGH-END EYEGLASS DEALER;
[SUNRISE Edition]

BODY:

Summary: The Beaverton company will distribute its sunglasses with Marchon Eyewear Inc., which sells its goods through opticians

Nike Inc. gained a new avenue for eyewear design and sales Wednesday when it announced a partnership with Marchon Eyewear Inc., an international dealer in high-end, designer-style eyeglasses.

Nike will begin distributing about five or 10 models of its nonprescription athletic sunglasses with Marchon in the spring. The Beaverton athletic shoe and apparel giant also plans to develop a line of prescription athletic glasses with Marchon that would become available in 2001.

Marchon, based in Melville, N.Y., is a private eyewear company that sells most of its glasses through opticians and medical channels. It has licensing deals with Calvin Klein, **Nautica** and Disney, among others, and targets many of its products to young adults.

Marchon also sells a line of highly flexible frames made from a patented product called Flexon, which springs back to normal shape after having been bent. Nike hopes to begin offering a Flexon option in 2001.

"You can almost completely crumple it in your hand, and it will return to its original shape," said Monica Rigali, a Nike spokeswoman. "For an athlete, the benefits are huge."

Nike introduced nonprescription sunglasses for the athletics market in 1996, but the results may have fallen below company expectations. A Nike official last year said some of the original designs were too exotic and the prices too high.

Nike's entry into the sunglasses field also drew a patent infringement suit from Oakley Inc., a larger eyewear rival. That suit is still pending in federal court.

Rigali said Nike doesn't release sales figures on individual items. In its formal accounting reports, Nike lumps eyewear into a "performance equipment" category that includes sports balls, watches, eyewear, skates and bats.

Performance equipment is the company's third and by far smallest sales category, behind shoes and apparel. Equipment sales grossed \$197.9 million for the fiscal year ending June 30. Nike's overall sales totaled \$8.78 billion.

"This deal opens a lot more doors for Nike eyewear," Rigali said. "It gets us into opticians' offices, which is one place we aren't right now."

The prescription Nike lenses could be clear or tinted. Rigali said many athletes need corrective lenses but don't want to wear contacts.

Rigali said Nike will play an active role in designing the glasses lines with Marchon and will hold the final approval on designs. Marchon operates a design center and factory in Italy. It also contracts for production with manufacturers in Japan and Hong Kong.

LOAD-DATE: March 14, 2000

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) : []
Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))
View: Full

Date/Time: Thursday, April 20, 2006 - 8:35 AM EDT

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

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/1999) and leq (12/31/1999)) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery

RETAILERS RELISH RESULTS OF STELLAR HOLIDAY SEASON; MEN'S FORMALWEAR, LUXURY GOODS AMONG TOP SELLERS FOR CHRISTMAS '99; Brief Article Daily News Record December 29, 1999

Copyright 1999 Information Access Company,
a Thomson Corporation Company;

ASAP

Copyright 1999 Fairchild Publications, Inc.
Daily News Record

December 29, 1999

SECTION: Pg. 3 ; ISSN: 1041-1119

IAC-ACC-NO: 58528637

LENGTH: 834 words

HEADLINE: RETAILERS RELISH RESULTS OF STELLAR HOLIDAY SEASON; MEN'S FORMALWEAR, LUXURY GOODS AMONG TOP SELLERS FOR CHRISTMAS '99; Brief Article

BODY:

sportswear; and woven sport shirts by Zegna.

Business was "very last minute," Rubenstein said. "The last week was really strong." He said Rubenstein's was on sale on pants, shoes and clothing, while his department store competitors were on sale just about storewide. "We feel that the customer wants fashion and quality, and price is not a driver," he said.

At James Davis, based in Memphis, Tenn., sales increased 15 to 20 percent in December over a year ago, according to Monte Stewart, general manager and men's wear buyer. Stewart said inventories are in "real good shape," except in suits and sport coats. But James Davis has marked those down 30 percent in its after-Christmas sale, which started on Monday, instead of the usual 20 percent.

Hot items included a host of knitwear, especially tops from Pronto-Uomo, Gran Sasso, Raffi and Rodin; lightweight jackets from McKenzie Tribe; robes from Polo and Haupt; a cotton jersey activewear matching top and bottom from Barry Bricken; better sportswear in general; leather and suede jackets; and fashion jackets. Stewart said the store ran out of cashmere sweaters and cardigans in merino wool and cashmere about mid-month. Tuxedos and formalwear accessories did extremely well. "We probably tripled our formalwear business in December," Stewart said.

He added that the store had fewer price promotions than usual, and they were planned. --

SOUTHWEST

DALLAS -- This year was a mixed bag for the Southwest's major retailers. For some, the season ended on a high note. For others, numbers were lower than anticipated. Still others were happy to simply break even with last year.

Neiman Marcus was happy with the increases in its men's division. "Our business was very good," said Colby McWilliams, vice-president and men's fashion director. "It's been one of the best retail seasons we've had in some time."

Shoes, sport through designer, continued as the shining star. "All aspects of that business were good," said McWilliams, who also cited strong sales of jewelry, neckwear, formal accessories and novelty gifts. Other hot spots included topcoats, formalwear and trousers, as well as goods from Ralph Lauren Purple Label and Hugo Boss.

"Sportswear was good, fueled by Zegna and Brioni, and designer is strong, fueled by Prada," said the retailer. "People seem to be spending for things that are special, exclusive and expensive."

Dallas-based Gadzooks, a specialty chain that targets teen shoppers, was also pleased with its holiday season sales. Animal prints, fleece, hoodies, and "pleather" jackets and pants continued to be strong throughout the month.

"We are very happy with the results so far," said Jerry Szczepanski, chairman and CEO.

Gadzooks had fewer markdowns and promotions this year than in years past. "The shoppers were late again this year and you have to have the patience to wait it out," said Szczepanski. "I'm glad we waited and didn't panic."

"We had a tough year last year," added the retailer. "Our business was not healthy. I can't give the numbers out yet, but let's just say I am in a lot better mood this year. Every month has shown nice increases and December doesn't look to be any different from that."

Cathy Mills, president of the men's wear division at Plano, Texas-based J.C. Penney, told DNR she was "cautiously excited" at the season's end. "The men's wear division has struggled for the entire 1999," said Mills. "The last two weeks, however, were a big surge for us and, as a result, we came out almost even to last year."

Mills noted markdowns were even with last year as well. "So it didn't cost us to break even," she said. "We even had gains in young men's and in clothing, as well as sleepwear, and sweaters, which had single-digit gains. Leather outerwear came back toward the end of the month and denim -- both Levi's and [private brand] Arizona -- had mid-single-digit gains for December. Suits and suit separates ended up with high single-digit gains."

Not all was rosy for the retailer, however. Mills reported that logoed athletic apparel, fleece and sport shirts, particularly flannel and chamois, were soft.

Dennis Abramczyk, senior vice-president and GMM for Stage Stores Inc. in Houston, was not as happy with the holiday as he had hoped.

"Men's is down a bit, while young men's is up," said Abramczyk, who oversees more than 659 Beall's, Stage and Palais Royal stores. "In fact, young men's continues to be very strong, led by designer denim collections like Tommy, Nautica Jeans, Guess, which had a terrific rebound, and Calvin, which had a nice spike at the end of the month. OP and Unionbay were also good for us."

Furnishings, neckwear and casualwear had it "a little rough," according to Abramczyk. "Men's gifts were good, however, and so were dress pants."

"This seems to have been a non-apparel year," the retailer added. "Our customers must have been upgrading their computers or spending money on home decorating."

IAC-CREATE-DATE: January 12, 2000

LOAD-DATE: January 14, 2000

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

Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

Select for FOCUS™ or Delivery



Winners and losers in 1999 The Boston Herald December 29, 1999 Wednesday

Copyright 1999 Boston Herald Inc.
The Boston Herald

December 29, 1999 Wednesday ALL EDITIONS

SECTION: ARTS & LIFE; Pg. 048

LENGTH: 746 words

HEADLINE: Winners and losers in 1999

BYLINE: By CHRISTOPHER COX

BODY:

Dumb and dumber. Yup, 1999 shaped up as a year of stupid human tricks - not even counting the Patriots' in-season escapades. Are these antics proof positive that the apocalypse is upon us - or just confirmation that the gene pool is getting mighty shallow?

You be the judge:

In an ongoing effort to become a reptile, Erik Sprague, a doctoral candidate in philosophy at the State University of New York at Albany, has had his teeth sharpened, bumps implanted in his forehead and green scales tattooed across his face and body.

Dion Rayford, a 270-pound Kansas University football player, got stuck climbing into a Taco Bell drive-thru window to demand a chalupa missing from his order.

In a naked attempt to skirt Seminole (Fla.) County's public decency ordinance, which allowed partial nudity in theatrical performances, dancers at the Club Juana performed the witch scene from Shakespeare's "Macbeth" in the buff.

Chad Alvarez, the son of Wisconsin Badgers football coach Barry Alvarez, was charged with killing a frat brother's parrot, Iago, by putting the bird in a microwave oven.

Parachuting from El Capitan to protest the Park Service's ban on dangerous BASE jumping in Yosemite National Park, retired Realtor Jan Davis fell 3,400 feet to her death when her chute failed to deploy.

As always, there were plenty of other winners and losers. Our annual scorecard:

Winners	LOSERS
Air Rage	Road Rage
Marv Albert	Boomer Esiason
"Any Given Sunday"	New England Patriots
Lance Armstrong	Tour de France

Bare Midriffs	Shania Twain
"Being John Malkovich"	John Malkovich
Jeff Bezos, amazon.com CEO	e-commerce profits
Bidis	Osama bin Laden
"The Blair Witch Project"	"The Haunting"
Rep. Mary Bono	Cher
Virginia Buckingham	Peter Blute
"Buena Vista Social Club"	Ricky Martin
George Dubya Bush	"Fortunate Son"
Capri pants	Cargo pants
Celebrex	Viagra
Celebrity funerals	Celebrity divorces
Brandi Chastain	Gidget Churchill
Chechnya	Kosovo
Columbine (Colo.) High football team	Decatur (Ill.) football games
CMGI	Microsoft
Brian Daubach	Mo Vaughn
Day trading	Stuart from Ameritrade
Dishy memoir "Million Dollar Mermaid"	Salinger parasite Joyce Maynard
Dreadlocks	Cornrows
drkoop.com	New England Journal of Medicine
East Timor	Aceh
eBay	Channel 2 auction
Family Values tour	Woodstock '99
FEMA	FBI
Fiona	Alanis
Alan Greenspan	The Euro currency
Heather Graham	Heather Kahn

"Hardball with Chris Matthews"	Matt Drudge
Philip Seymour Hoffman	Dustin Hoffman
All-Star Home Run Derby	NBA Slam Dunk Championship
Joseph Fiennes	Ralph Fiennes
Gisele, Brazillian supermodel	Ron Harris, model's egg middleman
Elian Gonzales	Rioting Cuban prisoners
Gwyneth	Brad
"I see dead people"	"Put down the chalupa"
iMac	IBM
IPOs	UFOs
Jesse	The Donald
Spike Jonez	Spike Lee
"Judging Amy"	Doctor Laura
"Juneteenth"	"True at First Light"
Andy Kaufman	Adam Sandler
Anna Kournikova	Boris Yeltsin
"Law & Order: Special Victims Unit"	"Homicide"
Lucy Liu	Wen Ho Lee
Living-wage laws	WTO
Jennifer Lopez	"West Side Story"
MCAS	Fast Lane pass
George Mallory	Mars Polar Lander
Elvis Mitchell	Janet Maslin
Nasdaq	Dow Jones
Nautica	S.S. Nauticus
Pacino	De Niro
Pedro	Roger
Paul Pierce	Antoine Walker

Pikachu	Furby
Harry Potter	"The Phantom Menace"
Protein	Carbohydrates
Python-print frocks	Pashmina scarves
Radius	Zinc
Chris Rock	Martin Lawrence
Shagging	Servicing
Southie	Seaport District
Kate Spade handbags	David Spade's "Lost & Found"
"The Sopranos"	Stephen "The Rifleman" Flemmi
Superstar retirements	Umpire "resignations"
Big Game winner Maria Grasso	The Lottery
"Roswell"	"The X-Files"
Ryder Cup	Davis Cup
Tinky Winky	Jerry Falwell
Verne Troyer	Gary Coleman
WTKK-FM	Talk magazine
WWF	WCW
"Who Wants To Be A Millionaire"	Kathie Lee
Jimmy Williams	Pete Carroll
Ted Williams	hitter.net
X Games	Juan Antonio Samaranch
"Yeah, baby!"	Britney Spears
U.S. women's soccer team	MLS
Catherine Zeta-Jones	Michael Douglas

LOAD-DATE: December 29, 1999

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [1]
 Terms: [nautica and date\(geq \(1/1/1999\) and leq \(12/31/1999\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))
 View: Full