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Proceeding/Serial No: 91177192

Filed: 12-05-2008

Title: Opposer's Notice of Reliance

Part 1 of 9

Processed by Duane Foster

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

TTAB

NAUTICA APPAREL, INC.,

Opposer,

v.

MARTANNA LLC,

Applicant.

Mark: GET NAUTI

Serial No. 78610037

Filed: April 15, 2005

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

Please take notice that Opposer, Nautica Apparel, Inc., pursuant to 37 CFR §2.122(e) is hereby noticing its reliance on various excerpts from printed publications downloaded and printed from Nexis. The excerpts are comprised of representative examples of English language third party articles from the year 2000 that reference Opposer and/or Opposer's goods and/or services.

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

The excerpts are identified in the attached summary by date, name of publication, page, and article headline. Copies of the excerpts are attached immediately following the summary.

12-05-2008

U.S. Patent & TM Off./TM Mail Rcpt Dt. #11

Dated: December 3, 2008

Respectfully submitted,

By: /Neil B. Friedman

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CERTIFICATE OF MAILING

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

Trademark Trial and Appeal Board
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Alexandria, VA 22313-1451

/Neil B. Friedman/
Neil B. Friedman

CERTIFICATE OF SERVICE

I hereby certify that a true and complete copy of the foregoing OPPOSER'S FIFTEENTH NOTICE OF RELIANCE was forwarded by first class postage pre-paid mail by

depositing the same with the U.S. Postal Service on this 3rd day of December, 2008 to the attorneys for the Applicant at the following address:

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NAUTICA APPAREL, INC.

January-March 2000 Third Party Articles

Date	Publication	Page	Headline
Winter 2000	Sports Illustrated	Where to Buy it; Pg. 216	Where to Buy It
1/6/2000	The Post-Standard	CNY; Pg. D1	Fashion misfits some teens reject the pricey "cool" clothing and wear what they want
1/8/2000	The Columbus Dispatch	Editorial & Comment, Pg. 9A	Textiles Graduates Have Made a Mark in Industry
1/11/2000	Business Times (Malaysia)	Nation; Pg. 3	Nautica focuses on success
1/15/2000	New Straits Times (Malaysia)	City diary; Pg. 11	Star-ry launch of fashion eyewear range
1/18/2000	The Sun Herald (Biloxi, MS)	Sports; Pg. D8	Moses Men's wear in Gulfport Celebrates 80 Years in a business that has become a family affair
1/20/2000	Tulsa World (Oklahoma)	N/A	Designers turn attention to men's big, tall market
1/20/2000	The Atlanta Journal and Constitution	Cherokee Extra; Pg. 5JQ	New friends help answer Pakistani teen's prayers
1/27/2000	Detroit Free Press	Features; Pg. 1D	Hudson's adds a second store at lakeside
1/28/2000	The Washington Post	Style; Pg. C02	An Industry Tiring of Tommy
2/1/2000	Sun-Sentinel	Business, Pg. 1D	Unveiling the Alterations
2/1/2000	House Beautiful	No. 2, Vol. 142; Pg. 22; ISSN: 0018-6422	Style-Beat; Brief Article
2/4/2000	Hartford Courant (Connecticut)	Life; Pg. D1	Faux Fun on 6th for 2000
2/7/2000	Star Tribune	Business; Pg. 5D	Postscript; A brief update on people and subjects we've written about recently
2/8/2000	Knight Ridder/Tribune News Service; San Jose Mercury News	Lifestyle	Menswear designers emphasize zipper frenzy, chaos of colors and clothes that stretch
2/9/2000	Knight Ridder/Tribune News Service; The Kansas City Star	Lifestyle	Fashion Week hits the streets; New York shows fuse low and high couture
2/9/2000	Charlotte Observer (North Carolina)	Main; Fashion Pop Culture*Crystal Dempsey; Pg. 2A	Coats Cover Max Azria's Intriguing Urban Mix
2/11/2000	The Virginian-Pilot (Norfolk, VA)	Daily Break, Pg. E3	Set Your Sights on Online Gifts

2/13/2000	Denver Rocky Mountain News (Colorado)	Mile Highways; Ed. Final; Pg. 45	At Ease men's wear shows blur lines between work and play
2/16/2000	The Record (Bergen County, NJ)	Your Time; Pg. Y3	A Real Ribbon Cutting
2/17/2000	New Straits Times (Malaysia)	Consider This!; Pg. 6	Stylish accessories for exquisite look
2/22/2000	CanWest Global Communications Corp.	Style; B5/Front	Boys' Toys: Luxury, sportswear and comfort highlight New York fall fashions for men
2/23/2000	The Washington Times	Part C; Metropolitan; Virginia Assembly '00; Pg. C3	Gilmore finds job opportunities to assist jobless textile workers
2/24/2000	Austin American-Statesman (Texas)	Lifestyle; Pg. E1	Feathers, Fur and leather; What will SHE wear for fall?
2/25/2000	Topeaka Capital-Journal (Kansas)	N/A	Fragrance world to add new shop
2/27/2000	Pittsburg Post-Gazette (Pennsylvania)	Lifestyle, Pg. G-14	Hurry up, Wait, Repeat 51 Times
2/27/2000	The New York Times	Section 6; Page 58; Column 1; Magazine Desk	R2 Me2
3/2000	Sports Illustrated	Your Style; Vol. 2, No. 1; Pg. 41	Sporty Spices
3/1/2000	Information access Company, a Thomson Corporation Company; The Hearst Corporation; Esquire	No. 3, Vol. 133; Pg. 172; ISSN: 0194-9539	Ensemble Style; casual men's clothing; Brief article
3/2/2000	Courier-Post (Cherry Hill, NJ)	Pg. 1	Upscale store debuts at Moorestown Mall
3/5/2000	Sunday Advocate (Baton Rouge. Louisiana	People; Pg. 7-K	Casual Comes in Many Colors
3/5/2000	The Roanoke Times (Virginia)	Virginia, Pg. A1	She gets word out to bring jobs into southside Virginia
3/6/2000	Daily Press	Business, Pg. B7, Storefront	Happy firstanniversary. Big mac Center
3/13/2000	The Toronto Star	Life	Shoestring Shopping Guide
3/17/2000	USA Today	Life; Pg. 8D	Dressed to distress in demolished denim
3/19/2000	The New York Times	Section 6; Part 2; Page 85; Column 2; Men's Fashions of the Times Magazine	The New Wave

3/20/2000	HFN The Weekly Newspaper for the Home Furnishing Network	Pg. 48	New Nautica Line to Target the Upstairs; china and apparel
3/23/2000	The Record (Kitchener-Waterloo, Ontario)	Lifestyles; Pg. B11	Men's designer clothes are bigger than ever
3/26/2000	The Clarion-Ledger (Jackson, MS)	Fashion Tab; Pg 14F	Spring Fashion 2000
3/30/2000	Richmond Times Dispatch (Virginia)	Area/State, Pg. B-1	Investing a Class-Action Effort

NAUTICA APPAREL, INC.

Apr – Jun 2000

Third Party Articles

Date	Publication	Page	Headline
4/1/2000	House Beautiful	No.4,Vol.142;pg.44	Outdoor furniture
4/4/2000	Providence Journal Bulletin (Rhode Island)	Lifebeat; pg. 14 E	Stuff
4/7/2000	South China Morning Post (Hong Kong)	People; Pg. 24	Designer has eye on future as firm rides crest of wave
4/9/2000	Bradenton Herald	Business; Pg. 1	Tale of Two Ports
4/10/2000	The Gazette (Colorado Springs)	Sports	Broncos checking out wide receivers
4/13/2000	Knoxville News Sentinel	Style; Pg. B 4	Basketful of finery
4/14/2000	The Business Journal	Vol.20;No.28;Pg.27; ISSN: 08951632	Smart Fashion
4/17/2000	The Advocate	People; Pg. 1 C	Water Wear
4/21/2000	The Dallas Morning News	House & Garden	Big names furnish mass appeal
4/23/2000	The Washington Post	Sports; Pg. D 03	Annapolis Sail Season kicks off Wednesday
4/23/2000	HFN The Weekly Newspaper for the Home Furnishing Network	Pg. 44	Pfaltzgraff launches Nautica line at Tabletop
4/25/2000	Saint Paul Pioneer Press (Minnesota)	Business; pg. 2 C	Water leak closes 3M Headquarters
4/26/200	The State (Columbia, SC)	Business; Pg. B 6	New Camden Belk Store opens for sneak preview
4/26/2000	Asbury Park Press	B; Pg. 12 B	Permits sought for new outlet mall
4/27/2000	Chicago Tribune	Business; Pg. 11; Zone: N	Nike, Adidas sue Wal-Mart, Allege Fakes
4/30/2000	Pittsburg Post Gazette	Arts & Entertainment, Pg. G 14	Babies look like a million bucks
4/30/2000	Florida Times Union (Jacksonville, FL)	Lifestyle; Pg. D 1	Cell phones giving clothing new techno touch
5/1/2000	Redbook	No.5,Vol.194;pg.126; ISSN: 0034-2106	The Beach: A cover-up story
5/1/2000	Delaney Report	No.17,vol.11;pg.3	Thinking New
5/7/2000	St. Louis Post Dispatch	Metro, Pg. C 1	Raid at flea market targets bogus goods
5/15/2000	Brandweek	284 words	Strategy: Nautica to Girls: 'Do you cool-ify'?
5/16/2000	The Capital (Annapolis)	Business; Pg. A (	
5/17/2000	Anchorage Daily News (Alaska)	Business; Pg. 1 E	Lamonts' Doors stay open
5/20/2000	The Baltimore Sun	Sports, 3 E	Again star of Star Class
5/19/2000	The Independent (London)	Sport; Pg. 25	Sailing: Walker left cursing error of judgment
5/21/2000	The San Diego Union Tribune	Real Estate; Pg. H 17	Creative license

NAUTICA APPAREL, INC.

Apr – Jun 2000

Third Party Articles

Date	Publication	Page	Headline
5/21/2000	The Miami Herald	Neighbors we; Pg. 35 W	Music event to benefit aids effort
5/21/2000	Daily Oklahoman (Oklahoma City, OK)	Oklahoma Now! Lifestyles-People-Culture-Fashion-pg.7	Fashion pool offers plenty
5/21/2000	The Augusta Chronicle	Swimsuit; pg. O 06	Buyers Guide
5/23/2000	Edmonton Journal (Alberta)	Living; Pg. E 2	Cell phone dilemma solved
5/24/2000	The Tennessean	Business; Pg. 1 E	Genesco stock soars with earnings
5/25/2000	The Miami Herald	Neighbors BC; Pg. 14MB	Hotel Books fashion show, party
6/1/2000	Esquire	No.6,Vol.133;pg.83; ISSN: 0194-9535	The Esquire Guide: Beachwear
6/2000	Childrens Business	Vol.15,no.6;pg.10; ISSN: 0884-2280	Who's that Nautica Girl?
6/7/2000	The Atlanta Journal and Constitution	Gwinnett Extra; Pg. 1 JJ	Community minded: Discover Mills announces contributions
6/8/2000	The New York Post	Late City Final; pg. 011	All for Nautica
6/8/2000	The Hollywood reporter	352 words	Actors strike gets more foundation from Unilever
6/8/2000	Hamilton Spectator	Fashion; pg. D 01	Getting into the swim of things
6/14/2000	The Times Union (Albany, NY)	Business; Pg. E 1	Clothing firms in deal
6/14/2000	Daily News Record	Pg. 4; ISSN: 1041-1119	And the nominees are...
6/15/2000	Denver Westword (Colorado)	Calendar	Fashion Statement
6/15/2000	Sun Sentinel (Ft. Lauderdale, FL)	Your Business; Pg.18	It's better to be a contrary investor
6/22/2000	The Denver Post	SCN; pg. E- 01	What's your sign?
6/26/2000	Adweek	506	Hotline
6/28/2000	The Kansas City Star	Lifestyle	Fall previews promise dressier, modern looks for men.
6/29/2000	The Virginian Pilot	Business, Pg. D 1	Ads in malls help prop slow sales
6/29/2000	Columbus Dispatch (Ohio)	News, Pg. 9 C	Couple Charged in sale of counterfeit clothes

NAUTICA APPAREL, INC.

Apr – Jun 2000

Third Party Articles

Date	Publication	Page	Headline
6/29/2000	Columbus Dispatch	News, Pg. 9 C	Couple charged in sale of counterfeit clothes
6/30/2000	USA Today	Sports; pg. 16 C	Gorge presents steep hurdles, fun

NAUTICA APPAREL, INC.

Jul – Sept 2000

Third Party Articles

Date	Publication	Page	Headline
2/2000	Sports Illustrated	We've got mail; pg. 18	We've got mail
7/1/2000	Playboy	No.7,Vol.47; pg. 93; ISSN: 0032-1478	No Bogies
7/5/2000	Tallahassee Democrat	D; Pg. D 1	Wear it Loud
7/6/2000	The Ottawa Citizen	Fashion Life; E 4	Guys: Here's how to reflect a modern style without feeling absurd
7/13/2000	Tulsa World (Oklahoma)	577 words	Men are finally stepping out in sandals
7/17/2000	Brandweek	240 words	Tie-ins: Fashiony DC Comics Go Zap!
7/19/2000	WWD	Pg.10;ISSN:0149-5380	Oxford Quarterly net up 20%
7/24/200	Global News Wire	Pg. 6	Apparel: Gazal Lands Nautica Licence
7/26/2000	WWD	Pg. 2 B; ISSN: 0149-5380	Decisions, decisions
7/29/2000	Xinhua General News Serivce	Domestic News; Economic	Feature: Cruise Travel becomes new vogue in Hong Kong
7/30/2000	Great Falls Tribune (Great Falls, MT)	Parade; Pg. 6 P	Hot fall fashions scream, 'I gotta be me'
8/2/2000	Iowa City Press-Citizen	Business; Pg. 8 A	Goodfellaz opens
8/3/2000	Business Wire	Business Editors/Internet Writers	Snowball.com hosts two online contests
8/4/2000	The Post and Courier	D, Pg. 1	Dress Code
8/7/2000	DNR	Vol.30,No.92;Pg.2; ISSN: 1041-1119	Nautica Europe projects sales of $50M by 2003
8/7/2000	Crain's Chicago Business	Pg. 3	Decking out the diaper set
8/8/2000	Sun Sentinel (Fort Lauderdale)	Lifestyle; Pg. 1 E	What are the coolest kids wearing this fall?
8/12/2000	St. Louis Post Dispatch (Missouri)	Lifestyle; pg. 6	Calendar
8/15/2000	Birmingham News (Alabama)	Lifestyle	Funky fall denim classic takes a twist in time for school
8/17/2000	WWD	Pg.11;ISSN:0149-5380	Sportswear looks make a splash
8/23/2000	The San Francisco Chronicle	Home; Pg. 1/Z1	Fashion to Furniture
8/26/2000	Daily News (New York)	News; Pg. 21	Weekend in New York
8/31/2000	Seattle Post Intelligencer	Business, pg. D 1	27 Gottschalks open today
9/2000	Texas Monthly	Features; Getting Face Time; Pg. 159	Shannon Elizabeth
9/1/2000	The Hollywood Reporter	943 words	This week today
9/1/2000	Children's Business	No.9,Vol.15;Pg.32; ISSN: 0884-2280	Small Talk

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Jul – Sept 2000

Third Party Articles

Date	Publication	Page	Headline
9/3/2000	The Miami Herald	Neighbors We; Pg. 23W	Ford Scouts seek 20 New Models
9/5/2000	Asbury Press	D; Pg. 1 D	Go back to class in style
9/11/2000	Daily New Record	Pg.5;ISSN:10410-1119	Nautica sails across the pond
9/12/2000	The New York Times	Sect.B;Pg.11; Col.1; Style Desk; Fashion Page	Fashion Week: one for the money, two for the show
9/15/2000	Daily News Record	Pg.3;ISSN:1041-1119	Starside at shows
9/15/2000	Chicago Sun Times	Features; Pg. 43	A sharp dressed man
9/16/2000	Hartford Courant (Connecticut)	Life: pg. D 1	Cast away your cares in style
9/17/2000	Gulf News	366 words	Business News
9/18/2000	Newsday	Part II; Pg. B 02	He's not just a reader
9/18/2000	Los Angeles Times	Southern California Living; Part E; Pg.1; View Desk	Spring 2001New York Collections
9/19/2000	The Houston chronicle	Houston; Pg. 1	Dressing up
9/21/2000	The Kansas City Star	Lifestyle	Fashion week brings out designers' playful side
9/2/32000	Tampa Tribune	South Tampa; pg. 1	General Store
9/23/2000	Pg. 17	Pg. 17	Tasty extension opened at store
9/24/2000	The Capital (Annapolis, MD)	Business; Pg. B 1	Retailers reinvent themselves
9/26/2000	Los Angeles Times	Southern California Living; Part E; Pg. 2; View Desk	Ideas, trends, style and buzz
9/27/2000	Hartford Courant (Connecticut)	Life; Pg. D 3	Men's Fashion: Easing into spring
9/28/2000	Chattanooga Times Free Press (Tennessee)	Lifestyle: Pg. E 6	On Tap Today

NAUTICA APPAREL, INC.

Oct – Dec 2000

Third Party Articles

Date	Publication	Page	Headline
10/1/2000	Playboy	Section: No.10, Vol. 47; pg 168	WHERE & HOW TO BUY
10/1/2000	Cosmopolitan	Section: No.4, Vol. 229; pg. 102	Mad About Mila; Milla Jovovich
10/4/2000	AsianWeek	Section: Vol. 22; No. 6; pg.14	Downtown Funky in New York, New York
10/6/2000	Evening News (Edinburgh)	Section: Business; Pg. 1	UNILEVER IN ARDEN SALE
10/12/2000	The Capital (Annapolis, MD)	Section: sports; pg. D5	Americans did well in Sydney
10/13/2000	Daily News Record	Section: Pg. 4	SUNDAY STYLE GUIDE:FUMBLE-FREE FASHION; FOOTBALL'S A CASUAL PASTIME, BUT THE BOYS IN THE BOOTH ARE LOOKING BETTER AND BETTER.
10/21/2000	Tampa Tribune (Florida)	Section:BRANDON, Pg. 5	MacDill BX where military shop, talk
10/27/2000	Knoxville News-Sentinel (Tennessee)	SECTION: Business; Pg. B1	Charge raised for MCI directory
10/28/2000	The New York Post	SECTION; All Editions; Pg. 021	ARDEN, TAYLOR BRANDS SALE
10/30/2000	Newsday	SECTION; NEWS; Page A03	
10/31/2000	The San Francisco Chronicle	SECTION: DAILY DATEBOOK; Pg. B7	From Runway to Dance Floor
10/31/2000	Chattanooga Times Free Press (Tennessee)	SECTION: LIFESTYLE; Pg. E6	On tap today
11/1/2000	Esquire	SECTION: No. 5 Vol. 134; pg. 164	DEMOCRACY in AMERICA; clothing worn by political convention attendees
11/1/2000	Cosmopolitan	SECTION:No. 5, Vol. 229; Pg. 86	Livin'la Vida Lopez; jewelry
11/1/2000	Children's Business	SECTION: No. 11, Vol. 15; Pg. 16	FOR HER
11/3/2000	Retail Week	SECTION: Pg. 4	**Nautica** focuses on menswear in first UK outlet
11/4/2000	The Wichita Eagle	SECTION: Home & Garden	FURNITURE FOCUSES ON TRADITIONAL ENGLISH LOOK;FIVE MAJOR MANUFACTURERS UNVEIL THEIR COLLECTIONS AT THE FURNISHINGS MARKET
11/7/2000	The Christchurch Press	SECTION: Pg. 38	FEATURES IN THE SHADE
11/09/2000	The Houston Chronicle	SECTION: FASHION; Pg. 1	Contemporary design recalls movie glamour
11/10/2000	The Miami Herald	SECTION:STREET; Pg. 48MS	DO IT FRIDAY NOVEMBER 10

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Oct – Dec 2000

Third Party Articles

Date	Publication	Page	Headline
11/13/2000	Newsweek	SECTION: ASIA; Pg. 44	Destination Shoppers
11/16/2000	Sun-Sentinel (Fort Lauderdale, FL)	SECTION: LIFESTYLE, Pg. 1E	ORANGE BLOSSOMS
11/19/2000	Pittsburgh Post-Gazette (Pennsylvania)	SECTION: ARTS & ENTERTAINMENT, Pg. G-14	NO HEADLINE
11/21/2000	The Record (Bergen County, NJ)	SECTION: YOUR TIME; Pg Y1	EARLY BIRDS GET THE BEST BUY
11/26/2000	Las Vegas Review-Journal (Nevada)	SECTION: J; Pg. 1J	SMELL TEST: Following the Scent
11/26/2000	The Atlanta Journal and Constitution	SECTION: Dixie Living; Pg. 8M	Style: SHOP TALK; Gen-now;
11/27/2000	Fortune	SECTION: FORTUNE ADVISOR/PERSONAL FORTUNE; Pg. 348	Meet John Varvatos
11/27/2000	Footwear News	SECTION: Pg. 7	CANDIE'S RIGHT ON TIME
11/30/2000	WWD	SECTION: Pg.11	DENIM DISH; Olah Inc.'s Denim Survival Guide
12/1/2000	Redbook	SECTION: No. 6, Vol.195; pg.57	4 flaw-fixing dresses
12/2/2000	Cosmopolitan	SECTION:No. 6, Vol. 229; Pg. 252	The Best Beauty Loot to Wrap or Receive; selection of cosmetics and accessories for gift-giving
12/4/2000	Maclean's	SECTION:ADVERTISING SUPPLEMENT; Pg S14	Here's what's new and noteworthy
12/8/2000	WWD	SECTION: Pg. 1	PRESTIGE FRAGRANCE SALES SOFTEN, BUT STORES SEE YULE RALLY
12/10/2000	Calgary Sun	SECTION: LIFESTYLE, Pg. 54	WHEN THE COLD WINDS HOWL AND THE NIGHTS TURN LONG.....
12/14/2000	Business Wire	DISTRIBUTION: Business Editors	Unilever Cosmetics International Announces New Board-Level Executive Structure to Support Its Rapid Expansion
12/15/2000	Nashville Business Journal	SECTION: Vol. 16, No. 51; pg 3	Genesco pulls rebound targeting youth, urban markets
12/16/2000	The Dallas Morning News	SECTION: BUSINESS; Pg. 1F	SHOPPING HAUL
12/19/2000	The San Francisco Chronicle	SECTION: DAILY DATEBOOK; Pg. E7	PERFUME IS SEXY AGAIN
12/19/2000	CNN INTERNATIONAL	SECTION: NEWS;INTERNATIONAL	European Luxury Goods Group LVMH Buys U.S. Designer Donna Karan
12/20/2000	The Boston Globe	SECTION: LIVING; Pg F7	GOING PLACES/KITTERY AND FREEPORT, MAINE; OUTLET TOWNS GREAT FOR SHOPPERS
12/26/2000	Turkish Daily News		ONE LINE IN THE NEWS
12/28/2000	Chattanooga Times Free Press (Tennessee)	SECTION: LIFESTYLE; Pg. E2	On tap today
12/29/2000	The Times of India		JEANS IS ON THE COMBACK TRAIL
12/30/2000	Manila Bulletin	SECTION: Pg. NA	Garment firms assured of gov't support

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Where to Buy It Sports Illustrated

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Sports Illustrated

Winter, 2000

SECTION: ;WHERE TO BUY IT; Pg. 216

LENGTH: 1860 words

HEADLINE: Where to Buy It

BYLINE: Produced By Diane Smith, Assistant Editors M.J. Figel And Jennifer Stern

BODY:
LET'S GET PACIFIC

Pages 15-17: swimsuit by Bluepoint, at Everything But Water, www.everythingbutwater.com, 888-796-6661, at Canyon Beachwear, 800-863-6681, and at Jacobson's, 800-635-4770; board by Strong Current Hawaii, www.strongcurrenthawaii.com, 808-637-3406. Page 18: (top to bottom) swimsuit by Onda de Mar, www.ondademar.com, at Bikini Jungle, 305-672-8074, at Bikini Shop, 202-331-8372, and at Barely Visible Bikinis, 770-319-9033; swimsuit by La Blanca, 800-BUY-SWIM, at Everything But Water, www.everythingbutwater.com, 888-796-6661; swimsuit by Delfina, at Canyon Beachwear, 800-863-6681, at Saks Fifth Avenue, and at Bergdorf Goodman. Page 20: (top, right) swimsuit by Roxy Quiksilver, 800-576-4004, at Boardriders Clubs and surf shops nationwide; (bottom, left) swimsuit by Roxy Quiksilver, 800-576-4004, at Boardriders Clubs nationwide; jeans by **Nautica;** (bottom, right) swimsuit by Roxy Quiksilver, 800-576-4004, at Boardriders Clubs nationwide.

SNAKE IN THE GARDEN

Pages 34-35: swimsuit by Gottex, 800-225-SWIM ext. 15, at Jerrie Shop, New York City, and at Daytons. Pages 36-37: swimsuit by Calvin Klein, at Everything But Water, www.everythingbutwater.com, 888-796-6661. Pages 38-39: swimsuit by Domani, at Bellagio, Las Vegas, 702-693-7925, at Canyon Beachwear, 800-863-6681, and at Bergdorf Goodman, New York City. Page 40: swimsuit by OP, at Everything But Water, www.everythingbutwater.com, 888-796-6661, and at Rich's Lazrus, New York City and California. Page 41: swimsuit by Delfina, at Canyon Beachwear, 800-863-6681, at Bergdorf Goodman, New York City, and at Saks Fifth Avenue, New York City. Pages 42-43: swimsuit by Domani, at Canyon Beachwear, 800-863-6681, at Bergdorf Goodman, New York City, and at Everything But Water, 888-796-6661. Page 44: swimsuit by Joelynian, at Barneys New York, at Karina Zabete, New York City, and at Theodore, Los Angeles. Page 46: swimsuit by Rosa Ferrer, at Jerrie Shop, New York City, and at Swimwear Collection, Boca Raton, Fla. Page 50: swimsuit by Bazar de Christian Lacroix, Christian Lacroix boutiques, and at Saks Fifth Avenue. Page 52: swimsuit by Rosa Ferrer, at Saks Fifth Avenue and Great Shapes, New York City. Page 53: swimsuit by Bluepoint, at Everything But Water, www.everythingbutwater.com, 888-796-6661, at Canyon Beachwear, www.canyonbeachwear.com, 800-863-6681, and at Jacobson's, www.jacobsons.com, 800-635-4770. Page 56: swimsuit by Salinas, Brazil, at La Jolla, Calif., 858-551-3845. Page 57: swimsuit by Gottex, 800-225-SWIM ext. 26. Page 58: swimsuit by Ralph Lauren Swimwear.

ROOM & BOARD

Pages 60-61: swimsuit by Keny, at www.swimsuit-keny.com. Pages 62-63: swimsuit top by Roxy

Quiksilver, 800-576-4004, at Boardriders Clubs; swimsuit bottom by Xcel Wetsuits, 800-637-9235. Pages 64-65: swimsuit by Speedo, www.speedo.com, 800-5-SPEEDO, at Speedo Authentic Fitness stores nationwide. Pages 66-67: swimsuit by Mossimo, at Everything But Water, 888-796-6661, at Just Add Water, 800-969-9283, and at Gone Bananas, 585-488-4900; board by Strong Current Hawaii, www.strongcurrenthawaii.com, 808-637-3406. Pages 68-69: swimsuit by Ritchie Swimwear, at Ritchie Swimwear of Miami, www.ritchieswimwear.com, 800-220-SWIMO, and at Everything But Water, 888-796-6661. Page 70: swimsuit by CHAIKEN, at Barneys New York, at Big Drop, New York City, and at Tracey Ross, Los Angeles. Page 71: swimsuit by Plein Sud, at Plein Sud, New York City, 212-431-8800, Plein Sud at Adventura Mall, Adventura, Fla.; hat by Stussy, at Stussy Store, New York City, Los Angeles and London. Page 72: swimsuit by Calvin Klein Swimwear; board by Strong Current Hawaii, www.strongcurrenthawaii.com, 808-637-3406. Page 74: swimsuit by Calvin Klein Swimwear, at Saks Fifth Avenue, and at Swim N Sport, Florida; jewelry by Melissa Beatty Designs, 212-679-4348, at Gallery of Accessories, 502-753-3913. Page 76: swimsuit by OMO Norma Kamali, www.omo-norma-kamali.com, 800-8-KAMALI. Page 78: wet suit by Roxy by Quiksilver, 800-576-4004, at Boardriders Clubs nationwide, and at surf shops nationwide; thong by Gia V, www.gia-v.com, 888-708-4943; board by Hawaiian Island Creations, www.hicsurfshop.com, at Hawaiian Island Creations, Ala Moana Shopping Center, Honolulu, 808-973-6780, and at Hawaiian Island Creations, Honolulu, 808-971-6715.

TUBULAR BELLE

Pages 82-89: swimsuit by Roxy Quiksilver, 800-576-4004; boardshorts by Quiksilver, at Boardriders Clubs nationwide.

DEPTH CHARGES

Pages 90-91: swimsuit by Jamaican Style, at Diane's, 310-224-1900, at Tilly's, 949-475-5599, and at Ron Jons, 321-799-8802. Page 93: swimsuit by Jean Paul Gaultier, at Bellagio, Las Vegas; hat by Patricia Underwood. Pages 94-95: swimsuit by Free by Gottex, 800-223-SWIM ext. 13. Page 96: swimsuit by Free by Gottex, 800-225-SWIM ext. 17, at Bloomingdales, New York City, 212-705-2000, and at Neiman Marcus, Dallas, 214-363-8311. Page 98: swimsuit by Moschino Mare, at Jerrie Shop, Woodbury Village, N.Y., and at Neiman Marcus, select stores nationwide. Page 99: bottom by Athena Collection, at Dillards and at Foley's, 800-766-8466. Page 102: bottom by INCA for Stephanie Hirsch, at Katia, 713-621-1817, and at Georgiana, 516-569-0786. Page 106: swimsuit by Liza Bruce, at Liza Bruce, New York City, London and Los Angeles, 323-655-5012. Page 109: swimsuit by Randolph Duke Swim Couture, at Randolph Duke Designs, 212-768-1730. Pages 110-111: swimsuit by Moonsplash Swim, at Moonsplash Swimwear, 305-234-5656, at Atlanta Beachwear, 404-239-0612, and at Bikini Splash, 301-277-8939. Page 112: swimsuit by Alberta Ferretti, at California Sunshine, Shrewsbury, N.J., 732-450-0550, at Bikini Jungle, Miami, and at Waterlilies, Mill Valley, Calif.

MODEL BEHAVIOR

Pages 124 and 139: swimsuit by Plein Sud, at Plein Sud, New York City, 212-431-8800, at Untitled, New York City, and at Saks Fifth Avenue. Page 126: swimsuit by Gottex, 800-225-SWIM ext. 16; shoes by Stuart Weitzman, at Stuart Weitzman, New York City; pendant by Honora, 888-2HONORA, www.honora.com, and at Jacobson's, 800-635-4770. Pages 127: swimsuit by Plein Sud, at Plein Sud, New York City, 212-431-8800, at Saks Fifth Avenue and at Barneys New York; shoes by Stuart Weitzman, at Stuart Weitzman, New York City and Chicago. Page 130: swimsuit by Plein Sud, at Plein Sud, New York City, 212-431-8800, at Plein Sud, Los Angeles and Florida. Page 132: swimsuit by Sauvage Swimwear, 858-514-8229, at Everything But Water, www.everythingbutwater.com, 407-351-4069, at Gone Bananas, 858-888-8200; pendant by Honora, www.honora.com, 888-2HONORA, at Jacobson's, 800-635-4770. Page 134: swimsuit by Sauvage Swimwear, 858-514-8229, at See the Sun, Fort Lauderdale, 954-779-2651; shoes by Andre Assous Collection, at Lori's Designer Shoe, Chicago, 312-281-5655, at Monkees of the Village, Winston-Salem, N.C., 336-722-4600, and at Knuth Shoes, Pepper Pike, Ohio, 216-831-9606. Page 138: swimsuit by Randolph Duke, at ULTIMO, Chicago and Dallas.

MAUI WOWEE

Pages 156-157: swimsuit by Delfina swimwear, at Canyon Beachwear, Los Angeles, 800-863-6681, at Bergdorf Goodman, New York City, and at Saks Fifth Avenue, New York City; shoes by SAYAN, at Dia Viola, Los Angeles, and at Otto Tootsi Plohound, New York City, 877-62-SAYAN. Pages 158-159: swimsuit by Norma Kamali, www.omo-norma-kamali.com, at OMO Norma Kamali, New York City, 800-8-KAMALI. Pages 160-161: swimsuit by Chanel, at Chanel boutiques and Nordstroms, selected stores. Pages 162-163: swimsuit by INCA by Stephanie Hirsch, www.incabag.com, at Neiman Marcus, selected stores. Pages 164-165: swimsuit by Letarte, at Canyon Beachwear, 800-863-6681, and at Barneys New York. Page 166: swimsuit by Perth Amboy, TG-170, New York City, 212-995-8660. Page 167: swimsuit by Rosa Cha, www.rosacha.com, 888-ROSA-CHA, at Barneys New York. Page 168: swimsuit by INCA by Stephanie Hirsch, www.incabag.com. Page 170: swimsuit by Macarena Gutierrez, at Saks Fifth Avenue, New York City, at Pesca Boutique, New York City, 212-980-1901, and at Jerrie Shop, Cedarhurst, N.Y., 516-569-1144. Page 172: swimsuit by Gottex, 800-225-SWIM ext. 14. Page 174: top by Only Hearts, at Only Hearts, New York City and Santa Monica, Calif., and at How Near Heaven, Cornelius, N.C.; bottom by Cole of California, 800-770-6858, at Lord & Taylor, New York City, 800-223-7440. Page 176: swimsuit by Malia Mills, at Malia Mills, New York City and Los Angeles, www.maliamills.com, 800-685-3479.

RETRO FIT

Pages 178-191: All swimsuits are courtesy of William Doyle Galleries, New York City, and are not for sale.

LAS HORIZONS

Pages 192-193: swimsuit by Perth Amboy, TG-170, New York City, 212-995-8660. Pages 194-195: swimsuit by Macarena Gutierrez, at Jerrie Shop, Cedarhurst, N.Y., 516-569-1144, at Pesca Shop, New York City, 212-980-1901, and at Saks Fifth Avenue. Pages 196-197: swimsuit by Macarena Gutierrez, at Jerrie Shop, Cedarhurst, N.Y., 516-569-1144, at Pesca Shop, New York City, 212-980-1901, and at Saks Fifth Avenue; iBook by Apple, www.apple.com, 800-538-9696. Page 198: swimsuit by Studio by Donne, at Capri at Bellagio, Las Vegas, 702-693-7925, at Everything But Water, www.everythingbutwater.com, 888-796-6661, and at Flash Swimwear, 305-867-4022; Whale Ride-On by Intex Recreation Corp., at retailers nationwide. Page 199: swimsuit by INCA by Stephanie Hirsch, www.incabag.com, at Barneys New York, and at Neiman Marcus. Pages 200-201: swimsuit by Rosa Cha, www.rosacha.com, 888-ROSA-CHA, at Canyon Beachwear, 800-863-6681, and at Language, New York City, 212-431-5566. Page 202: swimsuit by Charles Chang-Lima, at Stanley Korshak, 214-871-3600, at Barneys New York, and at Gitobet, 201-541-7330. Page 204: swimsuit by Plein Sud, at Plein Sud, New York City, 212-431-8800, at Plein Sud at Adventura Mall, Adventura, Fla. Page 206: swimsuit by Artesania by Keith Meri, www.artesaniainc.com, 973-292-3435, fax 973-292-3535; necklace by Ayala Bar for IsArt, LLC, at IsArt, 888-984-7278. Page 208: swimsuit by Ralph Lauren Swimwear, at Neiman Marcus and Saks Fifth Avenue; belt by Len Wood's Indian Territory Inc., www.indianterritory.com, 800-579-0860, 949-497-5747. Page 210: swimsuit by Girl Star Swim, at Ron Jon Surf Shop, 714-769-4573, at Everything But Water, 888-796-6661, and at Molly Browns, 949-673-9004; sarong by Salinas for Pisces, 858-551-3844. Pages 212-213: swimsuit by Rygy for Vix Swimwear, www.vixswimwear.com, 800-881-5868, at Diane's, 310-224-1900. Page 214: swimsuit by Rosa Cha, www.rosacha.com, 888-ROSA-CHA, at Bergdorf Goodman, 800-218-4918, and at California Sunshine, Brooklyn, N.Y., 718-376-0700.

WHERE TO BUY IT

Pages 216-217: swimsuit by Lisa Curran Swim, www.lisacurranswim.com, at Everything But Water, www.everythingbutwater.com, 888-796-6661, and at Canyon Beachwear, 800-863-6681.

ACCOMMODATIONS

SNAKE IN THE GARDEN: PANGOR LAUT RESORT IN PANGOR LAUT, MALAYSIA, 877-757-5288. ROOM & BOARD: HILTON TURTLE BAY GOLF & TENNIS RESORT IN OAHU, HAWAII, 800-HILTONS. DEPTH CHARGES: HOTEL VILLA DEL SOL IN ZIHAUTANEJO, MEXICO, 888-389-2645. MAUI WOWEE: HOTEL HANA MAUI IN MAUI, HAWAII, 800-321-HANA. LAS HORIZONS: LAS ALAMANDAS RESORT IN JALISCO, MEXICO, 888-882-

9616.

GRAPHIC: COLOR PHOTO: ROBERT ERDMANN, DANIELA SWIMSUIT BY Lisa Curran Swim ($ 120) MAKEUP BY Ashley Ward for The Wall Group HAIR BY Kevin Murphy for Kusco Murphy at Artists Group Management

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FASHION MISFITS SOME TEENS REJECT THE PRICEY 'COOL' CLOTHING AND WEAR WHAT THEY WANT The Post-Standard (Syracuse, NY) January 6, 2000 Thursday Final Edition

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The Post-Standard

The Post-Standard (Syracuse, NY)

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HEADLINE: FASHION MISFITS SOME TEENS REJECT THE PRICEY 'COOL' CLOTHING AND WEAR WHAT THEY WANT

BYLINE: Jeanne Albanese Staff writer

BODY:

On her first day in a new school, Becky Hooper felt stares and heard whispers.

Dressed in stretch jeans, a dress shirt and sneakers, she stood out from the crowd. She knew her clothes caused the other girls to snicker.

She left, in tears.

That night, Hooper's mom took her shopping to cheer her up. Desperate to fit in, Hooper spent $75 - more than she could afford - on baggy pants and a Tommy Hilfiger shirt.

The next day the same girls who snubbed her invited her into their group. She thought she wanted to be like them.

Soon they tried to get her to smoke pot. They egged her into skipping school with them, and she got in trouble.

"When I got home, I told my mom I wanted to be myself," says Hooper, a LaFayette senior who studies fashion technology at Central Tech. "They weren't really what I wanted to be."

Hooper ditched the expensive clothes. Now she shops at Wal-Mart and doesn't care what anyone thinks.

"I think it's stupid," she says. "You should like somebody for who they are, not what they're wearing."

But for many teens, clothes are the first clue to determining who's cool.

According to the Rand Youth Poll, teen-agers spent a record $105.1 billion in 1998, and girls spent the biggest chunk of their change on clothing. Teens say friends and peers influence those fashion purchases more than anything else. (According to Opinion Research Corp., in a survey conducted for Marshall's stores, 63 percent of teens say friends are the biggest influence on what they buy.)

Central New York teens admit they judge one another on appearances long before getting to know the person inside those FUBU jeans or that Kmart special sweat shirt.

Many also admit to dressing to fit in at some point in their lives, and they recognize the burden that young people place upon each other to look good. They wouldn't dare shop at Wal-Mart for anything more than socks or underwear. Teens who stand out from the crowd of tech vests and khakis are often excluded, picked on or beaten up.

"You could be the ugliest, stankest, dirtiest person in the world," says Subira Dunn, a senior at Corcoran and also a fashion student, "but be the nicest, sweetest and most generous, and nobody would care."

Vernon-Verona-Sherrill teacher Maureen Cavanagh says fitting in with peers ranks high on teens' priority lists. Clothing opens the door.

"Unfortunately, they'll just think a kid is cool if they see them wearing something cool," says Cavanagh, the school's reading specialist. "They don't (consciously) say, "That's a cool shirt, therefore he's cool.' Because advertising presents kids who wear certain things as cool, they'll see a kid dressed a certain way and think that's a cool way to be."

And if someone doesn't project the right image, teens make fun of one another.

"That's a definite," says Corcoran junior Shane Cox. "I do it."

Cox, 16, says he doesn't put up with bad dressers, unless they're his friends.

"Usually I judge by the way it looks," says Cox, wearing an Esco baseball shirt and jeans. "If it looks messed up, they're just gone."

Tyisha Gaines, a junior at Nottingham, says a boy there came in one day with "Avirex," a brand of urban sportswear popular in the hip-hop community, written in marker on his shirt. Kids laughed in his face.

But if it's a crime to look bad, it's a sin to look too good.

Henninger senior and fashion student Aryn Jackson, 18, often dresses to the nines in **Nautica** or Tommy Hilfiger clothes. She wears skirts and heels to school and has her long hair and nails done to perfection. In school, she says she has few friends.

"Most of the girls in school don't like me," she says, "(because of) the way I dress and the way I walk. They don't know me. They judge me because of the way I look and dress."

Pam Baldini-Dittman, who teaches fashion technology at Central Tech, sees fashion as a means for teens to express themselves. It's also a measuring stick used to size one another up.

"Dress is terribly important to teen-agers," Baldini-Dittman says.

Despite the uniform image portrayed in Old Navy or Gap ads, many teens say they don't want to look alike.

Kallie MacDonald, a junior at Baldwinsville, says in junior high she used to consider what others would think of an outfit before she bought it. Not anymore. Now she sports a mixture of vintage and mainstream clothes. She hates when someone buys something only she had.

Corcoran senior Jamie Carter used to follow the crowd blindly, too. She wore conservative, preppy clothes even though she didn't really like them, and she had long hair. About a year ago she cut her hair and radically changed her look. With spiky hair with blond streaks, a wrist full of plastic bracelets, jeans and chunky shoes, kids at first called her a freak.

"I'm just being myself finally," she says.

Jeff Hugunine, a senior at V-V-S, used to wear greasy, dirty jeans, band T-shirts, flannels and a grimy baseball cap. Even his friends describe him as a dirtball.

When he turned 18 he inherited money from his father, who died when he was little. He ditched the Kmart flannels for fleeces from Aeropostale and Abercrombie & Fitch. He bought a $75 pair of pants from Abercrombie just because he had never seen pants that expensive.

"I've always wanted to dress this way," he says. "I never had the money."

Young people at several schools agree that many teens wear expensive brands such as Abercrombie just because of the name. Many kids who can't afford it hate Abercrombie because of that. Still, many admit if they could afford to pay $50 for a T-shirt, they'd shop there, too.

MacDonald thinks Abercrombie is overpriced and ridiculous. But after she saw Lauryn Hill, her favorite recording artist, wearing an Abercrombie T-shirt, she had to have it. She couldn't afford it, but then she got two for her birthday.

Basim Salaam admits he dresses to impress.

Salaam, a senior at Fowler, wears all brand names. **Nautica,** Polo, FUBU, Ecko - anything but Tommy. He has Timberland boots in green, red, butter and tan to match his outfits. Looking good makes him feel good. Why does he wear what he wears?

"To look cool," he says. "For the world, everybody."

Emily Murray, a junior at Corcoran, says she just feels better when she looks good. She estimates that she spends about 75 percent of her $116 weekly paycheck on clothes.

"In my group, we're trying to impress the girls more than the guys because the girls are the ones opening their mouths," says Murray, wearing a ribbed sweater, black flare pants and heels.

On Friday nights, Murray wouldn't dare show up at a party wearing the same clothes she wore to school that day. When a hot new item comes out, she wants to be the first one wearing it, and she wants others to notice that she had it first. Earlier this year, she paid $73 for a mohair sweater she and her friends admired at Express. Murray admits the sweater wasn't worth it, but when she wore it to school, everyone fussed over her.

"I had my moment," she says. "That $73 was worth my moment. I was so happy, you can't understand. It was a great feeling."

What's the look?

Not much has changed on the teen fashion scene since fall. Cargo pants, pockets and vests are still the rage.

In the spring, look for girls to sport nylon pants and shirts, crocheted sweaters, Capri pants in all lengths and clothes with a Middle Eastern influence, according to Vanessa Giancamilli, communications specialist for Kmart fashion. Woven, mesh, tube, backless and halter tops and tops with 10-inch sleeves and synthetic skin prints, such as pony, cheetah and python, also will be hot. Look for embroidery on everything and the hippie chick look to be in fashion.

Boys will continue to wear cargos, this time in nylon, shorts and drawstring pants. Backpacks will stay popular, as well as baseball hats and fisherman hats. T-shirts will be a staple, possibly in prints, as will long-sleeved Ts with stripes and patterns, according to Frank Buscemi, a communication specialist for

men's fashion at Kmart.

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GRAPHIC: PHOTO; John Berry /Staff photographer; JEFF HUGUNINE, 18, of Verona can wear the clothes he always wanted to; wear (above) after an inheritance made them more affordable. Below, he; shows the style he used to wear: flannel shirts, ball cap and greasy; jeans. Even his friends described him as a dirtball. Color.; Suzanne Dunn /Staff photographer; KALLIE MacDONALD (left) and Tyisha Gaines, students in Central Tech's; fashion technology class, show off their socks. Gaines says kids roll; up their pants to show off the labels. Color.; Tim Reese/Staff photographer; EMILY MURRAY, a fashion technology student at Central Tech, paid $73; for this sweater just to impress her peers. Color.; Tim Reese/Staff Photographer; JAMIE CARTER, a member of Central Tech's fashion technology class,; models her new funky look. She stripped off her preppy uniform to be; true to herself. Color.; Suzanne Dunn/Staff photographer; BASIM SALAAM, a senior at Fowler High School, has no qualms about why; he dresses the way he does. "To look cool," he says. "For the world; everybody." He wears all brand names, and has Timberland boots in; green, red, butter and tan.

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TEXTILES GRADUATES HAVE MADE A MARK IN INDUSTRY Columbus Dispatch (Ohio) January 8,2000, Saturday

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Columbus Dispatch (Ohio)

January 8,2000, Saturday

SECTION: EDITORIAL & COMMENT, Pg. 9A

LENGTH: 702 words

HEADLINE: TEXTILES GRADUATES HAVE MADE A MARK IN INDUSTRY

BODY:
Success in retailing is largely because of a retailer's ability to provide appropriate merchandise for its customers. Dispatch Business Reporter Debbie Gebolys' recent article "A tale of retail" covered interesting aspects of the history of retailing in Columbus. It seems an appropriate time to highlight how graduates in textiles and clothing at Ohio State University have contributed since 1927 to the success of fashion retailing in Columbus, as well as nationwide.

This program, part of the Department of Consumer [illegible] OSU's College of Human Ecology, typically enrolls 250 to 300 undergradua[illegible] have contributed to the success of retailers such as The Union, Madison's, [illegible] O'Neil's in Akron; Elder-Beerman in Dayton and the May Company in Cleve[illegible]

start 3rd one down

Our alumni are integral to the success of central Oh[illegible] press, Lane Bryant, Structure, Victoria's Secret, Lerner NY, Abercrombie[illegible] lauer, Spiegel and The Longaberger Co., through positions in buying, desig[illegible] urance and management.

after The Post Standard

Additionally, our alumni are contributing to the intern[illegible] r, Macy's, Neiman Marcus, Marshall Field's, Bloomingdale's, Liz Claiborne, Prada, [illegible] ex, Land's End, Esprit, **Nautica,** Calvin Klein, Armani and many others.

The contributions that our alumni make to these businesses stem from their optional courses in fashion and interiors merchandising or product development and evaluation. In these courses, our students gain a comprehensive understanding of textile and apparel products, the people who buy and use them and the processes by which the products and people are brought together.

Major coursework focuses on fashion merchandising, strategic merchandise planning, fashion-trend analysis, ready-to- wear analysis, aesthetics and design, computer-aided design, social-psychological-cultural aspects of dress, international trade, historic costume and textile science. In the 1940s, the department pioneered a required fieldwork experience for all majors. That requirement is maintained today, and all students intern with fashion retail and design firms.

Our students' education also is enhanced by departmental resources that include the Michelle Lynn Dauterman Computer-Assisted Design Laboratory and the Textiles and Materials Analysis Laboratory. And many involved in central Ohio fashion know about our Historic Costume and Textiles Collection, with its 10,000 pieces, from 15th-century textiles to extensive holdings of 20th-century designer clothing.

Thanks to the Friends of the Collection, Schottenstein Stores and Value City, Lazarus, Marshall Field's, and

a number of Fashion Group International members, the collection has become a community resource with exhibitions throughout the year in the Snowden Galleries in the Geraldine Schottenstein wing of Campbell Hall.

Finally, our national influence on fashion retailing is even more impressive when we consider the number of doctorate graduates completing degrees with us since the doctorate program began in 1957. Our alumni are now employed in fashion retailing and design programs across Ohio, including Bowling Green State University, Kent State University, Ohio University, the University of Akron, Columbus College of Art and Design and Ashland University. Additionally, our graduates are represented at a number of Big Ten universities and many other internationally recognized colleges and universities across the country.

For nearly 75 years, graduates from the textiles and clothing program at Ohio State University have contributed to the success of Columbus fashion retailers, as well as fashion retailers and manufacturers across the nation. As we celebrate the new millennium, we at OSU continue our commitment to prepare our students with a focus on the entire process necessary for success, from fashion product development to retailing.

Marsha Dickson, associate professor

Department of Consumer and Textile Sciences

Ohio State University

Columbus

Eight other members of the department contributed to this letter.

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Nautica focuses on success Business Times (Malaysia) January 11, 2000

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Business Times (Malaysia)

January 11, 2000

SECTION: Nation; Pg. 3

LENGTH: 1253 words

HEADLINE: Nautica focuses on success

BYLINE: By Helena Fernz

BODY:
WHAT separates **Nautica** Eyewear from the other branded frames on the market?

Ask Mr Richard Golding and he will tell you.

Golding, the 34-year-old regional manager of Marchon Eyewear Inc, is in charge of the distribution and marketing of the **Nautica** Eyewear collection in the Asia-Pacific region.

He explained to Business Times that Marchon and **Nautica** Enterprises signed a licensing agreement last year that gives it (Marchon) the worldwide licence for both the sunglass and opthalmic eyewear collections.

Under the agreement, Marchon, the largest privately owned manufacturer and distributor of eyewear in the US, manufactures, markets and distributes eyewear for **Nautica.**

Nautica, by the way, is an international brand for men's, women's and children's apparel as well as accessories and home furnishings and its line of products are available at major department and specialty stores worldwide.

Golding, who was recently in Petaling Jaya for the launch of the introductory **Nautica** Eyewear collection says, "**Nautica** is a lifestyle brand."

Elaborating, he continued, "You can take a design philosophy and incorporate it in all aspects of life. On a global basis you can buy for example **Nautica** casual clothing or you can buy **Nautica** suits.

"There is **Nautica** bedding and **Nautica** shoes, watches, fragrances and so on and in fact there is a limited edition of a **Nautica** utility vehicle in the US."

Golding returned to the subject of **Nautica** Eyewear.

Marchon's regional manager said, "People wear frames for 16 to 18 hours or more and **Nautica** Eyewear not only looks good, is easy to wear and has a classic updated style but is also comfy."

Golding added, "Glasses (eyewear) are a wearable product and one thing that makes **Nautica** very special are its sunglasses... our sunglass line is designed around the sunglass lens.

"The **Nautica** lens has a polarising filter which acts like a comb and eliminates glare. The anti-reflective coating on the rear surface of the lens minimises glare caused by light bouncing off the lens' underside.

Also, the rear surface of the lens is hydrophobic and this makes the lens easy to clean.

Expanding on the "wearability theme" of **Nautica,** he proceeded to relate how the **Nautica** philosophy came about.

Mr David Chu, the founder, designer and chief executive of **Nautica,** said Golding, "is not a designer per se and by training is an architect".

Chu apparently found out that "he did not like math", which as an architect he had to do and thus took a course at a fashion school in New York.

As he enjoyed the course immensely, Chu created a line of men's outerwear and that, said Golding, was "the start of **Nautica**".

"Chu designed clothing from a consumer's perspective," he added, "and not so much from a design perspective."

His clothing and eyewear designs, said Golding, "are meant to be worn".

Nautica products are those that people are comfortable with, according to Golding, and the inherent comfortability features found in other **Nautica** items are present in its eyewear collection.

As for the classic updated look of **Nautica** products, Golding took a brief trip down memory lane enthusiastically.

Chu, he said, designed a lot of his clothing based on what is known as "classic American sportswear".

"Think back to the movies of the 20s, 30s and 50s... of when Clark Gable and Cary Grant were screen stars and when people 'dressed up' but with a casual elegance.

"Clothes at the time were designed to move around in and made for easy movement.

"The **Nautica** lifestyle philosophy focuses on comfort, activity and ease and **Nautica** Eyewear is designed to be comfortable and has a good fit."

Golding said that recently he had visited an optician in South Africa and was told that of the 30 **Nautica** frames purchased, 15 had been sold

within a month.

He said he had asked the optician what he had done to promote **Nautica** frames.

"The optician answered, 'Honestly, nothing. I just would take them and show them to people. They tried them on, liked how the frames felt and looked and bought them'."

"Isn't that great?" queried Golding jubilantly.

"**Nautica** is designing a product that looks good and wears well," he stated.

Attesting to **Nautica** Eyewear's success is the fact that it is a brand that is growing in popularity.

"In the US, **Nautica** is very strongly entrenched. In department stores it's one of the top three (eyewear) brands and internationally, it's a brand on the upswing," he said.

He foresees the UK, Australia, South Africa and Asian countries as being strong potential markets.

As for the collection itself, Golding said, it was launched in the US early this year.

Since then it has been introduced in the UK, Canada, Mexico, Italy, South Africa and Australia.

Now it is "Asia's turn" to experience **Nautica,** he said. In the region, the eyewear has been launched first in the Philippines, second in Hong Kong and third in Singapore, before "arriving" in Malaysia.

Locally, Marchon is working with Specstasy Sdn Bhd to distribute the **Nautica** Eyewear collection, featuring both sunglasses and opthalmic frames that are priced from RM390 to RM790.

The introductory **Nautica** Eyewear collection, revealed Marchon's regional manager, "has 10 sunglass and 17 opthalmic styles and with the variations in colour there are 150 purchasing options altogether".

When asked whether **Nautica** prefers any particular materials for its eyewear, he replied that it depends on the style of the frame.

"In order to properly carry out design you have to use different compositions to get it (the design) right," he explained.

"In plastics we use zyl acetate, which is a high quality, hand-made plastic that is a little bit soft. It can take on beautiful colours and is malleable.

"In terms of metal, once again it all depends on the style and **Nautica** uses a new metal called nibradol which is also a little bit soft, as well as monel and titanium."

Golding then spoke of Marchon's role in the provision of **Nautica** Eyewear.

He said, "The one thing that makes us different from most other eyewear companies is that we are a marketing company. Most of the other firms are sales companies.

"We look at products from the consumers' perspective as well as the shops' perspective... not from our perspective!

"Marchon," said Golding, "has been in operation for 17 years and service is what makes us so strong."

"We focus largely on independent stores although chain stores carry our products too."

He then described how Marchon caters to its clients.

"If an optician for instance calls our customer service department in the US, the call is answered within four seconds as our phone lines are linked up to a computer system.

"The optician's account pops up on the screen of the employee dealing with the optician and all the information is there."

He added that Marchon's warehouses are conveyor-belted and bar coded and "so we can track an order all the way through".

Should an optician call, wishing to change an order, Golding said, "we know exactly where the products he/she ordered are" thus enabling changes to be instituted rapidly.

"If you call Marchon (in the US) at 4 o'clock in the afternoon we can have the frame delivered the next morning anywhere in the US."

A speedy response but not surprising at all as Marchon is said to be the second largest eyewear company in the world and this is more than sufficient reason for **Nautica** to team up with it.

GRAPHIC: Picture - Golding models a pair of **Nautica** opthalmic glasses to emphasise its wearability features.

LOAD-DATE: January 10, 2000

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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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Star-ry launch of fashion eyewear range New Straits Times (Malaysia) January 15, 2000

Copyright 2000 New Straits Times Press (Malaysia) Berhad
New Straits Times (Malaysia)

January 15, 2000

SECTION: City diary; Pg. 11

LENGTH: 236 words

HEADLINE: Star-ry launch of fashion eyewear range

BODY:
FAST growing fashion brand name, **Nautica** has added eyewear products into its collection. The products line was launched in Kuala Lumpur recently.

Local celebrities such as Maria Farida, Jasmin Hamid, Azhar Sulaiman, Fly Guy and others showcased the eyewear range at the launch held at Sunway Lagoon.

Nautica joined Marchon Eyewear of the United States and the licensing agreement will give Marchon the worldwide go-ahead to both the sun and opthalmic eyewear collections.

The inaugural opthalmic collection fuses streamlined shaping with innovative features and materials to create modern classics in eyewear design.

The inaugural product introduction also saw the birth of a sunglasses collection that, according to the manufacturer, combines form, function and fashion.

The shapes, sizes and functionality do not vary much from other branded names that value art and practicality such as DKNY, Emporio Armani, Guess and Fila just to name a few.

Nonetheless, the top of the range sunglasses that has polarised lenses may appeal to those who wear sunglasses not just for fashion's sake but, to protect the eyes from harmful rays.

The polarised lenses also enhance colour saturation and improve visibility. This is particularly significant for drivers.

The **Nautica** Eyewear collection is synonymous with its other range of fashion wear - contemporary, appealing and high fashion.

GRAPHIC: Picture - Checking them out ... guests taking a peek at what was in store during the launch. Picture - Teen appeal ... the company intends to capture the younger market segment.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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classical music; THE GO GUIDE: ARTS & ENTERTAINMENT The Atlanta Journal and Constitution January 16, 2000, Sunday,

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The Atlanta Journal and Constitution

January 16, 2000, Sunday, Home Edition

SECTION: Features; Pg. 7T

LENGTH: 355 words

HEADLINE: classical music;
THE GO GUIDE: ARTS & ENTERTAINMENT

BYLINE: Judith Green, Staff

SOURCE: AJC

BODY:
the winter-spring musical calendar flowers with fine pianists, violinists and choirs. On the orchestral scene, Yoel Levi's final season as music director of the Atlanta Symphony Orchestra contains two of the most ambitious works of the year: Shostakovich's "Babi Yar" Symphony and Mahler's " Resurrection" Symphony.

Of the pianists, Murray Perahia --- playing Bach's "Goldberg Variations" at Spivey Hall on Feb. 13 --- is the big name, but the same hall also will play host to the gifted Norwegian pianist Leif Ove Andsnes on Jan. 23.

Georgia's own Robert McDuffie brings his lyrical violin to Georgia Tech's Ferst Center for the Arts on Jan. 25 and to Kennesaw State University on April 15. Lovers of plucked string instruments can't do better than classical guitarist Eliot Fisk (Emory University, March 26) and lutenist Paul O'Dette, who performs at Embry Hills United Methodist Church today and at the University of Georgia on Feb. 5.

Two choral events of more than usual note are the St. Patrick's Day concert of the Michael O'Neal Singers, featuring the premiere of an extended choral work by Irish composer Mary McAuliffe, "Return to Old Ireland," to a text by Walt Whitman; and the Meridian Chorale (March 12) performing "La Terra," a setting of Virgil's "Georgics" by the Italian composer Francesco Malipiero, whose premiere was conducted by Robert Shaw at Harvard University in 1947. The chorale will sing "La Terra" in April with the Glenn Memorial Church Chancel Choir. Also recommended: the exquisite female vocal quartet Anonymous 4, singing the luminous music of the Dark Ages at the Cathedral of St. Philip on May 9.

Emory University has two of the most interesting chamber concerts coming up. Pianist William Ransom will accompany baritone John Hornor in Schubert's bleak and elegiac song cycle "Die Winterreise" on Jan. 18 and ASO cellist Daniel Laufer in Beethoven's complete works for cello and piano on Feb. 13 and March 26.

For symphonic music with a lighter touch: Bobby McFerrin, chameleon vocalist, conductor and composer, displays all those gifts with the ASO on Saturday.

GRAPHIC: Photo
Exquisite sounds: The vocal quartet Anonymous 4 --- from left, Susan Hellauer, Jacqueline Horner, Marsha Genersky and Johanna Maria Rose --- bring medieval music to the Cathedral of St. Philip on May 9. / CHRISTIAN STEINER / IPR
Photo
Her pajamas ($ 64) by **Nautica;** his robe ($ 49.50) and pajama bottoms ($ 30) by Tommy Hilfiger. All from Rich's. / JEAN SHIFRIN / Staff
Photo
For the Bobby McFerrin concert with the Atlanta Symphony Orchestra (Saturday at Symphony Hall), we recommend oysters (above) and champagne at Eno, the stylish new Midtown wine bar and restaurant that has the whole town buzzing. / LOUIE FAVORITE / Staff
Graphic
MAKE A DAY OF IT
'RIGOLETTO': THE WARDROBE
After attending "Rigoletto," an operatic tale of conquest and seduction, why not slip into something seductive yourself for a night spent recalling Gilda's tragic love for the uncaring Duke of Mantua? Her pajamas ($ 64) by **Nautica;** his robe ($ 49.50) and pajama bottoms ($ 30) by Tommy Hilfiger. All from Rich's.
--- A. Scott Walton
Graphic
MAKE A DAY OF IT
BOBBY McFERRIN AND THE ASO: THE MENU
If you found yourself stuck in the office eating Y2K pizza on New Year's Eve, now you deserve to fizz a little. For the Bobby McFerrin concert with the Atlanta Symphony Orchestra (Saturday at Symphony Hall), we recommend oysters (above) and champagne at Eno, the stylish new Midtown wine bar and restaurant that has the whole town buzzing. Chef Jamie Adams, formerly of Veni Vidi Vici, serves the bivalves two ways: on ice with a classic mignonette sauce or smoked over hickory wood with a dollop of lemon-garlic butter and chives. With a glass of bubbly Veuve Clicquot or Schramsberg Blanc, you'll understand why Mozart called it "The Magic Flute," why Bizet named it Symphony in C. Champagne, darling? 800 Peachtree St. N.E. 404-685-3191.
--- Wendell Brock

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MOSES MEN'S WEAR IN GULFPORT CELEBRATES 80 YEARS IN A BUSINESS THAT HAS BECOME . . . A FAMILY AFFAIR The Sun Herald (Biloxi, MS) January 18, 2000 Tuesday

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Found on SunHerald.com
The Sun Herald (Biloxi, MS)

January 18, 2000 Tuesday

SECTION: SPORTS; Pg. D8

LENGTH: 377 words

HEADLINE: MOSES MEN'S WEAR IN GULFPORT CELEBRATES 80 YEARS IN A BUSINESS THAT HAS BECOME . . . A FAMILY AFFAIR

BYLINE: PATRICK PETERSON, THE SUN HERALD

BODY:
A family-owned clothing store in Gulfport celebrating 80 years in business has found the only way to compete with malls, outlet stores and mail-order catalogs.

"Our prices are better," said David Moses, who bought his father's share of Moses Men's Wear two weeks ago. The 3,500-square-foot store stocks Levi's, Ralph Lauren, **Nautica,** Polo and other trendy, major brands. Located just north of the railroad tracks on U.S. 49, the store is on a major thoroughfare but away from the major shopping centers.

"We own the building," said Moses. "It keeps our overhead down."

The store was founded by Moses' great, great uncle, who came from Lebanon and initially sold work clothes and dry goods. The family lived in the store until 1948.

David Moses owns the business in partnership with his uncle, Anneas, who will eventually sell his share to David's cousin, Chase. The business employs six family members.

"This little store supports four families," said Kelly Moses, David's wife.

The store sits on a row of shops that once was the heart of Gulfport's business district. In recent years, the city's retail center has shifted to U.S. 49 and Interstate 10.

Still, nearly 10,000 people work downtown, and expansions at the state port and Grand Casino encourage more people to shop in the area, said Terese Speir, past president of the Gulfport Downtown Association and the owner of Coast Books.

Speir said the Moses family works hard to keep the storefront attractive, and the family's reputation keeps customers returning.

"It's a enviable position to be in to have the location paid for," she added.

David, 42, began working at the store full-time in 1975. He is the buyer, and it's his judgement about what will sell that fuels the selection of merchandise. The store relies on newspaper advertising to attract new customers and will likely plan some special event this spring to commemorate the 80th year in business.

While the city's retail center has moved north, David Moses says the store can continue growing by offering lower prices and by stocking the fashions that his customers want.

Said Moses, "We pay attention to who comes in the door."

**Patrick Peterson can be reached at 896-2343 or at pfpeterson@sunherald.com.

GRAPHIC: Photo;
PHOTOS BY JOHN FITZHUGH, THE SUN HERALD
Carrying on the family tradition at Moses Men's Wear in downtown Gulfport are, from right, Frank Moses; his brother Anneas; Frank's son, David; Anneas' son, Chase; and David's sons Justin and Brian. The family business has been in the same location for 80 years.
Daniel Genowa of Indianapolis looks at belts Monday at Moses Men's Wear in downtown Gulfport. The store prides itself on having the latest fashion trends to satisfy teens as well as supplying work clothes for older customers.

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Designers turn attention to men's big, tall market Tulsa World (Oklahoma) January 20, 2000

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Tulsa World (Oklahoma)

January 20, 2000

LENGTH: 127 words

HEADLINE: Designers turn attention to men's big, tall market

BODY:
Men's designer clothing is bigger than ever before.

Ralph Lauren, **Nautica,** Tommy Hilfiger and Perry Ellis are now making larger-sized clothes to meet the needs of the changing men's marketplace. Finally, men who don't fit the mold don't have to settle on wearing khakis and sport coats that are different from the ones pictured in men's fashion magazines.

These items have been modified, however, to incorporate such elements as larger buttons, longer zippers and more belt loops, all details which are important to big and tall customers.

About 15 percent of all American men are big and tall. This includes men who wear sizes 1X to 6X, have a waist measurement from 44 to 60 inches, inseams from 30 to 38 inches, tall sizes from XLT to 4XLT.

LOAD-DATE: January 21, 2000

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New friends help answer Pakistani teen's prayers The Atlanta Journal and Constitution January 20, 2000, Thursday,

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The Atlanta Journal and Constitution

January 20, 2000, Thursday, Home Edition

SECTION: Cherokee Extra; Pg. 5JQ

LENGTH: 529 words

HEADLINE: New friends help answer Pakistani teen's prayers

BYLINE: Jennifer Brett, Staff

SOURCE: AJC

BODY:
Friends and strangers have answered Mahwash Hussain's prayers.

They brought Barbie dolls for her two little sisters, bath gel for her other sister and a vest for her brother. They mailed checks she used to pay bills. She got a set of **Nautica** perfume and lotion, a luxury she would never buy for herself.

"I didn't know what to say," Hussain said. " 'Thank you' is such a small word. I couldn't find the words."

The donations began pouring in last month after readers learned of the responsibilities the 18-year-old has taken on since her father's death in June. The family moved to America from Pakistan in 1989; Hussain's mother speaks little English and does not drive.

Hussain has been paying the bills with money friends donated to the family, scanning the classifieds for a less expensive house to rent and trying to put the shuttered restaurant her father ran up for sale.

Readers were touched by her maturity and selflessness.

"I was very impressed with Mahwash's resilience and her positive attitude despite the tremendous odds she and her family face," said Ali Raza, who is also Pakistani. "It is so easy to succumb to pressures and become fatalistic or defeatist. It takes courage to roll with the punches and continue fighting. "

Tim Farley said reading about the Hussains provided a charitable opportunity for his family. Last Thanksgiving, Farley's parents gave him and his five siblings each $ 100 and a challenge to find someone less fortunate to give the money to.

"My parents have always reminded us of our good fortune and showed us, by their example, the importance of giving back to the community and giving thanks for our many gifts, the least of all material gifts," Farley said. "We took their money, given to us for the purpose of donating it to someone less fortunate, doubled that money as our own contribution to the cause, and happily searched for the right person to give it to. We involved our whole family, including our three small children, in that search, and stumbled across the article about Mahwash."

The Farleys bought Publix gift certificates for the Hussains, then wrote a letter to Tim Farley's parents about their success in finding a worthy recipient for the donation.

North Springs High School, where Hussain is a senior, has served as the conduit for people who wanted to help after reading about the family. Counselors are working with her to try to identify college scholarships, and will work with her 16-year-old sister, Nazish, and a 13-year-old brother, Ali, when they get closer to graduation.

A diligent student, Hussain dreams of going to Emory University, then to medical school.

She has also applied to Oxford College of Emory, Kennesaw State University and Georgia State University. She knows that Georgia State is her most realistic hope.

"The main thing for me is to go to a good college," she said.

Carolyn Axt, who works in the North Springs High's front office, estimates between 20 and 30 people contacted the school offering help for the Hussains.

Some sent checks, others called with job possibilities for Hussain's mother. Teachers and students also donated to the family.

GRAPHIC: Photo
Singing siblings: Enjoying some of their holiday gifts, Gogash, 6, plays a miniature keyboard, while Shahrish Hussain, 4, shares the microphone during a duet with her sister. / ALICIA HANSEN / Staff
Photo
Mapping her future: Mahwash Hussain, 18, who has helped manage the family's six-member household since her father's death in June, reads over college applications. / ALICIA HANSEN / Staff

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HUDSON'S ADDS A SECOND STORE AT LAKESIDE Detroit Free Press JANUARY 27, 2000 Thursday METRO FINAL EDITION

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JANUARY 27, 2000 Thursday METRO FINAL EDITION

SECTION: FEATURES; Pg. 1D

LENGTH: 636 words

HEADLINE: HUDSON'S ADDS A SECOND STORE AT LAKESIDE

BYLINE: HOLLY HANSON FREE PRESS FASHION WRITER

BODY:

More Ralph Lauren sweaters. More Tommy Hilfiger jeans. More Waterford crystal. Fewer shopping hassles.

That's what Hudson's executives are planning for the new Men's & Home store that will open Feb. 8 in Lakeside Mall in Sterling Heights.

It's the first such store for Hudson's, which has drastically outgrown its existing space at Lakeside. The new store occupies the space formerly held by Crowley's, which closed last year.

"We're going to be able to serve our guests better in this community," says Hank Lorant, Hudson's regional director, who provided a tour of the new store Wednesday. "We'll provide a real men's store, and within that expansion we'll have a better designer selection, a wider assortment of shoes and the largest men's fragrance area in the state."

The home furnishings area also will be expanded, with a greater presence for linens, tabletop items and cookware.

The new Men's & Home store increases Hudson's acreage at Lakeside by more than 50 percent. Taken together, the existing store -- 206,000 square feet -- and the new one -- 115,000 square feet -- make the Lakeside store the largest on Hudson's roster. It surpasses the upscale Somerset Collection store by 1,000 square feet.

Sterling Heights Mayor Richard Notte, on hand for the tour, grinned when he heard that.

Even in its unfinished state, with shelves and racks completely bare, the Men's & Home store is an appealing space -- bright and airy, with the escalators in a central rotunda.

The home department is on the first floor, with linens and tabletop items in the front and Marketplace, Hudson's version of a food court, in the back. There will be seating for 60 in the food area, as well as comfy chairs tucked next to the escalators so that busy shoppers can rest, sip coffee and munch Frango mints.

An expanded bridal registry, which allows couples to plan home decor and choose color schemes by computer, will have its own secluded room just off the china department.

The men's department is upstairs, with large boutiques for Ralph Lauren, Tommy Hilfiger and **Nautica.** New labels to be offered include Joseph Abboud, DKNY and Wilke-Rodriguez.

This floor has 24 large fitting rooms with three-way mirrors, including several in the shirt department, a first for Hudson's.

Though this dual-store concept is new to Hudson's, it is not new to metro Detroit. Jacobson's has operated several dual stores. And Hudson's parent company operates dual Dayton's stores in the Ridgedale Center in Minnetonka, Minn., a Minneapolis suburb.

Often, retailers try to talk up the concept by emphasizing the appeal of a separate store for men. But that's only a byproduct, analysts say.

"It's always driven by a lack of space; it's not something one would plan," says Frederick Marx, a retail analyst for Marx Layne & Co. in Farmington Hills. "But this investment speaks very well for how terrific Hudson's is doing out in that area. That Lakeside operation is very strong."

Though the roomier aisles and larger selection at the Men's & Home store are likely to be a big draw, it's always a risk to force shoppers to walk to a separate building instead of upstairs.

"But it's only a two-minute walk," says Ertugrul Tuczu, executive vice president of store operations for Hudson's, Dayton's and Marshall Field's. "If you have a stroller, it's easier than looking for an elevator."

Hudson's will move merchandise into the new store in a seven-hour marathon Feb. 6, using 900 workers and 1,300 pieces of equipment. It will then open at 10 a.m. Feb. 8.

The existing store will be remodeled section by section, with more space for the cosmetics, lingerie, juniors and misses' departments. That project is expected to finish in October.

HOLLY HANSON can be reached at 313-223-4525 or hanson@freepress.com.

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AN INDUSTRY TIRING OF TOMMY The Washington Post January 28, 2000, Friday, Final Edition

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January 28, 2000, Friday, Final Edition

SECTION: STYLE; Pg. C02

LENGTH: 744 words

HEADLINE: AN INDUSTRY TIRING OF TOMMY

BYLINE: Robin Givhan

BODY:
Who's feeling the chill? The temperature of the Tommy Hilfiger brand has plummeted by several degrees. Hear that wheezing sound? That's hot air seeping out of a high-flying image. And understand this: Turning stone cold in the fashion industry can be more exasperating than bankruptcy, which at least allows you to cut your losses and move on.

The zenith of popularity is a precarious position. It is a perch from which a brand can seemingly do no wrong, when it is both hot and cool and generating such deafening buzz that there is an assumption of never-ending greatness.

And then, suddenly, the moment ends. The brand is lukewarm. Profitable but not hot. This is the state of Tommy Hilfiger.

Is that cheering we hear? For even in an industry that thrives on hype and has an impressive tolerance for self-indulgence, there are limits. There is a point at which a brand becomes irritatingly mammoth, and no matter where one is or what one does, it is suffocatingly inescapable.

Trend trackers began noticing the cooling of the Hilfiger label about a year ago. "One of the telltale signs that a brand is headed south . . . is that it starts increasing in popularity among 8- to 12-year-olds when it had previously been popular with teens and young adults," says Irma Zandl, founder of the Zandl Group, a market research firm. "That's generally a death knell for a brand."

Now, she says, surveys show that the trend leaders who made Hilfiger hot are buying the studiously controversial Abercrombie & Fitch, FUBU and even the more conservative **Nautica.**

Meanwhile, Tommy Hilfiger has taken cowboy rock style as his new signature, with enough glitz to make a show girl hyperventilate. The presentation of his spring 2000 line was a Vegas-style extravaganza that overwhelmed the clothes--red, white and blue rodeo chic emblazoned with the pronouncement that "Tommy Rocks."

And then there were the misfires of marketing, Zandl says. She cites the hyping of Hilfiger the personality,

and the decision to move from celebrating rappers Coolio and Treach to sponsoring concerts by Britney Spears, Jewel and the Rolling Stones. "Who cares about Jewel?" Zandl says. "The Stones are so boomer. Those choices to me have been a really bizarre thing."

Indeed, Wall Street has toned down its passion for Hilfiger. Analysts aren't as enthusiastically recommending the stock. And this month the stock itself fell almost 18 percent as the company announced that third-quarter earnings would fail to meet expectations due to lackluster retail sales. For the first time since the company went public in 1992, it disappointed investors.

Hilfiger remains one of the top wholesalers for designer jeans, fragrances and children's sportswear.

"We believe that the business fundamentals are sound and the brand remains strong," said company spokeswoman Catherine Fisher.

But perhaps more worrisome than the decline in Wall Street vigor is the loss of something less tangible. If a collection doesn't sell, customer feedback can provide concrete reasons why: poor fit, bland colors, too fancy, not fancy enough. Quite often, such flaws of production or design can be quickly fixed.

But when the heat dissipates, there's no easy answer.

A year ago Luigi Maramotti, head of the stalwart Italian clothing house Max Mara, surveyed a fashion landscape dotted with white-hot commodities like Gucci and Fendi and made the observation that sometimes it's to a company's advantage to simply maintain a slow, steady simmer. The reason, he said, is anything that's blisteringly hot quickly burns out or cools off.

Fashion magic comes in cycles that last about five years. Hilfiger hit his stride about 1995, when he won awards from the Council of Fashion Designers of America and VH1. (Ticktock, ticktock. You do the math.) How do you sustain the magic?

The company plans broader distribution of its Blue Label, the high-end runway line that was reserved for flagship stores, along with new advertising and marketing campaigns aimed at energizing young customers.

Undoubtedly the company will try to use its fall 2000 menswear and womenswear shows in New York next month to generate new excitement for the label.

Still, the brand initially gathered steam thanks to the serendipitous embrace of oversize Hilfiger togs by rappers, not because of advertising agencies, trend consultants or distribution plans. Luck can be kind, but it rarely arrives on demand.

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UNVEILING THE ALTERATIONS;PERRY ELLIS SHOWS OFF ITS NEW WOMEN'S COLLECTION AT A SHOW IN MIAMI BEACH. Sun-Sentinel (Fort Lauderdale, FL) February 1, 2000, Tuesday,

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Sun-Sentinel (Fort Lauderdale, FL)

February 1, 2000, Tuesday, Broward Metro EDITION

SECTION: BUSINESS, Pg. 1D

LENGTH: 489 words

HEADLINE: UNVEILING THE ALTERATIONS;
PERRY ELLIS SHOWS OFF ITS NEW WOMEN'S COLLECTION AT A SHOW IN MIAMI BEACH.

BYLINE: DAVID ALTANER ; Business Writer

BODY:
Perry Ellis International brought a little bit of Manhattan's Seventh Avenue madness to Miami Beach on Monday night.

The Miami-based clothing manufacturer, formerly known as Supreme International, made its high-fashion debut at The Raleigh hotel.

"We set out on the reinvention of the company, and we want people to see," said Pablo de Echevarria, senior vice president of marketing.

Last March, the company paid $ 75 million to acquire the Perry Ellis trademark from the late designer's estate. It changed the name of the company to focus on the brand, though it continues to produce clothing brands including Munsingwear and John Henry. Now it's looking to expand that Perry Ellis trademark into areas beyond its healthy men's fashion business.

The company is reintroducing a women's collection, which had been limited to a few coat lines since 1993. It is also launching a Perry Ellis America jeans line.

The lines were introduced in Miami Beach, rather than Manhattan, to get some extra attention. Fashion Week starts Thursday in New York, where top designers, including Calvin Klein, Nicole Miller, and **Nautica,** debut their fall fashions with runway shows.

"We are a Florida company, and proud of it," said George Feldenkreis, Perry Ellis chairman and chief executive. "We felt using Miami as a hook, especially with the weather, we can interest the fashion industry."

The company expected editors and writers from about 200 publications, including GQ, Vogue, Details, Maxim, Jane and Elle. Perry Ellis picked up many of the magazines' expenses to get them here on the eve of Fashion Week.

The show was on a plexiglass runway on top of the Raleigh hotel pool. As the show started, rain clouds threatened. There was no Plan B. The show's producers were hoping if it rained, it would end quickly.

"We're just praying," said Jerry Kaye, the collection's designer. "We're expecting a fun, enjoyable party,

(getting) away from the normal fashion show scene."

The Perry Ellis name did $ 1 billion in retail business last year, and it hopes to boost sales to $ 1.5 billion in three years, Feldenkreis said. The company expects to spend $ 12 million in advertising this year, about twice as much from a year ago.

Perry Ellis International has shown skill in reviving neglected brands, so it should do well with the Perry Ellis trademark, said Chapman Co. analyst Harvey Robinson.

"They've taken brands doing absolutely nothing, such as Munsingwear, and done quite well with that," he said.

Nevertheless, the stock is down about 30 percent since the company announced the trademark deal last January. Perry Ellis, which trades as PERY on the Nasdaq, rose 78 cents to close at $ 11.41 onMonday. Many clothing manufacturers had a weak 1999, because of factors including the closing of store chains such as Uptons, Robinson said. David Altaner can be reached at daltaner@sun-sentinel.com or 954-356-4668.

GRAPHIC: PHOTOS 2, Staff photos/Robert Duyos; (color) Face time: Temple Spencer has her makeup done in preparation for modeling Perry Ellis's new women's fashions on Monday night in Miami Beach.; (color) GETTING READY: Designer Jerry Kaye watches a rehearsal for Perry Ellis's show at The Raleigh, a Miami Beach hotel.

LOAD-DATE: February 1, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
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Style Beat; Brief Article House Beautiful February 1, 2000

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House Beautiful

February 1, 2000

SECTION: No. 2, Vol. 142; Pg. 22 ; ISSN: 0018-6422

IAC-ACC-NO: 58616712

LENGTH: 435 words

HEADLINE: Style Beat; Brief Article

BYLINE: MAYHEW, ELIZABETH

BODY:
Fresh from the market, china patterns in fashion's latest colors

1. Salad plate, $ 50. From Royal Worcester: 800-257-7189. 2. Villeroy 800-VILLEROY. 3. Lusterware plate, $ 27. From Muirfield: 212-725-2522. 4,$ 70. Call 800-793-7106. 5. Lenox's Aquamarine salad plate, $ 32. demitasse (not shown), $ 200 for set. Call 800-884-7775. 7. Jewels Sa 8. Samoa dinner plate, $ 55. Through Lalique: 800-993-2580. 9. Co 10. Charger, $ 100. From Mottahedeh: 800-242-3050. 11. Bernardaud's Laurier saucer and cup (not shown), $ 175 for set. Call 800-884-7775. 12. Tharaud's salad plate, $ 35. From Daum: 888-232-DAUM. 13. Hemisphere dinner plate, $ 80. Through Lalique: 800-993-2580. 14. Salad plate, $ 14. From Muirfield: 212-725-2522. 15. Vieux Nyon dinner plate from Raynaud, $ 88. Through Devine: 732-751-0500. 16. Roseraie tray, $ 428. From Bernardaud: 800-884-7775.

Brilliant thinking: Hang a colored glass pendant lamp over your table or string a number of them down a hall

1. Opaque shade hangs under a transparent amber shell, $ 216. At Lee's Studio: 212-581-4400. 2. Karim Rashid's lime green hourglass shade is enclosed within a clear glass bubble, $ 1,250. From George Kovacs: 718-628-5201. 3. Decennium pendant lamp, $ 20 (suspends from the Norrsken Cable System, $ 59), From Ikea: 800-434-IKEA. 4. Mouth-blown shade hangs from a cast-aluminum bracket, $ 1,200. From LucePlan: 800-208-7790. 5. Ron Rezek's orange shade orbits an opaque white cylinder, $ 230. At Highlights: 310-450-5886. 6. Resolute's cone-shaped milk glass pendant lamp has a transparent aqua skirt, $ 345. Call 206-343-9323.

Spread on a bed, draped on a sofa, or hung on a wall, quilts add color and warmth to a room

1. Monte Coleman uses a curlicue stitch to quilt his handmade silk-and-linen bed cover, from $ 1,600. Call 212-463-0085. 2. & 3. Cotton Madras Block quilt, $ 250; alternating strips of red-floral and white cotton are sewn together in a matelasse-type pattern, $ 275. Both from Pine Cone Hill: 413-496-9700 or www.pineconehill.com. 4. **Nautica's** Coastal Crew quilt in tones of blue, $ 100. Call 800-222-1628. 5. Denyse Schmidt updates a traditional hand-quilted log-cabin pattern in sunny colored cottons, $ 2,850. Call 800-621-9017. 6. Blue toile bed cover, $ 303. From Traditions: 518-851-3975. 7. Ruby quilt backed in

chambray blue, $ 225. From the Ralph Lauren Home Collection: 212-642-8700. 8. Tommy Hilfiger Home's patchwork square quilt, $ 250. Call 800-237-0658. 9. Striped quilt based on a 17th-century Chinese design; $ 185. From Garnet Hill: 800-622-6216. All prices tire for queen size.

IAC-CREATE-DATE: March 17, 2000

LOAD-DATE: March 18, 2000

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FAUX FUN ON 6TH FOR 2000 Hartford Courant (Connecticut) February 4, 2000 Friday, STATEWIDE

Copyright 2000 The Hartford Courant Company
Hartford Courant (Connecticut)

February 4, 2000 Friday, STATEWIDE

SECTION: LIFE; Pg. D1

LENGTH: 288 words

HEADLINE: FAUX FUN ON 6TH FOR 2000

BYLINE: GREG MORAGO; Courant Staff Writer

DATELINE: NEW YORK --

BODY:
The first chapter of a new era of fashion was written Thursday.

The 7th on Sixth Fashion Week (actually nine days) kicked up its shiny heels, inaugurating the first shows of 2000 and ushering in the international fashion parade that will play out for the next few months.

Setting trends and styles for men's and women's ready-to-wear for Fall 2000 is the goal of this exercise, which, more often than not, resembles a birthday party for thousands of spoiled, overindulged children.

But fun? You betcha.

Kenneth Cole began the festivities Thursday morning on a lively note with a humorous short film that had fashion scribes chuckling even before their eighth espresso. Cole's men's show stuck to a tamer color palette with dark gray, navy, gunmetal and textured blacks. His hooded, mid-thigh-length parkas and rubberized shirt jackets looked spiffy with flat-front slim pants. Urban trawlers will appreciate his mock croc and faux snakeskin jackets that flashed a not-so-subtle sheen.

His tailored clothing looked more relaxed than his previous fall collection of massive-shouldered suit jackets. The silhouette is longer, slimmer and more fitted. In short, perfectly streamlined for the new millennium.

Jason Bunin followed Cole with a bright, sassy collection that emphasized luxury fabrics, especially cashmere and mohair. Bunin had a fun romp with color, showing icy powder blue, eye-popping ocher, school bus yellow, juicy melons and bursting turquoise. He mixed prints and textures to produce a youthful collection that begs second glances.

On tap today: Everett Hall, R. Scott French, David Chu for **Nautica,** John Varvatos and Max Azria for BCBG.

GRAPHIC: PHOTO: (color), ASSOCIATED PRESS; A GRAY QUILTED VEST with zipper and pockets over charcoal gray pants were among Kenneth Cole's fall offerings shown in New York Thursday.

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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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POSTSCRIPT;A brief update on people and subjects we've written about recently;Albertville outlets to open in April Star Tribune (Minneapolis, MN) February 7, 2000, Monday, Metro Edition

Copyright 2000 Star Tribune
Star Tribune (Minneapolis, MN)

February 7, 2000, Monday, Metro Edition

SECTION: BUSINESS; Pg. 5D

LENGTH: 167 words

HEADLINE: POSTSCRIPT;
A brief update on people and subjects we've written about recently;
Albertville outlets to open in April

BYLINE: Melissa Levy; Staff Writer

BODY:
The Twin Cities soon will have four outlet malls within a hour's drive.

About a quarter of the first phase of the Outlets at Albertville will open April 17. The rest of the 52 stores will debut in time for the official grand opening weekend, April 28-30.

Exterior construction is nearly complete and many of the retail tenants are beginning interior improvements, said Shane Bullough, owner of JMJ Properties Inc, which developed the site.

The Muskegon, Mich.-based retail developer has declined to name the tenants of the 250,000-square-foot complex at Interstate Hwy. 94 and County Rd. 19. But people familiar with the project said the stores will include Brooks Brothers, Carter's Childrenswear, Eddie Bauer, Gap, Guess, Jones New York, **Nautica,** Nike, Oshkosh B'Gosh, Polo/Ralph Lauren, Reebok, Tommy Hilfiger, Waterford Wedgwood China and Wilsons The Leather Experts.

JMJ still plans a second phase of the Albertville outlets to open in 2001, Bullough said.

GRAPHIC: PHOTO

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Menswear designers emphasize zipper frenzy, chaos of colors and clothes that stretch San Jose Mercury News February 8, 2000, Tuesday

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San Jose Mercury News

February 8, 2000, Tuesday

SECTION: LIFESTYLE

KR-ACC-NO: K3263

LENGTH: 1020 words

HEADLINE: Menswear designers emphasize zipper frenzy, chaos of colors and clothes that stretch

BYLINE: By Mary Gottschalk

BODY:
NEW YORK _ Men will have a zippy, colorful and comfortable wardrobe seven months from now if they fall into step with the designers showing their fall 2000 collections here.

Zippers are everywhere from the fronts of jackets to pocket tops, circling pant legs and even on turtlenecks, allowing men to zip up for cold weather or unzip down to the end of the shoulder if they're too warm.

Some zippers are functional and occasionally paired with buttons to give two closing options, while others seem purely decorative, especially when on only one leg of a pair of pants. Jason Bunin even has a "half & half" sweater with zippers down the front and the back, connecting a baby blue side with a forest green one. If you want the look in one color, you'll have to invest in two sweaters.

In addition to zippers, a few designers, such as Ron Chereskin and Paul La Fontaine for Claiborne, are using Velcro closures on shirts and jackets. Most men's clothing is in traditional fall colors, including toast browns, dark greens, muted dark reds, navy, black and grays, but many offer a shot of bright colors.

Gene Meyer uses peacock blue and an electric teal with black polka dots in his shirts and Chereskin adds an iridescent finish to a royal blue zip-front shirt.

Pumpkin orange is a favorite with many designers, including Meyer, John Varvatos, La Fontaine, Sean John and Jose Levy for Holland & Holland. Everett Hall manages to take vivid color and subdue it in a sportscoat that combines cinnamon, olive, lavender and teal for a beautiful windowpane plaid.

R. Scott French combines color in interesting ways, such as a shirt with a plum front, one gray sleeve and the back and other sleeve in black. French also uses color contrasting collars and cuffs.

Stretch is the new mantra of many designers, who are adding a bit of spandex to their fabric blends. To differentiate themselves from women's wear and stereotypes, you don't hear the word spandex or Lycra used. Rather, designers such as French call it polyurethane.

Denim jeans and jackets, most with an injection of stretch, are everywhere. Jason Bunin's denim jeans

have a copper-coated finish; Max Azria's BCBG line and Marc Buchanan's Pele Pele denims are top stitched; and Marc Ecko uses paint and a blow torch to age denim jackets.

Oversize cargo pants continue, particularly in the collections aimed at urban youth, such as **Nautica,** Sean John, Pele Pele and Avirex.

Chereskin's velvet drawstring pants with elasticized cuffs are a sophisticated version of cotton sweats, although it's hard to tell if men are ready for another peacock revolution, where blue velvet suits such as the one Meyer has for fall are common.

Joseph Abboud also offers up velvet suits, in tartan patterns and a velvet "travel pant" with two cargo pockets on the side fronts. Also comfy are hand-knit sweaters such as those in the **Nautica,** Chereskin and French collections.

Suits are primarily single-breasted with anywhere from one to five buttons. Most have high-peak lapels. Dominant colors are traditional dark grays, navy and black, with a smattering of bold plaids and checks.

Although designers such as Cole and Abboud put shirts and ties with their suits, others like Hall and La Fontaine put long-sleeve, silk, crew neck pullovers under jackets, reminiscent of the "Miami Vice" look of years past. Abboud suggests knit turtlenecks as an alternative to his neckties.

Very new are fly fronts on many sportscoats and jackets, concealing buttons or zippers, resulting in a minimalist look. The opposite of minimal are the patch pockets on some sportscoats.

There's nothing new about a black leather jacket, but that's not deterring designers from including at least one and often several in their collections. There are military styles, straight shirt jacket styles and longer three-quarter lengths.

Beyond black leather jackets and pants are color and metallic finishes. Kenneth Cole offers red and green leather as well as gold and a black and white python print; Varvatos likes chocolate leather and olive shearling; and Abboud uses a dark brown he calls chestnut in deerskin bomber and fly front jackets.

The Sean John collection from Sean "Puffy" Combs celebrated fur with fox fur hoods on nylon parkas and leather jackets, sheared mink pants and a full-length, black sheared mink cape. Taking a bow at the end, Combs wore a white nylon jacket with fox fur collar, a sleeveless T-shirt and white nylon pants with fox fur side seams.

Neckties are viewed with a sense of humor by a few designers who offer alternative ways to wear them. Cole takes skinny black ties, pulls the knots down much the way men have loosened their ties for years and puts them over white shirts unbuttoned at the collar, turning them into a casual fashion accessory.

Meyer takes his brightly colored print neckties and reverses the usual style by making the thinner part of the tie visible as it hangs well below the wider front part, which is pulled up high.

In a more serious approach, in his tailored clothing, Cole's neckties are perfectly matched in color to shirts and suits creating a monochromatic look. Abboud matches his ties to shirts in deep garnet and aubergine that contrast with gray flannel chalk-stripe suits.

Vests, both knits and leather, are important sportswear accessories. Most are V-neck, but Meyer's U-neck version offers an interesting alternative.

Several designers play around with neckpieces similar to dickeys. Meyer calls his a "turtle," and it's simply the rolled neck without the rest of the garment. John Varvatos calls a similar piece a "neck warmer." Meyer also shows ankle warmers, worn over jeans.

Formalwear isn't featured, but men who recognize red high-tops are no longer considered creative can still

have a bit of fun at their next black tie event with French's "high-tech camouflage tuxedo trousers," which are black trousers with black and white camouflage print side stripes.

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Fashion Week hits the streets: New York shows fuse low and high couture The Kansas City Star February 9, 2000, Wednesday

Copyright 2000 Knight Ridder/Tribune News Service
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The Kansas City Star

February 9, 2000, Wednesday

SECTION: LIFESTYLE

KR-ACC-NO: K3296

LENGTH: 805 words

HEADLINE: Fashion Week hits the streets: New York shows fuse low and high couture

BYLINE: By Jackie White

BODY:
NEW YORK _ Saturday night came in cold and breezy. Week-old snow and ice still clung to the curbs, requiring pedestrians wearing good shoes to make giant leaps to dry pavement. But nothing stopped about 1,000 people from climbing into the bleachers under the white tent at Bryant Park to see the Sean Jean clothing collection, a popular hip-hop line known mostly for sweat shirts and low-slung jeans.

The show was part of the New York Fashion Week centered on a sprawling tent hoisted in the park behind New York's Public Library. For the first four days of Fashion Week, coordinated by the Council of Fashion Designers of America, menswear designers dominated the schedule from the elegantly casual Joseph Abboud to a sporty **Nautica** with stretch jackets and turtleneck sweaters and youthful BCBG with quirky colors and a handcrafted look.

The Sean Jean show would have attracted low-key attention save for the fact the line is owned by rap performer Sean "Puffy" Combs. We're talking Combs, the frequent companion of Jennifer Lopez; Combs, who has transformed himself into a high- fashion icon sporting heavy diamond jewelry and Versace clothes; Combs, who was arrested recently on gun possession charges in a late-night club fracas.

So this night security was heavy, and a line of strapping guards dressed smartly in orange Polo Sport parkas by Ralph Lauren guarded the main entrance.

Inside the venue, photographers fell over themselves getting to Tommy Hilfiger in the front row next to "Mod Squad's" Peggy Lipton. Comedian Sandra Bernhard was there, along with Lil Kim in piled-high braids. So were singer Luther Vandross, the NBA's Patrick Ewing of the Knicks and Combs' mother in a sweeping cape.

The show started with music as diverse as the audience, segueing oddly enough from the Doors to Frank Sinatra's love ballads to rap. And in the end, seeking perhaps to dispel a tough gun-toting image, Combs took a runway bow as a family man with two small children in tow. Girlfriend Lopez, said to have a prior commitment for "Saturday Night Live," was nowhere in sight.

But the aesthetic of the clothes was almost as interesting as the celebrity factor. It was a workingman's line with denim hip-hugging jeans, big down denim vests, oversize down coats, shirt jackets and fireman's

jumpsuits worn by models with tattoos. They were simple and austere. The models' moods were somber. But in stark juxtaposition, the fashion line was suddenly gilded by a wannabe reflection of Combs' own personal style: diamond jewelry such as crosses and necklaces and rich furs, including a full-length red fox stadium coat or a sweeping mink poncho.

Certainly it reflected in glaring terms the modern fusion of low and high couture, the combination of street style with runway design. Ultimately Combs and his love life or legal problems seemed less important than the commentary on how far fashion has drifted from the days of salons and into a solid bond with entertainment and glitterati.

The following day, Hilfiger sought to reinvent his own image from the ego- driven rock 'n' roll meister of last season into a classy preppy look for rich youths. His show featured cashmere sweater sets for men and women, dozens of turtlenecks, posh textured fabrics and plaid tartan trousers and kilts. His show was a far cry from the Madison Square Garden extravaganza last fall when a rock band leader yelled obscenities at an inattentive audience and Hilfiger in jeans and a belt bearing the logo "Tommy Rocks" did a turn around the runway with Naomi Campbell.

Gone this time were the metallics, flag pants and crystal fringe, replaced by pleated skirts and white leather jackets. Hilfiger was so low-key himself, he managed only a quick wave as he jogged across the stage of Roseland Theater. Although he clearly is seeking a pricey spot on which to roost, the clothes were pretty and clever and likely to help sell his jeans and other lower-priced products.

As for celebrities, the list was down. Harry Connick Jr., actor William Baldwin and rock star Deborah Harry settled quietly into front-row seats.

Abboud's show was one of his best because he managed to combine the casual attitude with a youthful hip sensibility and classic elegance, no easy chore today. From oversized tweeds and turtleneck sweaters, he moved to pale gray pinstripe suits in both single three-button and double-breasted silhouettes. They were worn with monochromatic shirts and ties, some in offbeat colors.

OK, so maybe the iridescent aubergine shirt and tie will not fly high in the heartland, but the grays on grays have a good chance. And the metallic, alpacca and metal dinner jackets sure make a plain old tuxedo seem a bit plain.

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COATS COVER MAX AZRIA'S INTRIGUING URBAN MIX Charlotte Observer (North Carolina) February 9, 2000 Wednesday ONE-THREE EDITIONCorrection Appended

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February 9, 2000 Wednesday ONE-THREE EDITION
Correction Appended

SECTION: MAIN; Fashion Pop Culture * Crystal Dempsey; Pg. 2A

LENGTH: 426 words

HEADLINE: COATS COVER MAX AZRIA'S INTRIGUING URBAN MIX

BYLINE: CRYSTAL DEMPSEY, Staff Writer * Contributors: Jackie White, of Knight Ridder and Ginia Bellafante of The New York Times, contributed to this article.

DATELINE: NEW YORK

BODY:
Fashion Week took a bulky, urban turn at the BCBG Max Azria show, but designer Yeohlee put it back on a sophisticated, urbane track.

For Max Axria, it was all about coats and jackets, and jackets and coats. At the Yeohlee show, it was about soft, feminine styles in earthy colors.

Fashion Week, which ends Friday, is the time more than 70 designers unveil their new looks. What you see on the runway will influence what you buy this fall. The spring 2001 collections will be shown Sept. 8-15.

* BCBG Max Azria: Charlotte radio personality Sheri Lynch says she wears BCBG for dressier "rock 'n' roll" events. People usually wear funky BCBG outfits when they want to be "seen." However, for his fall line, designer Max Azria hid most of his clothes under coats and jackets in wool, fur, patent crocodile and cashmere. Spectators got frustrating glimpses of models wearing chunky scarves with strapless dresses and tall, leather stiletto boots with delicate tulle and chiffon. While some of the outerwear is divine - I loved the gold distressed-leather coat - I really wanted to see what was underneath: the re-embroidered plaid shirt, the twilight-printed halter, a felt, rosette plaid dress. Instead I got to admire the great accessories: big, faux fur bags and sexy, stiletto boots.

Azria says this line was inspired by Wim Wenders' 1987 movie, "Wings of Desire." The beautiful, touching film (three tissues for me) is about angels - clad in long, dark coats - who live among mere mortals in New York City. (The Meg Ryan/Nicolas Cage movie "City of Angels" is based on "Wings of Desire.") The dark coats could explain Azria's whole outerwear obsession. * Yeohlee: By contrast, I loved the colors in Yeohlee's fall line: the chocolate brown skirt topped by a sheer, dusky lavender silk turtleneck; an iris ombre knit turtleneck with slim pants in metallic Prussian blue, and the copper coat over a coal metallic turtleneck and black cuffed (and cropped) pants.

The minimalist look was stylish with a loose, comfy feel not often seen on the runways. Earlier in the week, Donna Karan seemed to have Prada and Gucci on her mind with her DKNY collection. The press material said, "Polished is the message!" Karan showed lightweight, low-slung pleated skirts reminiscent of the ones

shown in Milan just a few months ago.

For the first four days of the week, menswear designers dominated the schedule, including sporty **Nautica** with stretch jackets and turtleneck sweaters and youthful BCBG (for men) with quirky colors and a handcrafted look.

NOTES: On Style Extra - N.Y. Fashion Week: Fall 2000 Collection * Max Azria hides his funky BCBG line under coats, while Yeohlee quietly offers comfort without sacrificing style * The following correction appeared on February 10, 2000 and refers to original tag no. 0002090025

CORRECTION-DATE: February 10, 2000

CORRECTION:
An article in Wednesday's Observer gave the incorrect publication date for Part I of a fall 2000 fashion week roundup. The roundup will run on Feb. 20 in Sunday Living's OnStyle page.

GRAPHIC: Photo-3;
1. Photo by STUART RAMSON, Associated Press: BCBG Max Azria showed lots of outerwear, including this silver leather coat over a printed silk charmeuse halter dress. 2. BCBG Max Azria paired a chunky wool scarf with a sable silk chiffon re-embroidered tweed strapless dress. 3. A model wears a handknit fairisle turtleneck and a wool tweed riding skirt from the DKNY collection.

LOAD-DATE: January 29, 2002

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SET YOUR SIGHTS ON ONLINE GIFTS;SEARCHING FOR THE PERFECT GIFT FOR YOUR SWEETIE? THE SOLUTION MAY BE A MOU;CLICK AWAY. The Virginian-Pilot (Norfolk, VA) February 11, 2000, Friday,

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The Virginian-Pilot (Norfolk, VA)

February 11, 2000, Friday, FINAL EDITION

SECTION: DAILY BREAK, Pg. E3

LENGTH: 748 words

HEADLINE: SET YOUR SIGHTS ON ONLINE GIFTS;
SEARCHING FOR THE PERFECT GIFT FOR YOUR SWEETIE? THE SOLUTION MAY BE A MOU;
CLICK AWAY.

BYLINE: BY PRISCILLA KHUANGHLAWN; 757 CORRESPONDENT

BODY:
'TIS THE season of cupids, chocolates, hearts and love. Ah, yes, the beloved Valentine's Day holiday is right around the corner.

While some people display disdain toward this time of year, the majority eagerly await it with open arms.

Nevertheless, the day can get quite hectic, especially if you have a boyfriend or girlfriend.

So what are Hampton Roads teens going to buy each other for Valentine's Day?

"Maybe a shirt," said Erin Matthews, 15, a freshman at Western Branch High School. "And chocolates."

"A card that says how much I love him and a hug," said Casey Jeffcoate, 14, a freshman at Churchland High School. "I think presents from the heart are more meaningful than anything materialistic."

However, finding the perfect gift can be a challenge for some people. But in this technically advanced world, your answers can be just a mouse-click away. Here is a list of items and Web sites where you're bound to find that special something for that special someone:

Clothes and accessories:

For the "Dawson's Creek" lover:

www.ae.com

Get the duds from the store that clothes the Capeside pals weekly, American Eagle. (Note: Check out the clearance section - up to 70 percent off).

For her: Shetland popover hooded sweater, $ 39.99

For him: AE sleeve, striped hooded fleece, $ 19.99

For the skateboarder/snowboarder/surfer: www.pacsun.com

This Pacific Sunwear site boasts popular brands such as Roxy, Billabong and Hurley that are sure to suit.

For her: Pounding Heart long-sleeved tee, pink with heart-screened scene on back, Billabong, $ 24.

For him: Kong Solid, adjustable black cargo belt, by Quiksilver, $ 10

Also check out: www.boo.com, www.nike.com, www.cyberetail.com

Beauty and vanity:

For the sophisticated: www.sephora.com

This site is overflowing with stuff for the bath, body and mind. With hot labels such as Anna Sui, Bloom, Stila and Hard Candy, finding something ought to be a snap.

For her: "Girls Who Rock" Mini-Lip Gunk set, $ 25

For him: Hugo Eau de Toilette spray, 3.4 oz., $ 46

For the scent-conscious: www.fragrancenet.com

This site has tons of colognes and perfumes with a reasonable price tag. With smells like **Nautica,** Polo Sport and Tommy Girl, you'll be able to find the perfect scent in no time.

For her: Cool Water for Women, by Davidoff, $ 35.63

For him: Tommy Hilfiger cologne, $ 41.16

Also check out: www.beautyjungle.com and www.eve.com

Candies and sweets:

For the chocoholic: www.godiva.com or www.hersheys.com

The Godiva site is full of yummy-looking boxes of chocolates. All are beautifully wrapped but rather expensive.

For both: Valentine Truffle box, 16 pieces, truffles with classic and unique flavors like key lime, coconut, espresso and dark chocolate. $ 28.

Give your Boo lots of hugs and kisses - Hershey's hugs and kisses, that is.

For both: Valentine Tower, a collection of Hershey's and Reese's mini candies. Happy Valentine's Day Rose Card of solid milk chocolate and 12 Pot of Gold assorted truffles. $ 24.95 (Setback: It takes seven to 10 days for delivery, so you might want to opt for express shipping).

For the cookie-eating monster: www.mrsfields.com

The world-famous cookie maker has delicious-looking edibles for sale. Take your pick from chocolates, flowers (the real ones) and, of course, cookies.

For both: Decadent Chocolate and 48 Nibbles - 48 cookies in an assortment of popular flavors and one pound of chocolates. $ 42.

Flowers and the like:

For the traditionalist: www.1800flowers.com or www.greatflowers.com

Roses are red, violets are blue, get your Boo some flowers if you haven't another clue. What says love like roses? Although rather pricey, this site has a broad range of flower assortments, as well as balloons and candy.

Prices: $ 29.99 to $ 79.99.

For that very special someone: www.zales.com

Show her you care with some very classy jewelry. Check out the $ 99 gift section for a slightly cheaper alternative.

Other:

For the music lover: www.cdnow.com

Need a CD suited for your sweetie's taste? Look no further. Make a compilation CD at this cool site. $ 19.95.

Cards:

For those with a fixed budget: www.bluemountain.com, www.ecards.com, www.egreetings.com, www.hallmark.com

So whether you're one half of a couple or superbly single, have a happy Valentine's Day (and watch out for Cupid's arrow).

Priscilla Khuanghlawn is a freshman at Churchland High School.

GRAPHIC: (Color Photo);
(Roses)

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AT EASE MEN'S WEAR SHOWS BLUR LINES BETWEEN WORK AND PLAY Denver Rocky Mountain News (Colorado) February 13, 2000, Sunday

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Denver Rocky Mountain News (Colorado)

February 13, 2000, Sunday

SECTION: Mile Highstyle; Ed. Final; Pg. 4S

LENGTH: 1291 words

HEADLINE: AT EASE
MEN'S WEAR SHOWS BLUR LINES BETWEEN WORK AND PLAY

BYLINE: By Suzanne S. Brown, News Fashion Editor

BODY:
Listen up, guys. It's time for some new threads.

Junk that navy blue blazer and slip into something in khaki moleskin, with cargo-style pockets. And forget the oxford button-down. A slim turtleneck sweater is cooler. In lieu of a wool vest, try a zip-front version in olive nylon. And trade your ordinary trousers for black waxed cotton pants.

That's what David Chu has in mind, anyway.

He's the designer for **Nautica** sportswear, and in the fall- winter collection he showed in New York recently, he demonstrated plenty of ideas about how to update a man's attire.

"The barrier between wardrobes for work and play continues to blur, as bankers move into virtual offices and snowboarding becomes a global industry," Chu said in his program notes.

Chu and many of the other designers who showed their fall lines last week are influenced by America's love of sportswear, as well as the relaxation of traditional dress codes.

But the typical guy doesn't change his wardrobe much from season to season and is reluctant to try anything too trendy. That means that most of what is presented on the runways in New York isn't going to show up in the office in exactly the same way.

But a guy can wear a sweater rather than a shirt under his sport coat, if not from 9 to 5, then on the weekend. And nylon drawstring pants worn with a zip-neck pullover sweater are a workable alternative to jeans and a T-shirt.

The elements of a man's wardrobe haven't changed much in a century. He's still wearing the tailored jackets, the trousers, shirts and ties that his father and grandfather wore. What's different lately is that a man is free to mix those pieces up and wear them for a variety of occasions.

The other big change is that fabric innovation has changed the look, feel and texture of many traditional items of clothing. Shiny materials like waxed cotton and nylon are being used for everyday clothing as well as active sportswear.

If a man wants to add just one thing to update his fall wardrobe, he can do it with leather.

In nearly every collection, leather jackets, vests and pants were paraded. Donna Karan, in her DKNY collection, showed black leather jackets and trench coats as well as styles in brown and oxblood. Also presenting red leather jackets for men was Kenneth Cole. Metallic leather was used by Joseph Abboud in bronze jackets and pants, by Max Azria in jackets for BCBG and by Tommy Hilfiger in white jackets.

Kenneth Cole printed some leather jackets with a python pattern in his "urban rocker" group, and Karan lacquered it for high-gloss effect. Embossed leather is another technique, and Hilfiger wasn't shy about embossing his initials as a pattern on pants and jackets. Marc Buchanan for Pelle Pelle also embossed big logos on his leather jackets.

If leather isn't daring enough, how about fur? The material was ubiquitous in the men's collections. Designers such as Karan used beaver to trim a double-breasted coat.

The most outrageous use of fur had to be in the Sean Jean collection from Sean "Puffy" Combs. Models took to the runway in a full-length red fox coat, a black sheared mink cape and a silver fox bubble jacket. If that wasn't outrageous enough, one poor model had to wear sheared mink pants. All the outfits were accessorized with diamond jewelry from Fred Leighton.

While the only men who will be able to afford that kind of get-up and want to wear it will be music millionaires like Combs, it certainly made a statement.

"Fur is the new embellishment," said Tom Julian, a trend analyst for Fallin McElligott. "We're seeing mink, fox, Persian lamb, shearling and faux fur, too."

For all the flash, not to be overlooked in the Sean Jean collection were the hip jeans wear and overalls that stores such as Bloomingdale's are selling.

"The fit and look of (Sean Jean) jeans is perfect," said Kal Ruttenstein, the store's fashion director. "And we're not just selling it to hip-hop kids or suburban kids. He's getting a big crossover customer."

So enough, already, you're saying. A man needs a suit now and then. Despite all the kooky stuff on the runways, the traditional guy's needs were not completely overlooked.

Some of the best suits were shown by Joseph Abboud, who dresses such high-profile clients as Bryant Gumbel. The television anchor was in the front row, nodding approval of such styles as a gray flannel chalk-stripe suit with peak lapels.

Abboud also is a proponent of soft tailoring, meaning jackets that look structured but aren't confining or uncomfortable. Abboud's styles often were unlined and less fitted than are traditional men's suit coats.

The trend to wearing shirts and ties in monochromatic color schemes continues. Abboud likes aubergine, garnet and amethyst styles as an accent to gray suits.

Plaids, tweeds and herringbones are making something of a comeback, as Azria showed in his BCBG line. He offered brown plaid zip-front bomber jackets and plaid flat-front pants and used plaid patterns in shirts, as well.

Tartan plaid was a major theme for Hilfiger, who lined leather jackets in it and even created tartan patchwork pants. Hilfiger has gone back to his preppy roots, showing well-tailored cashmere blazers in deep green over matching turtlenecks and such classics as flannel pea coats.

He said in his program notes that he had visited Scotland with his family last year and was inspired by the country's beauty and traditions. The collection, he said, is "based on the things that I love and the clothes I love to wear."

And he's hoping his customers will agree.

Gimmicks liven show

You gotta have a gimmick, crooned Gypsy Rose Lee, and that's as true in fashion as it was in burlesque. Menswear just isn't as exciting on the runway as is women's fashion, so designers employed a few tricks. To wit:

* Midway through the Pelle Pelle show, a panther was trotted out on the runway. Nervous members of the audience were relieved when the animal exited the stage. The presentation also featured a number of hunky, bare-chested weightlifter-models.

* Designer Ron Chereskin announced an initiative with the Humane Society of New York and had models stroll the catwalk with a dozen adoptable pets. All had homes by later that day.

* David Chu warmed the fashion crowd to his **Nautica** show on a cold winter's day with hot chocolate, hot apple cider and such delectables as wild mushroom tartlets.

* Robert Comstock, an Idaho resident who is on the board of directors of the Peregrine Fund, teamed up with 3M and Thinsulate Ultra Insulation for an expedition to the Altai Mountains, in western Mongolia. There, they met native people who hunt with golden eagles and learned about the land, the native culture and the ecology.

On the trip, Comstock and the other expeditioners wear-tested clothing he had designed. The adventure was filmed, and Comstock debuted a video from the expedition at a reception at the Cornell Club.

INFOBOX

Trends at a glance

Here are some of the trends designers are proposing for fall-winter 2000.

* The man who likes colors other than black and gray will find an abundance of browns, olive greens and burgundy to add to his wardrobe. In sportswear, orange is a hot color.

* Snowboard influences continue in pants with reinforced knees, bonded fabrics, reflective logos and cargo pockets.

* Handknit wool sweaters have a chunky, knit-by-a-loved-one feel. Some have built-in scarves. DKNY did asymmetrical Fair Isle patterns.

* Leather is hot, hot, hot. Blazers in cranberry leather, shirt jackets in suede and styles embossed with crocodile effects were all over the runways. Zip-front jackets have a motocross inspiration.

NOTES:
NEW YORK COLLECTIONS 2000
Related color photo p.1S

SEE END OF TEXT FOR INFOBOX

GRAPHIC: Color Photo (6)
The Claiborne Fall 2000 show featured this orange bias ribbed hand knit sweater and scarf. By Mark Lennihan / Associated Press. FILE: MISSING - UNAVAILABLE
CAPTION: Joseph Abboud showed a charcoal- flannel chalk-stripe suit, garnet shirt with tie and black leather cap-toe shoes during his fall 2000 show last weekend in New York City. By Stuart Ramson / Associated Press. FILE: ARCHIVE
CAPTION: David Chu's **Nautica** line featured a khaki three-button moleskin sport coat over a green pullover cotton sweater, olive nylon quilted zip-front vest and black waxed-cotton pants. By Stuart Ramson / Associated Press. FILE: ARCHIVE
CAPTION: A show- stopper: Sean Jean's blond zippered knee-length fur cape over a khaki cowl- neck top and matching pants. By Dan Lecca / Associated Press. FILE: ARCHIVE
CAPTION: Cole's collection includes this cherry-red leather car coat over a nylon stretch long-sleeve top with slim black trousers. By Kathy Willens / Associated Press. FILE: ARCHIVE
CAPTION: Kenneth Cole's polyfill puff blazer with patch pockets, nylon stretch T-shirt and flat-front sheen trousers. By Kathy Willens / Associated Press. FILE: ARCHIVE

LOAD-DATE: February 16, 2000

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A REAL RIBBON CUTTING The Record (Bergen County, NJ) February 16, 2000, WEDNESDAY; ALL EDITIONSCorrection Appended

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The Record (Bergen County, NJ)

February 16, 2000, WEDNESDAY; ALL EDITIONS
Correction Appended

SECTION: YOUR TIME; Pg. Y3

LENGTH: 470 words

HEADLINE: A REAL RIBBON CUTTING

COLUMN: SHOP TALK

BYLINE: JOAN VERDON

BODY:
You can describe Mokuba, a fashionable new store in Manhattan's garment district, with one word: ribbons.

But to describe the miles and miles of ribbons sold at Mokuba, you need lots and lots of words. At least 43,000, to start. That's how many varieties of ribbon are in stock at Mokuba, a Japanese ribbon manufacturer that has opened its first U.S. showroom and store at 55 W. 55th St.. There are pleated taffeta ribbons, fake fur ribbons, fringed leather ribbons, embroidered ribbons, beaded ribbons, velvet ribbons, lace ribbons, plaid ribbons, polka-dot ribbons, all arranged, row by row, spool by spool, in a gleaming, modern showroom.

Mokuba was started by Shoichi Watanabe, a Japanese ribbon designer and wholesaler whose father was a weaver of kimono belts. Shoichi's daughter, Keiko, took over the design and manufacturing ends of the business in 1985 and has turned the company into the world's most fashionable ribbon vendor. The company opened a Paris showroom in 1990 and began sending samples of its products to a select list of 1,000 French designers and journalists. Before too long, Mokuba's ribbons began showing up on the fashion show runways.

Most of Mokuba's customers in Paris and at the company's other stores in Canada, Japan, and Spain are designers looking for inspiration, interior decorators looking for valances and pillow trimmings, and costume and set designers. Those customers have already flocked to the New York store, which opened Jan. 10, but you don't have to be a designer or decorator to shop there. Anyone can walk into the street-level store and buy a yard or two of ribbon. (A yard or two of almost any ribbon in the store would turn a plain gift box into a package elegant enough to make any Martha Stewart wannabe insanely jealous.)

The store is shopper-friendly, with display cases designed so the ribbons are easy to see and touch. Prices run from 35 cents a yard to $ 58 a yard. And while this store could qualify as a museum of ribbon art, there's no admission fee for those who just want to revel in rows and rows of ribbons. (212) 869-8900.

Presidential markdowns

Woodbury Common outlet center in Central Valley, N.Y., likes to stretch holiday weekends into four-day sell-abrations. The President's Day weekend sales begin Friday and run through Monday, with many stores using this weekend to clear out fall and winter merchandise.

Patagonia will offer 50 percent off on its outlet prices, with windproof jackets marked down to $ 57. **Nautica** plans to sell goose down jackets for $ 65, and Carter's Childrenswear will price all winter items at $ 5 and $ 7. Bugle Boy children's clothing is promising a"clearance blowout sale"with nothing priced over $ 20.

CORRECTION-DATE: FEBRUARY 18, 2000

CORRECTION:
CORRECTION: The address for the Mokuba ribbonstore mentioned in Joan Verdon's ShopTalkcolumn Wednesday was incorrect. The correctaddress is 55 W. 39th St., New York City.

LOAD-DATE: February 21, 2000

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Stylish accessories for exquisite look New Straits Times (Malaysia) February 17, 2000

Copyright 2000 New Straits Times Press (Malaysia) Berhad
New Straits Times (Malaysia)

February 17, 2000

SECTION: Consider this!; Pg. 6

LENGTH: 149 words

HEADLINE: Stylish accessories for exquisite look

BYLINE: Compiled by Joyce Te

BODY:
THE sun's blistering. Its glare blinding. You reach for your sunnies ...Calvin Klein? Gucci? RayBan? The choice of eyewear in Malaysia!

It is no wonder fashion aficionados see eyeglasses as complements for apparel. And while imported eyewear might range from RM400 to RM700 each, those in the know realise that these prices are one of the lowest in the world.

Which accounts for the "a pair for each look" adage (at times even serving as hair bands!).

Availability and affordability that placed that Cartier on your wrist. The one that will be exchanged for a Tag for a session at the gym, and after, a Patek Philippe for the dinner party.

While Malaysia has not attained shopping haven status in the international shopping community, it is definitely on its way. Meanwhile, we Malaysians are reaping the benefit of competition. Check out the latest offerings.

GRAPHIC: Picture - Functional craft ... the self-winding Patek Philippe #5054 with moon phase, analog date and power reserve indicator. Comes in polished gold or platinum case with hinged dust cover over sapphire crystal back; or (right) opt for the art deco geometry in 18K gold (white or yellow), natural mother of pearl and Top Wesselton diamonds fashion the Gondolo watch for ladies. Large square bezels are diamonds-framed. Dials in choice of grey-toned mother of pearl with four diamond-set hour markers or 12 partitions of white mother of pearl. By Patek Philippe. Picture - Hinging on trend ... hand cut and assembled, virgin Italian acetate gives these chains a lustrous and lasting finish. Available in midnight black or tortoise amber, Havana and dark. The Chain Collection by Calvin Klein Eyewear is available at major optical stores nationwide. Picture - Rimless is chic ... virtually weightless, Alfred Dunhill's Unique eyewear comes in resin temple frames in horn and palladium or tortoiseshell and gold finish, or metal temples in palladium or gold. At Alfred Dunhill stores in Suria KLCC, Star Hill Centre and Sogo. Picture - Classic ophthalmics ... the **Nautica** N7012 series for him and her. Below: Local celebrities brave the paparazzi glare in **Nautica's** collection of sunglasses. Available at major optical stores nationwide. Picture - It's trendy to be sporty ... the steel-framed Bonia watch for him and her. Tough enough for sports, tough

enough for the corporate world. Sports inspired watches, just like 4x4s, are the suits' latest rave in the concrete jungle. Available at Bonia boutiques and department store counters nationwide. Picture - Must-have accessory for spring ... the Clinique Millennium 2000 watch in fresh cut colours. Reflecting the floral prints of spring's sheer, soft fabrics, the watch is ultra feminine. Available at Clinique counters in Isetan, Sogo, Jaya Jusco, Metrojaya and Super Komtar with purchase of any two Clinique products. Picture - Shape of the millennium ... the cK1012 in 11 bronze/matte brown. Also in 31 iron/matte Havana and 16 raw silver/matte black. cK Calvin Klein Eyewear at major optical stores nationwide.

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Source: News & Business > Combined Sources > News, All (English, Full Text) i
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Boys' Toys: Luxury, sportswear and comfort highlight New York fall fashions for men Calgary Herald (Alberta, Canada) February 22, 2000, Tuesday, FINAL

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Calgary Herald (Alberta, Canada)

February 22, 2000, Tuesday, FINAL

SECTION: Style; B5 / FRONT

LENGTH: 757 words

HEADLINE: Boys' Toys: Luxury, sportswear and comfort highlight New York fall fashions for men

BYLINE: Valerie Fortney, Calgary Herald

BODY:
Are you man enough to wear pink? How about an oh-so luxurious, soft-to- the-touch mohair sweater? Or maybe a diamond or silver necklace? If such traditionally feminine wardrobe pieces make you squirm, don't worry. There's something for everyone when it comes to men's fashions this fall.

That was the message at the recent Men's and Women's Fall 2000 fashion week in New York, where the top American -- and some European -- menswear designers showed their collections for Fall 2000.

The best way to describe the collections is a re-discovery of luxury, taking the looks and textures seen on the women's runways and re-interpreting it for today's man. In this brave new world, sportswear rules, and comfort is the name of the game. Stretch and microfibre have revolutionized the industry, changing the way clothes move and feel. Stretch has found its way into sports shirts, pants and even sweaters. Details are also key; you see it in the prolific use of zippers (not just for opening and closing, but also as decorative detailing, such as asymmetrical zippers at the shoulder), and a wide array of inside and outside pockets, to accommodate the high-tech gadgets that are so necessary to life in the 21st century.

Thanks to stretch fabrics and the growing popularity of sportswear, tailored clothing may also be stretched beyond recognition. The overall look is more sporty and relaxed than we've ever seen before.

- Gene Meyer: This eye-popping collection included deep-blue velvet jeans (sounds strange, but looks great on the right guy), robin's-egg-blue turtlenecks and U-neck sweater vests, worn layered over dress shirts in a wide assortment of colours.

- **Nautica:** This was the first show of John Varvato's, the new designer for **Nautica.** Varvato, who cut his teeth in the men's divisions of Ralph Lauren and Calvin Klein, demonstrated his expertise in the fine cut of the suits, and his tweed and herringbone coats were a pleasant mix of the old reliable men's coat like dad used to wear, but with luxury fabric and updated 21st Century details. Also, he had lots of zip- front vests, wide-legged trousers in flannel and denim, and wonderfully spacious coats in fabrics like double-faced wool.

- Joseph Abboud: Cozy knits in warm spicy colours and cargo pants made for great sportswear, but only the daring will jump at the green-tartaned velveteen suits. Abboud also went with luxurious pullovers made of silk under jackets in place of the regular shirt, and eschewed neckties for knit turtlenecks.

- Jason Bunnin: Winner of the Fashion Group International's Rising Star award for menswear, Bunnin didn't disappoint those who bestowed him with the recent honour. Stretch wool pants in cool pale hues, copper-coated denim jeans and pinstriped suits in non-traditional colours made for a fun collection. The beauty was in the details, such as zippers on waistbands and innovative closures on shirts and jackets.

- Maurie Malone: Plenty of jeans were in this collection, but there was little denim to be found. Leather, fur, snakeskin and black sequins took the place of the traditional denim, with the cuts clean and trim. Coats ranged from tweeds in earthy hues to colourful pony prints, and the "fly-less" front trouser made several appearances.

Emerging Themes:

- A great coat is a wardrobe necessity. Helmut Lang leads the way, with his coats cut lean and to the knee, in fabrics such as black wool, camel leather and even fuchsia cashmere.

- Don't throw out the cargo pants, because they'll still be in for fall.

- Luxury fabrics -- cashmere, fuzzy mohair and lots of fur -- are not just for women.

- Leather, in a wide range of colours and textures, are big in pants, shirts and coats.

- Leather jackets come in a variety of lengths, from bombers and military styles to longer three-quarter lengths.

- Vests, both knits and leather, are worn over sweaters and shirts.

- Zippers are everywhere, from jackets and shirts to pants, coats and even sweaters. Some use Velcro closures, and another big trend is fly front closures, with plackets hiding the buttons or zippers on jackets, pants and shirts.

- The single-breasted suit with high- peaked lapels is the new suit look.

- Shirts are matched in colour to suits, a big move away from bright coloured shirts offsetting the darkness of a suit.

- Comfy, comfy -- the increasing use of stretch fibre, woven into wool and cotton suiting. It's even being used in cashmere, which makes the clothes feel not only soft but moveable.

GRAPHIC: P Photo: Kathy Willens, Associated Press / Sean John: The label was created by Sean Combs, A.K.A. Puff Daddy, rap star and boyfriend of actress Jennifer Lopez, who is also something of a fashion designer. OK, he makes no bones about the fact he has a team of designers who bring his vision to life, but he does know a thing or two about blue jeans. Little touches such as rhinestone or lynx fur cuffs made them sparkle, and his hooded parkas in bright blue or red were fun. He also had sleek cashmere suits and oversized fur coats.; Photo: Dan Lecca, Associated Press / Kenneth Cole: Quilted leather vests, generously cut suits and turtlenecks in cashmere and mohair dominated the runway for Cole's fall collection. He also threw in some wet- looking synthetics and, of course, lots of his signature leather in black and chocolate brown. A bit of novelty came in his sport shirts with polyfill detailing on the elbows, and a reversible jacket, matte black poly/rayon on one side, black PVC on the other.; Photo: Kathy Willens, Associated Press / Michael Kors: In keeping with the luxury and '30s-style Uptown look of his women's collection, Kors threw in lots of argyle sweaters, roomy wide-cut pants in luxury fabrics like cashmere, and smart wool coats. A little bit retro, but some good classics nonetheless.; Photo: Knight-Ridder Newspapers / Lang: Always a reliable source for Euro-style minimalist styling, Lang threw in many of the requisite black suits in his show described as "continental tailor." All-black ensembles paired skinny trousers with soft-hued jersey tops. He did shake things up a bit, though, with his monochromatic brighter suits in such surprising hues as fuchsia.

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Gilmore finds job opportunities to assist jobless textile workers The Washington Times February 23, 2000, Wednesday, Final Edition

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The Washington Times

February 23, 2000, Wednesday, Final Edition

SECTION: PART C; METROPOLITAN; VIRGINIA ASSEMBLY '00; Pg. C3

LENGTH: 1078 words

HEADLINE: Gilmore finds job opportunities to assist jobless textile workers

BYLINE: Stephen Dinan; THE WASHINGTON TIMES

BODY:
Gov. James S. Gilmore III yesterday announced new job opportunities and came forward with his own plan to help workers after weeks of opposing Democrat-initiated plans to help newly unemployed textile workers in Southside Virginia.

At an afternoon news conference, the governor stood with the chairman and CEO of **Nautica** Enterprises Inc., the clothing manufacturing company, to announce **Nautica** will build a distribution plant outside of Martinsville, the area hardest hit by recent textile company closings. It will mean about 375 new jobs when the site is up and running.

Mr. Gilmore also announced his own plan for those out of work, which increases unemployment benefits by $36 a week for all workers in the state and lets them collect unemployment immediately after a company files for bankruptcy, rather than making them wait a week.

Democrats had called Mr. Gilmore the major impediment to assisting textile workers. He had opposed a House bill that would have increased benefits by $100 a week to those in 30 localities with the highest unemployment rates, arguing it was unfair to direct money toward particular workers.

Yesterday, however, Delegate Barnie K. Day, Patrick Democrat, said he was "delighted on all fronts" with the governor's proposal and happy the governor finally was on board. But he added he would have liked to have seen higher benefits and wished the governor had addressed health care coverage for unemployed workers.

The governor's bill will have an emergency clause, which means it can be applied retroactive to Nov. 28, when the first wave of textile layoffs began.

* * *

A House of Delegates committee narrowly endorsed legislation yesterday that could more than double the $20 fee charged to Northern Virginians who must get their cars tested every two years for pollution emissions.

The legislation, which would allow inspection stations to charge up to $50, was sent to the House floor on a 12-10 vote over objections of the Gilmore administration, which wants to keep the fee as it is.

The bill's sponsor, Sen. Warren E. Barry, Fairfax Republican, said service stations and auto dealers who conduct the tests are losing money because mechanics command a high wage and the testing equipment - essentially a large treadmill that measures emissions at a variety of speeds - is expensive.

Mr. Barry said stations will stop offering the test if they continue to lose money, forcing the state to adopt a system of centralized testing stations to meet federal air-pollution requirements, as is done in Maryland.

Centralized testing would lead to higher costs and waits of several hours to be tested, Mr. Barry said.

In fact, Maryland drivers pay a $12 fee, and the average wait time at an inspection station is six minutes, according to the Maryland Motor Vehicle Administration.

Delegate Jack Reid, Henrico Republican, said he believes service stations are faring better than they claim because the tests generate repair work when cars fail the tests.

* * *

Four judges, a former state senator and Mr. Gilmore's chief lawyer are the finalists for a vacancy on the Virginia Supreme Court, the chairman of a citizens' judicial advisory committee said yesterday.

In a letter to leaders of the General Assembly's new Republican majority, Richard Cullen also listed eight finalists for what could be as many as three openings on the Virginia Court of Appeals.

Mr. Cullen heads the bipartisan, 14-member Joint Judicial Advisory Committee, which the Republican leadership appointed to interview candidates for the state's top judgeships. In past years, when Democrats controlled the legislature, lawmakers relied on bar associations for recommendations.

Mr. Cullen, a former federal prosecutor and state attorney general, said the advisory committee spent three full days interviewing more than two dozen candidates. He said the process worked well.

The state's eight major bar associations still had their say, but their recommendations were filtered through the outside panel instead of taken directly to the lawmakers.

The finalists for the Supreme Court vacancy include Virginia Appeals Court Judges Rudolph Bumgardner III of Staunton and Donald W. Lemons of Richmond. Circuit Judges Jean H. Clements of Loudoun County and William H. Ledbetter Jr. of Spotsylvania also made the cut. Rounding out the list are former state Sen. Wiley F. Mitchell Jr. of Virginia Beach and Gilmore counsel Walter S. Felton Jr. of Williamsburg.

The opening on the state's highest court was created by the retirement of Justice A. Christian Compton, who had been on the high court bench since 1974. The court has nine judges.

The finalists for the Virginia Court of Appeals include five circuit judges: Verbena M. Askew of Newport News, John J. McGrath Jr. Harrisonburg, Michael P. McWeeny of Fairfax, Margaret P. Spencer of Richmond and Roy B. Willett of Roanoke. The others are former state Delegate G. Steven Agee of Salem, Virginia Beach Commonwealth's Attorney Robert Humphreys and former Charlottesville City Council member Thomas E. Albro.

The intermediate appeals court, which currently has 10 judges, will lose Judge Sam W. Coleman III, whose retirement takes effect Dec. 31. If either Judge Bumgardner or Judge Lemons wins the Supreme Court appointment, that will create a second opening. A bill pending in the General Assembly would create an 11th seat on the court.

The candidates will now be interviewed by a joint legislative subcommittee of eight Republicans and seven Democrats. Delegate William J. Howell, Stafford Republican and co-chairman of the House Courts of Justice Committee, said that unless the subcommittee finds a reason to cut one or more of the finalists, the entire slate will be forwarded to the Republican caucus.

The General Assembly is scheduled to elect the judges March 8, three days before the session's adjournment.

* * *

Legislation to allow voters to decide on a constitutional amendment guaranteeing Virginians' right to hunt and fish cleared a Senate committee by one vote yesterday.

The Privileges and Elections Committee voted 7-6 to send the bill by Delegate Creigh Deeds, Bath Democrat, to the Senate floor.

Delegate Leslie Byrne, Fairfax Democrat, said she has a problem with giving constitutional protection to a hobby or sport, no matter how popular.

* This roundup is based in part on wire service reports.

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Feathers, FUR and leather; What will SHE wear for fall? //What will Austin American-Statesman (Texas) February 24, 2000, Thursday

Copyright 2000 The Austin American-Statesman
Austin American-Statesman (Texas)

February 24, 2000, Thursday

SECTION: Lifestyle; Pg. E1

LENGTH: 1040 words

HEADLINE: Feathers, FUR and leather; What will SHE wear for fall? //What will

BYLINE: Mary Gottschalk

BODY:
NEW YORK -- If you have sequins, feathers and leather in your closet, you're ready for fall. These were some of the hottest looks showcased at New York's fall 2000 fashion show. If you don't have feathers -- don't worry. Many of spring's strongest trends for women are continuing into fall, including color, floral prints, appliques, soft fabrics and feminine cuts.

Shop wisely for spring and you'll have a head start on fall.

Here is a look at some specifics in women's clothing for fall 2000:

WILD THINGS. Animal prints are cyclical in fashion and constant in the wardrobes of many women. Name an animal with a patterned skin and you'll find it reproduced in silk, chiffon, leather, other fabrics and sometimes in real animal skin.

FUR.The shows also showcased the resurgence of fur. The Fur Information Council of America lists more than 200 designers in the United States and Europe now using mink, fox, lamb, sheep, rabbit, beaver and chinchilla. Sometimes they remain in natural colors and sometimes they are dyed in bright colors, making them look more faux than real. There are full-length coats, short bomber jackets, capes, traditional stoles like those popular in the '50s, cuffs, collars and boas.

What will SHE wear for fall?

BLACK is back, along with other favorite winter neutrals camel and ivory, but the color explosion that pushed it out of the spring 2000 collections continues. Sometimes it's a shot of red against camel or black and other times it's red with pink, pink with orange, green with turquoise or a strong chartreuse green.

TOPPING IT OFF. The two major trends for fall in tops are sweaters and blouses. Knits range from classic turtlenecks from Ralph Lauren and Duke to handknits from Oscar de la Renta. The surprise is the strong resurgence of blouses, an item many women walked away from after tiring of the bowed blouse look.

BOTTOM LINE. Pants are cut narrow, straight or full to the ankle. Capris are almost non existent except in the juniors area and only a few designers, such as Alfaro, Lepore and Duke, are cropping pants at the knee.

DRESS DOWN. For day, dresses include tunics, A-line, shifts, sheaths, knits and soft bias cuts. Lengths are almost as wide ranging, from mini to maxi. Most hover at the knee or within an inch or two in either

direction.

DRESS UP. For evening it's a mix of understatement and glitz. Bill Blass pioneered and perfected the combination and now it's prevalent throughout the collections. Take a pair of cashmere pants and add a sequin top, or take a sequin and beaded skirt and add a simple black turtleneck sweater. It's an elegant look that allows women to have it both ways. Some of the most attractive are from Badgley Mischka. John Bartlett helps evolve the look further by using supple, white leather you'd expect to find in a skirt or jacket to create a long evening gown.

In terms of full-out glitz, the very best is Lauren's sequined jacket, camisole and gown replicating a Persian carpet pattern on a bright red background. Miller's sequin camouflage tops and pants are also appealing, but more sporty.

IT'S A WRAP. The most important coat for fall is cut full and meant to wrap, much like a favorite old bathrobe. Most come with ties or belts, although a few are double-faced and meant to be worn hanging straight and open. Solid colors are the norm, but de la Renta uses crewel embroidery, Lepore does hers in plum velvet stripes and Bartlett does an interesting black wrap coat cut out in a cannabis pattern. While coats are three-quarter to full length, jackets are short and fitted. Jackets that end at the waist are for the very thin. Most women find them extremely unflattering, preferring jackets that hang below the hips to create a slim look even on a not-so-slim figure.

Men will have a zippy, colorful and comfortable wardrobe seven months from now if they fall into step with designers' fall 2000 collections .

Zippers are everywhere from the fronts of jackets to pocket tops, circling pant legs and even on turtlenecks .

Designers also use color and leather and agree that turtlenecks are key, but then men go off in their own direction. Here's a look at key trends for fall:

ZIP IT. Zippers are everywhere, on jackets, shirts, pants, coats and even sweaters. Some are functional, replacing buttons as fasteners, but many are ornamental. More gimmicky are the Velcro closures used by a few designers, including Ron Chereskin and Claiborne.

While zippers are highly visible, one of the strongest trends is fly front closures, with plackets hiding zippers or buttons on the fronts of shirts and, most important, jackets and suits.

What will HE wear for fall?

SUITABLE. The most fashion forward suit for fall is single breasted with high peaked lapels. It's paired with a shirt and necktie in the same color or close to it, creating a monochromatic look. It's striking, given that many of these outfits are in black, navy or dark gray. Men used to white or blue shirts with patterned ties may find it initially extreme, but should give it a try.

Also important in men's suits is something that's not really visible. It's stretch fiber woven in with wool, cotton and even cashmere, resulting in a more comfortable feel.

SKIN GAME. Although fur was plentiful in the women's collections, it wasn't as much in the men's, where leather is the favored skin. A leather jacket is deemed essential by most designers, although the actual style varies from motorcycle to shirt to longer, coat styles. Black is the dominant color here, but some designers offer color choices, such as red or green from Kenneth Cole, chocolate or olive from John Varvatos and chestnut from Joseph Abboud.

CARGO LOAD. Given all the advertising, one would think that cargo pants are already in every closet and possibly on the wane given their prominence in the past couple of years. However, cargo pants are still strong, particularly in the collections favored by urban youth, such as **Nautica,** Pele Pele and Sean John.

KEY ADDITIONS. Men looking to update their wardrobes should consider adding a vest, turtlenecks or a long neck scarf. None requires a major financial investment, but each is a good style investment.

GRAPHIC: Chartreuse angora cardigan and a chartreuse-tipped fox vest, Nicole Miller//

Lacquer glazed calf leather jacket, Liz Claiborne//Gray quilted vest with zipper and pockets, Kenneth Cole//Black pleated parka with hood, Daryl K

Halter top, Ralph Lauren//Black embroidered pony skin skirt with black embroidered sleeveless top, Oscar de la Renta//Black and cream lapin chevron trench coat, John Bartlett//Magenta fur-trimmed brocade jacket, Vivienne Tam//Black cashmere cardigan with tan and black suede tiger applique trousers, Tommy Hilfiger //Black three button suit of textured wool with faux pony skin vest, Kenneth Cole //Cherry red leather car coat, Kenneth Cole//Cashmere turtleneck under a handknit cashmere cardigan, Marc Jacobs //Black fox stole over a black silk charmeuse camisole and steel strech wool flannel tuxedo pants, Michael Kors'

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Topeka Capital-Journal (Kansas) February 25, 2000, Friday

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Topeka Capital-Journal (Kansas)

February 25, 2000, Friday

LENGTH: 756 words

BYLINE: ANN MARIE BUSH Capital-Journal

BODY: Fragrance World

to add new shop

A WHOLE NEW WORLD

FRAGRANCE WORLD

Shop

--- Anthony S. Bush/The Capital-Journal

"Fragrance has an effect on the mood."

--- RON OWENS,

owner of Fragrance World of Topeka

* Name of business: Fragrance World of Topeka

* Address: 3430 S.W. 6th

* Owners: Ron and Larita Owens

* Nature of business: Perfume oils, essential oils, massage oils, lotions, incense, nutritional products, skin care products, candles, ethnic clothing and jewelry.

* Web site: www.fragranceworld.net.

By ANN MARIE BUSH

The Capital-Journal

The notion of owning a business has been right under Ron Owens' nose.

That lifelong idea has led to success for Owens, owner of Fragrance World of Topeka, 3430 S.W 6th.

Growing up in Little Rock, Ark., Owens and his brother shined shoes in a shoeshine parlor to keep themselves dressed to the nines.

"Back in the day, when I was growing up, it was popular to dress up. We always wore nice suits and shirts. I would make $50 a day shining shoes," he said. "I grew up around a business environment --- my mother had a beauty salon. I knew that job (owning your own business) was better than trading dollars for hours."

Owens and his wife, Larita, decided to move to Topeka to be closer to Larita's family.

It proved to be a good move.

Owens, who also has a degree in respiratory therapy and worked at Stormont-Vail Regional Health Center for eight years before accepting a job with Providence Medical Center in Kansas City, Kan., started his business in the early 1990s.

The idea for his shop happened by accident, he said. The couple, whose religion is Islam, always has tried to find items for personal use that don't contain toxins or alcohol.

"It was hard to find anything," Ron Owens said. "So we decided to make it a business."

Ron and Larita Owens set up shop in a beauty salon, which was next door to the shop they currently own. The salon soon went out of business and the couple decided to take over the space and open up a small store.

"A few months later this space opened up and we moved in here," Ron Owens said.

Now, more than five years later, the couple, along with their daughter, Na'imah, will be opening a new store the first week of March at 1501 S.W. 21st in the Washburn View strip mall.

"We've been looking at the location for a long time," Ron Owens said. "When it became available, we had to jump on it."

The fact that the shop is near Washburn University was a great selling point for the Owenses. The shop also will be near Health Food Mart.

"We hope they will complement us, and we will complement them," Ron Owens said. "A lot of people that shop here have said they shop there, too."

Although the second fragrance shop will be smaller, it will carry a lot of the same products as Fragrance World. The store on 6th Street carries domestic and designer incense; perfume oils; lotions that don't contain mineral oil; candles, essential oils, an ethnic line of clothing, including some from Nigeria and Pakistan; ethnic and hemp jewelry; greeting cards; nutritional products; and various other personal care items.

The most popular item the shop sells is Alba Botanical lotion, which can be scented with a perfume oil. There are more than 150 scents to choose from, including C-K One, Drakkar, Cool Water, Chanel No. 5, Hugo Boss and **Nautica.**

Ron Owens also said customers like the attention they get when they come to Fragrance World.

"Of course, we can't compete with the larger stores," he said. "When customers come here and ask for a specification sheet on a product, we can show it to them. We consult with our customers. We were small at first, but the community has been supportive. You have to help people in order for it to work for you. Everything we have in here can improve health and state of mind.

"Fragrance has an effect on the mood. Bad smells promote depression. Good smells promote a good state of mind."

Na'imah Owens, who works full-time for her parents, will manage the new store.

"I really enjoy this," Na'imah Owens said. "I'm excited about the new store."

There are two part-timers who work at Fragrance World, however, more employees probably will be needed for the new shop, Larita Owens said.

Ron Owens, who also has a multilevel marketing company next door to his first fragrance shop called the Millionaire Training Center, is happy being a businessman. When asked if he is considering any more shops or businesses he just smiled and said, "One day at a time. One day at a time."

GRAPHIC: Top: Ron Owens, front, owner of Fragrance World of Topeka, 3430 S.W. 6th, his wife, Larita, left, and their daughter, Na'imah, are opening a second shop in the Washburn View strip mall, 1501 S.W. 21st. Above: Larita Owens added perfume oil to lotion.

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HURRY UP, WAIT, REPEAT 51 TIMES Pittsburgh Post-Gazette (Pennsylvania) February 27, 2000, Sunday,

Copyright 2000 P.G. Publishing Co.
Pittsburgh Post-Gazette (Pennsylvania)

February 27, 2000, Sunday, FIVE STAR EDITION

SECTION: LIFESTYLE, Pg. G-14

LENGTH: 863 words

HEADLINE: HURRY UP, WAIT, REPEAT 51 TIMES

BYLINE: LAMONT JONES, POST-GAZETTE FASHION WRITER

BODY:
Unless you're a big celebrity, an influential journalist or a friend of the designer, you'll likely end up standing in the back during some of the New York fashion shows.

In fact, you'll get a better look at some of the designer outfits just watching snippets on one of those entertainment TV programs.

But the seasonal premieres, aside from the headaches of long waits and poor sight lines, have a sort of magic in person, even if you're not seated up front with Ivana, Gwyneth and Julia.

More than 100 American designers held fall preview shows in New York City during General Motors Fashion Week this month. It was impossible to attend them all because some were held at the same time and some, such as DKNY and Ralph Lauren, were at distant locations at the same time.

I attended 52 shows, a lot for a print journalist. Most journalists attended little more than the shows of the best-known designers. Many photojournalists attend nearly every show, lugging heavy equipment from tent to tent and onto buses or taxis to capture images that were sent around the world.

The first shows were scheduled at 9 a.m., with one at the top of every hour until 9 p.m. and a handful going on simultaneously at alternate sites. Bryant Park was the main setting, with shows rotating at one of the four deluxe tented areas at the Manhattan site: The Avenue, The Pavilion, The Tent and, new this year, The Studio.

Waiting was a fact of life. Invited guests, including stylists and fashionistas, check in at tables and then wait, sometimes a half-hour, to be admitted. Those with seating assignments are the first admitted. Those without may be allowed to wait in a separate line for possible standing room. After seated guests enter, others stand in the back and, if seats are still open before the show begins, grab one. Sometimes lucky standers end up in a coveted front-row seat.

There's usually a show schedule at each seat. This "run of show" describes the clothes in the order they will be presented, along with the names of models wearing them and production credits.

About 75 percent of the time, the seats also contained gifts from the designer, ranging from tapes, CDs, chocolates and inexpensive jewelry to sunglasses, fragrances and beauty products. **Nautica** gave out golf umbrellas, Rene Lezard handed out 35mm cameras in gray flannel bags, and Zang Toi placed a long-stemmed white rose on each chair. Ralph Lauren and Hugo Boss gave out sunglasses.

Seating consisted of rows of small chairs individually covered with white fabric to match the tent walls. Or, if the designer chose black walls, chairs had black slip covers. Although most of the times chairs were on risers theater-style, it was difficult to see the models' feet unless you were up close or very far away.

Most shows began more than 30 minutes late. A few, including Tommy Hilfiger and Custo, began about an hour late. During the wait, people mingled and talked as recorded music played. Some celebrity-watched. Others argued over seating. A few knitted or read books.

Attendance varied widely, from fewer than 100 at morning shows and shows of lesserknown designers to more than 500 at the most popular designers, including Hilfiger, Liz Claiborne, Oscar de la Renta and Michael Kors.

When volunteer workers began to peel back plastic that covered the runway, everyone got seated and grew quiet in anticipation. The lights dimmed, the preliminary music gave way to pulsating rhythms, and the show began.

Models walked staring straight ahead, as if in a trance. They were totally expressionless - even when protesters disrupted the show, as happened three times this year. Some journalists noted that there were more exposed breasts and butt cheeks this year than any time in recent memory.

Makeup and hairstyles ranged from simple to sublime. Footwear was varied, from Manolo Blahnik heels to Prada boots, or it was nowhere, as with Pierre Garroudi's barefooted models.

A bank of photographers and videographers were perched on risers at the end of the runway, their bird's-eye view a necessity for a head-to-toe shot.

Some designers used elaborate staging and props. For example, Marc Buchanan used a live black panther in his Pelle Pelle show, and Douglas Hannant incorporated a red runway. Others simply posted their name or logo on the stage wall and bathed the runway in white spotlight.

Runway shapes and heights varied, depending on the effect the designer hoped to achieve. John Bartlett's runway became a banquet tabletop beneath two huge crystal chandeliers. Eighteen tuxedoed men watched as female models showed an array of stunning ensembles.

Shows ranged from 10 to 25 minutes, most between 15 and 20. Some designers showed more than 80 looks; others, using informal modeling in private club settings, showed fewer than 10.

In the runway shows, all the models took a final walk together in their last outfit. Then the designer, often wearing sneakers, came onto the runway and saluted the applauding audience.

When the show was over, some journalists tried to get interviews backstage. Others made a mad dash to the next site of the next show.

GRAPHIC: PHOTO, PHOTO: Jeff Christensen/Reuters: The Ralph Lauren fall 2000 show was; a must-see for fashionistas - and a challenge, because it coincided with; Donna Karan's DKNYshow.

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R2 Me2 The New York Times February 27, 2000, Sunday, Late Edition - Final

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The New York Times

February 27, 2000, Sunday, Late Edition - Final

SECTION: Section 6; Page 58; Column 1; Magazine Desk

LENGTH: 15 words

HEADLINE: R2 Me2

BODY:
Battery-operated with remote control - you flick the switch and wathc bro'bot go?

http://www.nytimes.com

GRAPHIC: Photos: Smile! You have THE ORIGINAL BRO'BOT to do your thinking. The battery-operated prodigy comes in a cotton jersey top, $13, and shorts, $9, by H & M. At H & M, Palisades Center, West Nyack, N.Y. Its flesh-and-blood antecedent: Shawn Huang, in a nylon gabardine top, $48, and shorts, $40, from cK Calvin Klein Jeans Kids. Top at Macy's East. Shorts at Bloomingdale's, select stores.; THE BABE! Guaranteed not to throw like a girl! Copper-plated, it is dressed in a shiny hooded top, $18, a matching skirt, $20, from Rim Rocka. At Lester's, Brooklyn. Inmotion, Merrick, N.Y. Human prototype: Aniyah Williams, who is waring a cotton sweater, $134, and linen pants, $98. At Oilily stores, (800)977-7736.; WOBOT is a life-size, all-purpose android. Good at potsy and girl talk. Cotton dress, $90, from Anavini by Vincete Velasquez. At Slatkin & Company, 131 East 70th Street. Saks Fifth Avenue, select stores. Molded after: Chandler Riley Hecht, in a cotton dress, $115, from Anavini by Vincete Velasquez. At Saks Fifth Avenue, select stores.; Reach new heights with POGO ROBO, an all-tin body with reinforced inner springs. It arrives in a silk Italian flag shirt, $110, and shorts, $110, from Moschino Junior. At Moschino Boutique, 803 Madison Avenue, Modeled after: Aaron Karp, in a baseball jersey, $38, and shorts, $35, from **Nautica** Boys. At Bloomingdale's, select stores. Lord & Taylor, select stores, Sneakers from OshKosh B'Gosh.; Laminated tin with exposed circuitry (and math and soccer chips), ROBO BRAIN comes in a cotton vest, $46, pants, $42.50, and shirt, $32, by Tommy Hilfiger. At Macy's. Android manque: Ryan Dozier, who is wearing a linen-cotton blazer, $58, vest, $18, shirt, $20, and pants, $22. At the Children's Place, 22 West 34th Street, or call (877) 752-2387.; CD3PO has a portable boom box and a sunny disposition. Cotton top, $22, and denim shorts, $42, from cK Calvin Klein Jeans Kids. Top at Younkers, Des Moines, Shorts at Bloomingdale's, select stores. Modeled after: Ecco Morgan, in a cotton blouse, $32, and capri pants, $40, from DKNYKIDS. At Bloomingdale's. Grooming: Kendra Richards and Christophe Saluzzo for Cloutier. Special effects makeup: Todd Tucker. Market editor: George Kotsiopoulos. Additional digital artists: Chung S. Yuem, Pete Raible. Production: Bob Self. (Michael Elins)

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Sporty Spices;From a quick-wicking cycling tank to a pair of funky plaid golf pants, spring's new crop of athletic wear makes suiting up almost as much fun as playing SPORTS ILLUSTRATED FOR WOMEN March, 2000/April, 2000

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SPORTS ILLUSTRATED FOR WOMEN

March, 2000/April, 2000

SECTION: YOUR STYLE; VOL. 2 NO. 1; Pg. 41

LENGTH: 326 words

HEADLINE: Sporty Spices;
From a quick-wicking cycling tank to a pair of funky plaid golf pants, spring's new crop of athletic wear makes suiting up almost as much fun as playing

BODY:
Cycling Janine Thompson, a member of the NBA's Miami Heat dance squad, rolls with a Bellwether Buddha Tink-Tank ($ 45) and Cannondale Six-Panel Shorts ($ 36), both made of wicking fabrics to keep the South Florida heat at bay. Other cycling must-haves: Bell Envy Pro Helmet ($ 90); Briko Sprinter 1 Titanium Kit Glasses ($ 119); Pearl Izumi Greptile Gloves ($ 40); Bellwether CoolMax Socks ($ 7); Sidi Genius 3 Lorica Shoes ($ 179); Cannondale R600 Bike ($ 1,359).

Running When she's leading the pack in a corporate 5K, Shana Willinsky stays dry in a wicking, lightweight Moving Comfort T3 Mesh T-Back ($ 35) and MicroLite Shorts ($ 28).

Tennis Tennis whites have become tennis blues and aquas. To wit: Nike's Dri-Fit Sport Tank ($ 40) and Side Slit Skirt ($ 44) worn by Inga Luksza, a former hurdler whose speed has opponents quaking in their sneaks.

Golf Who says all golf duds have to be, well, duds? Not Heather Hattaway--even though her favorite sport is in-line skating, she digs the updated look of Sugar Mag's Sleeveless Jewel ($ 52) and Cool Capris ($ 95). The perfect way to top it all off: Fringe Golf's Astro Turf Hat ($ 25).

Swimming The **Nautica** Outline Rib Suit ($ 72), made with durable Dupont Tactel nylon, adds spring to the three-step of Michelle Rojohn (left), a 1999 national one-meter diving champion. The top of Tyr's Reversible Tankini ($ 64) stays put, even on professional high-diver Joy Anderson (center), who takes the plunge from 80-foot platforms. This Speedo Neotek Top ($ 28) and Bottom ($ 30) will come in handy for Joylyn Ballard (right), currently training for her first triathlon.

Where to find it: Bell: 800-456-BELL; Bellwether: 800-321-6198; Briko: 800-GO-BRIKO; Cannondale: 800-BIKE-USA; Fringe Golf: 415-777-FORE; Moving Comfort: 800-763-6000; Nike: 800-806-NIKE; **Nautica:** 877-**NAUTICA;** Pearl Izumi: 800-328-8488; Sidi: 800-991-0070; Speedo: 800-5-SPEEDO; Sugar Mag: 248-594-9255; Tyr: 800-252-7878.

GRAPHIC: COLOR PHOTO: SIMKO, [T of C]; THREE COLOR PHOTOS: PHOTOGRAPHS BY SIMKO

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Ensemble Style; casual men's clothing; Brief Article Esquire March 1, 2000

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March 1, 2000

SECTION: No. 3, Vol. 133; Pg. 172 ; ISSN: 0194-9535

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LENGTH: 340 words

HEADLINE: Ensemble Style; casual men's clothing; Brief Article

BODY:
DON'T KNOW WHAT TO WEAR WHEN IT COMES TO CASUAL? AS THESE GROUPS OF L.A. MEN DEMONSTRATE, SOMETIMES IT'S BEST TO PLAY TO TYPE.

These martial artists care more about freedom of movement than that of expression. As with their sparring uniforms, these SIMPLE COTTON DRAWSTRING PANTS fit loosely and comfortably. But in crisp, heavy cotton, they're flexible without being sloppy. From left: Pants by DKNY Pure ($ 125), Kenneth Cole ($ 79), Michael Kors ($ 350), Nova USA by Tony Melillo ($ 109), **Nautica** by David Chu ($ 69), Louis Vuitton Cup ($ 250), Tommy Hilfiger ($ 50), and Matt Nye ($ 280).

BIG TIME OPERATOR SWING BAND, HOLLYWOOD

Why did the big band cross the road? Judging from the classic casual musician's uniform--NAVY WOOL SPORT COAT, white cotton shirt, and appropriately hip dark-rinse Levi's--to get to a gig, we're guessing. From left: Sport coat ($ 1,025) and shirt ($ 215) by Ermenegildo Zegna; dark denim jeans ($ 54), here and throughout, by Levi's; sport coat ($ 795) and shirt ($ 135) by Corneliani; sport coat, part of suit ($ 798), and shirt ($ 228) by Emporio Armani; sport coat and shirt by Salvatore Ferragamo; sport coat ($ 1,295) and shirt ($ 160) by Vestimenta; sport coat ($ 425) and shirt ($ 95) by Burberry; sport coat ($ 275) and shirt ($ 40) by Geoffrey Beene; sport coat, part of suit ($ 1,450), and shirt ($ 155) by Paul Smith; sport coat ($ 1,650) by d'Avenza; shirt ($ 50) by Tommy Hilfiger; sport coat ($ 2,700) and shirt ($ 275) by Brioni.

DRIVERS FOR UNITED PARCEL SERVICE, WEST OLYMPIC BOULEVARD, LOS ANGELES

In their familiar dark-brown fatigues, the men of UPS are an army of drivers who are easily recognizable on the street. Add a classic COTTON KHAKI EISENHOWER JACKET and you've updated the uniform without losing the look of an enlisted man. From left: Jackets by John Bartlett ($ 625), Kenneth Cole ($ 138), Tommy Hilfiger ($ 175), Canali ($ 725), Slates ($ 95), Triple XXX ($ 94), Polo by Ralph Lauren ($ 125), Dickies ($ 35), DKNY ($ 145), and Club Monaco ($ 129).

IAC-CREATE-DATE: April 17, 2000

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Upscale store debuts at Moorestown Mall Courier-Post (Cherry Hill, NJ) March 2, 2000 Thursday

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Courier-Post (Cherry Hill, NJ)

March 2, 2000 Thursday

SECTION: Pg. 1

LENGTH: 636 words

HEADLINE: Upscale store debuts at Moorestown Mall

BODY:
Lord & Taylor opens to eager shoppers

By EILEEN SMITH

Courier-Post Staff MOORESTOWN

A fidgety Karen Michaluk waited 15 minutes for her sister outsidethe just-opened Lord & Taylor.

The extra time seemed almost too much to bear, as she adjustedthe clasp on the purse she was ready to open throughout a full morningof shopping.

After all, Michaluk had been waiting months for the eagerlyanticipated specialty department store, which drew thousandsof shoppers Wednesday on its first day of business in South Jersey.

"Now we have a reason to come to Moorestown Mall," said Michaluk,who lives in Haddon Township.

Shoppers began to gather at 8 a.m. outside the mall entranceto the store, peering through big, sliding-glass doors as staffersset up tables to sign up customers for charge cards.

By 9:30 a.m., there were so many would-be customers outsidethe store, Lord & Taylor CEO Marshall Hilsberg decided to cut theribbon a half-hour early.

Inside the store, employees applauded politely.

Outside the store, customers cheered.

Edith Havilance of Laurel Springs accepted a long-stemmedred rose, Lord & Taylor's trademark, from a model in a pale blue eveninggown.

"I love the newness of the store, the elaborateness of it,"she said, surveying wide aisles of pink marble and walls of ivorymoire.

Havilance was shopping for a birthday gift for her son-in-law-- "he wears only Polo" -- and was glad she didn't have to travel toPhiladelphia to buy a shirt.

In an interview several days before the South Jersey opening,Hilsberg said Lord & Taylor remains

committed to its store in thehistoric Wanamaker building, although the store isn't yet profitable.

"We had a good Christmas in Philadelphia," he said. "Butit's difficult to make money because of the building."

The newest and 79th Lord & Taylor occupies 120,000 square feeton two levels. Heralded as South Jersey's first entry into higher-endretailing, the opening drew so many customers their cars filledthe usually sparsely used lot on the west side of the mall.

At the adjacent East Gate shopping center, where traffic jamsare an hourly occurrence, parking was uncharacteristically available.

Back at the mall, Evi Tremain of Delran shopped for an Easterdress for her daughter, Taylor.

"I'm happy to have another choice in stores," she said. "Iwant to see if they carry different brands of dresses."

Although it doesn't carry clothes for juniors, housewaresor furniture, Lord & Taylor offers such upscale children's linesas Ralph Lauren, Tommy Hilfiger and **Nautica.**

The chain promotes itself as "America's Dress Address,"and the overwhelmingly female press of shoppers reflected that.

Lori Pentz of Mount Laurel gathered three outfits to choosefrom -- one pink, one lavender, one blue.

"I need something pretty to wear to a wedding," she said.

Her friend, Sue Santangelo of Mount Laurel, examined racksof dresses, intent on using a 20-percent-off coupon.

"This is a great store," she said. "And we hope this will bringother great stores to this mall."

Owned by the Maryland-based Rouse Co., Moorestown Mall hassuffered from poor foot traffic since a fire damaged the Strawbridge'sanchor on Dec. 23, 1992. The store was eventually razed, and a newStrawbridge's opened in November.

Both new stores are owned by the May Co., a retail giant with headquartersin St. Louis. So far, 11 stores have rented space in the new Lord &Taylor wing, including three retailers that are relocating fromother parts of the mall.

But Wednesday morning, Michaluk was intent only on visitingLord & Taylor. And she had to wait a bit longer after her sister, MarianneO'Donnell of Cinnaminson, pulled up in front of Lord & Taylor'smarble facade with the familiar squiggly signature.

"It's going to take her a long time to find a parking place,"Michaluk said.

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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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*Casual Comes In Many Colors *** Men's fashions for spring come in every color, including black Sunday Advocate (Baton Rouge, Louisiana) March 5, 2000, Sunday*

Copyright 2000 Capital City Press
Sunday Advocate (Baton Rouge, Louisiana)

March 5, 2000, Sunday METRO EDITION

SECTION: PEOPLE; Pg. 7-K

LENGTH: 685 words

HEADLINE: Casual Comes In Many Colors *** Men's fashions for spring come in every color, including black

BYLINE: DANNY HEITMAN

BODY:
If Jim Mayer had to pick one movie title for this year's spring fashion season, it would probably be "Men in Black."Long a staple in fall and winter lines, black is now gaining a profile for men's spring casual wear, said Mayer, of Mayer Co. Clothiers. "Black is definitely the color in a man's wardrobe today," he added. "Black has become very important. If you put on some creme-colored shorts and a black (knit) shirt for a party, you're making a look. Black is equal to or stronger than navy right now."But for men who want a brighter look in their wardrobe, this spring's line of casual wear also features vibrantly colored sports shirts and conversational prints, said Mayer. "It's almost like a painting that they somehow wove into the shirt," Mayer said of this year's prints.

"The conversational prints are going to be very strong again this year," said Larry Allen of Carriages Fine Clothiers. "For spring and summer, some of your more conservative guys have a tendency to step out a little more." "This year, we're getting a lot of Hawaiian shirts," said Melanie Ruffin of McRae's. "The colors are bright - bright yellow, bright red, bright orange, bright green - like a lime green." Allen sees a definite south-of-the-border flavor in this spring's color palette. "One of the things that's driving that is the Latin influence," said Allen, adding that the trend is also expressing itself in looser designs for men's shirts.

The traditional Latin guayabera shirt has inspired a new generation of button-ups with square bottoms and vented sides that can be worn untucked, Allen said. "You're seeing a resurgence in the button-up, short-sleeved shirt, which used to be something more for older customers," said Allen. "They're putting a silk or linen T-shirt under it."Allen also sees lightweight layering in this year's spring casuals, like crew neck, short-sleeved shirts that fit nicely under a blazer. "Now, we're getting into the dressier casual. It used to be just the cotton shorts, cotton pants and the knit polo shirt." "We're doing mock turtles and crew necks in isle cotton and silk, and silk and cotton blends," Mayer said. "It's really sophisticated. It lends itself to being worn with a black blazer. Some people are even taking suits and wearing sports shirts under them for a casual look. For a little added pizazz, they're wearing the three-button sport coat with only the top button buttoned.

"The cutting edge for spring would be (designer) Kenneth Cole," Mayer added. "His techno-stretch, flat-front pants without pleats are very clean cut. He's also done a flat-front pant with just a single pleat.You're seeing everything - plain fronts, single pleats, double pleats, triple pleats," Allen said. "It's all across the board.We're still selling a lot of cargo shorts," said Ruffin. "And we're selling clam diggers; they're pants that come down below the knee, like a male version of the women's capri pants.Tommy Bahama and **Nautica** are doing some silk pants and Bermuda shorts," Mayer said. "The emphasis has really been on

Bermuda shorts."To complete the ensemble, men are increasingly turning toward sandals for their casual footwear, according to local merchants.

"Men's sandals are very big for summer - where the toes are enclosed, but it's a sandal style," Mayer said. "We're also selling deck shoes by Sebago and boat shoes.We're seeing a greater interest in sandals," Allen said. "We've also been selling croc-mocs; it's a crocodile-embossed moccasin."At McRae's, Ruffin said that open-toed sandals by Dr Marten are popular.

Both Mayer and Allen pointed to fabric quality as a primary fashion statement for the upcoming season - and for all seasons. "There are a lot of techno-fabrics like tencel," Allen said. "Tencel has a silk hand to it, but where some silk gets a little delicate, tencel takes a beating."

"For spring, the emphasis is on wonderful fabrics and weaves done in classic styles," Mayer said. "If I had to make just one statement, the statement would be that the styles are classic, but the fabrics are as new as the 21st century."

GRAPHIC: Jim Mayer and Don Hansen model men's fashions (By John H. Williams)

LOAD-DATE: March 9, 2000

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SHE GETS WORD OUT TO BRING JOBS INTO SOUTHSIDE VIRGINIA; WORKING LONG HOURS TO FILL TULTEX GAP The Roanoke Times (Virginia) March 5, 2000, Sunday,

Copyright 2000 The Roanoke Times
The Roanoke Times (Virginia)

March 5, 2000, Sunday, METRO EDITION

SECTION: VIRGINIA, Pg. A1

LENGTH: 1826 words

HEADLINE: SHE GETS WORD OUT TO BRING JOBS INTO SOUTHSIDE VIRGINIA; WORKING LONG HOURS TO FILL TULTEX GAP

BYLINE: MEGAN SCHNABEL THE ROANOKE TIMES

BODY:
If Sherry Ramsey had her way, the whole country would know that people in Martinsville and Henry County need jobs.

"I had this really good idea to put a quarter-page ad in the Wall Street Journal and USA Today," said Ramsey, executive director of the Patrick Henry Development Council.

And then she realized that the cost of those two ads would eat up more than a quarter of her $ 250,000 budget. "It was a passing thought," she said with a laugh.

As head of the organization that markets Martinsville and Henry County to business prospects, Ramsey has been working long hours to fill the gaping holes left by Tultex Corp.'s recent bankruptcy and layoffs. More than 3,300 of the region's residents have lost their jobs since September; of those, more than half used to work for the apparel company. In December, the two localities posted the highest and second-highest unemployment rates in the state - 19.6 percent and 11.6 percent, respectively.

Ramsey's faith in the region's ability to rebound remains unshaken. When she talks about bringing in new industries and getting people back to work, she is relentlessly upbeat.

For decades, Martinsville and Henry County have relied on the strength of textile and furniture manufacturers. When those sectors boom, so does the region's economy. When they slump, jobs and taxes evaporate.

Ramsey believes the sudden downfall of Tultex has given the region a much-needed shove, forcing it to diversify its industrial base.

"In the future, this community will not rely on two industries any longer," Ramsey said. "We now know what happens when you put your eggs in just two baskets."

But she acknowledges that it's difficult for people to look very far into the future when they can't make ends meet in the present, and she doesn't want to encourage false optimism. She's turned down invitations to speak to local business groups because she's afraid her audiences will get too excited about still-tentative industrial prospects.

"I've kept a real low profile over the last two months," she said. "You can't give people false hopes."

'Bad news travels fast'

The challenge Ramsey faces is illustrated in statistics that at times appear contradictory.

Martinsville and Henry County together ranked fifth in the state in job creation and eighth in new investments last year, according to the Virginia Economic Development Partnership.

But those figures don't include jobs lost or businesses that have picked up and left. Although the Patrick Henry Development Council counts 4,384 new jobs created since mid-1993, downsizings and plant closures eliminated 5,452 jobs from the region, for a net loss of 1,068 jobs.

There might, however, be a bright side to the recent job cuts. In Ramsey's words, "Bad news travels fast."

Two announcements about new jobs came within a week of each other in late February. Trans World Connections Ltd. had read about the region's high unemployment rate and decided it would be a good place to expand its cable assembly operations; **Nautica** Enterprises Inc. saw an ad for the Tultex distribution center in a trade magazine and decided to build its distribution facility in Henry County.

Together, the two announcements promise more than 400 new jobs.

Even local citizens have called Ramsey's office, offering the names of sisters or cousins or uncles who work for out-of-state companies that are looking to expand.

The pace of work in Ramsey's office has changed drastically since 1995, when she joined the council as its marketing director. Back then, neither Martinsville nor Henry County had many industrial sites available, so few companies came calling.

The city several years ago decided to open two new industrial parks: the 72-acre Rives Road Industrial Park, with land donated to the city by the W.M. Bassett Furniture Co., and the 50-acre Clearview Business Park, on land the city already owned. The total cost to the city was less than $ 2 million, City Manager Earl Reynolds said.

Both parks are still vacant. The city has offered 50 free acres at Rives Road to any company that will invest $ 30 million and hire at least 300 people. It also is constructing a shell building at Clearview that it will offer at cost to a qualifying company.

Henry County also spent $ 3.5 million to expand its Patriot Centre at Beaver Creek industrial park, which is where **Nautica** will build a 525,000-square-foot distribution center

.

The two localities together have more than 700 acres of land and more than 1.6 million square feet of vacant building space available.

Graded land and finished buildings are just what the region needs to boost its flagging economy, said Mark Kilduff, executive director of the Virginia Economic Development Partnership. Few companies are willing to wait while sites are prepared, and most won't even consider localities that don't have land ready immediately.

Kilduff has been closely watching Southside's recovery efforts. Last month, he told the region's state legislators that local government and business officials need to take a stronger leadership role in revitalization and promotional efforts.

"There's not a lot of understanding and support for the hard work localities must do in economic

development," he said more recently.

Henry County Administrator Sid Clower said he called Kilduff after hearing those comments. "I can't speak for the Southside region," Clower said. "But I would respectfully disagree with Mark on that." Clower said schools and businesses have rallied behind recent development efforts.

Kilduff, whose agency provides about 80 percent of the new-business leads that come into Ramsey's office, praised the region's marketing efforts. Martinsville last year received a $ 1 million loan from the state to build a shell building, a fact that shows the state's confidence in the region, he said. Martinsville was one of just four localities to get such a loan in 1999.

"The last thing we want to do is build a building somewhere that's going to be empty forever."

Turning a battleship

Manufacturing is king in Southside.

At the end of 1989, 59 percent of Martinsville and Henry County's jobs were in factories. By mid-1999, 48 percent of the region's jobs were in manufacturing. That compares to 12 percent statewide.

VEC economist William Mezger believes the region has one of the highest concentrations of manufacturing jobs in the nation.

Most of those jobs are in two areas: furniture and textiles. There's an increasing emphasis on furniture as the textile industry continues to decline because of overseas competition and mounting price pressures.

The furniture industry has enjoyed an unprecedented boom in recent years, as favorable interest rates and high consumer confidence have encouraged more Americans to build and remodel homes.

American of Martinsville, which makes furniture for hotels and hospitals,

announced 200 new jobs early last year. About the same time, Stanley Furniture announced two expansions that would create up to 475 jobs in the area.

The furniture industry has been a tremendous boon to the region, Ramsey said, but she's uneasy about its economic dominance. Companies that make furniture and its components employ more than 7,000 people in the two localities; four of the region's top 10 employers are furniture companies.

And despite the demise of Tultex, Pluma and other textile companies that have left the area in recent years, the region continues to rely on textile jobs. The region's largest single employer is apparel maker VF Knitwear, which employs more than 3,000 people.

As a result, the region's economic developers are seeking to bring new types of industries to the region.

"This community has greatly benefited from the manufacturing economy," said Amy Lampe, president of the Partnership for Progress, a private, nonprofit organization that supports economic development in the region. "But everyone ... is pretty much in agreement that we need to diversify our economy." In December Martinsville launched a direct-mail campaign to plastics, food and metal-fabrication companies touting the city's cheap water rates.

When nylon manufacturer DuPont left the region in 1998, Henry County sent out thousands of mailers with Oh Henry! candy bars to attract new businesses. Ramsey is already talking about putting together another direct-mail campaign.

National Catalog Corp. last year opened a $ 3 million, 250-employee call center in a Martinsville strip mall. Less than six months later, the company opened a warehouse and customer service center in Henry County

that was to employ 200 people. Other newcomers to the market include TWC's cable assembly facility, which will employ 30 people at $ 6.20 an hour, and **Nautica's** distribution center, which will pay its estimated 375 employees $ 8.50 an hour to start, comparable to Tultex wages.

The trick is to strike a balance between large employers and small ones, and between manufacturing and other industries, Ramsey said. She has heard that some communities

don't want manufacturing jobs or textile companies - they only want "high-tech" companies. She thinks that's short-sighted.

"High-tech could be high-tech furniture manufacturing. It could be high-tech textile manufacturing," Ramsey said. "High-tech is not just computer programmers."

The average age of workers in the Martinsville-Henry County area is about 40, she said, and many of those people have worked in factories all their lives.

"You have to think about your work force," she said. "We all want some of the big names that are up in Northern Virginia. ... But these people know textiles. They're skilled."

But she recognizes the importance of attracting a wide variety of employers, and of being able to offer residents technology-based jobs. It's the only way they'll be able to hold on to young workers, she said. "We've got to prove to them that we're bringing in companies to keep all of them here," she said.

Clower agrees. "If you look at the growth in the state of Virginia and even nationally ... so much of it is in technology-based businesses," he said. The county has been funneling money into work force development and wants to open a high-tech hub at the Patriot Centre, where it would offer rent-free space and modern infrastructure to technology-based businesses that will guarantee 50 high-paying jobs.

Additionally, Northern Virginia businessman Mark Warner last month announced a $ 7 million venture capital fund to jump start high-tech industries in Southside Virginia. Southside Rising, L.L.C., is expected to offer financing to up to 20 start-ups in three years.

But local leaders recognize that the transformation won't happen overnight.

"It's like turning a battleship," said Reynolds, Martinsville's city manager. "It just doesn't happen on a dime."

Megan Schnabel can be reached at 981-3140 or megans@roanoke.com

GRAPHIC: photo - ERIC BRADY THE ROANOKE TIMES. As head of the Patrick Henry Development Council, Sherry Ramsey markets Martinsville and Henry County to businesses across the nation. 2. This empty parking lot in Henry County soon will be filled when **Nautica** Enterprises Inc. moves in. The building will become the temporary warehouse for **Nautica** while a distribution facility is being built. color. Graphic - color charts by RT. 1. Southside jobs. 2. Announcement of new jobs and investments.

LOAD-DATE: March 7, 2000

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HAPPY FIRSTANNIVERSARY, BIG MAC CENTER Daily Press (Newport News, VA) March 6, 2000, Monday,

Copyright 2000 Daily Press, Inc.
Daily Press (Newport News, VA)

March 6, 2000, Monday, Final

SECTION: BUSINESS, Pg. B7, Storefront

LENGTH: 589 words

HEADLINE: HAPPY FIRSTANNIVERSARY, BIG MAC CENTER

BYLINE: YOON K. OM

BODY:
Has it been a year already? To mark its first anniversary, the MacArthur Center in downtown Norfolk is celebrating this weekend with giveaways, promotions and around-the-clock entertainment. The Center, which features one million square feet of retail space - including the area's first Nordstrom and the region's flagship Dillard's department store -has added 40 new stores and restaurants since its March 12 opening in 1999.

The Anniversary Extravaganza's grand prize giveaway of a family night out includes dinner for four at the Rainforest Cafe and four tickets to the March 30 performance of Beauty and the Beast at Chrysler Hall. Visitors can register at the Visitor's Information Center. Shoppers can also register for one of three anniversary prize packages filled with gifts from MacArthur Center stores at the Customer Service Center.

Most of the center's shops and restaurants will also hold their own in-store giveaways, anniversary sales and discounts, seminars, demonstrations, fashion shows, refreshments and free-gift-with- purchase offers to get into the swing of things. A sample of the offerings for Saturday and Sunday:

* Win some of thousands of dollars in prizes throughout Dillard's and take a gander at costumes from The Beauty and the Beast on the first floor.

* Indulge in complimentary makeovers and hand massages at Aveda or The Body Shop.

* Get your kids' faces painted for free at Jeepers!

* Sample fresh fruit dipped in chocolate or try to win one of four $100 baskets at Godiva Chocolatier.

* Pose for a free sitting and 10-by-13-inch portrait from The Picture People.

* Enjoy jazz, ragtime, blues and swing music, or watch stilt walkers and costumed characters throughout the center.

* Parking will be $1 all day, each day.

* Esprit will hold live in-store modeling, give away a free candle with every purchase and take 20 percent off your entire purchase.

* Buy one cone, get one free at Haagen-Dazs.

* Live DJs for the weekend at Up Against the Wall and live modeling, DJ and refreshments at Limbo Lounge.

* Free seminars at Talbots, Laura Ashley and Illuminations.

* Free "I Am Loved" buttons and free ring cleanings and inspections at Helzberg Diamonds.

Specials are subject to change. Complete anniversary event guides, listing 100 activities, and a complimentary large MacArthur Center shopping bag can be picked up at the Customer Service Center.

EVEN MORE TO COME. The 1-year-old MacArthur Center is also making room for the following new tenants:

* Chili's Grill & Bar will open a 210- seat restaurant at MacArthur Center this fall. The casual, neighborhood-style restaurant will offer an outdoor patio for 80 people. Specialties include fajitas, baby back ribs, seasoned Big Mouth Burgers, the Awesome Blossom whole onion, Southwestern egg rolls and lower-fat, lower-calorie items on the Guiltless Grill.

* Zie Spot, offering casual designer apparel for men and women, will open late summer. Apparel, footwear and accessories from Polo Ralph Lauren, Tommy Hilfiger, **Nautica,** DKNY, Kenneth Cole, Jil Sander, Dolce & Gabbana and more.

* Sports Zone, which carries more than a thousand styles of athletic and sporty shoes and apparel, will open in April.

* Pretzel Twister, featuring hand-rolled soft pretzels, dips and specialty drinks, will open in April.

Shopping hours: 10 a.m.-9 p.m., Monday-Saturday; and noon to 6 p.m. Sunday. Visit www.shopmacarthur.com for more information.

LOAD-DATE: March 7, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
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SHOESTRING SHOPPING GUIDE The Toronto Star March 13, 2000, Monday, Edition 1

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The Toronto Star

March 13, 2000, Monday, Edition 1

SECTION: LIFE

LENGTH: 432 words

HEADLINE: SHOESTRING SHOPPING GUIDE

BODY:
Hope you're enjoying the March break and the extra shopping time.

COOKSTOWN MANUFACTURER'S OUTLET MALL

We recently dropped into this mall to do some Nike shopping, and were delighted to see a number of new stores. In addition to the established Black & Decker, Nike, Reebok, North Face and Jones New York, the mall now offers:

Cadbury Factory Store, with a full line of products with branded merchandise, lots of chocolate and gift baskets. Call (705) 458-4666.

Mattel Factory Outlet, with brand names and products including Fisher-Price, Tyco, Barbie, Hot Wheels. Inventory includes new, excess, obsolete and damaged products at great savings. Call (705) 458-4144.

Time Factor by Timex, offering 35 to 50 per cent off the suggested retail price on Ironman Triathlon, Expedition, Guess, Liz Claiborne, Timberland, Disney and **Nautica** brand watches. Call (705) 458-7064.

Baby's Room Warehouse, with cribs, furniture, bedding and accessories for the baby's room. Call (705) 458-8050.

The mall's March Break Sidewalk Event includes special events and savings.

LOCATION: Hwy 400 north to Hwy 89 and look for the water tower. Call (705) 458-1371. Web site: www.cookstownoutletmall.net. Wheelchair-accessible.

HOURS: Weekdays 10 a.m. to 9 p.m.; weekends and holidays 9 a.m. to 6 p.m.

VENTURE SUPERSTORE BANKRUPTCY SALE

The Loot Bag Express division remains open, but the rest of this toy store is bankrupt. Everything is 60 per cent off, including brand name toys and kid's running shoes featuring Brooks and LA Gear.

LOCATION: 145 West Beaver Creek Rd. (Highway 7 and Leslie St.), Unit 2, Richmond Hill. Call (905) 709-4370.

HOURS: Monday to Friday 10 a.m. to 6 p.m., Thursday 10 a.m. to 7 p.m., Saturday 10 a.m. to 5 p.m., Sunday noon to 5 p.m.

MR. B's SPRING BREAK SALE

Lots of great products and accessories at this sale, which runs periodically throughout the year, including Sassoon, L'Oreal, Sally Hansen and Vitabath cosmetic and bath products as well as active/workout wear at up to 70 per cent off. Some clothing and toys as well - in short, a little of everything.

LOCATION: 1590 Matheson Blvd. E., Unit 16 (north of Eglinton Ave., east of Dixie Rd.). Enter at rear. Call (905) 629-1500.

HOURS: March 15 to 25, Monday to Friday 11 a.m. to 8 p.m., Saturday and Sunday 10 a.m. to 4 p.m.

Compiled by Cathie Mostowyk, Sharon Allan and Linda Sherman. Visit our Web site at www.toronto.com/shoestring, send e-mail to sallan@georgian.net or fax us your favourite finds at (416) 236-4781.

LOAD-DATE: March 13, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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Dressed to distress in demolished denim USA TODAY March 17, 2000, Friday,

Copyright 2000 Gannett Company, Inc.
USA TODAY

March 17, 2000, Friday, FINAL EDITION

SECTION: LIFE; Pg. 8D

LENGTH: 598 words

HEADLINE: Dressed to distress in demolished denim

BYLINE: Elizabeth Snead and Maria Puente

BODY:
If you're still wearing demure decorated denims, it's time to get down and dirty.

The hottest new jeans are scientifically mistreated to look weathered and worn, complete with deeply embedded brown, pink and green dyes on the thighs, knees and seat that look like dirt, rust and grass stains.

Top sportswear and denim manufacturers -- such as Fiorucci, Club Monaco, the Gap, Levi's, Diesel and Structure -- are going to new lengths to make denims (including shorts and jackets) look old and dirty.

"There's nothing worse than a brand-new pair of jeans," says Hampton Carney, spokesman for Abercrombie & Fitch, which is extending the worn-jeans look into frayed T-shirts, twill shorts and baseball caps. "You want a garment that looks like you've owned it all your life."

Just two years ago, stiff jeans dyed dark blue were hot. So why are jeans that look filthy so darned fashionable now?

"It's a combination of the vintage clothing craze, the desire for individuality and the search for authenticity," explains trend analyst Tom Julian. "And it goes with the messy bed-head hairstyles so popular today."

These new jeans are first horribly abused: beaten, blasted, twisted and dyed by machine, then scraped, whiskered and abraded (often

by hand) for an uneven, worn-around-the-block look.

"It's amazing that people do this for a living: damage denim. They're artists," says Devon Burt, creative director of Levi's jeans, which is pushing vintage-look Levi's made, well, last week. (Decades-old Levi's go for big bucks at vintage clothing stores.)

The trend has gone "way beyond just dirty denim," Burt says. "It's personalization and customization, and it's been building over the past year and a half. It's another way for people to express their individuality."

The last time jeans were this individually injured was during the mid-'80s slashed-denim craze.

"This is the new interpretation of that original punk idea," says Paul Witt of Diesel Jeans, whose dirty denim line ($ 115-$ 140) is worn by Hollywood hipsters Edward Furlong, Natasha Lyonne, Clea DuVall, Elijah Wood, Christina Ricci, Rob Lowe, Jennifer Lopez and Wes Bentley.

But the trend is already making powerful waves in the mainstream market. Even **Nautica,** a more classic sportswear manufacturer, is getting down with lawn-stained men's denims and will introduce women's this fall ($ 59-$ 79).

Gap spokeswoman Anna Lonergan sheds light on the success of destroyed denim. "People like the idea that each pair (of jeans) is unique."

Well, yes, except everybody is buying the look.

"It's one of our best sellers," says Mark Silver, spokesman for Structure, which sells distressed jeans and jackets. "It's edgy without being too funky."

Perhaps that is why master jeans marketer Calvin Klein is entertaining some unclean thoughts.

To hammer home the imperfection of his dirty denim, Klein ignored genetically blessed supermodels and pretty-boy actors for his ad campaign. His new role models are David Silveria of Korn, Joshua Todd of Buckcherry, Moby, DJ Rap, Dolores O'Riordan of The Cranberries, Lisa "Left Eye" Lopes of TLC, Macy Gray and Shakira, rockers who epitomize the edgy individualized quality of these pants.

"These jeans are designed to look lived in and personal," Klein says. "They are jeans with character, and they're sexy."

Not to worry, dirty denim devotees. The faux grass, rust and dirt stains are forever. No way will a few careless washings by Mom (or the maid) make these jeans look clean.

GRAPHIC: PHOTO, Color, Gap; PHOTO, Color, Abercrombie & Fitch; PHOTO, Color; Get hip: Lisa Lopes of TLC models Calvin Klein jeans. 'These jeans are designed to look lived in,' Klein says. At left, frayed cargo shorts by Abercrombie & Fitch have a story to sell, er, tell. Old and new: Jeans by the Gap run $54. 'People like the idea that each pair (of jeans) is unique.'

LOAD-DATE: March 17, 2000

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The New Wave The New York Times March 19, 2000, Sunday, Late Edition - Final

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View Related Topics

March 19, 2000, Sunday, Late Edition - Final

SECTION: Section 6; Part 2; Page 85; Column 2; Men's Fashions of The Times Magazine

LENGTH: 13 words

HEADLINE: The New Wave

BODY:
These free-spirited beach boys ride the big kahuna of casual summer style.

http://www.nytimes.com

GRAPHIC: Photo: From left: Hooded cotton sweater vest, $128, from cK, and "dirty denim" shorts, $88, from cK Calvin Klein Jeans. At Bloomingdale's. Thermal cotton shirt, $25. At Gap stores nationwide. Hat from Ocean Pacific. Leather jacket, $1,176, silver-studded sleeveless cotton shirt, $392, and cotton-blend pants, $377, by Dolce & Gabbana. Jacket and pants at Dolce & Gabbana Boutique, 825 Madison Avenue; Bal Harbour, Fla.; and Houston. Shirt at Saks Fifth Avenue. Floral cotton shirt, $155, from Theory. At Bergdorf Goodman. Saks Fifth Avenue. Worn over a cotton-blend knit shirt, $85, from Theory. At Bergdorf Goodman. Drawstring cotton pants, $25. At Gap stores nationwide. Distressed-leather jacket, $450, from Claiborne Menswear. For stores, call (800) 581-7272. Cotton shirt, $22, and cotton carpenter pants, $38. At Old Navy nationwide. Sleeveless denim jacket, $78, cotton logo T-shirt, $28, and cotton shorts, $39. All from **Nautica** Jeans Company. At Lord & Taylor, New York City. Jacket and T-shirt also at Bloomingdale's. Hooded nylon-blend shirt, $48, from Chereskin Sport. At Stern's. Cotton T-shirt, $10. At Target, Queens, and Westbury, N.Y. Cotton cargo shorts, $48. At Banana Republic, selected stores.; Tie-dyed cotton T-shirt, $48, from Polo Jeans Company Ralph Lauren. At Bloomingdale's. Polo Jeans Company nationwide.; From left: Nylon board shorts, $48, from Polo Jeans Company Ralph Lauren. At Polo Jeans Company nationwide. Swirl-print nylon surfer shorts, $426. At Versace, 647 Fifth Avenue, and nationwide. Tiki-print nylon surfer shorts, $20. At Old Navy nationwide.; From left: Embroidered cotton shirt, $76, from Claiborne Menswear. At Marshall Field's, Chicago. Frayed cotton shorts, $58, from **Nautica** Jeans Company. At Lord & Taylor, New York City. Tie-dyed cotton shirt, $145, from Theory. At Bergdorf Goodman. Saks Fifth Avenue.; From left: Cotton pullover, $33. At Structure, 7 West 34th Street. Screen-print cotton T-shirt, $10. At Target, Queens.; From left: Color-blocked cotton shirt, $190, cotton tank top, $125, and waxed cotton clamdiggers, $135, from Rowley by Cynthia Rowley. At Cynthia Rowley, 112 Wooster Street. Sleeveless glazed-cotton shirt, $240, and lace-up cotton canvas pants, $340, by John Bartlett. At Bergdorf Goodman. Zip-front nylon-blend vest, $175, and nylon track pants, $250, from Boss Hugo Boss. For stores, call (800) 484-6267.; From left: Washed cotton jersey T-shirt, $170. At Marc Jacobs, 163 Mercer Street. Silk and cotton shirt, $252, by Sandy Dalal. At Barneys New York. Sleeveless cotton shirt, $65. At DKNY, 655 Madison Avenue. Cotton shirt, $200, by Etro. At Etro, 720 Madison Avenue. Jeffrey Atlanta, New York, 449 West 14th Street. Cotton top, $70. At Helmut Lang, 80 Greene Street. Cashmere knit top, $495, by Clements Ribeiro. At Jeffrey Atlanta, New York.; Tiki-print nylon surfer shorts, $20. At Old Navy nationwide.; Grooming by Maralyn S. for Profile L.A. Models: Scott Jackson, Jeremy King, Greg Knudsen, James Leishman, Micah Miller, Jed Morouse, Chris Panther, Jonathan Paskowitz, Joshua Paskowitz, Dave

Pinto; Chris Redding. Woman: Brighdie.; From left: Cotton-blend top, $195, and cotton shorts, $160, from Richard Edwards. At Jeffrey Atlanta, New York, 449 West 14th Street. Viscose top, $29, from Perry Ellis, and cotton shorts, $49, from Perry Cottons by Perry Ellis. At Macy's East. Viscose top, $105, and cotton twill shorts, $155, by Sandy Dalal. Shirt at Saks Fifth Avenue. Shorts at Camouflage, 141 Eighth Avenue. Sunglasses from Proksch at Robert Marc Opticians. Sneakers from Hogan. Cotton-blend top, $60, and cotton pants, $90. At DKNY, 655 Madison Avenue. Sneakers from DKNY.; From left: Tie-dyed cotton sweater, $98, and nylon-blend shorts, $70, by Tommy Hilfiger. At Macy's East. Sweater also at Bloomingdale's. Sunglasses from Morgenthal Frederics. Batik-print cotton shirt, $70, and cotton shorts, $60, by Tommy Hilfiger. For the shirt, call (800) 888-8802. Shorts at Macy's East. Sunglasses from Oliver Peoples. Sandals from Kenneth Cole Reaction. On her: Man's nylon-blend shirt, $48, from Kenneth Cole Reaction. Man's board shorts, $48, by Kenneth Cole. For stores, call (800) 536-2653.; Cotton-blend knit top with attached wooden bead necklace, $110, by John Scher. At Jeffrey Atlanta, New York, 449 West 14th Street. Nylon shorts, $30. At Structure, 7 West 34th Street. (Randall Bachner)

LOAD-DATE: March 19, 2000

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NEW NAUTICA LINE TO TARGET THE UPSTAIRS; china and apparel; Brief Article HFN The Weekly Newspaper for the Home Furnishing Network March 20, 2000

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HFN The Weekly Newspaper for the Home Furnishing Network

March 20, 2000

SECTION: Pg. 48

IAC-ACC-NO: 60907911

LENGTH: 515 words

HEADLINE: NEW **NAUTICA** LINE TO TARGET THE UPSTAIRS; china and apparel; Brief Article

BYLINE: Zisko, Allison

BODY:
HFN REPORT-Following its successful downstairs tabletop launch last year, **Nautica** is targeting upstairs china departments with a new collection called **Nautica** Island Shores Tableware. The collection will be made by Pfaltzgraff.

Unlike the original launch of **Nautica's** Bermuda Tableware and Signature Tableware collections, which are also made by Pfaltzgraff and sell in upscale department stores, the new line has a suggested retail price of $ 50 for a five-piece place setting and is therefore slated for the upstairs.

The collection will be shown at the New York Tabletop Show next month and ship to select doors July 1.

"**Nautica** has already established itself in the housewares department with our successful lines such as Bermuda, Arctic White and Signature Stripe," said Ruth Anapol, senior vice president, licensing, **Nautica** International. "Island Shores is the natural next step for us in this market. We are not targeting a different customer; we are answering a different need of our customer."

Consumers responded positively to **Nautica's** original launch, which reached retail shelves in the spring of 1999. "**Nautica** is doing very well -- 25 to 30 percent over projections," said Anapol. "We're very happy with the way tabletop is working for us."

According to Roger Gendron, a senior account manager at NPD HomeTrak, **Nautica** was one of the top introductions in department stores' housewares dinnerware departments in 1999.

Nautica's casual appeal in the housewares department will work equally well in the china department, according to Anapol.

"The **Nautica** lifestyle embraces casual living. It is a casual, relaxed approach to living that does not ignore the **Nautica** customer's need for special, more design-oriented pieces -- whether that is in apparel or the home collection," she said. "We are marketing to the customer in the casual china department who wants something a little more special for everyday."

The design theme behind Island Shores corresponds with that of **Nautica** apparel. "**Nautica** is very much destination-oriented -- these themes appeal to the customer on some emotional level. Our Bermuda collection is evocative of a certain period in history -- carefree, gentrified, refined. Island Shores was created to evoke a similar feeling, but a little more exotic because of a bolder color palette and floral pattern," said Anapol.

The collection will be manufactured in Japan and will be available in three solid colors: khaki, aqua and moss green. A coordinating pattern features a woodblock daisy design on a khaki background. There will also be a collection of dark wood accessories, including chargers, bowls and coordinating flatware. A five-piece place setting will consist of a cup, saucer, rice bowl, salad plate and dinner plate. The pieces will also be sold open stock.

According to Pfaltzgraff, textural glass and modern metal accents will be a part of the collection, along with plastic-handled and frosted stainless-steel flatware that have suggested retail prices of $ 35.50 for a five-piece place setting.

IAC-CREATE-DATE: March 31, 2000

LOAD-DATE: April 01, 2000

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Men's designer clothes are bigger than ever The Record (Kitchener-Waterloo, Ontario) March 23, 2000 Thursday Final Edition

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The Record (Kitchener-Waterloo, Ontario)

March 23, 2000 Thursday Final Edition

SECTION: LIFESTYLES; Pg. B11

LENGTH: 146 words

HEADLINE: Men's designer clothes are bigger than ever

SOURCE: Record News Services

BODY:
Men's designer clothing is bigger than ever before.

Ralph Lauren, **Nautica,** Tommy Hilfiger and Perry Ellis are now making larger-sized clothes to meet the needs of the changing men's marketplace. Finally, men who don't fit the mould don't have to settle on wearing khakis and sport coats that are different from the ones pictured in men's fashion magazines.

These items have been modified, however, to incorporate such elements as larger buttons, longer zippers and more belt loops, all details which are important to big and tall customers.

About 15 per cent of all American men are big and tall. This includes men who wear sizes 1X to 6X, have a waist measurement from 44 to 60 inches, inseams from 30 to 38 inches, tall sizes from XLT to 4XLT. The big and tall market is a $5.5 billion industry, according information provided by REPP Premier Big & Tall.

LOAD-DATE: September 22, 2002

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Spring Fashion 2000 The Clarion-Ledger (Jackson, MS) March 26, 2000 Sunday

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The Clarion-Ledger (Jackson, MS)

March 26, 2000 Sunday

SECTION: FASHION TAB; Pg. 14F

LENGTH: 679 words

HEADLINE: Spring Fashion 2000

BYLINE: Pettus Gary

BODY:
Shoes are just shoes, right guys? Well, almost

By Gary Pettus/Clarion-Ledger Staff Writer

Which of these is least likely to alter its course: (a) the Mississippi River, (b) the Great Wall of China, (c) men's shoe styles.

If you chose "c," then you probably are a man, are married to one, or sell shoes to them.

"Men's shoes just don't change a ton," said Garner Hickman, salesman for Great Scott, a men's clothing store in Jackson.

"We're seeing more buckles, maybe."

There's a least one other earth-shattering upheaval within this fashion domain: squarer, or boxier, toes. Not they weren't boxy to start with.

Living dangerously, men and their feet are.

"The toe is not as pointed this season," said Billy Neville, owner of the Rogue, another men's clothing store in Jackson.

"But styles really don't change much. Men's dress shoes are very functional and understated.

"This year, you can say that they have a little thicker sole, a little more of a lift, a thicker heel. A little more of a statement than in the past."

Among the brands helping men write those statements are Kenneth Cole, Johnston & Murphy (J & M), Mezlan, Stacey Adams, Georgio Brutuini, Marco Vicci and Salvadore Ferragamo.

"We also have a new line, Paraboot," Neville said. "It's a French shoe and probably the finest shoe we've ever had in the store. Beautiful premium leather. All hand-made."

If there is a big color in men's shoes this spring, it is black, Neville said. Other colors to look for: cream,

bone, medium-light brown, chocolate brown and cognac.

In a hark back to yesteryear, you'll also see color combinations, or two-tones, along with combinations of textures.

"You'll see black and white mixtures and wovens mixed with leathers," said Darrell Wilson of Jackson, a wardrobe stylist.

"Men's shoes are either going to be all braided or partially braided.

"Skins are also big: alligator, moccasin. Men's shoes are even coming in microfibers, which are as comfortable as everything. They're shaped to fit your foot and they're easy to clean.

"I believe that men should always invest in a wonderful pair of shoes, because that's one of the few elements that can make an outfit for a male.

"You can buy a good, basic suit and make it look brand new every time you wear it with a great tie, a good-looking belt and a wonderful pair of shoes."

So much for dress shoes. Casual and sports shoe wear doesn't change much either, but there are some points of interest this season.

"Men's sandals are going to be tremendous," Wilson said.

At Great Scott, a new line is afoot: Havana Joe. "It's a very comfortable shoe: clogs and sandals for men," Hickman said.

H. S. Trask and Cole-Hann also remain popular names in the casual line.

For those who prefer something more rugged on their dogs, there's more good news.

"There is an outdoor shoe, which is cut lower than the hiking boot, with a the bubble-gum sole," said Bruce Williams, assistant manager at Marty's Store For Men in Jackson.

"It will come in a suede, red, navy, brown, black. Brand names include **Nautica** and Tommy Hilfiger.

"As for tennis shoes, the most popular brands in our store are the Jordans, Air Max, Reboks, Tommy Hilfiger, Fila, Perry Ellis and others."

Footnote: socks. "You're seeing a lot of color in socks, but in muted tones," Neville said.

"Earth tones in interesting, intricate patterns."

Among the brand names in socks is Pantherella, Hickman said. "You're still going to see a lot of the lighter colors this year, matching the lighter trousers, such as off-white, ecru and light gray."

Socks, like shoes, should always speak to a man's fashion conscience. But they should never be loud.

"Socks should truly be an accessory instead of a statement," Neville said.

"The only statement they should make is about good taste."

Brian Albert Broom/The Clarion-Ledger

Bold, woven patterns from Mezlan and saddle-colored NUBUC loafers by Alden will set the trend this year in men's footwear and cotton dress socks are expected to be the standard says Michael Potts of Great Scott.

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INVESTING A CLASS-ACTION EFFORT;CHESTERFIELD PUPILS TAKE STOCK OF MARKET Richmond Times Dispatch (Virginia) March 30, 2000, Thursday,

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Richmond Times Dispatch (Virginia)

March 30, 2000, Thursday, CITY EDITION

SECTION: AREA/STATE, Pg. B-1

LENGTH: 751 words

HEADLINE: INVESTING A CLASS-ACTION EFFORT;
CHESTERFIELD PUPILS TAKE STOCK OF MARKET

BYLINE: Kristen Noz; Times-Dispatch Staff Writer; Call Kristen Noz at (804) 743-9052 or e-mail her at; knoz@timesdispatch.com

BODY:
The economic debates among the young investors sounded more like a noisy boardroom than a seventh-grade classroom at Manchester Middle School in Chesterfield County.

Christi Bell encouraged her group to choose shares in Johnson & Johnson because the company has a steady reputation as a blue chip stock, she said. But, under the advice of Christi's dad, she and her classmates chose Time Warner, instead.

Amy Stamp and her group got a tip from a stockbroker to select stock from Home Depot and Intel Corp., she said. The group decided to go with Home Depot because the value of technology stocks had been falling after recent hacker attacks on the industry, she said.

Jon Trammell and his group never second-guessed their stock choice, ExxonMobil Co. After all, spring break is approaching, which means people will want to travel and they will need to fill their gas tanks before they leave on their trips, he said.

The stocks that Jon, Amy, Christi and their classmates selected will become part of a hypothetical portfolio the class will monitor through Salomon Smith Barney's Young Investors Network. Developing the portfolio is the final lesson in a financial literacy program sponsored by the brokerage firm.

Manchester Middle School is one of 50 schools nationwide that participated last week in the program called Take Your Parents to School Day. Each year, Salomon Smith Barney accepts only the first 50 schools that register for the program. Robinson Secondary School in Fairfax also participated.

"We want to educate children about investing," said Linda K. Lau, a financial consultant with Salomon Smith Barney. "We want to make sure the children know about the stock market, how to invest their money, how to save their money and understand the concept of money."

The program curriculum introduces financial concepts, such as investing in the stock market, to pupils in the fifth through ninth grades. The program also includes a contest that gives pupils the chance to win shares of stock.

Carolyn Schott, a pre-algebra teacher at Manchester, said the program helps pupils understand the real-

world applications of the skills they learn in her class. The financial lessons also force pupils to work with percents, fractions, decimals and graphs, skills that pupils must learn as part of the math Standards of Learning, she said. Four of Schott's five classes took part in the program.

Salomon Smith Barney provides participating classes with workbooks and curriculum guides for the teachers. The teachers spend about three days introducing their pupils to basic financial concepts. Then a financial consultant from Salomon Smith Barney conducts a final lesson and explains the stock market contest to the pupils. Salomon Smith Barney encourages parents to attend all of the lessons, Lau said.

"We want the parents to work with the children . . . so when they go home they can continue to educate their children on the economic concepts," Lau said. "These are things parents should continue to highlight with their children on how to manage money."

For the contest, the pupils compile a hypothetical portfolio by choosing five stocks from a list provided by Salomon Smith Barney. The pupils choose from companies including **Nautica,** Coca-Cola, McDonald's, The Gap and America Online, and they base their choices on information they collect about the stocks on the list. Each school can submit three class portfolios.

Classes track the performance of their stocks for 12 weeks. The portfolio with the highest percentage increase wins the contest. Each pupil in the winning class will receive a share of Citigroup stock, currently worth about $ 61. Salomon Smith Barney is a subsidiary of Citigroup.

Salomon Smith Barney developed the program in 1997 and conducted pilot projects in New York, Boston and Chicago the following year. In 1999, the company launched the national program and accepted its first group of 50 schools. Salomon Smith Barney worked with Merging Business & Academics, an educational consulting firm in New York, to develop the curriculum.

Salomon Smith Barney will announce the winner of its stock market contest at the end of May.

"No one in my family has ever invested anything and I really didn't know all that much about the stock market, so I thought this would be a really good chance for me to learn," said 12-year-old Amy Stamp. "I think that I'll eventually buy a stock. This program has made me more knowledgeable about it."

GRAPHIC: CHART, PHOTO

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OUTDOOR FURNITURE; Brief Article House Beautiful April 1, 2000

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April 1, 2000

SECTION: No. 4, Vol. 142; Pg. 44 ; ISSN: 0018-6422

IAC-ACC-NO: 60102976

LENGTH: 550 words

HEADLINE: OUTDOOR FURNITURE; Brief Article

BODY:
for carefree summer days in the open air

A special durable finish and drainable cushions make Laneventure's woven rattan Morris chair and footstool from its Avignon Collection ideal for outdoor use. Chair, $ 1,625; footstool, $ 500. Call 828-328-2271.

A custom-built 77-inch-long mahogany bench by Brennan. Edwards from DelGreco & Co. in semi-gloss paint recalls Edwardian England. Through designers; $ 11,400. Call 888-343-7285.

Barlow Tyrie's contemporary Drummond Collection teak dining table, which is 73 1/2 inches in diameter (also available in 59 inches), can be paired with a convenient Lazy Susan. Table, $ 2,599; Lazy Susan, $ 599. Call 800-451-7467.

Luxury yachts were designer Kipp Stewart's inspiration for Summit's stacking dining armchairs in polished stainless. steel and plantation teak; $ 1,411. Call 831-375-7811.

Gandia Blasco's sleek chaise longue from DelGreco & Co. has an anodized aluminum flame and broad iroko wood slats. Through designers; $ 2,125. Call 888-343-7285

Tropitone's 44 1/2-inch-high wide-slatted barstool from the Melrose Collection comes in plantation. grown teak and has a distinctive forward. angled look; $ 750. Call 949-951-2010.

A green 48-inch-diameter Cadogen metal table with a powder, coated finish and an umbrella hole is based on an antique French design; $ 340 at Anthropologie. Call 800-309-2500.

Smith & Hawken offers a classic 78-inch-long Lutyens-inspired bench in black steel with a powder, coated finish; $ 1,150. Call 800-776-3336.

Low and roomy, the barrel-shaped, teak open-arm Olympus lounge chair from Sutherland has a cushion covered in one of its Perennials fabrics; $ 1,800. Call 800-717-TEAK.

The St. Maxime chair from Janus et Cie' s Loom Collection is made of polymer resin-strengthened woven paper over an aluminum frame; with woven-braid detailing, $ 580. Call 800-24-JANUS.

A handsome and generously proportioned traditional 58-inch-long teak bench from Lexington's **Nautica** Home Collection; $ 1,240. Call 800-LEX-INFO.

Vinyl tubing wrapped over a powder-coated aluminum frame gives a translucent quality to Brown Jordan's Streamline lounge chair and ottoman. Armchair, $ 1,999; ottoman, $ 599. Call 800-743-4252, x221.

The horseshoe chair from Bradford Stewart' s Poolside Aluminum Collection has a satin. black powder. coated finish; $ 750. Call 510-835-1365.

Low and comfortable with water, resistant acrylic fabric-covered cushions, Giati's Palazzio arm chair in plantation-grown teak welcomes lounging; $ 3,514. Call 805-965-6535.

Massimo, a stainless-steel-and-teak line from Royal Botania, comprises a 109 inch by 39 inch dining table and coordinating flexible chairs. Table, $ 3,900; armchair, $ 595; side chair, $ 495. Through Henry Hall Designs. Call 800-367-9150.

Part of a modular system, Munder Skiles's 40-inch-square mahogany Amish table has hooks to attach another square or demilune table; $ 2,900. Call 212-717-0150.

Inspired by mid-century designs, Brown Jordan's aluminum. framed Futura armchair is Resinweave, a synthetic with the look of natural wicker; $ 599. Call 800-743-4252, x221.

The bold, minimalistic contemporary Fusion chaise longue from Brown Jordan consists of Resinweave over an aluminum frame; $ 1,899. Call 800-743-4252, x221.

IAC-CREATE-DATE: May 16, 2000

LOAD-DATE: May 17, 2000

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Stuff Providence Journal-Bulletin (Rhode Island) April 4, 2000, Tuesday,

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April 4, 2000, Tuesday, All EDITIONS

SECTION: LIFEBEAT, Pg. 14E

LENGTH: 495 words

HEADLINE: Stuff

BODY:

Cold, hard facts of life, death

You've told your loved ones a million times where to find your will, your health-care directive, the durable power of attorney and other documents. But will they remember you put them in the third drawer of the guest closet? A more unforgettable place is the freezer or the refrigerator, says the Funeral Consumers Alliance, which is selling a $ 10 packet including a plastic pouch and an Edward Gorey-designed refrigerator magnet that says "Matters of Life and Death Inside." To order, call (800) 765-0107.

E-mails send grave thoughts

And here's a way to make sure you really get in the last word.

FinalThoughts.com is a Web site devoted to making "planning for the inevitable less scary," founder Todd Krim told Wired magazine.

You register, obviously, before you kick the bucket. You prepare a bunch of messages to send to your friends and family members ("Don't forget to walk the dog," "Stay away from fried foods," "I want you to know I always despised you").

Then, after you die, when a designated "Guardian Angel" informs the site that you're gone, the messages are dispatched electronically. Krim told Wired that he's hoping to make the site "a full-service death portal," offering caskets, links to genealogy sites and all manner of related material.

Fake fashions fit for needy

The raid of a fashion-conscious clothing store in St. Louis ended happily with a donation to the poor in Southeast Asia.

More than 24,000 pieces of fake-label clothing, seized by officers from a store Jan. 19, were donated through the World Vision organization to the needy of Cambodia.

The items include more than 9,000 shirts, 5,000 pairs of pants, 5,000 hats and nearly 1,000 coats, all with exclusive names like Fubu, Tommy Hilfiger, Nike, Polo and **Nautica.**

They have the labels, authorities said, but they are not authentic.

"Instead of destroying the counterfeit items, the legitimate manufacturers decided to let them benefit some

people," police Lt. Steve Harmon, commander of the crimes against property division, said last week.

Shoes shape the feet

If the shoe doesn't fit, don't wear it. The belief that shoes will adapt (or become broken in) to fit a foot is a myth, the American Academy of Orthopaedic Surgeons says. The reality is that feet try to adapt to fit the shoe. People who constantly wear shoes that don't fit properly can develop a variety of problems, ranging from bunions to arthritis.

Women turn on to work out

Here's something, we're told, most women do: watch TV while working out.

That's what a poll conducted for Shape magazine says. But although 56 percent of women like watching celebrities in action while they are in action, it's not necessarily out of desire to look like a star. Fifty-eight percent of women say they exercise purely to relieve stress.

Compiled by Jim Seavor from reports by the Associated Press, Knight Ridder Newspapers, San Francisco Chronicle.

LOAD-DATE: April 5, 2000

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Designer has eye on future as firm rides crest of wave South China Morning Post (Hong Kong) April 7, 2000

Copyright 2000 South China Morning Post Ltd.
South China Morning Post (Hong Kong)

April 7, 2000

SECTION: People; Pg. 24

LENGTH: 289 words

HEADLINE: Designer has eye on future as firm rides crest of wave

BODY:
Designer David Chu didn't like what he saw when he went out shopping, so he started his own clothing company - **Nautica.**

"I started my own company because I didn't understand why functional clothes for men had to be boring," says David, whose company had a turnover of US$ 1.1 billion (HK$ 8.5 billion) last year. "Everything was either beige or navy and I thought bright colours should be worn by men, too."

So David set out to design men's clothes that were functional, timeless and yet interesting - and **Nautica** was born. "I love boating and snorkelling, which I do in the Caribbean and I just love the

water and the lifestyle associated with the beach," he says.

"**Nautica** means ship in Latin."

Although David lives in New York, he comes to Hong Kong four to five times a year where he has two offices. He was in town recently for the launch of **Nautica's** eyewear collection which, he says, combines style and function. With a growing business empire - David will soon be launching the **Nautica** fragrance line and home furnishings.

As a menswear designer, David favours clothes that are simple. "I like simply proportioned clothes with colour combinations and functionalised details . . . I haven't worn a tie for a year." But he says personal tastes are constantly evolving. "We get to a certain age where we settle down to a certain sense of style and personal taste level. But I still keep an open mind to new ideas. Fashion is about being young and progressive."

And as the chief executive and designer of **Nautica,** David says the biggest challenge for him is not to lose the fun he gets from his job.

"I really enjoy what I'm doing right now and still get excited about the business," he adds.

GRAPHIC: David Chu and **Nautica's** summer look.

LOAD-DATE: April 10, 2000

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

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TALE OF TWO PORTS The Bradenton Herald April 9, 2000 Sunday BRADENTON EDITION

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The Bradenton Herald

April 9, 2000 Sunday BRADENTON EDITION

SECTION: BUSINESS; Pg. 1

LENGTH: 1133 words

HEADLINE: TALE OF TWO PORTS

BYLINE: Steve Hollister, Herald Business Writer

BODY:
EDITOR'S NOTE: Herald business writer Steve Hollister, back from Mexico where he covered the Ports of Tampa Bay trade mission by officials from the ports of Tampa Bay, St. Petersburg and Manatee, makes his last report today. He draws some similarities and differences between the two regions and the Port of Manatee and Yucatan's Port Progreso.

For all the differences between Manatee County and the Mexican state of Yucatan, it is the similarities in growth patterns that have led to increased local interest in doing business with the Gulf of Mexico neighbors.

After years of serving mainly as the host to its Mayan Indian ruins and as a springboard to the Cancun/Cozumel tourist areas, Yucatan is widely considered to be a leader in Mexico's economic growth.

Yucatan has been put on the international trade map by embracing new transportation routes and industrial growth through an enthusiastic government and a population that has rolled up its collective sleeves.

In Yucatan, business such as The Gap, **Nautica,** Coca-Cola, Kraft Foods, Trane and Tommy Hilfiger have found a home.

Often called a "sister country" by Mexicans living outside of the region because of its differences in culture, the Mayan Indian-dominated Yucatan historically has played second fiddle to the remainder of the country. Mayan citizens occasionally found themselves at odds with other states during periods of the country's history, although civil unrest has been a thing of the past for more than 60 years.

Today, with the global economy taking hold and the years of divisiveness seemingly behind it, Yucatan is building power stations, carving six-lane highways to important destinations and taking advantage of its resources.

"I think it's an excellent place to do business," said Michael Perez, director of maritime marketing for Port Manatee. "Obviously, there are a lot of other corporations that feel the same way."

With plenty of electricity and water -- the state uses only 4 percent of its capacity -- free trade-driven maquiladoras are popping up everywhere. Mainly large manufacturing facilities, maquiladoras produce everything from brand name clothing to computer software.

Port Progreso, built on the end of a bridge and causeway system that extends more than three miles out into the Gulf of Mexico, is in the process of completing a $120 million expansion project to handle the importing and exporting needs of the growing economy.

Once completed, the "break water" port will be able to welcome eight large ships at once, including two cruise ships and a ferry boat cruise ship, according to Augustin Arroyo Toledo, the port's executive director. Cruises on the Regal Empress between Port Manatee and the wind-swept Mexican port are scheduled to begin this fall.

As that work continues, some 500 miles away Port Manatee has begun seagrass mitigation work in preparation for what is expected to be more than $80 million in improvements that include new cruise and cargo facilities.

The difference, however, is in the time line. Port Manatee's plans are spread out for years to come with regulatory checks and Manatee County Port Authority approvals frequently required before work on a new phase can commence.

At Port Progreso, the mammoth task of dredging new channels out of a limestone bay bottom and creating more than 125 acres of land where there was once 15 feet of bay water will take only 16 months. And as the acreage is created through the project's completion in September, buildings and storage facilities are quickly constructed.

Progress is evident throughout Yucatan. Gov. Victor Cervera Pacheco was anxious to show off the new Kahua International Airport, which is scheduled to open this month, to the Ports of Tampa Bay contingent during its trade mission.

Through its efforts, Yucatan also has become the second leading handler of grain in Mexico, moving 1.4 million tons per year and trailing only Mexico City, which must feed 23 million people every day.

Based in part on the opportunities opened by the North American Free Trade Agreement signed in 1995, Yucatan exports six million pieces of clothing per year, 1.8 million pieces of fine handicraft and 1.5 million pieces of furniture and wood items, according to the Mexican Ministry of Trade and Industrial Promotion.

On the production side, the agriculture and fishing industries annually turn out 8,000 metric tons of fruits and vegetables, 4,000 metric tons of orange juice concentrate, 16,000 metric tons of honey, 12,000 metric tons of fish and 5,000 metric tons of sisal fibers and cordage used for textile, decoration and sack packaging.

"This is going to be a very good place for business for someone who wants to invest here," said Arturo Lopez Alonzo, the director of industrial development for Yucatan. "We are increasing our trade more than 50 percent per year."

By comparison, Manatee County produced 49,590 metric tons of oranges, tangerines and grapefruit during the 1997-98 growing season. It also produces 3,300 metric tons of fish annually and harvests 1.1 million cubic feet of wood products, according to the Manatee County Extension Service.

In Manatee County and Yucatan, tourism is a critical component of the respective economies' long-term health. And while both areas pride themselves on their pristine beaches and ecotourism, Yucatan also boasts dozens of Mayan sites remaining from between the first and eighth centuries that are incredibly well preserved.

In Merida, the capital of Yucatan and home to nearly a million people, the tourism industry is spurring

investment in new city streets, hotels and landscaping. For George Williamson, the chief executive officer of Port Tampa and a traveler to Merida for the past 15 years, the change has been striking.

"It is more than you can imagine," said Williamson. "It used to be pretty third world with one-lane roads, a lot of flooding and things like that. I think its gone from that to being first world in just a few short years. There's even ESPN on the TV at the hotel."

Tour groups constantly shuttle in and out of packed Holiday Inn and Hyatt hotels in downtown Merida on their way to day tours of ruins or trips to Progreso for some sand and sun. Nearby, workers move forward on construction of upscale hotels. State officials hope to have more than 7,500 hotel rooms in the near future.

Not unlike the Tampa Bay area, tourism also may serve as the bait to vacationing business leaders who might discover that the area has more to offer than just a good margarita and air conditioned tour bus rides.

"They could go down there on vacation, see the infrastructure and what the business community is like and could very well decide to put an operation down there," said Perez.

NOTES: Sidebar: Mayan settlement shows strength of purpose, fragility of long-term plans

GRAPHIC: Color photos, Steve Hollister, The Herald: Augustin Arroyo Toledo, executive director of Port Progreso, explains the port's expansion project to Ports of Tampa Bay trade mission members.<American and European tourists, fresh from family vacations and spring break excursions in Cancun, Cozumel and other Yucatan Peninsula destinations, wait for flights out of Cancun's airport.<Color illustration of proposed Yucatan port, special to the Herald<Color photo, Tom O'Neill, The Herald: Port Manatee

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Broncos checking out wide receivers The Gazette (Colorado Springs) April 10, 2000, Monday

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The Gazette (Colorado Springs)

April 10, 2000, Monday

SECTION: SPORTS

KR-ACC-NO: K2518

LENGTH: 686 words

HEADLINE: Broncos checking out wide receivers

BYLINE: By John Branch

BODY:
DENVER _ Looking at the 2000 class of receivers is kind of like gazing around the room at a Dennis Rodman party. There is seemingly someone for everyone.

No position is deeper than receiver heading into this weekend's NFL draft. And no position has such an eclectic mix of styles and personalities.

The head of the class is Florida State's game-breaking Peter Warrick, who traded in last season's Heisman Trophy for some nifty **Nautica** and Polo shirts on special discount at Dillard's. He'll be gone before the fifth pick, and when he goes, 30 defensive coordinators will scrambling to look at their team's schedule, hoping Warrick's new team isn't on it.

It's a few picks later that things will get curious. As many as a dozen receivers will be chosen in the first two rounds. The Broncos, at No. 10 and with a hankering for someone to team with - and, with luck, outshine - Ed McCaffrey and Rod Smith, may be the team to get things rolling.

Maybe. But only a couple of receivers beyond Warrick are deemed worthy of a top-15 pick. One is 6-foot-5, 225-pound Plaxico Burress, who has been living life recently like he's, well, Dennis Rodman - skipping interviews for basketball games, shuttling about in limousines and spending money he doesn't have just yet. Draft watchers question his hands, not the body part you want criticized if you're a receiver. But Burress just may be this year's version of Warren Sapp or Randy Moss, superstars who fell amid questions of character and talent into an unsuspecting team's lucky arms. If he slides, it won't be much further than Denver.

The other top-15 talent is Florida's Travis Taylor (6-1, 195), who surely has whiplash from climbing the mock draft charts so quickly in recent weeks. He's wowing draftniks with his athleticism, if not his production. Same goes with 6-2, 215-pound Jerry Porter. Six months ago he was a West Virginia safety; today he's a first-round shoe-in at receiver.

There's the aw-shuckish Sylvester Morris, whose only scholarship offer came from tiny Jackson State. Now he's considered a rare combo of size (6-3, 205) and speed (4.5 40) worthy of a mid-first round pick.

"We all catch the same kind of balls, run the same kind of routes," Morris says. "The others might have had

more exposure coming out of high school. But they treat me just like one of the guys. The only difference is that they sometimes played each other, and they talk about that."

If Denver shies away from a receiver in Round One - and because the Broncos have a habit of not addressing their major need in the first round, it's possible - the team will certainly look for help in the second. They might choose between R. Jay Soward and Danny Farmer, the oddest couple since Oscar and Felix (Felix, by the way, is not Sylvester Morris' middle name, though it should be).

Soward has a fast-talking, look-at-me bravado. He admits he rarely attended his Southern California classes, instead daydreaming of winning the Heisman Trophy he had pictured over his bed.

"I've heard I have a horrible image, that I'm a gang-banger or a thug," says Soward, the fastest player in the draft, whose combination of small size (5-9, 172) and brashness will carry him to the second round, where a team might get very lucky. Or very annoyed.

UCLA's Farmer is the anti-Soward, a McCaffrey clone with all the flamboyancy of a pharmacist.

"I really concentrate on route running and getting open," says Farmer, part deep-threat (23 plays over 40 yards, and a 19-yard per catch career average), part lanky possession receiver. "I just like catching balls, especially in clutch situations."

Don't like any of them? There's plenty more. Try Arizona's Dennis Northcutt, who had better stats than Soward and Farmer in the Pac-10. Or Georgia Tech's Dez White, Texas' Kwame Cavil, Southern Mississippi's Todd Pinkston and Florida's Darrell Jackson. Like their receiver brethren, they're all going places. In a hurry, come Saturday.

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Basketful of finery; Casual, sophisticated clothing replace Easter frills on all but the youngest Knoxville News-Sentinel (Tennessee) April 13, 2000, Thursday

Copyright 2000 Knoxville News-Sentinel Co.
Knoxville News-Sentinel (Tennessee)

April 13, 2000, Thursday

SECTION: Style; Pg. B4

LENGTH: 603 words

HEADLINE: Basketful of finery; Casual, sophisticated clothing replace Easter frills on all but the youngest

BYLINE: Rebecca Simmons, News-Sentinel staff writer

BODY:
Frilly, -- even fussy -- dresses, hats, lacy socks and black patent Mary Janes will never go out of style for little girls at Easter.

Parents who dress their daughter on weekdays in the latest trends -- like cargo pants, T-shirts and flares -- still want them to wear traditionally feminine looks for that important Sunday.

Easter and spring dress fashions for young girls are sweet looks with embroidery and smocking, according to Tracy Mitchell, executive editor of Children's Business, a monthly trade magazine serving the children's retail industry. Older girls in the 8 to 10 age range want long sheath dresses, perhaps with a sophisticated sheer overlay or jacket. The colors for the season are light pastels, particularly pink, lilac, pale blue and buttery yellow, for the younger girls. Bright pastels like apple or celery green, sunflower yellow and hot pink are the choice of older "tween-age" girls.

Black or white patent leather shoes may be just fine for your little girl, but older girls will probably want big, wedge-heeled sandals to complete their Easter look.

The dress-down casual movement, which has revolutionized how we dress for work and church, has affected how little boys dress on Easter Sunday. Not so long ago, coats and ties were purchased for boys to wear. The youngest guys may have even worn short pants. That's rare these days.

"Dad wants son to look more like him," says Mitchell. Which means khaki pants, button-down or golf shirts are worn to church.

That's probably why so many stores like Old Navy and the Gap offer baby and children's clothes in petite replicas of adult clothing.

Labels like Christian Lacroix, Tommy Hilfiger, Ralph Lauren, Donna Karan and **Nautica** have tapped in to this parental desire to dress children as an extension of their personal style by selling children's chic at designer prices. All that parental interest in fashion breeds style-conscious children, often at an early age.

"We are seeing it more and more," says Mitchell. "The parents come in with four- and five-year-olds and they have battles over what to wear. Even five- and six-year-olds know what they want to wear."

Mitchell calls this "aging-up."

"The child has the desire to look older, but clothing manufacturers have to draw that line to determine what is appropriate," she says.

Helen Connor, manager and buyer for Crenshaw Children's Shop, has seen the business change since she started in children's retail in 1973.

"It is a change," says Connor. "They are getting older looks for a younger child."

Connor says all the young girls want to look like "rock stars."

"They just want to look older. They want to look like teenagers," she says.

While babies and toddlers are still wearing traditional dresses in sweet pastels with smocking and appliques, the older girls want long, form-fitting sheath dresses, she says.

Bright colors are popular with tweens, and even black, says Connor.

"We used to never even look at black; now we have some," she says.

Crenshaw's is a traditional shop that still sells sport coats and ties for little boys, but at Easter, she says, most parents opt to buy sweater vests with a golf shirt and pants.

Connor says the dressiest dresses and the spiffiest suits for children are often reserved for weddings.

"It has changed a whole lot," she says. "I see that at my church. They don't dress up like they used to. I don't know if we are going to go back (to dressing up). I kind of wish we would."

Rebecca Simmons can be contacted by calling 342-6426 or by e-mail at simmonsb@knews.com.

GRAPHIC: (Color) Alex King models a traditional Easter look for little boys. His navy blazer, yellow vest and white pants are by T.F.W. Trading Co., and his yellow and royal print tie is by U.R.IT., all from Proffitt's. (Color) Easter bonnets will never go out of fashion. Six-year-old Breann Powell, left, wears her straw bonnet with a lilac linen and cotton dress trimmed in beige lace from Good Lad of Philadelphia. Her straw purse is decorated with lilac flowers by Dover Kidz. Ten-year-old Grace Boutwell, right, wears a pale yellow polyester and cotton dress by Biscotti. The bodice is decorated with satin flowers, covered in tulle with tulle cap sleeves. Her purse is a pale yellow patent leather frame bag with faux pearl handle. Both girls are wearing T-strap shoes by Mollie Munro. Both girls are wearing clothing and accessories from Dillard's. (Color) Megan Chang, left, is ready for an egg hunt in a sleeveless, vivid yellow cotton and microfiber waffle-cloth empire waist dress with embroidered daises at the ne

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Smart fashion The Business Journal April 14, 2000

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The Business Journal

April 14, 2000

SECTION: Vol. 20, No. 28; Pg. 27; ISSN: 08951632

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DOC-REF-NO: PBJ-2286-12

LENGTH: 444 words

HEADLINE: Smart fashion

BODY:
The Antigua Group Inc.:

Antigua provides men's and women's logoed apparel and outerwear for all major sports, colleges and universities as well as for corporations and special events. The company sells its goods to retail outlets, team shops and specialty stores as opposed to directly to the customer.

Chat with Ron McPherson, president

Greatest strengths: "Antigua's people and its customer service ability. When you're brand new, you don't have product differentiation, necessarily, unless you've invented something nobody else has. Our product differentiation was to outservice (the competition)."

Biggest obstacle: "As a small company, we're competing against literally billion-dollar corporations. (Polo, Tommy Hilfiger, Nike and **Nautica** are some examples.) What happens is they have a much, much stronger brand identity and brand power. You end up, in some cases, with not objection to your product but indifference: 'I'm already dealing with x major guy or y major guy.'"

Biggest mistake: "We overestimated our ability to sell women's fashion; and obviously with that overestimation, we had far too much ladies inventory, and the marketplace wasn't receptive. During that same time frame we experimented with accessories and offered a men's and women's belt program, and it was something that was born of optimism, but not born of due diligence."

Key to financial success: "Treating each day and each order with a lot of reverence. Every order is important. Deliver every order as completely as possible. Keep the company lean from the standpoint of being very efficient."

How technology Improves business: "Technology has been very important to Antigua. In 1997, we automated our sales force, creating a system that allowed our sales people to place orders on their laptop computers, view inventories on a realtime basis and electronically transfer orders. Each representative is viewing what we really have on our shelves, so the customer is buying inventory that's real and getting 100 percent deliveries."

Greatest ongoing challenge: "Continual training and recruitment of our field sales representatives. As a smaller company in this industry, we're very much dependent upon the sales person in the field to convey the appropriate messages to present our product in the appropriate way. It's incumbent on us as a company to continue to train and recruit quality sales people."

Keys to customer service: "The keys are the convenience to the customer to initially place orders, convenience to find out the status of their orders and obviously the ability to deliver the customer's orders in the time frame that was initially promised."

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*Water Wear *** Added structure makes popular tankini more wearable for more women this season The Advocate (Baton Rouge, Louisiana) April 17, 2000, Monday*

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The Advocate (Baton Rouge, Louisiana)

April 17, 2000, Monday METRO EDITION

SECTION: PEOPLE; Pg. 1-C

LENGTH: 628 words

HEADLINE: Water Wear *** Added structure makes popular tankini more wearable for more women this season

BYLINE: KAREN MARTIN

BODY:
It's back and it's better.

The tankini, that combination of tank top and bikini bottom that took the swimsuit world by storm last year, is continuing its stronghold on the market.

"They took last season's suits and they made them more wearable for everyone," said Vickie Thompson of Pampo's. "Last year, they were just a tank top, and they lacked structure. It could be very unflattering and a lot of the 30-plus crowd couldn't wear them because there was no support in them.

"This year, they put some structure in them. They've added underwires and padding, so they're more wearable for a larger market."In fun stripes and geometric patterns as well as lots of bright colors, the tankini shows no signs of slowing down, said Thompson and McRae's Ric Swafford.

Some manufacturers have taken a cue from the popular mix-and-match idea, seen mostly in the bikini market, and thrown the tankini into the game.

Kmart's Kathy Ireland Mix and Match Collection allows women to combine tops and bottoms of all shapes and sizes, including the tankini.

In addition to a classic bikini bottom, Ireland's label gives women the option of pairing a tankini top with a bikini brief bottom with a higher waist or boy-short bottoms.

The collection includes black, blue, fuchsia and canary yellow, along with a variety of prints from gingham to ombre patterns.

The tankini, however, is not the only game in town when it comes to causing a commotion in the ocean.

Like the tankini, the bandeau top appeared on the scene last year and is back "new and improved" for 2000.

"There's lots of interest in the bandeau top this year because they've added structure to it, too, and that makes it more flattering," said Thompson.

Of course, the traditional bikini remains a big seller, Thompson said, and the mix-and-match options allow a number of looks by combining different tops and bottoms.

McRae's Swafford also noted that several higher-end lines, like **Nautica,** Tommy Hilfiger and Polo, are showing one-piece suits.

"They have an athletic look," said Swafford, adding that suits are coming in solid colors as well as stripes.

Colors and prints are bright, with pinks proving a big hit, said Swafford.

Thompson agreed, adding that light blue, khaki, black, royal blue, gray, silver and white u some as solid colors, others mixed u are some of the hottest colors for suits. Prints, from classic Hawaiian splashes of color, to watercolor washes of soft hues, also offer options in color.

New on the beach is the reversible suit.

"It's a classic bikini with an underwire top and on one side it might be striped with pink, burgundy and red with bright piping and on the opposite side it has a floral print in the same colors. So you can mix and match it on your own," said Thompson.

Kmart also reports the return of the skirted bottom, a retro look for today that first surfaced in the 1950s. It's making its comeback in floral prints and bright colors.

The Kathy Ireland collection also includes a one-piece suit in a camisole style.

Details, such as mesh inserts and textured fabrics, add interest to both one- and two-piece suits, Thompson said.

The favorite coverup for spring is the sheer sarong, which is tied at the waist, the retailers agreed.

"We also have a sarong-type thing that you step into and you can tie it at the chest or drop it to the waist," said Swafford.

Guys also are going for color when it comes to picking out their swimwear, said Swafford.

"I think the tropical look is what's going to be big," he said.

Bright suits with splashes of tropical flowers are "selling out as fast as we can get them," Swafford said. "Anything with a floral."

Hawaiian shirts also are going to remain popular, he predicted.

GRAPHIC: Color photos of: Robin Saxon modeling a tankini with a Hawaiian print from Pampo's;

Shameka Holden, Kalli Fontenot, Courtney White, Kiersten Gautreau, Charles Kay Jr., Jennifer Marque and Kristie Vincent and Richard McCorkel wearing suits from McRae's; Maryann Chatagnier wearing a bandanna print suit from Pampo's; Lori England wearing a pink suit from Pampo's (By Derrick E. Wilson); B.W. photos of: Robin Saxon wearing a tankini top and a bottom with a boy-cut leg; Lori England and Maryann Chatagnier wearing suits from Pampo's (By Patrick Dennis); Kathy Ireland wearing a skirt bottom swimsuit from her swimwear line for Kmart; Kathy Ireland wearing a bubble gum pink camisole-style suit (PP)

LOAD-DATE: April 17, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Big names furnish mass appeal The Dallas Morning News April 21, 2000, Friday

Copyright 2000 The Dallas Morning News
The Dallas Morning News

April 21, 2000, Friday THIRD EDITION

SECTION: HOUSE & GARDEN; Pg. 1G

LENGTH: 1525 words

HEADLINE: Big names furnish mass appeal

SOURCE: Knight Ridder Newspapers

BYLINE: Allen Norwood

DATELINE: HIGH POINT, N.C.

BODY:
HIGH POINT, N.C. - Would you be enticed to buy an ornate metal bed if it came from the new Hemingway Paris Collection?

Would you feel that you could create a more homey retreat if author and HGTV personality Chris Casson Madden had her name on a furniture collection?

Have you been waiting for the relaxed lifestyle of Tommy Bahama clothing to be translated into island-style home furnishings?

American furniture manufacturers are betting you'll answer yes to these questions and won't mind paying more to have a famous name or brand attached to home furnishings.

Licensing, a deal in which a manufacturer agrees to pay a person, place or company 2 to 12 percent of wholesale value to piggyback on a well-known name, is transforming the home furnishings industry. The licensee can veto the designs the company creates, but industry sources say this rarely happens.

When done right, this combination of furniture and accessory licenses creates a "lifestyle" the consumer thinks he can achieve by buying matching furniture and accessories.

A variety of famous brands entered the competition at the International Home Furnishings Market, whichended last week. This twice-yearly event attracts 70,000 buyers, manufacturers, sales representatives and interior designers. The products they order determine what consumers see in stores six months later, although manufacturers are reducing the lead time on some collections.

Manufacturers are hoping they can repeat the success of Thomasville's Hemingway Collection, a blockbuster license with Ernest Hemingway's children that is expected to generate $ 100 million in retail sales during its first year. This figure is unprecedented in the company's 96-year history, according to Jim Adams, Thomasville's chief marketing officer and senior vice president.

"The reason licensing is so hot is that it offers a way to extend one's brand and to differentiate your product from the pack," says Bob Skotnicki, president of Global Licensing, who spoke to reporters at a breakfast

during the recent High Point market.

Mr. Skotnicki says consumers already are predisposed to buying clothing brands they recognize, such as **Nautica** and Ralph Lauren Polo. (Mr. Lauren was one of the first to enter home furnishing licensing with Henredon, an upscale manufacturer. Lexington carries the **Nautica** line.)

The success of the Hemingway venture encouraged Thomasville to follow last year's four "Papa" themes - Key West, Kenya, Ketchum and Havana - with Paris this market.

"The collection has been an enormous success," says Mitch Scott, vice president of customer services and corporate communications at Thomasville. In its first year, he says, Hemingway will outsell the best year of the company's top-selling collection, Collector's Cherry.

"Ernest Hemingway was and continues to be a legend," Mr. Scott says. "We have captured something rare in our industry, the ability to combine romance and emotion in home furnishings."

Hemingway's Paris. Thomasville describes the Hemingway French theme as "sophisticated Parisian." The 36-piece collection of case goods and upholstery is an eclectic combination inspired by antiques and French modernism of the 1920s and '30s. Hallmarks include art deco inspiration, hand-painted finishes and silver accents.

The designers have created pieces tied to some association with the author's life and lifestyle in Paris. None of them, however, is a reproduction or adaptation of what Mr. Hemingway and his then-wife, Hadley Richardson Hemingway, owned. But, if Mr. Scott is right, consumers don't want accuracy, they want romance. And Thomasville has romanced the brand by sprinkling references to famous friends of Mr. Hemingway such as Man Ray, Ezra Pound, James Joyce, Gertrude Stein and Alice B. Toklas.

Paris trips all the triggers with some of the most innovative and exciting designs we saw at this conservative market. The Le Monde cocktail table ($ 3,000) features a globe in the middle of a round table and is adapted from a photograph of a 1920s apartment. The Odeon corner book stack ($ 770) with rattan peel detail allows eight shelves of book storage in a small corner space. The Tatie metal bed ($ 2,600 queen and $ 3,000 king) is named after his wife's nickname for him. The four-poster bed is gracefully ornamented with French motifs and metal scrollwork in an aged bronze finish.

And, of course, there are bars. The 84-inch-tall L'Etoille bar features a painted Paris street scene and opens to reveal six drawers and three shelves for displaying glasses and bar ware ($ 3,000). The very French Bertain bar cart ($ 1,800), a four-tier cart with two drawers and a tiny ribbonlike brass gallery rail, is the epitome of elegance.

Chris Madden Collection. Bassett has teamed with Chris Madden, who is considered an accessible author, editor and television host. Her comfortable collection is inspired by her new book, Getaways (Clarkson Potter, $ 35). The book and the collection continue the Madden philosophy that we each need to find the special place that offers us a sense of sanctuary.

The "getaways lifestyle" takes ideas from Ms. Madden's homes, as well as the experience she gained designing furniture and creating escapes for celebrity clients such as Oprah Winfrey, Katie Couric and Toni Morrison. Bassett describes the collection as "reflective of the relaxed European traditional style with subtle Asian influences."

"I wanted to show how a getaway can be in a second home or a sanctuary in your own home," Ms. Madden says. "A getaway is really what feeds your soul."

The collection of upholstery and case goods has three getaway personalities - Village, West Indies Cottage and Manor House. But no matter what the theme, Ms. Madden emphasizes practicality. The map table, with side drawers, was created in three sizes. The ottoman was inspired by a kilim-covered version she found at the Salvation Army, but this one has a flip-up top for storage and casters so it can be moved easily.

Although some of the pieces look much like other furniture you will see in the marketplace, a few items stand out. The Bassett customer profile is a woman 25 to 54 years old with a household income of $ 62,000 who lives in a $ 100,000 house. The collection promises to give a high-end look without the high price. Some of the most interesting pieces in the collection include the chinoiserie Cathay secretary ($ 1,499) inspired by one Ms. Madden saw in France, the Colette writing desk ($ 500) that is based on an antique in her home, and a matching chair ($ 250). Other pieces are the Elysse chair ($ 699 to $ 999) and ottoman ($ 349 to $ 499).

The Chris Madden Collection was test-marketed in Greensboro, N.C., and will be in stores before the end of April.

Tommy Bahama. The licensing mania doesn't have to be based on a real person. It also can be what the industry calls co-branding, putting two brands together to create a more powerful entity. That's what Lexington has done with its new Tommy Bahama Collection, a 57-piece collection priced at the upper end of the company's line.

Tommy Bahama, a sophisticated casual apparel line worn by golfers Peter Jacobsen, Russ Cochran and Gary McCord, is known for comfortable clothing such as deck shorts, double-pleated plantation pants and vintage-inspired island print shirts. The product line is sold in specialty stores throughout the country and four national department stores. One of two retail-only stores is in Fort Lauderdale. The company also operates four restaurants/retail stores.

Lexington obviously wants to tap into Tommy's customer base - well-heeled men and women ages 25 to 60 who embrace a relaxed island lifestyle.

Bob Emfield, Lucio Dalla Gasperina and Tony Margolis created Tommy's mythical character after they spent getaway time in Bonita on Florida's Gulf Coast.

"We would look at each other and say, "Let's forget about going back,' " Mr. Margolis says. "We invented Tommy because he never had to go back. If he ran out of money, he would go into his closet, sell an old shirt and buy some more beer."

This "life is one long weekend" philosophy easily translated into a tropically inspired furniture line that features vintage-inspired designs that are softened with louvers, cane, rattan and leather wrappings.

"It has got to have the look, style and finish attributed to what we have accomplished in our stores and restaurants," Mr. Emfield says, noting that they asked Lexington to change only a few finishes.

Like Tommy, the colors are soft, laid-back and relaxed. Fabrics feature interesting motifs such as a dragon fly design used on dining chairs and stylized palm trees. The most interesting pieces are a metal and rattan bed with palm tree finials ($ 1,200) and a 7-foot-tall wardrobe with a louvered front that mimics plantation shutters ($ 2,500).

Don't expect the licensing mania to end soon. Furniture Today, an industry trade publication, reports that six more brands will debut in the fall market. For more information, see www.lexington.com.

Distributed by Knight Ridder/Tribune Information Services.

GRAPHIC: PHOTO(S): 1. (Bassett) The Chris Madden Collection includes the Manchester chair (540-629-6000 or www.bassettfurniture.com). 2. (Lexington) The Tommy Bahama collection by Lexington is themed to capture an island-getaway look ($ 950 for the love seat, $ 450 for the cocktail table, $ 395 for the end table; see www.lexington.com). 3. (Thomasville) Hemingway's Paris collection includes the L'Etoille bar with handpainted Paris street scene. It has six drawers and three shelves for displaying bar ware (about $ 3,000; 1-800-225-0265 or www.thomasville.com). ; LOCATION NOTE: Photos #1 and #3 were not sent to the library for archiving.

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Annapolis Sail Season Kicks Off Wednesday The Washington Post April 23, 2000, Sunday, Final Edition

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April 23, 2000, Sunday, Final Edition

SECTION: SPORTS; Pg. D03

LENGTH: 242 words

HEADLINE: Annapolis Sail Season Kicks Off Wednesday

BYLINE: Angus Phillips

BODY:

Sailing season opens with a bang on Chesapeake Bay this week as Annapolis Yacht Club's popular Wednesday Night series resumes with 100 or more competitors, followed by the National Offshore One-Design regatta Friday through Sunday in Annapolis with more than 200 entries, co-hosted by AYC and Sailing World magazine.

Meantime, eight big offshore race boats leave Key West, Fla., today, bound for Baltimore and next weekend's Waterfront Festival in the Inner Harbor.

The fleet includes Baltimore businessman George Collins's Chessie, with many of the crew that sailed on a boat of his by the same name in the last Whitbread 'Round-the-World Race.

The boats should arrive in Baltimore by Friday. The race originally was to start in Havana but that plan was squelched by the State Department in light of the Elian Gonzalez controversy.

Annapolis plays host to one of the world's most prestigious regattas when the Star World Championships are held May 14-19, with **Nautica** as sponsor and Annapolis Yacht Club as host.

Up to 120 Star boats are expected, including many of the top Olympic and professional sailors in the world.

Closer to home, racing resumed on the Potomac this month with the Potomac River Sailing Association's Sunday series.

The schedule expands with the Albacore Wednesday night series starting May 3 and the Penguin Thursday night series May 4. For details, call Washington Sailing Marina, 703-548-9027.

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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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PFALTZGRAFF LAUNCHES NAUTICA LINE AT TABLETOP; SOPHISTICATED DESIGN GEARED TOWARDS UPSTAIRS BRIDAL MARKET; Brief Article; Statistical Data Included HFN The Weekly Newspaper for the Home Furnishing Network April 24, 2000

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HFN The Weekly Newspaper for the Home Furnishing Network

April 24, 2000

SECTION: Pg. 44

IAC-ACC-NO: 61973173

LENGTH: 363 words

HEADLINE: PFALTZGRAFF LAUNCHES **NAUTICA** LINE AT TABLETOP; SOPHISTICATED DESIGN GEARED TOWARDS UPSTAIRS BRIDAL MARKET; Brief Article; Statistical Data Included

BODY:

NEW YORK-Attempting to build on the success of **Nautica's** downstairs tabletop line that debuted a year ago, Pfaltzgraff is unveiling an upstairs **Nautica** collection at this month's New York Spring Tabletop Show.

Island Shores is bathed in aqua, sand and moss. A coordinating pattern features a woodblock daisy design on a khaki background. Manufactured in Japan, the line features wood, textured glass and modern metal accent pieces. The dinner and salad plates are coupe-shaped, and the rice bowls and mugs substantial. A five-piece place setting will feature a cup, saucer, rice bowl, salad plate and dinner plate, with a price tag of $ 50. The dinner plate, salad plate, rice bowl and a mug will also be sold open-stock in solid colors. The collection of dark wood accessories will include charges, bowls and coordinated flatware.

Pfaltzgraff will target department and specialty stores with the products, which will be ready to ship in July.

Cappuccino is Pfaltzgraff's other important focus at the Show. Taking inspiration from the warm and relaxing aura surrounding coffee and coffeehouses, the collection builds around the white and tan of milk blending with espresso. The two colors alternate positions, and dimensional bands add texture. The plates are slightly oversized, and the mug, soup/cereal bowl and serving pieces are uniquely shaped for a distinct look.

The stoneware pattern, produced in York -- Pfaltzgraff's Pennsylvania headquarters -- uses the Contempo band shape. The dinner plate is 11 inches, and the mugs and bowls are also larger than usual. A place setting is made up of a mug, salad plate, dinner plate and soup/cereal bowl, with a suggested retail price of $ 35.75. The accessory assortment is made up of an oval serving bowl, a 5-quart serving bowl, a pasta/dinner bowl, a round platter, salt and pepper shakers, a sugar bowl and creamer and a buffet plate.

Additional accessory pieces round out the collection. These include a handcrafted woven oval tray, a metal serving tray, a lighting piece of a glass shade with a metal stand, and a cooler and iced beverage glassware.

The collection is scheduled to ship in July.

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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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WATER LEAK CLOSES 3M HEADQUARTERS Saint Paul Pioneer Press (Minnesota) April 25, 2000 Tuesday

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Saint Paul Pioneer Press (Minnesota)

April 25, 2000 Tuesday

SECTION: BUSINESS; Pg. 2C

LENGTH: 578 words

HEADLINE: WATER LEAK CLOSES 3M HEADQUARTERS

BYLINE: STAFF AND WIRE REPORTS - STAFF AND WIRE REPORTS

BODY:
Operations at 3M Co.'s main headquarters building in Maplewood are expected to be back to normal today after a water leak forced the company to close the 14-story structure early Monday.

The problem, discovered at 7:30 a.m., began on the 11th floor of the building and affected the floors below it. About 1,200 employees work in the building, though staffing may have been down Monday because of the Easter holiday, a spokeswoman said.

Some employees were sent home, and others moved to different buildings as the water was cleaned up and computer systems were checked, said Laura Sutton, 3M spokeswoman. No damage estimate was immediately available.
Carlson shows increase in sales:

Carlson Cos., the privately held Minnetonka-based travel and hospitality concern, said its sales for company-owned businesses totaled $9.8 billion in 1999, up from $7.8 billion for 1998. Total sales at all Carlson-related brands, including franchised operations, were $31.4 billion in 1999, up from $22 billion the previous year. The company said more than 50 percent of its total branded sales came from outside the U.S., up from less than 5 percent five years ago. The company did not release net income figures.
Stockwalk has marketing deals with insurer:

Golden Valley-based online brokerage Stockwalk.com that it has signed marketing agreements with two units of St. Paul-based Minnesota Life Insurance Co. The insurer's brokerage subsidiary, Ascend Financial Services, and the company's individual business unit will market Stockwalk's private-label online trading service to banks, credit unions and savings and loans. The service allows financial institutions to offer online trading under their own names. Stockwalk develops and maintains the sites and processes the trades.
Imation forms data-storage team:

Imation Corp. said it has assembled a team of software engineers to focus on developing data storage products, which accounted for most of the Oakdale-based company's growth last year. Company spokesman Jason Thunstrom would not disclose the number of engineers but said it was a "large" amount. The company also develops color management and imaging products. Imation will report first-quarter earnings today.
Stores open at Albertville outlet center:

The first group of stores has opened this month at Outlets at Albertville, a 250,000-square-foot outlet center at the intersection of I-94 and Minnesota 19, according to JMJ Properties, the Muskegon, Mich.-based developer of the project. Among the 49 outlet stores and two restaurants at the new center are **Nautica,** Brooks Brothers, Adidas, Nike, Rockport, Tommy Hilfiger and three Casual Corner stores. Construction on a second phase totaling 50,000 square feet is planned to begin later this year.
Names:

Brookdale Plastics, Plymouth, promoted Steve Eichten to chief financial officer. The company hired Lisa Mazzitello as controller and Brian Cerar as manufacturing engineer. ... Blue Chip Broadcasting said Steve Woodbury, former station manager of KFAN-AM, joined the company as vice president and general manager of Blue Chip's Twin Cities market business. The Cincinnati-based company expects to close on its previously announced purchase of KARP-FM next month.
Dividends:

The board of Vadnais Heights-based H.B. Fuller approved an increase in its quarterly dividend to 21 cents per share, up from 20.5 cents, payable May 12 to shareholders of record May 1.

LOAD-DATE: January 29, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Friday, June 23, 2006 - 9:54 AM EDT

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NEW CAMDEN BELK STORE OPENS FOR SNEAK PREVIEW THE NEW CAMDEN STORE IS ONE OF THE SIX BELK PROJECTS IN SOUTH CAROLINA The State (Columbia, SC) April 26, 2000 Wednesday FINAL EDITION

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The State (Columbia, SC)

April 26, 2000 Wednesday FINAL EDITION

SECTION: BUSINESS; Pg. B6

LENGTH: 652 words

HEADLINE: NEW CAMDEN BELK STORE OPENS FOR SNEAK PREVIEW THE NEW CAMDEN STORE IS ONE OF THE SIX BELK PROJECTS IN SOUTH CAROLINA

BYLINE: MAURICE THOMAS, Staff Writer

DATELINE: CAMDEN

BODY:
Belk's new Camden store has wider aisles and several guest service centers, both elements the retailer is including in its newer stores.

The service centers allow customers to make purchases, buy gift certificates, have items gift-wrapped or shipped and make credit payments in one spot.

On Tuesday, construction workers and store employees were doing the finishing touches on the store.

Camden Belk will have its grand opening May 3, but the Charlotte-based department-store chain previewed its Camden store for media representatives Tuesday morning.

Belk is relocating its original Camden store from a 47,000 square-foot building at 1140 Broad St. in downtown Camden to a former Wal-Mart at the Springdale Shopping Plaza. The new 52,000-square-foot location has been transformed inside and out.

"The only thing left was the concrete floor and the steel roof," store manager Bill Kutz said. The floors now are covered in light colored porcelain tiles, the lighting is bright and the display fixtures are made of light toned wood.

The new Camden store is one of six projects Belk is completing in South Carolina.

The Dutch Square Mall store is undergoing renovations for about $3 million. In March, Belk opened a 180,000-square-foot store in The Citadel Mall in Charleston. The other projects include expansions in Hilton Head, Anderson and Aiken.

The core of the Camden store is the bright, mirrored make-up and fragrance departments. Those

departments are flanked by accessories and the shoe departments.

Shoppers in Camden will find expanded offerings in just about every department.

In the cosmetics department, Fashion Fair for African-Americans joins brands such as Estee Lauder, Clinique and Lancome.

Women's clothing has offerings from Tommy Hilfiger, California Ivy and Belk's New Directions shop, featuring clothing from John Paul Richard and Clio.

The store also will have Tommy Hilfiger and **Nautica** for children.

The shoe department has lines such as Steve Madden and Born for women and Kenneth Cole, Reaction and Cole Haan for men. Some of the brands have not been offered before in Columbia stores, said John Hering, vice president and regional store manager.

Shoppers in Camden had been traveling to Myrtle Beach, Columbia and Charlotte locations, he said. "With the expanded lines, we hope to keep those shoppers in Kershaw County," Hering said.

While the Camden store is smaller than others in Columbia, the available space is being used efficiently.

The store doesn't have a lot of back-room office or storage space. Instead, there will be daily deliveries and efforts will focus on displaying merchandise on the floor, said Bob Cashion, vice president of sales and promotion.

Wall space is being used to display clothing from floor to ceiling, Hering said. Some display fixtures can be used for more than one type of item, he said. Hering showed a case with small plastic bins to be used for sunglasses in summer and gloves in winter.

Belk returned to the Columbia market in September 1998, and began operating stores at Dutch Square Mall, Columbiana Centre and Richland Fashion Mall after acquiring the former J.B. White stores from Dillard's Inc.

New Belk in Camden

* Location: Springdale Shopping Plaza, 1671 Springdale Drive, Camden. (803) 432-7641

* Hours: Monday through Saturday 10 a.m. to 9 p.m. Sunday from 1:30 to 6 p.m.

* Manager: Bill Kutz

* Employees: 53

* Size: 52,000 square feet

* The company: Belk of Springdale Plaza is one of 47 stores in the Belk Central Division. Belk, the nation's largest privately held department store, operates more than 200 stores in 13 Southeastern and Mid-Atlantic states. The company has headquarters in Charlotte.

Maurice Thomas covers small business, retailing and commercial real estate. He can be reached at (803) 771-8570, by fax at (803) 771-8480, or e-mail at mtthomas@thestate.com

NOTES: Info Box: 'New Beck in Camden,' at end of article.

GRAPHIC: PHOTO: BW;
Belk vice president and regional store manager John Hering prepares for the new store in Camden. The

store is in the Springdale Shopping Plaze on Springdale Drive. KIM KIM FOSTER, THE STATE

LOAD-DATE: January 29, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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Permits sought for new outlet mall Asbury Park Press April 26, 2000 Wednesday

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April 26, 2000 Wednesday

SECTION: B; Pg. 12B

LENGTH: 284 words

HEADLINE: Permits sought for new outlet mall

BYLINE: TRACY ROBINSON/STAFF WRITER

BODY:
STAFFORD - The operator of the Circle Factory Outlets in Wall has obtained applications for permits to open a similar retail operation in the former Caldor building in the township.

"It is all pretty much preliminary at this point, but they seem pretty excited about moving forward with it," said Robert Gaestel, township construction official.

The new tenants may not be what most people consider a typical mall, but it is what building department employees consider a covered mall, Gaestel said.

According to Gaestel, the stores in the complex would be a Dress Barn, Famous Footwear, Carter's Children, Kay-Bee Toys, Kitchen Collection, The Brass Company Store, L'Eggs Outlet, Totes and Sunglasses, **Nautica,** Samsonite, Jones New York and Van Heusen, with room for an additional store.

Because the operator - National Factory Stores of Roseland - will be using the space for retail sales, it will not have to go before the Planning Board. Instead, it will have to get construction permits to subdivide the inside of the building that is in the Stafford Square Mall, Route 72, according to Gaestel.

The township has yet to receive any permit applications, said Gaestel, noting that he is waiting for more specific plans for the mall.

Safety items such as pull stations, which can be activated during a fire, as well as standpipes, which are like indoor fire hydrants, and smoke detectors are necessary to meet building codes, he said.

Gaestel speculates that he may have more detailed architectural plans for the project within two weeks.

After operating under Chapter 11 bankruptcy protection for four years, Caldor announced last year it was closing all 145 of its department stores.

LOAD-DATE: March 2, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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NIKE, ADIDAS SUE WAL-MART, ALLEGE FAKES Chicago Tribune April 27, 2000 Thursday, CHICAGO SPORTS FINAL EDITION

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Chicago Tribune

April 27, 2000 Thursday, CHICAGO SPORTS FINAL EDITION

SECTION: Business; Pg. 11; ZONE: N

LENGTH: 275 words

HEADLINE: NIKE, ADIDAS SUE WAL-MART, ALLEGE FAKES

BYLINE: Reuters.

BODY:
A unit of German sportswear giant Adidas joined forces with archrival Nike and filed suit on Wednesday against Wal-Mart, the world's biggest retailer, for allegedly selling counterfeit Nike and Adidas branded T-shirts at its wholesale club stores.

Adidas America Inc., its parent Adidas-Salomon AG , Adidas International BV of the Netherlands, and Nike Inc. have filed suit against Wal-Mart Stores Inc. in Federal District Court in New York, claiming that the discount retailer has been selling several styles of counterfeit Adidas and Nike T-shirts at its "Sam's Club" wholesale club stores.

Nike also alleged that Wal-Mart has been selling other counterfeit Nike products at Sam's Club.

A spokesman for Bentonville, Ark.-based Wal-Mart said it takes the allegations seriously but had not been notified by any of the plaintiffs of complaints about counterfeit goods or of the lawsuit itself.

"We would never knowingly sell merchandise that was not 100 percent genuine," Wal-Mart spokesman Les Copeland said.

Adidas and Nike become the fifth and sixth major sportswear companies to sue Wal-Mart for selling counterfeits in the last two years, the two companies said in a statement.

In 1998, Tommy Hilfiger brought two actions against Wal-Mart for selling counterfeit goods in Sam's Club, in Wal-Mart stores, and on Wal-Mart Online. Wal-Mart paid out an unprecedented $6.4 million to settle those lawsuits.

In November 1998, Polo Ralph Lauren, **Nautica** and Fubu lodged similar claims for counterfeit sales against Wal-Mart.

Wal-Mart recently settled the Polo and **Nautica** claims by paying $565,000, while Fubu's claims are still pending.

LOAD-DATE: April 27, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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BABIES LOOK LIKE A MILLION BUCKS;UPSCALE CLOTHING STORES CATER TO PARENTS WHO WANT THEIR CHILDREN TO STAND OUT Pittsburgh Post-Gazette (Pennsylvania) April 30, 2000, Sunday,

Copyright 2000 P.G. Publishing Co.
Pittsburgh Post-Gazette (Pennsylvania)

April 30, 2000, Sunday, FIVE STAR EDITION

SECTION: ARTS & ENTERTAINMENT, Pg. G-14

LENGTH: 856 words

HEADLINE: BABIES LOOK LIKE A MILLION BUCKS;
UPSCALE CLOTHING STORES CATER TO PARENTS WHO WANT THEIR CHILDREN TO STAND OUT

BYLINE: LAMONT JONES, POST-GAZETTE FASHION WRITER

BODY:
Rock-a-bye baby on the tree top

When the wind blows, the cradle will rock

When the bough breaks, the cradle will fall

And down will come baby, dressed to the nines in designer togs that might have cost more than Mommy's hospital stay.

OK, so the original lullaby didn't end that way. And we may be exaggerating just a smidgen. But this is a new day, and clothes for babies have grown beyond $ 5, cotton "one-sies" to a new level in style and price.

True, there has always been stylish and expensive baby garb as long as there have been people who could afford them. Satin jumpers, cashmere buntings and custom-designed clothes go back centuries. But with the continuing trend away from minimalist toward maximalist in high fashion, the trickle-down of the super stylish in America is extending beyond teens and children to infants and toddlers.

"Ours might be a little bit more expensive, but parents like their kids to be a little bit different and stand out," says Lynne Bingham, owner of Lullaby Landing in Mt. Lebanon. The 16-year-old shop at 299 Beverly Road offers "high-end, upscale clothing for kids" that can be handed down multiple times and that stands apart from competitors, she says.

The store has a colorful array of clothes for infants and toddlers, from whimsical play outfits and miniature Coogi sweaters to exclusive lines by French designers such as Catamini and Marese.

In fact, about 25 percent of Lullaby Landing clothes are European, Bingham says.

And much of it is the infant equivalent of designer chic, a miniature in look and price of what adults wear. For example, a canary double-breasted, reversible peacoat in velvet velour with matching overalls and a white "one-sie" T-shirt by Marese is $ 169.

Merchants say parents have traditionally spent a lot of money on clothing for their children -- especially

babies -- which shows no sign of abating.

Some stores cater to parents who like the latest trends. GapKids stores in Shadyside, Monroeville Mall, Ross Park Mall and the Pittsburgh International Airport carry moderately priced layered looks, florals and embroidery-embellished looks for girls and plaids, deep colors and drawstring-waisted denim shorts for boys.

At Kidsburgh stores at 211 Fifth Ave. and 416 Smithfield St., Downtown, there are trendy animal prints, tie-dye pieces and even capri jeans with embroidered or fringe detailing, as well as lines by Ralph Lauren, Tommy Hilfiger and **Nautica** in their trademark colors.

But Jane Runnette Byrnes, owner of Tots and Tweeds, 5424B Walnut St., Shadyside, has a different approach.

"We don't go with any of the trends," she said. "We just go with classic quality. We keep our babies in plain colors: white, pink, blue. I think babies should look like babies. I think you should see the child, not the clothes, although I do like to sell clothes. You should see the child, and the clothes should look good."

Tots and Tweeds, established in 1952, is in a former house. It's cozy and intimate, with the perfect ambience for shopping for baby clothes.

And there are plenty in those basic colors Byrnes talks about, plus pale yellows and greens. There are soft terry-footed coveralls for girls and boys ($ 31-$ 42) by France-based Petit Bateau. Higher up the price line, there's a lovely blue-and-white striped cord dress with a pique collar and old-fashioned rickrack trim ($ 68) and a boy's sky blue linen sailor suit with lined shorts ($ 77), both by Katie & Co.

Even the trend of helping a charitable cause has caught on with some lines of baby clothes. At Saks Fifth Avenue, Downtown, some proceeds from the Psketti line, which includes ruffled cotton capri pants with matching ruffled tank tops in yellow, pink and lavender ($ 31.90), benefit the In One Ear Foundation for hearing-impaired children who have received cochlear implants.

For spring and summer, Saks also has brilliantly colored swimwear by Lauren, Gottex and DKNY; pretty cotton sleeveless dresses emblazoned with flowers or cherries ($ 29.90) by Plum Pudding Ltd.; floral, satin-textured polyester shifts by Un Deux Trois ($ 15.90); and skorts, capris and fuchsia sundresses in bright colors with white island motifs ($ 38) by DKNY.

With the rapid growth in Internet shopping, Bingham has carved out a niche in the cybermarket. Six years ago, she launched www.stork.com to offer baby clothes and gifts through another business venture, The Stork Delivers.

During the e-business's first two years, there was only one order. But Bingham remained hopeful and revamped the site. Now, the cybersite's baby gift baskets with themes such as Y2K, Little Sport, Corporate Supreme, Botanical Gardens and Gingham and Giggles are popular among FedEx, Mercedes-Benz, Price Waterhouse and other corporate clients who order by fax, toll-free telephone calls or right off the Internet.

"Specialty stores are a dying breed unless they find their niche," Bingham says. "Internet is not a threat to the upscale customer looking for the 'cut above' or exclusive. They need something tangible, and they need to be catered to. Computers don't cater!"

GRAPHIC: PHOTO 4, Photo: Steve Mellon/Post-Gazette: A white bucket hat with chin strap; by Carole Amper ($ 12) and A.J. Morgan sunglasses with 400 UV protection ($ 10); protect a child from the sun. Frog print, lined boys' cotton trunks by Cruz; Kids are $ 23 (all at Tots and Tweeds, Shadyside).; Photo: Left: A boy's brightly colored outfit, including shirt, pants and; jacket, by the French company Marese is exclusively at Lullaby Landing, Mt.; Lebanon ($ 149 for the outfit).; Photo: Below: For fun in the sun: his-or-hers red cotton bucket hat by Carole; Amper ($ 14) and a nylon-cotton- Lycra striped bathing suit by Florence; Eiseman ($ 48).; Photo: For dressier occasions: a striped oxford shirt ($ 22), cotton vest; ($ 26)

and poplin jacket ($ 48) and pants ($ 26, all at Baby Gap).

LOAD-DATE: May 24, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
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Cell phones giving clothes new techno touch Florida Times-Union (Jacksonville, FL) April 30, 2000 Sunday,

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Florida Times-Union (Jacksonville, FL)

April 30, 2000 Sunday, City Edition

SECTION: LIFESTYLE; Pg. D-1

LENGTH: 733 words

HEADLINE: Cell phones giving clothes new techno touch

BYLINE: Jean Patteson, Knight-Tribune News Service

BODY:
One-third of Americans -- more than 90 million -- now own cellular phones. Which raises the question: When the phones are not actually in use, where are they carried?

Many women, needless to say, carry their cell phones in their handbags -- along with the zillion other supposed essentials they never leave home without. In fact, a great many handbags now are made with specially sized, easily accessible compartments designed specifically for cell phones.

But men -- aside from a liberated, bag-carrying minority -- are left wondering what to do with their phones when they're not actually talking on them. Some men clip their phones to their belts, some stuff them into their briefcases, others simply hold them in their hands -- hoping, no doubt, for an incoming call to justify the phone's being there.

But if men can hold the line until the fall, their problem will be solved. Many of next fall's jackets, coats and even sweaters are being designed with special cell-phone pockets.

The pockets -- deep and narrow to hold cell phones snugly -- will be featured on the inside of business suits by Brooks Brothers, on the outside of casual denim suits by Ron Chereskin, as a detachable option on jackets by **Nautica** and on the sleeves of sweaters by Wilke Rodriguez.

'Techno clothes are all the rage in Europe. Most of the major manufacturers are doing utilitarian concepts. It's part of the urban-cool look,' said Tom Julian, a New York trend analyst who recently visited fashion centers in London, Stockholm and Amsterdam.

At first, the pockets that were part of the techno-utilitarian look were more decorative than functional. But before long, designers started shaping and sizing the pockets for specific purposes -- to accommodate the usual wallets, pens and passports, but also tekkie gizmos such as electronic organizers, CD players and cell phones.

This fall, the techno trend will hit America, Julian predicted -- complete with high-tech fabrics, utilitarian details such as drawstring and Velcro closures, and specialty pockets. Certainly, when the American menswear designers presented their fall collections on the runways of New York last February, many featured specialty pockets -- especially on the heavier jackets and coats.

Cell phones have become part of today's lifestyle, said David Chu, designer of the popular **Nautica** menswear line. 'It just makes sense to design functional clothing that works with today's lifestyles,' he said.

That functional design includes pockets for all the electronic gadgets that are as essential today as pens and diaries were a couple of decades ago.

Many coats and jackets in the fall **Nautica** line will feature cell phone pockets -- either built into the garment or as detachable, Velcro-backed pouches. **Nautica** also will offer men's shoulder bags and backpacks with detachable cell-phone cases.

Similar offerings will be made by trendy lines such as Tommy Hilfiger, Kenneth Cole, CK Calvin Klein, Ron Chereskin and Slates. The new, youth-oriented Levi Strauss brand, L2, is even putting cell-phone pockets in its jeans.

'When we design, we think about all the things the young, hip youth carry today, and we accommodate it,' said Thom Masat, L2's design director.

Some designers have jumped the gun and already are providing cell-phone pockets. You'll find them in Hugo Boss suit coats and Banana Republic trench coats, on the sleeves of Wilke Rodriguez linen jackets, on the sides of shorts by Daniel Cremieux, and in tuxedo jackets by Fubu.

Cell-phone pockets are a new feature being offered with special-order suits and sport coats from Hartmarx and Hickey-Freeman, said John Siegel, owner of Siegel's Clothing Co. in the Orlando area.

Customers aren't walking into the store and asking for suits with cell-phone pockets, Siegel said. 'They're still trying to figure out which cell phones to buy.' But if the pockets are offered as an option in special-order suits, customers usually want them, he said.

When a cell-phone pocket is a featured detail on the outside of a jacket, it gives the garment a 'cool, updated look,' said Howard Goldfarb, a spokesman for designer Ron Chereskin.

'And it's also very practical,' Goldfarb said. 'I love it because I'm always needing my cell phone or Palm Pilot. These days, we can't live without those things close at hand.'

GRAPHIC: Photo: KRT138 FASH TECHNO OR FASH_TE Knight-Tribune News Service Men wondering what to do with their cell phones soon will have several fashionable options, including shoulder bags and backpacks with detachable phone cases.

LOAD-DATE: July 07, 2000

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THE BEACH: A COVER-UP STORY; Brief Article Redbook May 1, 2000

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Redbook

May 1, 2000

SECTION: No. 5, Vol. 194; Pg. 126 ; ISSN: 0034-2106

IAC-ACC-NO: 61933781

LENGTH: 267 words

HEADLINE: THE BEACH: A COVER-UP STORY; Brief Article

BODY:
REDBOOK'S FASHION TEAM TRIED ON MORE THAN 600 COVER-UPS AND SWIMSUITS. ON THESE EIGHT PAGES, SEXY STYLES GUARANTEED TO FIT YOUR BODY AND BUDGET.

SLEEK SARONG (This page) A lightweight, easy-to-pack pareo transforms your swimsuit into a glamorous style statement. Tie on the side for a slim silhouette. Sarong, Sisley by United Colors of Benetton, $ 34; bikini, Bachata Italian Swimwear by Obabash, $ 145. BEAT-THE-HEAT HOODIE (Opposite page) Pink is a hot summer hue, and you'll keep a cool head with a light (in color and weight) hooded jacket. Windbreaker, AX Armani Exchange, $ 115; strapless bathing suit, **Nautica,** $ 80.

RAVISHING ROBE (This page) To stave off chills after a day in the sun, cuddle up in a long cashmere robe. Cashmere robe, F.A.L. by Jeffrey Grub, $ 330. (Opposite page, clockwise from top left) SEXY SWEATER A sheer sweater provides warmth while still letting your suit peek through. Hooded sweater, French Connection, $ 62; tank suit, **Nautica,** $ 70. FLIRTY SHIRT Seamless, frayed, and not too clingy, a casual cotton top will make you feel comfy and confident about beach-walking in your bikini. Top, Bachata Italian Swimwear by Obabash, $ 62; two-piece with boy-cut brief, Delfina, $ 190. DO-EVERYTHING DRESS Appropriate for running errands but super over your suit, too, a slipdress is the ultimate go-any-where garment. Slipdress, Sisley by United Colors of Benetton, $ 138. MUST-HAVE MINI A wrap skirt hides your bottom and complements any suit or summer top. Wrap skirt, Sisley by United Color of Benetton, $ 48; drawstring tube top, Banana Republic, $ 38.

IAC-CREATE-DATE: June 15, 2000

LOAD-DATE: June 16, 2000

Thinking New. Delaney Report May 1, 2000

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Delaney Report

May 1, 2000

SECTION: No. 17, Vol. 11; Pg. 3

IAC-ACC-NO: 62102008

LENGTH: 177 words

HEADLINE: Thinking New.

AUTHOR-ABSTRACT:
THIS IS THE FULL TEXT: COPYRIGHT 2000 Informed Communications, Inc. Subscription: $ 265.00 per year. Published weekly. 149 5th Avenue, New York, NY 10010.

BODY:
Apparel marketer **Nautica** International is eager to capitalize on the revamp the company has undertaken. "Product-wise, we're focusing on newness. We started to update the product with new fabrication and silhouettes, making it look more modem," said marketing head Dee Slattery. NI also is moving into new categories a la the launch of a new women's jeans line in the fall.

In addition, NI plans to boost its advertising and promotion activities. "We're looking to rev up the advertising. We're branching out with our message, targeting from teens to men in their 50s," Slattery said. NI has a number of promotions coming, including the **Nautica** sailing championship later this month (to be tied in with an ESPN broadcast of the event) and an outdoor enthusiast music/sport festival in Oregon in July. "We have five or six (events) on the docket this year. We're extending our message to the sports enthusiasts," said Slattery. And NI is stepping up its licensing activity (e.g., Unilever will be relaunching the **Nautica** fragrance later this year).

IAC-CREATE-DATE: May 15, 2000

LOAD-DATE: May 16, 2000

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RAID AT FLEA MARKET TARGETS BOGUS GOODS;OFFICIALS ALSO QUESTION VENDORS ON IMMIGRATION STATUS;NO ARRESTS ARE MADE St. Louis Post-Dispatch (Missouri) May 7, 2000, Sunday, FIVE STAR LIFT EDITION

Copyright 2000 St. Louis Post-Dispatch, Inc.
St. Louis Post-Dispatch (Missouri)

May 7, 2000, Sunday, FIVE STAR LIFT EDITION

SECTION: METRO, Pg. C1

LENGTH: 1033 words

HEADLINE: RAID AT FLEA MARKET TARGETS BOGUS GOODS;
OFFICIALS ALSO QUESTION VENDORS ON IMMIGRATION STATUS;
NO ARRESTS ARE MADE

BYLINE: Valerie Schremp; Of The Post-Dispatch

BODY:
At a flea market in Pagedale on Saturday investigators seized thousands of pieces of counterfeit clothing and merchandise that, if legitimate, would be worth $ 10 million.

But the real value of the Fubu, Tommy Hilfinger, **Nautica** and other brand names of jeans, hats, shirts, and watches is about half that, said St. Louis police Lt. Steve Harmon, commander of the Crimes Against Property Division.

This raid is part of a continuing effort to stem the flow of counterfeit merchandise.

Officers with the FBI, the Immigration and Naturalization Service and the St. Louis, Pagedale and St. Louis County police departments raided the Frison Flea Market, 7025 St. Charles Rock Road, about 10:30 a.m. to the surprise of customers--and vendors.

"What's going on?" asked one man as police in vests and agents in FBI jackets swiftly rolled out crime scene tape around some vendors' booths.

"Mark McGwire is in here or something," one man said into a cell phone as he saw the television cameramen and reporters who had been invited along.

As a police officer from Pagedale stood in front of a booth displaying Tommy Hilfinger jerseys and T-shirts, vendor Byong Jeong paced and smoked a cigarette. Jeong, 65, an immigrant from Korea, and his wife, Yong, 63, have had a booth at Frison's for three years, he said.

"This is not copy. This is all Tommy Sport," he said, holding up his shirts. "Somebody come here, I buy that from them."

When a reporter asked him again whether the merchandise was real, he said, "Not sure. I don't know. I don't understand. It's an English problem."

Officers made no arrests, but they detained several vendors, including the Jeongs, to check their immigration status. Other vendors were from Somalia and India.

One investigator, Joseph Kadash, represents Dooney & Bourke, the company best known for making leather purses with a duck insignia. He has worked on hundreds of such raids, many in the Los Angeles area. What some might consider attacks on the livelihood of immigrants, Kadash described as an effort to put a dent in what is a worldwide, $ 300 billion counterfeit merchandise industry.

"Everybody they owed money just got stiffed today," he said. "You've annoyed some mid-level wholesalers in Chicago and other cities. On the larger scale of things, this is destructive to the businesses in general."

Those businesses are ones who pay for their trademark and have a legal stake in keeping it from being abused, he said.

Kadash and other investigators pointed out several examples of how these vendors in Pagedale abused the trademarks - a real merchant would not staple price tags to clothing, said Kadash, fingering a child-sized pair of fake Tommy Hilfiger jeans.

"Nobody uses staples - because whoops, bleeding, there's a $ 100 million lawsuit."

True labels are sewn into the seams because they are put there when the clothing is manufactured, not after the clothing arrives in the United States, he said. Each manufacturer also will have its own registration number. If several different jackets have the same registration number on the label, but the brand names on the outside are different ones like Polo, **Nautica,** Fubu, or Phat Farm, then you can be certain the labels were added after the jackets made it through customs.

Some signs are a little more obvious - one table sold Fubu T-shirts for $ 5, but the Fubu logo was silk-screened on Fruit of the Loom-brand shirts. One pair of Tommy Hilfiger jeans had an inside label that was discolored blue when it went through a washing process, but the Tommy Hilfinger label sewn inside was bright white.

And nobody spell-checked the label on one pair of jeans, which said, "Sean John demin collection."

In all, officials seized merchandise from about 30 booths and will check the immigration status of 18 vendors. Arrest warrants will be issued and charges filed according to how much counterfeit merchandise the vendors had in their booths. Selling 100 fake items is a class D felony, p unishable up to 5 years in prison.

Investigators closed the entire flea market on Saturday. It will be back in business today -without the suspect booths.

For now, officials were satisfied by the size of the raid: the last large one in the St. Louis area was at Discount Fashions, at 1408 North Kingshighway. If the clothing seized in that raid had been authentic, it would be worth up to $ 5 million. Last week, police raided a store in Sikeston, Mo., and got merchandise that, if real, would have been worth more than $ 20 million.

At least one vendor was happy about Saturday's interruptions. Chris Ounian, 29, was watching a friend's booth, which sold odds and ends such as strapping tape, toys, lighters, and miniature cans of WD-40.

"I don't have any reason to be worried," he said. "If they'll be out of business tomorrow, my sales will skyrocket."

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How to spot fake brand-name merchandise:

* Check how the labels are sewn. If they are sewn outside the seam, they most likely are fake. Labels meant to be sewn in one place are sewn in another; for example, a tag with vertical flaps on either side

that was meant to be sewn inside a shirt collar has instead been sewn onto the waistband of a pair of jeans.

* Check the colors of the labels. If the clothing's dye has bled, discoloring interior tags, any other, bright white label probably was added later.

* Check to see that labels match. Be sure the label on the outside of the clothing matches the one inside. A **Nautica** logo could be silk-screened onto a Fruit of the Loom T-shirt.

* Check the registration number. It usually is on the inside tag and behind the letters "RN." Every brand name has a specific registration number. If different brand garments have the same registration number or none at all, they are probably fake.

* Check frills, ornaments, and accessories. Buckles on watches or belts are often similar to each other, even if their leather components or watch-faces are labeled with different brand names. Some brand names don't even make particular pieces of merchandise: for example, Tommy Hilfiger doesn't make watches, but some vendors will try to sell them.

GRAPHIC: PHOTO Color Photo by LAURIE SKRIVAN / POST-DISPATCH - "We can do this here or at the police station," Pagedale Detective Art Tullock said Saturday as he wrote down names of merchants detained in a raid at the Frison Flea Market, 7025 St. Charles Rock Road. The raid, conducted by national and local police and immigration officials, targeted the sale of counterfeit goods.

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Strategy: Nautica to Girls: 'Do You Cool-ify?' BRANDWEEK May 15, 2000

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BRANDWEEK

May 15, 2000

LENGTH: 284 words

HEADLINE: Strategy: **Nautica** to Girls: 'Do You Cool-ify?'

BYLINE: By Sandra Dolbow

BODY:
Nautica Girls, looking to connect more closely with 'tween girls, is linking with Girls Life magazine for a

10-city back-to-school mall tour that will empower kids by encouraging them to create their own cool clothes.

Nautica, whose seafaring- inspired lines have long found admirers among adults and young boys, is reaching further to girls under a new licensing pact with Hampton Industries, New York.

The **Nautica** Smart Girl Tour 2000, which runs July-August, kicks off at Miami's Dadeland Mall and ends at Macy's in New York's Herald Square, with stops in the Carolinas, Georgia and Minnesota along the way.

Events include a fashion show where local girls can participate and get wardrobe advice from Girls Life staffers. Also on tap: live deejays, celebrity visits and

$35 gift packs offering a pair of jeans and a denim customization kit. **Nautica** Girls is also working with retailers to provide 10% discounts on clothing purchases.

Newspaper, radio, direct mail drops and ads in Girls Life will support, along with efforts on **Nautica's** and retail partners' Web sites. Nauticakids.com will launch a SmartGirl page next month to promote the tour. Renegade Marketing Group, New York, is the promo agency.

In addition to showcasing its colorful fall clothing, Hampton will seek attendee feedback to incorporate into upcoming lines. Hampton acquired the license to **Nautica** Girls this spring giving it rights to produce and distribute all **Nautica** kidswear.

The goal is to get these young girls to identify with **Nautica's** denim-friendly, casual lifestyle clothing and to "cool-ify" the brand, said Robert Reid, president of **Nautica** Children. J

LOAD-DATE: May 26, 2000

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Race nets sportswear sponsorship The Capital (Annapolis, MD.) May 16, 2000, Tuesday

Copyright 2000 Capital-Gazette Communications, Inc. The Capital (Annapolis, MD.)

May 16, 2000, Tuesday

SECTION: Business; Pg. A9

LENGTH: 518 words

HEADLINE: Race nets sportswear sponsorship

BYLINE: By NOI MAHONEY Business Writer

BODY:
Annapolis has long been known for its nautical character.

Now it also boasts a **Nautica** one.

The New York City-based sportswear giant is the title sponsor of the 2000 Star Class World Championship, which kicked off Saturday with a ceremony on City Dock.

Nautica International Inc. has emblazoned its special event logo on dozens of banners and flags around Annapolis and Eastport, across boat hulls and sails and race buoys.

Karl von Schwarz, commodore of the Annapolis Yacht Club, which is hosting the race, said **Nautica** and the races are a good match.

"The Star Class represents the pinnacle of onedesign sailing competition," he said. "**Nautica's** presence enables the club and the class to create an event of excellence which will be memorable and successful for sailors, sponsors and the community."

Dee Flattery, director of marketing for **Nautica** International, said the company has a longstand

ing relationship with sailing _ just like Anna

polis.

It didn't hurt that the sailing fans fit **Nautica's** demographics: males in their mid-20s to 40s, professionals and sailors.

Nautica spent about $ 100,000 to become the title sponsor, a marketing move that the com

pany tied in to a new line of clothing.

Ms. Flattery herself spent almost a year preparing for the races, making monthly visits to the city and planning each shop and restaurant where **Nautica's** logo would be placed.

Ms. Flattery also organized **Nautica's** advertising blitz, including full-page color ads in The Capital.

"A world championship is a pretty special thing; it would have been crazy to pass up this opportunity," Ms.

Flattery said.

It's giving her company a unique opportunity to showcase its designs and talent.

Nautica even created a **Nautica** Star Class collection just for this event.

To get the public interested in its products, **Nautica** held a party at the Annapolis Yacht Club on Thursday, in which models wearing the latest clothing collection and merchandise walked among the crowd. **Nautica** is also working with Hecht's at Annapolis Mall, which started selling the special line of clothing.

In addition, **Nautica** designed an exclusive collection of clothing for the 2000 Star Class World Cham

pionships themselves. Everyone from the event staff, to race judges to the 100-plus volunteers, as well as on-air ESPN talent will be wearing the new collection.

"Having all the people wearing the same logo is about brand imag

ing and consistency," Ms. Flattery said. "All the signage around Anna

polis and all the uniforms have the same logo."

The Star Class races are the last races before the Olympics.

The weeklong sailing regatta will determine the final six slots from the top finishing nations to sail in September's Sydney Olympics. Competition within the class is intense, with 125 teams from 28 nations scheduled to compete aboard the 22-foot-long Star Class sailboats.

Nautica International is a fashion and lifestyle company with prod

ucts including men's, women's and children's sportswear. The com

pany also designs accessories and home furnishings.

LOAD-DATE: May 16, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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Date/Time: Thursday, June 22, 2006 - 6:42 PM EDT

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LAMONTS' DOORS STAY OPEN;CALIFORNIA COMPANY'S $ 20.1 MILLION PURCHASE APPROVED Anchorage Daily News (Alaska) May 17, 2000, Wednesday,

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Anchorage Daily News (Alaska)

May 17, 2000, Wednesday, FINAL EDITION

SECTION: BUSINESS, Pg. 1E

LENGTH: 518 words

HEADLINE: LAMONTS' DOORS STAY OPEN;
CALIFORNIA COMPANY'S $ 20.1 MILLION PURCHASE APPROVED

BYLINE: Tony Hopfinger; Daily News Reporter

BODY:
Shannon Pitka and her fellow employees at Lamonts Apparel in Northway Mall were delivered good news Tuesday afternoon.

They won't have to search for new jobs later this year.

Fresno, Calif.-based Gottschalks completed its $ 20.1 million purchase of Lamonts Apparel stores, vowing to take over Lamonts' seven Alaska stores and keep all employees.

Expressions of relief filled the women's apparel department.

"Just having our jobs secured is good enough," Pitka said.

Mall managers also were delighted that a federal bankruptcy judge had accepted Gottschalks' bid to buy out the Lamonts chain.

"The last thing I needed right now was that store closing," said Bill Gee, who handles the leasing for the struggling University Center mall in Anchorage.

Last January, Kirkland, Wash.-based Lamonts filed for Chapter 11 bankruptcy protection after months of slipping sales and cost overruns throughout the chain, which has 38 stores in four states. Gottschalks will acquire all the stores except one in Washington.

While Lamonts agreed a few weeks ago to be purchased by Gottschalks, another company tried to scoop up the Lamonts chain.

Oregon-based Troutman Investment, owner of the Troutman's Emporium chain in the Northwest, submitted its bid last week.

But Tuesday, the judge decided Gottschalks was the best match. Lamonts' creditors should be reimbursed 40 to 50 percent under the deal, the company reported.

Lamonts will continue its liquidation sale until mid-July. At that time, Gottschalks will close the stores, stock them with fresh merchandise and reopen in late August or early September, said Fred Bentelspacher, vice

president of marketing for Gottschalks.

While Bentelspacher couldn't name another city the size of Anchorage where Gottschalks runs three stores, he said the company has every intention of keeping them open. It also will run the stores in Wasilla, Soldotna, Fairbanks and Juneau.

"The Alaska market is the second-strongest market Lamonts is in," he said. "But I would be lying if I said we didn't have a little concern about coming up there."

The distance can be intimidating, he said, but "we're going to make it work."

Gottschalks is a more upscale store than Lamonts, selling apparel, cosmetics, shoes and housewares, including brands like Polo Ralph Lauren, Tommy Hilfiger, **Nautica** and Liz Claiborne.

"We're a very promotional and heavily branded store," Bentelspacher said.

Lamonts shoppers are happy the stores are staying open, but some hope Gottschalks isn't out of their price range.

"It will be fine as long as their prices are similar to Lamonts," said Bobbi Cusack at Northway Mall on Tuesday.

The Lamonts purchase is the largest acquisition Gottschalks has undertaken in its 95 years, increasing its total stores from 62 to 99 in seven western states.

Gottschalks executives hope the deal will help double the chain's annual sales during the next five years, from $ 568 million to $ 1 billion, Bentelspacher said.

qReporter Tony Hopfinger can be reached at 257-4344 or thopfinger@adn.com.

LOAD-DATE: May 18, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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SAILING: WALKER LEFT CURSING ERROR OF JUDGEMENT The Independent (London) May 19, 2000, Friday

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The Independent (London)

May 19, 2000, Friday

SECTION: SPORT; Pg. 25

LENGTH: 236 words

HEADLINE: SAILING: WALKER LEFT CURSING ERROR OF JUDGEMENT

BYLINE: Stuart Alexander In Annapolis

BODY:
A "RUSH of blood to the head" left Ian Walker almost dancing in rage as he let fly with a torrent of self-criticism on the dock after the fourth race of the **Nautica** Star World Championships here.

Walker had recovered from a poor first leg, in which he had rounded the mark in 56th place out of the 111 remaining entries, to be sixth at the end of the second upwind leg.

He then saw a gap opening up as the Italian Federico Strocchi turned wide ahead of him and Walker tried to sneak inside. But he misjudged the strength of an adverse tide and he hit the mark. After a penalty turn he was 10th, then he slipped to 13th on the downwind leg and to complete the misery a bad reading of the final leg pushed him further down to 18th.

"We nearly had it salvaged until I had brain failure," Walker said afterwards. "I had too much time to think about it and changed my mind. It was a rush of blood to the head on my part. Perhaps I was taking too high a risk because I want to win."

There were no such problems for the Canadian Ross MacDonald, who was second to the Italian who led from start to finish, Roberto Benamati, but who lies 35th overall. MacDonald is also second in the overall standings, to the American double Olympic medallist Mark Reynolds as Gavin Brady slipped to third overall. He was buried in the back half of the fleet for most of the race, only recovering to 52nd at the end.

LOAD-DATE: May 19, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
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Date/Time: Thursday, June 22, 2006 - 6:43 PM EDT

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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Again star of Star Class, Reynolds leads Nautica Lack of wind delays final race of 112-boat event THE BALTIMORE SUN May 20, 2000, Saturday

Copyright 2000 The Baltimore Sun Company
THE BALTIMORE SUN

May 20, 2000, Saturday ,FINAL

SECTION: SPORTS ,3E

LENGTH: 399 words

HEADLINE: Again star of Star Class, Reynolds leads **Nautica**
Lack of wind delays final race of 112-boat event

BYLINE: Gilbert A. Lewthwaite

SOURCE: SUN STAFF

BODY:
Former world champion Star Class sailor Mark Reynolds has shown on the Chesapeake Bay this week why he has been selected to sail for the United States for the fourth time in the Olympics this fall in Sydney, Australia.

After five days of racing, the Californian was at the front of the fleet of 112 racing yachts in the **Nautica** 2000 Star Class World Championship when lack of wind delayed the final race yesterday.

With an international of array world champions and Olympic medalists against him, Reynolds, world Star Class champion in 1995, has produced the form that clinched him and partner Magnus Liljedahl, from Miami, the Sydney slot against 16 U.S. teams in a San Francisco Bay sail-off last month.

Reynolds won a gold medal in Spain in 1992, a silver medal in South Korea 1988 and was sixth in Savannah in 1996.

The week-long regatta - the first time the Star Class world championship has been held on the Chesapeake Bay since 1951 - will decide the final six national slots for the Sydney Olympics, where Star Class sailors from 17 countries will compete for medals.

In second place yesterday were the Canadian pair of RossMacdonald and Kai Bjorn.

One surprise has been Annapolis resident Gavin Brady, a veteran of big-boat racing who has shown an impressive turn of speed in his 22-foot two-man racer.

Brady was a tactician aboard Chessie Racing, Baltimorean George Collins' entry into the 1997-98 Whitbread Round The World Race, and a strategist with Paul Cayard's AmericaOne campaign for the America's Cup in his native Auckland, New Zealand.

Currently lying third in the world championship here, Brady and Kiwi crewmate Jamie Gale have secured a slot for New Zealand in Sydney, although they have been sailing the Star Class only for three months.

"The hard thing for us was early this week, when we were trying to sail conservatively," he said. "To be

assured of an Olympic spot, we just needed to be in the top 20. Now we are seeing just how well we can do. We feel very relaxed."

The **Nautica** 2000 regatta, which has attracted teams from 28 countries, has been supported by the Baltimore-Washington coalition hoping to become host to the 2012 Olympics.

"It demonstrates that the Baltimore-Washington area can put on a Olympic-caliber event," said Jim Capron, co-chairman of the regatta and one of two U.S. sailing judges selected for Sydney.

LOAD-DATE: May 22, 2000

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Creative license; Some high-profile names are putting their brands on home furnishings The San Diego Union-Tribune May 21, 2000, Sunday

Copyright 2000 The San Diego Union-Tribune
The San Diego Union-Tribune

May 21, 2000, Sunday

SECTION: REAL ESTATE;Pg. H-17

LENGTH: 1796 words

HEADLINE: Creative license; Some high-profile names are putting their brands on home furnishings

BYLINE: Charlyne Varkonyi Schaub; KNIGHT RIDDER NEWS SERVICE

BODY:
Would you be enticed to buy an ornate metal bed if it came from the new Hemingway Paris Collection?

Would you feel like you could create a more homey retreat if author and HGTV personality Chris Casson Madden had her name on a furniture collection?

Have you been waiting for the relaxed lifestyle of Tommy Bahama clothing to be translated into island-style home furnishings?

American furniture manufacturers are betting you'll answer yes to these questions and won't mind paying more to have a famous name or brand attached to your home furnishings.

Licensing, a deal where a manufacturer agrees to pay a person, place or company 2 percent to 12 percent of wholesale shipments to piggyback on their well-known name, is transforming the home furnishings industry into a clone of the brand-happy clothing industry. The licensee can veto the designs the company creates, but industry sources say this rarely happens.

When done right, this combination of furniture and accessory licenses creates a "lifestyle" the consumer thinks he can achieve by buying the furniture and accessories.

During the past four years, licensing has gone from a novelty to a competitive strategy. Retail sales of licensed furniture are $4.7 billion. But there's still room to grow -- that's only about 10 percent of furniture sales compared to a 25 percent share in the apparel industry.

A variety of famous brands entered the competition at the International Home Furnishings Market last month at High Point, N.C. Some 70,000 buyers, manufacturers, sales representatives and interior designers attend this event each spring and fall, and the products they order determine what you will see in the stores six months later (although manufacturers are reducing the lead time on some collections).

Manufacturers are hoping they can repeat the success of Thomasville's Hemingway Collection, a blockbuster license with Ernest Hemingway's children that is expected to generate $100 million in retail sales in its first year. This figure is unprecedented in the company's 96-year history, according to Jim Adams, Thomasville's chief marketing officer and senior vice president.

"The reason licensing is so hot is that it offers a way to ... differentiate your product from the pack," said

Bob Skotnicki, president of Global Licensing in Hickory, N.C.

Skotnicki said consumers are already predisposed to buying clothing brands they recognize, such as **Nautica** and Ralph Lauren Polo. (Lauren was one of the first to enter home furnishing licensing with upscale manufacturer Henredon. Lexington carries the **Nautica** line.)

The success of the Hemingway venture has encouraged Thomasville to follow last year's four "Papa" themes -- Key West, Kenya, Ketchum and Havana -- with Paris this market.

"The collection has been an enormous success," said Mitch Scott, a Thomasville vice president. In its first year, he says Hemingway will outsell the best year of the company's top-selling collection, Collector's Cherry.

"Ernest Hemingway was and continues to be a legend," Scott said. "We have captured something rare in our industry, the ability to combine romance and emotion in home furnishings."

Hemingway's Paris

Thomasville is describing the Hemingway French theme as "sophisticated Parisian."

The 36-piece collection of case goods and upholstery is an eclectic combination that was inspired by antiques and French modernism of the 1920s and 1930s. Hallmarks include art deco inspiration, hand-painted finishes and silver accents.

The designers have created pieces tied to some association with the author's life and lifestyle in Paris. None of them, however, is a reproduction or adaptation of what Hemingway and his then-wife, Hadley Richardson Hemingway, owned.

But, if Scott is right, consumers don't want accuracy, they want romance. And Thomasville has romanced the brand by sprinkling references to famous friends of Hemingway such as Man Ray, Ezra Pound, James Joyce, Gertrude Stein and Alice B. Toklas.

Paris trips all the triggers with some of the most innovative and exciting designs we saw at this conservative market. The Le Monde cocktail table (suggested retail $3,000) features a globe in the middle of a round table and is adapted from a photograph of a 1920s apartment. The Odeon corner book stack ($770) with rattan peel detail allows eight shelves of book storage in a small corner space.

The Tatie metal bed ($2,600 queen and $3,000 king) is named after Hadley's nickname for Ernest. The four-poster bed is gracefully ornamented with French motifs and metal scrollwork in an aged bronze finish.

And, of course, there are bars. The 84-inch tall L'Etoile Bar features a painted Paris street scene and opens to reveal six drawers and three shelves for displaying glasses and bar ware ($4,300).

The very French, Bertain bar cart ($1,800) is a four-tier cart with two drawers and a tiny ribbonlike brass gallery rail and is the epitome of elegance.

Chris Madden Collection

Bassett has teamed with Chris Madden, who has earned a reputation as an accessible author, editor and television host. Her column, Interiors by Design, appears regularly in Homescape.

Madden's comfortable collection is inspired by her new book, "Getaways" (Clarkson Potter, $35). The book and the collection continue the Madden philosophy that we all need to find our special place that offers us a sense of sanctuary.

The "getaways lifestyle" takes ideas from Madden's homes, as well as the experience she gained designing

furniture and creating escapes for her celebrity clients, including Oprah Winfrey, Katie Couric and Toni Morrison. Bassett describes the collection as "reflective of the relaxed European traditional style with subtle Asian influences."

"I wanted to show how a getaway can be in a second home or a sanctuary in your own home," Madden said. "A getaway is really what feeds your soul."

The collection of upholstery and case goods has three getaway personalities -- Village, West Indies Cottage and Manor House.

But no matter what the theme, Madden emphasized practicality. The map table, with side drawers, was created in three different sizes. The ottoman was inspired by a kilim-covered version she found at the Salvation Army, but this one has a flip-up top for storage and casters so it can be moved easily.

Although some of the pieces look like much else you will see in the marketplace, there are a few that stand out. The Bassett customer profile is a woman, age 25-54, with a household income of $62,000 who lives in a $100,000 home, and the collection promises to give her a higher-end look for a lower price.

Some of the most interesting pieces in the collection include the chinoiserie Cathay secretary inspired by one Madden saw in France ($1,499), the Colette writing desk ($500) that is based on an antique in her home and a matching chair ($250).

The Elysse chair ($699-$999) and ottoman ($349-$499) offer a great look for the price.

The Chris Madden Collection was test marketed in Greensboro, N.C., and will be in stores this month.

Tommy Bahama

The licensing mania doesn't have to be based on a real person. It can also be what the industry calls co-branding, putting two brands together to create a more powerful entity.

That's what Lexington has done with its new Tommy Bahama Collection, a 57-piece collection priced at the upper end of the company's line.

Tommy Bahama, a sophisticated casual apparel line worn by golfers Peter Jacobsen, Russ Cochran and Gary McCord, is known for comfy clothing such as deck shorts, double-pleated plantation pants and vintage-inspired island print shirts. The product line is sold in specialty stores throughout the country and four national department stores, including Robinsons-May.

Lexington obviously wants to tap into Tommy's customer base -- well-heeled men and women age 25-60 who embrace a relaxed island lifestyle.

Bob Emfield, Lucio Dalla Gasperina and Tony Margolis created Tommy's mythical character after they spent getaway time in Bonita on Florida's Gulf Coast.

"We would look at each other and say, 'Let's forget about going back,' " Margolis said. "We invented Tommy because he never had to go back. If he ran out of money, he would go into his closet, sell an old shirt and buy some more beer."

This "life is one long weekend" philosophy easily translated into a tropically inspired furniture line that features vintage-inspired designs that are softened with louvers, cane, rattan and leather wrappings.

"It has got to have the look, style and finish attributed to what we have accomplished in our stores and restaurants," Emfield said, noting they only asked Lexington to change a few finishes.

Like Tommy, the colors are soft, laid-back and relaxed. Fabrics feature interesting motifs, such as the

dragonfly design used on dining chairs and stylized palm trees.

The most interesting pieces are a metal and rattan bed with palm tree finials ($1,200), a 7-foot-tall wardrobe with a louvered front that mimics plantation shutters ($2,500) and the Beachcomber cocktail table made from woven lampakanai with leather and brass accents ($1,150).

Don't expect all this licensing mania to end soon. Furniture Today, an industry trade publication, reports six more brands will debut in the fall market.

Top Trends

[] English class

Furniture manufacturers continue to explore Europe, landing this time in England. Classic 18th-century styles are pared down to suit casual lifestyles.

[] Curves ahead

On chests or tables, sofas or armoires, gentle curves create sensual silhouettes.

[] Better by the bunch.

Bunching tables, popular in the 1960s and '70s, are back as a flexible alternative to the large cocktail table.

[] Chinoiserie

Ornate Chinese designs hand-painted on European furniture -- the rage in the 18th century -- are back, too, marrying Asian pieces with 18th-century European styling.

[] French accent.

Designers say "oui, oui" to the graceful lines of glamorous French furnishings from the 1930s and '40s.

[] Benched.

Elegant benches are everywhere, especially at the foot of the bed.

[] Big and bold.

Houses are larger, and furniture, like Century's 90-inch armoire, is growing to match the scale of bigger rooms with higher ceilings.

[] Look back.

Watch your back side -- the backs of sofas, chairs and etageres, that is. Dressmaker-detail furnishings look good from behind when "floating" in large rooms.

[] Dark mood.

Furniture finishes have warmed to coffee tones.

[] Fly buys

Dragonflies are carved into furniture, woven into fabrics, sharing the spotlight with another hallmark of the tropics -- palm trees.

GRAPHIC: 4 PICS | 1 CHART; 4. BASSETT; 1. Tommy Bahama chest of drawers for Lexington Homebrands 2. L'Etoile Bar from Hemingway's Paris by Thomasville 3. Chris Casson Madden chair and ottoman for Bassett 4. At home and abroad: Furnishings in the new Chris Madden collection include pieces like this desk and matching chair that are inspired by antiques the TV personality has in her home or has seen in her travels. (H-22) 5. Top Trends (H-22)

LOAD-DATE: May 22, 2000

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MUSIC EVENT TO BENEFIT AIDS EFFORT The Miami Herald May 21, 2000 Sunday FINAL EDITION

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The Miami Herald
Found on Miami.com
The Miami Herald

May 21, 2000 Sunday FINAL EDITION

SECTION: NEIGHBORS WE; Pg. 35W

LENGTH: 175 words

HEADLINE: MUSIC EVENT TO BENEFIT AIDS EFFORT

BYLINE: Herald staff

BODY:
Fashion Rocks, an event to benefit LIFEbeat, The Music Industry Fights AIDS, will be held May 28 at The Raleigh Hotel, 1775 Collins Ave.

The event is being dedicated to Peter Freedman, the manager of the rock-'n'-roll band LIVE, who died at age 39 from complications from pneumonia and a staph infection.

The performance will begin at 8 p.m. for general admission ticket holders and 7 p.m. for VIP ticket holders. Emcee Pauly Shore will kick off the show at 9 p.m. and Veruca Salt will perform at 10 p.m. as models show off the latest **Nautica** looks on a runway over the Raleigh pool. South Beach disc jockey Mark Leventhal will provide the soundtrack.

A surprise appearance by a multiplatinum rock band is expected. The festivities will continue through 1 a.m. until the official after-party begins at G-Spot.

The benefit is being presented by Global Venture Partners in association with Tanqueray and Ocean Drive Magazine.

General admission tickets are $25; VIP tickets are $75.

For more information, call 305-531-7406.

LOAD-DATE: January 31, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text)
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Fashion pool offers plenty Daily Oklahoman (Oklahoma City, OK) May 21, 2000, Sunday

Copyright 2000 The Sunday Oklahoman
Daily Oklahoman (Oklahoma City, OK)

May 21, 2000, Sunday CITY EDITION

SECTION: OKLAHOMA NOW! LIFESTYLES - PEOPLE - CULTURE - FASHION; Pg. 7

LENGTH: 359 words

HEADLINE: Fashion pool offers plenty

BYLINE: Linda Miller, Fashion Editor

BODY:
NO itsy-bitsy teenie-weenie yellow polka-dot bikini in your future?

Luckily, swimwear choices are plentiful. As women sort though the racks for that perfect-fitting suit, they're finding midriff-covering tank inis (a tank top with a brief bottom), athletic-inspired tanks, high-necks, bandeaus, boy-leg bottoms and halter tops, and romantic styles with lingerie straps and sheer details.

The tankini caught women's attention last year, and it continues to be one of the summer's hottest hits. It offers the comfort and feel of a two-piece but with a generously cut brief and more coverage for those less-than-perfect abs.

"This year, we will feature a slightly longer top that still keeps that alluring feel of a bikini," said Linda Chan, brand manager for Jantzen.

Although the tankini's appeal seems to span all ages, it's a lightweight compared to figure-enhancing suits that offer bust support, nip the waist, lift the bottom and flatten the stomach. These suits are becoming more popular - and more plentiful - as baby boomers demand suits that fit their body types.

One of the first to recognize the need for figure-flattering suits was Carol Wior, who introduced her Slimsuit in 1992. It comes with a tape measure to prove that wearers can actually see a measurable difference.

Other wearer-friendly suits include Lands' End's new collection with Slendertex, Miracle suit, Jantzen Suits Me, Rox anne Signature Collection and Shapers, JCPenney's private label.

For those who prefer two-piece suits but need a different size

on top than bottom, shopping has never been easier. Many swimwear lines, including Kathy Ireland's Mix and Match Collection at Kmart, rely on the convenience of separates - individual tops and bottoms - conveniently sold in different sizes and styles.

As is often the case, this year's swimwear trends mimic ready-to-wear - bright colors, glamour, animal prints, lace and denim.

With so many choices, maybe the swimsuit shopping ordeal won't be so traumatic. Now if the stores would just soften that harsh fluorescent lighting in the dressing rooms.

GRAPHIC: Photo 1: Summer's coolest looks: black-and-white striped tankini bottom and belted silver-and-black tank. Both from T.J. Maxx. Models from Harrison Gers Modeling Agency. Photos taken at Waterford Marriott Hotel. Photo 2: In-your-face yellow bikini by **Nautica,** from Dillard's. Photo 3: Fuchsia tankini with shirred V-bottom by Athena, from Dillard's. Photo 4: The snakeskin trend extends to swimwear. Bikini and cover-up by Gottex, from Ruth Meyers Inc.

LOAD-DATE: May 24, 2000

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BUYER'S GUIDE The Augusta Chronicle (Georgia) May 21, 2000 Sunday

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The Augusta Chronicle (Georgia)

May 21, 2000 Sunday ,ALL EDITIONS

SECTION: SWIMSUIT, Pg. O06

LENGTH: 210 words

HEADLINE: BUYER'S GUIDE

BODY:
Here's where you can buy the swimwear by manufacturers in this section:

* Liz Claiborne swimwear is available at Dillard's, Rich's and Macy's department stores. Styles and colors vary at each location.

* Sirena swimwear is carried by Dillard's, Belk, Macy's and Rich's and other department stores. Phone: (800) 765-7675.

* Ocean Pacific (Op) suits are available at J.C. Penney, Macy's, Rich's, Dillard's, Belk, Sports Authority and The Body Shop. Styles and colors vary by location.

* Tommy Bahama swimwear is sold at Nieman Marcus, Saks Fifth Avenue and Nordstrom department stores and at resorts, hotels, spas and pro shops. Phone: (800) 647-8688. Web site: tommybahama.com

* Kathy Ireland swimwear is available only at Kmart stores. Phone: (800) 866-0086. Web site: kmart.com.

* T.J. Maxx is at 3412 Wrightsboro Road, 737-6507. Colors and styles may vary among T.J. Maxx stores nationwide. Phone: (800) 2TJ-MAXX (285-6299). Web site tjmaxx.com

* The Body Shop is in Augusta Mall, 3450 Wrightsboro Road. Phone: 738-2808.

* Old Navy is at 219 Robert C. Daniel Parkway in Augusta Exchange shopping center, 733-4350. Suits also can be ordered by phone - (800) OLD-NAVY (653-6289) - or from the online swim shop at www.oldnavy.com.

GRAPHIC: 1. JENNIFER BRUNO/STAFF
Above, Alison Varner watches a shot by Mitch Marchman on the fairway at Forest Hills. She's wearing a dark-green tankini with white trim and tropical flowers by Beach Lingo ($49.99, The Body Shop).
2. Danielle May wears a multicolored Op bikini (style name Gypsy Passport, $66) as she imitates Isaac Scott's pose at Python Gym.
3. Elizabeth Gregory, on Jim Holton's boat at Lake Springs, wears a black one-piece suit with ruffle trim ($29.99, T.J. Maxx).
4. Natalie McDaniel wears a red and navy two-piece tank suit by **Nautica** ($80, Dillard's) at Augusta

Aquatics Center.

5. Ms. Varner wears a two-piece floral-print suit with halter-strap top and skirt-style swim shorts by Westbound Beach ($60, Dillard's).
6. Ms. May wears a bright-red floral bikini with bandeau top ($ 29.99, 7. Ms. Gregory gets a hit at Lake Olmstead stadium wearing an orange floral string bikini by Op (style no. B31272, suggested retail $54; $ 49.99 at The Body Shop). Third baseman Brady Williams acts as catcher.
8. Ms. May wears a stretch denim triangle bikini with cuffed short bottom detailed with stitching and rivets by Op ($70).

LOAD-DATE: October 6, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Thursday, June 22, 2006 - 6:34 PM EDT

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Cellphone dilemma solved: New clothes will have pockets for must-have gadgets Edmonton Journal (Alberta) May 23, 2000 Tuesday Final Edition

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Edmonton Journal (Alberta)

May 23, 2000 Tuesday Final Edition

SECTION: Living; Pg. E2

LENGTH: 457 words

HEADLINE: Cellphone dilemma solved: New clothes will have pockets for must-have gadgets

SOURCE: Orlando Sentinel

BYLINE: Jean Patteson

BODY:
Millions of North Americans now own cellular phones. Which raises the question: When the phones are not actually in use, where are they carried?

Many women, needless to say, carry their cellphones in their handbags -- along with the zillion other supposed essentials they never leave home without. In fact, a great many handbags now are made with specially sized, easily accessible compartments designed specifically for cellphones.

But men -- aside from a liberated, bag-carrying minority -- are left wondering what to do with their phones when they're not actually talking on them. Some men clip their phones to their belts, some stuff them into their briefcases, others simply hold them in their hands -- hoping, no doubt, for an incoming call to justify the phone's being there.

But if men can hold the line until the fall, their problem will be solved. Many of next fall's jackets, coats and even sweaters are being designed with special cellphone pockets.

The pockets -- deep and narrow to hold cellphones snugly -- will be featured on the inside of business suits by Brooks Brothers, on the outside of casual denim suits by Ron Chereskin, as a detachable option on jackets by **Nautica,** and on the sleeves of sweaters by Wilke Rodriguez.

"Techno clothes are all the rage in Europe. Most of the major manufacturers are doing utilitarian concepts. It's part of the urban-cool look," said Tom Julian, a New York trend analyst.

At first, the pockets that were part of the techno-utilitarian look were more decorative than functional. But before long, designers started shaping and sizing the pockets for specific purposes -- to accommodate the usual wallets, pens and passports, but also tekkie gizmos such as electronic organizers, CD players and cellphones.

Cellphones have become part of today's lifestyle, said David Chu, designer of the popular **Nautica** menswear line. "It just makes sense to design functional clothing that works with today's lifestyles," he said.

Many coats and jackets in the fall **Nautica** line will feature cellphone pockets -- either built into the garment or as detachable, Velcro-backed pouches. **Nautica** also will offer men's shoulder bags and backpacks with detachable cellphone cases.

Similar offerings will be made by trendy lines such as Tommy Hilfiger, Kenneth Cole, CK Calvin Klein, Ron Chereskin and Slates. The new, youth-oriented Levi Strauss brand, L2, is even putting cellphone pockets in its jeans.

Some designers have jumped the gun and already are providing cellphone pockets. You'll find them in Hugo Boss suit coats and Banana Republic trench coats, on the sleeves of Wilke Rodriguez linen jackets, on the sides of shorts by Daniel Cremieux, and in tuxedo jackets by Fubu.

GRAPHIC: Photo: Knight Ridder-Tribune; Designers have solutions to the problem of how to carry a cellphone.

LOAD-DATE: March 26, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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GENESCO STOCK SOARS WITH EARNINGS The Tennessean May 24, 2000 Wednesday

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The Tennessean

May 24, 2000 Wednesday

SECTION: BUSINESS; Pg. 1E

LENGTH: 414 words

HEADLINE: GENESCO STOCK SOARS WITH EARNINGS

BYLINE: GETAHN WARD

BODY:
By GETAHN WARD

STAFF WRITER

Shares of Genesco Inc. yesterday rose 12% after the Nashville-based company exceeded first-quarter earnings expectations.

Genesco also said that it is selling its leather tanning and finishing operations to focus on the core business of retail and the marketing of branded footwear.

For the first quarter that ended on April 29, the company reported net earnings of $6 million or 25 cents a share vs. $4.1 million or 16 cents for last year's first quarter.

On average, eight analysts polled by First Call/Thomson Financial had expected earnings of 19 cents a share for the recent quarter.

Genesco shares yesterday hit a 52-week high of $16.31, before ending the day at $15.81, up $1.75.

The company said it expects to take a $2 million-$3 million after-tax charge to its second-quarter earnings. The after-tax charge is related to the sale of the Volunteer Leather Co. operations to Red Wing, Minn.-based S.B. Foot Tanning Co.

"The expected divestiture of the leather business allows us to be more focused on our core competencies," said Ben T. Harris, Genesco's chairman and CEO.

Genesco said it expects a net cash flow between $5 million to $6 million from the transaction.

Sales from the leather business were nearly $5 million for the recent quarter that ended on April 29, down from nearly $5.3 million for the year-earlier first quarter. The unit posted a pretax loss of $279,000 vs. pretax earnings of $200,000 for last year's period.

With plants in Milan, Tenn., and Whitehall, Mich., the leather business accounted for 4% of Genesco's net sales last year. The Milan operation employs 75 people, and will remain open. The unit's tanned leather products are sold mainly to military boot makers.

Overall, Genesco's net sales for the recent quarter rose 17% to $151 million from $129 million a year ago.

Company officials attributed the increase to strong performance of Genesco's stores, led by a 47% increase for its Journeys footwear chain for teens.

The company yesterday raised its sales growth target to about 15% to 20% annually, compared to the previous 10% to 15%.

Genesco operates 724 U.S. footwear retail stores including Journeys, Johnston & Murphy and Jarman and sells wholesale footwear under the Johnston & Murphy, Dockers and **Nautica** brands.

Getahn Ward covers public companies for The Tennessean. He can be reached at 726-5968 or gward@tennessean.com

GRAPHIC: CHART BY HYANGSOOK LEE; STAFF

LOAD-DATE: August 6, 2003

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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HOTEL BOOKS FASHION SHOW, PARTY The Miami Herald May 25, 2000 Thursday FINAL EDITION

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The Miami Herald
Found on Miami.com
The Miami Herald

May 25, 2000 Thursday FINAL EDITION

SECTION: NEIGHBORS BC; Pg. 14MB

LENGTH: 220 words

HEADLINE: HOTEL BOOKS FASHION SHOW, PARTY

BYLINE: Herald staff

BODY:
Fashion Rocks, an event to benefit LIFEbeat, The Music Industry Fights AIDS, will be Sunday at the Raleigh Hotel, 1775 Collins Ave.

The event is being dedicated to Peter Freedman, manager of the rock-and-roll band Live, who died at 39 from complications from pneumonia and a staph infection.

The show begins at 8 p.m. for general admission ticket holders and at 7 p.m. for VIP ticket holders. Emcee Pauly Shore will kick off the evening at 9 p.m. and Veruca Salt will perform at 10 p.m. as models show off the latest **Nautica** looks on a runway over the Raleigh pool. South Beach disc jockey Mark Leventhal will provide the soundtrack.

The evening also includes a wrap party for the new film In the Shadows, starring Cuba Gooding Jr., Matthew Modine, James Caan and Joey Lauren Adams. VIP guests will mingle with stars at a private reception catered by South Beach restaurants Joia, Tantra, The Strand and Bambu.

A surprise appearance by a multiplatinum rock-and-roll band is expected.

The festivities will continue through 1 a.m. until the official after-party begins at G-Spot.

The benefit is being presented by Global Venture Partners in association with Tanqueray and Ocean Drive Magazine.

General admission tickets are $25; VIP tickets are $75.

For more information, call 305-531-7406.

LOAD-DATE: January 31, 2002

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

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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TheEsquireGuide: Beachwear. Esquire June 1, 2000

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Esquire

June 1, 2000

SECTION: No. 6, Vol. 133; Pg. 83 ; ISSN: 0194-9535

IAC-ACC-NO: 63165421

LENGTH: 1158 words

HEADLINE: TheEsquireGuide: Beachwear.

BODY:
AH, THE BEACH--surf, sand, and surprisingly bad clothing. We don't know why but somehow it's possible for a man who has impeccable taste in business attire to think that a pair of knee-length Jams in a psychofloral print and a pair of drugstore-bought sunglasses that'll make him look like an off-duty member of CHiPs are the perfect accompaniments to that newly bought Benz CL500 and the beach house in Watch Hill. Now, listen, we know the beach can be a little anxiety, inducing, particularly if you've laid off the Tae-Bo for a while, but trust us--you're not going to deflect attention away from what a season of osso bucco can do to your body by looking like Bozo the Clown on holiday. The trick (and it isn't really a trick; you can and should apply this to most everything) is to keep it simple. A well-proportioned pair of swim trunks, sunglasses that both complement your face and keep you from getting cast as an acting coach in The Ray Charles Story, and some sunscreen that'll keep the phrase "Oh, yes, sir, the oncology ward is down the hall to the right" a figment of your imagination are really all you need when sitting poolside on Kauai (that, and probably another zombie).

Swim trunks The best swimwear, not unlike nature or a wino, strives for balance. On one end of the spectrum lie surfer's trunks, with an exaggerated length that makes them the aquatic equivalent of knickers. On the other end: bikini briefs, which leave nothing to the imagination, in a particularly frightening way. The swim trunks shown here follow a Zen-like middle path. By using a classic cut that's been updated with new fabrics and colors, they're not so long that you'll look like an extra from The Endless Summer, nor so formfitting that you'll be sporting a banana hammock.

a. Not all yellows are created equal. Taxicabs are yellow--so are Ferrari 350 Modena Spiders. Bathing suits at Kmart are yellow--so is this one. Nylon trunks ($ 144) by Prada Sport. b. Gray might not be your first idea for a swimsuit, but think how nice it'll look with that stainless-steel diving watch you have. (You don't have one? Go take a look at some of the latest offerings on page 32.) Polyester trunks ($ 175) by Louis Vuitton. c. These trunks steal from the best of surf-wear tradition by including a drawstring waistband. Mind you, that doesn't give you the right to break out the seashell necklace and the rope bracelet. Nylon trunks ($ 118) by Emporio Armani. d. of course, boys on the longboard aren't the only inspiration for bathing suits; this one takes its cues from running shorts and other athletic apparel. Nylon trunks ($ 110) by Etro. e. The classic uniform. Yes, it'll make you look more like a lifeguard, but--and this is important--it won't make you any more able to save that guy caught in the riptide. Nylon trunks ($ 37) by Birdwell.

a. All black and all business--you can pretend you're a Navy SEAL. Nylon trunks ($ 190) by Tom Ford for Gucci. b. Wear shorts like these a bit lower on the waist--though not so low that you look like a plumber.

Cotton-and-nylon trunks ($ 32) by **Nautica.** C. A flat waistband (as on this pair) prohibits blousing. Cotton-and-nylon trunks ($ 100) by Zegna Sport. d. This suit is equally fit for catching a wave or, with a cotton sweater, a couple dozen Wellfleets for dinner. Cotton trunks by Michael Kors. e. Dream of strapping a board to the top of a '55 Chevy Nomad? Wear these. Nylon trunks ($ 40), Polo by Ralph Lauren. f. If your tastes tend toward the varsity look, check out this suit with the sporty racing stripes. Nylon trunks ($ 150) by Salvatore Ferragamo. g. Beefy nylon fabric makes this suit more rugged (and less see-through). Nylon trunks ($ 300) by Hermes.

1. Yeah, we've heard it all before. "I don't need sunscreen." "I don't burn." "Just a little 30-weight and I'm fine." Keep it up and you'll be hearing stuff like "biopsy," "malignant," and "melanoma." SPF 15 sun swipes ($ 28), SPF 15 ultrasensitive body block ($ 22), and SPF 30 solar-defense booster ($ 30) by Dermalogica. SPF 30 sunscreen lotion ($ 15) by Biotherm.

2. Does the sun's warm glow bring you that much closer to Mother Earth and her glory? Okey-dokey, star child, then you'll be a big fan of these products, which are made out of walnut-shell extract, oil of nutmeg, and other eco-friendly materials. SPF 15 daily light guard ($ 17), self-tanning cream ($ 17), and SPF 15 lip saver ($ 8) by Aveda. Summer vacation self tanner ($ 18) and SPF 15 sunscreen ($ 17) by Origins.

3. For those of you who are hell-bent on looking more like George Hamilton than even George Hamilton (you know who you are), we offer these heliophilic sunscreens that are sure to get you more bronzed than a pair of baby shoes. SPF 4 protective bronzing mist ($ 29) and SPF 23 oil-free sun-shelter lotion ($ 25) by Chanel. SPF 25 lotion for the body ($ 19) and SPF 15 oil-free sun spray ($ 19) by Estee Lauder.

4. Any physical activity beyond waving the cabana boy over for a refill requires these products, which have more-sporting characteristics, like enhanced moisturizing and water resistance. SPF 20 oil-free sunblock ($ 25) and SPF 30 ultralight oil-free sunblock ($ 6) by Peter Thomas Roth. SPF 24 waterproof sun protection ($ 20) by Brandt. Klaus Heidegger's SPF 30 water-resistant skin protector ($ 29) by Kiehl's.

"But I always lose sunglasses ..." We know, it's hard. Here's a suggestion: Don't. A well-made pair of shades will protect your eyes from harmful UV radiation far better than those bought at a checkout line (which have all the protectiveness of Saran Wrap darkened with a Magic Marker and have all the stylishness of a militia). The sunglasses we've assembled here are hybrids. Designers have taken the plastic wraparounds of the Easy Rider era and blended them with the metal frames of aviators. The result is somewhere between Peter Fonda and Steve McQueen, which, you have to admit, isn't really a bad place to be.

a. Without getting too sci-fi, these frames update the traditional sunglass shape. Sunglasses ($ 119) by Ray-Ban. b. For comfort and durability (and just because it's different), these frames are made out of rubber. Sunglasses ($ 130) by Emporio Armani. c. Vaguely military, these frames look like what you would have bought at the PX in Nha Trang. Sunglasses ($ 220) by Ralph Lauren Eyewear. d. Avoid the Aristotle Onassis effect: Wear appropriately sized sunglasses like these. Sunglasses ($ 200) by Calvin Klein. e. with these wraparounds with their futuristic cutout sides, you'll feel as if you're in The Matrix II Sunglasses ($ 159) by Web. f. Steel often projects a cooler, more modern image than other materials. Sunglasses ($ 160) by **Nautica.** g. Tortoiseshell frames are less The Matrix, more The Talented Mr. Ripley. Sunglasses ($ 185), Carrera Sunglasses by Safilo. h. Know this: wider-looking frame, slimmer-looking face. Sunglasses ($ 180) by Gucci Eyewear.

IAC-CREATE-DATE: July 19, 2000

LOAD-DATE: July 20, 2000

Who's that Nautica Girl? Childrens Business June 2000

Copyright 2000 Gale Group, Inc.
Business and Industry
Childrens Business

June 2000

SECTION: Vol. 15, No. 6; Pg. 10; ISSN: 0884-2280

RDS-ACC-NO: 2469744

LENGTH: 232 words

HEADLINE: Who's that **Nautica** Girl?

HIGHLIGHT:
Nautica Girls' fall 2000 line is being produced by Hampton Industries "Girls' Life" magazine is involved in interactive publicity

BODY:
NAUTICA GIRLS IS JOINING FORCES WITH GIRLS' LIFE, a leading consumer publication for today's 'tween girl, to launch "**Nautica** SmartGirl," a unique, interactive publicity event slated for the 2000 Back-to-School season. Embracing the spirit of youth, empowerment and individuality, the event centers around a ten-city U.S. mall tour to kick off this July in Miami and wrap up late August in New York City. Young girls are invited to come out for a day of fun and fashion, and to take to the catwalk to model looks from the **Nautica** Girls fall collection, produced by Hampton Industries. The runway spectacle will be accompanied by live DJs, celebrity guests and promotional gift giveaways. Each participating girl will receive a savings certificate to put toward the purchase of the latest **Nautica** Girls fashions for the new school year, along with a gift package featuring a "denim customization kit" that includes decorative studs and gems, which young girls can use to embellish and personalize their denim wear. A comprehensive online offering, direct marketing effort and strategic advertising campaign will lend additional promotional support to the upcoming **Nautica** SmartGirl program.

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TYPE: Journal; Fulltext

JOURNAL-CODE: CHILBUSI

LOAD-DATE: January 19, 2005

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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Community-minded: Discover Mills announces contributions The Atlanta Journal and Constitution June 7, 2000, Wednesday,

Copyright 2000 The Atlanta Constitution
The Atlanta Journal and Constitution

June 7, 2000, Wednesday, Home Edition

SECTION: Gwinnett Extra; Pg. 1JJ

LENGTH: 488 words

HEADLINE: Community-minded: Discover Mills announces contributions

BYLINE: Don Fernandez, Staff

SOURCE: AJC

BODY:
Eschewing a traditional groundbreaking, Discover Mills officials took a moment Tuesday to detail what the retail complex will contribute to the community aside from another shopping fix.

The Mills Corp., which is developing the project, announced a donation of 8 1/2 acres of green space near the site to Gwinnett County. A benevolent agency also received aid and the promise of a continuing partnership.

Annandale Village, an organization that provides developmentally disabled adults with vocational training and skills, received $ 25,000 from Discover Mills.

The money will be used to help fund the facility and expand the Sheltered Workshop, which helps the nearly 100 residents at Annandale Village learn job skills and secure employment with local businesses.

"We wanted to help a charity that gave back to the community more than it took in," said Erick Collazo, vice president and development director for the Mills Corp. "We felt Annandale Village was a great benefit."

The gift extends beyond cash.

Discover Mills will also hire Annandale Village residents to work in service capacities at the shopping complex once it opens in fall 2001.

The partnership was welcome news to Chuck Lotz, chairman of the board of directors at Annandale Village.

"It's absolutely fabulous," he said. "I have to hand it to Discover Mills. We're looking forward to a long-term partnership."

The 136-acre Annandale Village complex is in Suwanee off Satellite Boulevard and Ga. 316.

The first four tenants for the shopping center were announced two weeks ago, and little else was revealed about the retail list at the ceremony.

Bass Pro Shops Outdoor World, F.Y.E. For Your Entertainment, Jillian's and Off 5th-Saks Fifth Avenue Outlet

are the first takers for space. Nearly 200 tenants, entertainment venues and theme restaurants will be part of the complex. Typical merchants at other Mills locations include outlets for **Nautica** and Banana Republic as well as Bed Bath & Beyond.

As retailers have bombarded the company with interest in the shopping center, any qualms that Gwinnett was already saturated with shopping have been dismissed.

"This one is a little different in that it's relatively close to Gwinnett Place and the Mall of Georgia," said Jim Dausch, senior executive vice president of development for the Mills Corp. "A lot of people thought we'd have problems getting merchants. But that hasn't been a problem. I'd take a site like this anytime."

Discover Mills will be the first shopping center in the country to be branded with a corporate sponsorship. Executives from the credit card company were also on hand at the ceremony to meet and greet the community.

Construction costs for the project are expected to total $ 170 million. Discover Mills is expected to generate nearly $ 300 million in sales during its first year and provide 29,000 jobs during its first 10 years of operation.

GRAPHIC: Map
GWINNETT'S NEXT MALL
Map of Gwinnett County pinpoints the location of the future site of Discover Mills; inset map of metro Atlanta pinpoints the area shown in the larger map./ ROB SMOAK / Staff
Photo
Announcement ceremony: Discover Mills officials spoke Tuesday about plans for charitable community partnerships./ T. LEVETTE BAGWELL / Staff

LOAD-DATE: June 7, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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ALL FOR NAUTICA The New York Post June 8, 2000, Thursday

Copyright 2000 N.Y.P. Holdings, Inc. All rights reserved.
The New York Post

June 8, 2000, Thursday

SECTION: Late City Final; Pg. 011

LENGTH: 54 words

HEADLINE: ALL FOR **NAUTICA**

BODY:
"

GRAPHIC: Hot young actresses Shannon Elizabeth (left) and Jill Hennesy turn jeans queens for a day as they help the **Nautica** Jeans Co. launch its fall line of denim-based fashion here last night. Shannon's starring in the upcoming flick "Scary Movie," while Jill's still winning raves on "Law & Order." Dave Allocca/DMI

LOAD-DATE: June 8, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Actors strike gets more foundation from Unilever The Hollywood Reporter June 08, 2000

Copyright 2000 BPI Communications, Inc.
The Hollywood Reporter

June 08, 2000

LENGTH: 352 words

HEADLINE: Actors strike gets more foundation from Unilever

BYLINE: David Robb

DATELINE: The cosmetics branch of one of the world's largest advertisers

BODY:
Unilever _ has signed an interim agreement that will allow it to produce commercials using union talent during the ongoing actors strike, SAG sources said Wednesday.

SAG and AFTRA announced last week that a "major cosmetic advertiser began producing all of their commercials starting this week under an interim agreement," but the unions refused to identify the company.

The unions claim that more than 1,400 companies have signed their interim agreements but have only identified two: the firms that are producing the presidential campaign ads for Vice President Al Gore and Texas Gov. George W. Bush.

Union officials said they are reluctant to identify companies that sign their interim pacts because they don't want them to be harassed by the ad industry, which has urged companies not to sign the interim agreements.

On Wednesday, however, SAG sources said that Unilever's cosmetic branch had signed the interim pact.

Unilever is a huge company with numerous divisions. It makes Lipton tea, Dove soap, Ragu sauces, Breyers ice cream, Suave shampoo and Calvin Klein cosmetics. On Tuesday, Unilever bought the Bestfoods company for $20.3 billion.

On March 7, Unilever announced that it had created a new company, Unilever Cosmetics International, which comprises two distinct product lines: Calvin Klein Cosmetics and a new unit called Unilever Prestige, which will market fragrances and cosmetics under the **Nautica** brand name. Unilever also makes perfumes and cosmetics through the Elizabeth Arden Co.

SAG sources would not say which Unilever cosmetic line is producing commercials under the unions' interim agreements.

The unions, meanwhile, picketed the Mattel toy company's annual shareholders' meeting in El Segundo, Calif., on Wednesday.

Several high-profile union members _ including actor Elliott Gould _ were allowed inside to address the meeting, while outside on the picket line, striking actors chanted: "Barbie is a scab employer."

About 75 strikers also picketed a commercial for Pringles potato chips that was shooting Wednesday at a home on Rossmore Avenue in Los Angeles.

LOAD-DATE: June 08, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Getting into the swim of things; Take the plunge into swimwear with lots of styles to choose from Hamilton Spectator (Ontario, Canada) June 8, 2000 Thursday Final Edition

Copyright 2000 Toronto Star Newspapers, Ltd.
Hamilton Spectator (Ontario, Canada)

June 8, 2000 Thursday Final Edition

SECTION: FASHION; Pg. D01

LENGTH: 580 words

HEADLINE: Getting into the swim of things; Take the plunge into swimwear with lots of styles to choose from

SOURCE: Special To The Hamilton Spectator

BYLINE: Kellie Ann Zupet

BODY:
Imagine you are one of the chosen few to compete on the new television adventure, Survivor. You look forward to spending a few weeks secluded on a tropical island with only your determination and wits to keep you alive.

You are alone except for your fellow castaways, a fair sized television crew and a couple of million cable subscribers.

How will you single yourself out as the lone survivor, defying the odds and garnering the million dollar (that is US dollars) prize?

Your experience as a Navy Seal will not save you from being axed by a tribal council and banished from the isle, nor will your skill as a fisherman or even your ability to make a shelter out of beetle dung.

Perhaps the one thing that can get you a little closer to the cash is your fabulous swimsuit.

After all, the viewing public can be easily swayed by bright colours or bold prints and a matching sarong will work as a pretty spiffy hammock in a pinch.

Spaghetti strapped, strapless, or sporty, there is just no denying the bikini bathing suit is the swimwear that will be turning heads this season.

At the designer collections there was no shortage of Amazon-like models strutting down the catwalk in itsy bitsy bright bikinis.

A few designers were so enthused over the skimpy swimwear they sent models onto the runway with bikini tops and either shorts, skirts or jeans on the bottom, indicating that, in their opinion, this was perfectly acceptable day to disco wear.

If the message from the catwalk is that the bikini is hotter than ever and we had all better work on our tans, then the underlying theme was that brilliant colours and interesting shapes serve to make bathing suits look as good at the pool bar as they would if they ever actually hit the surf.

All great news if you are under 25 and have Kate Moss ringing you for diet tips.

However, for those who would rather be abducted by terrorists than put on a bikini, there is also some rather good news.

Even though the bikini rules the waves, designers realize many of their customers are not comfortable without more coverage.

They have, therefore, used the same fun, bright, colours, punchy prints and modern interesting shapes to create alternatives. Deeply v'd one-piece suits with matching sarongs have as much sex appeal as a bikini and more coverage.

Tankini's are still swimming along in popularity with the addition of longer triangle tops to give them a fresh new look, and boykini's and sport style one piece suits continue to win favour with consumers. The swimwear industry has also learned to take figure concerns seriously. They have developed gel bra tops for numerous swimsuits to take the place of some less natural looking padded cups and have begun using the slimming effects of stretch fabrics to smooth out troublesome tummies.

Splashing out on a bathing suit doesn't have to leave you drowning in debt. Prices range from the low two-figures for something cheap and cheerful to the high three-figures for a suit with a designer label.

Fabulous floral prints, bold stripes and eye-catching patterns can all be had in various price ranges. The trick is to shop well and be sure to go through the typical change room torture until you find a suit that really thrills.

Spending an entire afternoon combing the shops for a perfect swimsuit and emerging with ego, body image and self confidence in tact, now, that is the test of a real survivor.

Kellie Ann Zupet is a freelance fashion writer

GRAPHIC: Photo: Scott Gardner, the Hamilton Spectator/Models From Vogue Models and Talent/Photos Taken at the Loffts; Strapless, string or sporty, bikinis will be turning heads on the beach this summer. This OP string bikini sells for $124.95.; Photo: Photos by Scott Gardner, the Hamilton Spectator; Bikini Village tangerine floral one piece suit is $89.95. Matching sarong skirt is $39.95.; Photo: Photos by Scott Gardner, the Hamilton Spectator; **Nautica** triangle top bikini is $149.95; Photo: Photos by Scott Gardner, the Hamilton Spectator; Baltex lemon-lime tube top bikini is $39.99. All bathing suits shown are available at Bikini Village.

LOAD-DATE: October 17, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text)
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Clothing firms in deal The Times Union (Albany, NY) June 14, 2000, Wednesday,

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The Times Union (Albany, NY)

June 14, 2000, Wednesday, THREE STAR EDITION

SECTION: BUSINESS, Pg. E1

LENGTH: 136 words

HEADLINE: Clothing firms in deal

BYLINE: --; Dow Jones News Service

BODY:
NEW YORK -- Apparel maker Phillips-Van Heusen Corp. said Tuesday it agreed to license the Arrow brand of dress shirts from Cluett American Corp. and acquire Cluett's Cluett Designer Group unit for an undisclosed amount. Phillips-Van Heusen, based in New York, makes and sells apparel and footwear under such brands as Van Heusen, GH Bass and Izod. It had revenue of $ 1.27 billion in the year ended Jan. 30.

Privately held Cluett American, which is also New York based, designs, makes and markets Gold Toe brand socks and licensed apparel brands in the United States that include **Nautica** and Jockey.

Cluett Designer, which is the licensee for Kenneth Cole dress shirts, generates $ 100 million to $ 110 million in annual sales, Phillips-Van Heusen said.

The deal is scheduled to close next month.

LOAD-DATE: June 15, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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AND THE NOMINEES ARE... THE ROSTER OF NOMINEES FOR THURSDAY'S AMERICAN FASHION AWARDS IS FRAUGHT WITH TALENT. HERE, A SNAPSHOT OF WHO'S WHO IN MEN'S WEAR FOR THE NIGHT; Brief Article; Statistical Data Included Daily News Record June 14, 2000

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Daily News Record

June 14, 2000

SECTION: Pg. 4 ; ISSN: 1041-1119

IAC-ACC-NO: 62776667

LENGTH: 817 words

HEADLINE: AND THE NOMINEES ARE... THE ROSTER OF NOMINEES FOR THURSDAY'S AMERICAN FASHION AWARDS IS FRAUGHT WITH TALENT. HERE, A SNAPSHOT OF WHO'S WHO IN MEN'S WEAR FOR THE NIGHT; Brief Article; Statistical Data Included

BYLINE: Dodd, Annmarie; Boye, Brian

BODY:
Men's Wear Designer of The Year

Kenneth Cole

AGE: 46

KNOWN FOR: Building a brand from the ground up. He turned a successful footwear/accessory brand into one of the biggest forces in men's apparel, translating some of fashion's favorite trends into wearable, salable sportswear. Resurrected the $ 595 suit.

WHAT'S NEXT? Kenneth Cole will sign a license by year's end for men's and women's fragrances as well as unlisted.com, a new young men's line. Two new retail stores are set to open this year: Rockefeller Center in fall 2000, Philadelphia in August. His new Manhattan showroom will open on 11th Avenue in July.

Marc Jacobs

AGE: 37

KNOWN FOR: Classic, preppie sportswear with a rock-and-roll flair. The quintessential downtown designer has gone decidedly international, with dual designing duties for his own label and his much-heralded work for Louis Vuitton.

WHAT'S NEXT? Jacobs will launch men's and women's underwear for fall 2000. His men's wear flagship store on Bleecker Street in Manhattan will open in September during the collections, and new stores in San Francisco and L.A. open this summer.

Helmut Lang

AGE: 43

KNOWN FOR: Stark, ultra-utilitarian clothes. "Fashion should be elegant," Lang has said, "but it shouldn't lose a sense of the eccentric." The Austrian designer sold a 51 percent stake of his house to Prada Group a year ago, which Lang refers to as "the perfect partner."

WHAT'S NEXT? Patrizio Bertelli, Prada Group's chief, said he plans to open freestanding Helmut Lang stores, launch accessories collections, cut licenses and boost the designer's ad budget substantially.

International Award

Jean Paul Gaultier

AGE: 48

KNOWN FOR: French fashion peacock. Irreverent, sexy men's and women's sportswear and couture. His signature striped sailor look is recognized worldwide and his relationship with pop music was cemented when he designed the cone bra and other costumes for Madonna's 1990 world tour.

WHAT'S NEXT? Gaultier is preparing for his Paris couture show and currently location scouting for a store site in Manhattan, with plans to open by 2001.

Miuccia Prada

AGE: 53

KNOWN FOR: Being the touchstone for the minimalism style movement. She's the unlikely fashion icon, shy and unassuming. Prada takes simple, utilitarian style and creates a revolution in everything from molded-sole shoes to pinstriped suits.

WHAT'S NEXT? In October, Prada will launch a skincare line packaged in single-dose units, expected to generate $ 10 million at retail in its first year. Prada will open new stores next year in the U.S. -- Soho and Los Angeles -- adding to the current 11 Prada, Miu Miu and Prada Sport stores here. Will launch prescriptive eyewear later this year.

Jil Sander

AGE: 57 KNOWN FOR:

Sophisticated minimalism. The cerebral German designer recently resigned as chairman and chief designer of the fashion house she founded more than two decades ago, citing irreconcilable differences with Prada chief Patrizio Bertelli, majority owner of Sander's company.

WHAT'S NEXT? That's the question on everyone's lips.

Perry Ellis Award for Men's Wear

Jason Bunin

AGE: 31

KNOWN FOR: Taking chances with his bold, sexy, colorful sportswear. Winner of the Fashion Group International "Menswear Rising Star Award" and widely considered to be a designer to watch.

WHAT'S NEXT? Bunin is exploring business possibilities with investors and will add a small women's

grouping for spring/summer. He has forged a new relationship with accessories designer Rafe Totengco, who will design accessories for Bunin's upcoming runway show.

John Varvatos

AGE: 44

KNOWN FOR: Fusing Old World styling, utilitarian function and the most luxurious fabrics for a contemporary collection that provides a big sartorial bang for the buck. After nearly two decades working behind the scenes at America's premier fashion houses -- Ralph Lauren, Calvin Klein and **Nautica** -- Varvatos burst onto the men's wear scene in February with his first eponymous men's wear collection.

WHAT'S NEXT? Varvatos will open his first retail store, at 149 Mercer Street, in September. Future business plans have a wait-and-see approach as Varvatos is eager to ship his first season: "We're making sure everything is right and we are executing it correctly, and then we'll go from there."

Sean "Puffy" Combs

AGE: 30

KNOWN FOR: Sampling. The same technique that brought him notoriety in the music industry has spurred his Sean John line. A little bit Fubu, a dash of Fendi and a nod to Tommy define his over-the-top fall collection, heavy on leather, fur and sex appeal. Mr. Jennifer Lopez.

WHAT'S NEXT? Puff Daddy launches his children's line, Sean John Shorties, this fall; women's is slated to launch for fall 2001. Also scheduled to launch men's underwear, hosiery and loungewear for holiday.

IAC-CREATE-DATE: June 21, 2000

LOAD-DATE: June 22, 2000

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Fashion Statement; These new designs are really trashy. Denver Westword (Colorado) June 15, 2000, Thursday

Copyright 2000 New Times Inc.
Denver Westword (Colorado)

June 15, 2000, Thursday

SECTION: Calendar

LENGTH: 354 words

HEADLINE: Fashion Statement;

These new designs are really trashy.

BYLINE: Vaishalee Mishra

BODY:
The latest designs from the top fashion houses are trashy. And we're not talking about the current collection of see-through slip/dresses hanging off of slutty-looking models.

These really are trash. Some of the fashion world's most elite designers have forgotten all about silk and sequins, turning instead to garbage to create their trendy attire. The results will be displayed for the benefit of fashion lovers and recycling junkies alike at this weekend's Fashions From Trash show at the Denver Pavilions.

The featured attire, which ranges from evening gowns to everyday wear, was made by students with the help of Oscar de la Renta, Tommy Hilfiger, Vera Wang, **Nautica** and other prominent designers as part of the Master Apprentice Collection. The program pairs aspiring designers with professionals to make eco-friendly clothing out of EcoSpun, a fiber created from recycled soda and water bottles.

These funky fashions aren't for sale, though; the purpose of the show is to encourage people to recycle and to buy products made from recycled materials, says Sloan Clark, who's handling the event's public relations from New York City.

EcoSpun was introduced in 1994 by Wellman Inc., a nationwide recycler that reportedly has been able to save around three billion plastic bottles from landfills by using them to make the fiber, which is then used to make a number of products, including carpet, home furnishings and clothing. Denver is one of five cities chosen to host the Fashions From Trash show (which premiered four years ago) because of the success of Denver Recycles and because Mayor Wellington Webb has declared June Recycling Month. (Visitors who bring four plastic soda or water bottles to the Pavilions between 11 a.m. and 2 p.m. will get a free T-shirt made from EcoSpun.)

"I was surprised, but these are top-quality fashions," says Charlotte Pitt, a spokeswoman for the Denver event. "They're high-class, modern designer clothes."

And trashy!

Fashions From Trash

Denver Pavilions on the 16th Street Mall

noon, June 16

For information, call Denver Recycles at 303-640-1678

LOAD-DATE: June 15, 2000

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IT'S BETTER TO BE A CONTRARY INVESTOR Sun-Sentinel (Fort Lauderdale, FL) June 19, 2000, Monday,

Copyright 2000 Sun-Sentinel Company
Sun-Sentinel (Fort Lauderdale, FL)

June 19, 2000, Monday, Broward Metro EDITION

SECTION: YOUR BUSINESS, Pg. 18

LENGTH: 321 words

HEADLINE: IT'S BETTER TO BE A CONTRARY INVESTOR

BYLINE: Julius Westheimer, The Baltimore Sun

BODY:

Are you often swayed by the crowd when investing in the stock market?

"Objectivity is a tender, fragile reed in the face of prevailing Wall Street winds," says the Hulbert Financial Digest, "and to keep from being swept away, determine your 'exit strategy' before buying any stock."

The article advises investors to be contrarians, adding, "at the exact bottom of the 1973-74 bear market, with the average stock down over half and the average P/E ratio at seven times earnings, bullish advisers were a rare breed and hard to find. The majority is often wrong, especially at market-turning points."

What's hot; what's not

Do initial public offerings tempt you? Be careful. The June issue of Working Woman says, "Hype aside, 'hot' new issues aren't always what they seem. Ninety percent of hot deals go to big institutions, and the remaining IPOs offered to individuals are the riskiest of all. Rule of thumb: You probably don't want any IPO you can get shares of."

After being bounced around in this wild market, many investors are looking for conservative growth stocks. The American Association of Individual Investors Journal lists these choices: Sara Lee Corp., J.C. Penney Inc., Texas Utilities Co., Allstate Corp., Host Marriott Corp., Office Depot Inc. and Sears, Roebuck & Co.

"Consumers must pay a premium for branded apparel, but investors can buy shares of clothing manufacturers at steep discounts," says Forbes. Under "Out of Fashion," the article lists Jones Apparel Group Inc., Liz Claiborne Inc., **Nautica** Enterprises Inc., Polo Ralph Lauren Corp. and Tommy Hilfiger Corp.

Talk about money

"Talk over your finances with your future spouse," says Financial Perspectives. "Financial conflicts -- not low income -- are the major cause of divorce. Be honest about your debts, spending habits and how household money will be managed."

-- Julius Westheimer, The Baltimore Sun

LOAD-DATE: June 19, 2000

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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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WHAT'S YOUR SIGN? The Denver Post June 22, 2000 Thursday

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The Denver Post

June 22, 2000 Thursday 2D EDITION

SECTION: SCN; Pg. E-01

LENGTH: 550 words

HEADLINE: WHAT'S YOUR SIGN?

BYLINE: By Suzanne Brown, Denver Post Staff Writer, FASHION,

BODY:
Most women will tell you that shopping for a bathing suit is among the worst experiences they endure in the name of style and fashion.

Sure, we appreciate what manufacturers have done to make suits that flatten our tummies, hide our hips and give our breasts a boost. But what if you just can't see yourself wearing a suit with a skirt or a built-in bra?

We propose a new way of selecting swimwear. Choose a suit according to your poolside lifestyle and stop worrying about your figure. Highlighted are three such styles for summer 2000.The Flirt

She's friendly to everyone from the little kids to the ladies who do laps. Her summer days revolve around the pool. She has a wardrobe of swimsuits and likes mix and match pieces to get extra mileage from them.

Suit: Itsy bitsy bikinis, polka dots optional; triangle top bikini, bandeau bikini, string bikini, boy shorts. Labels - Anne Cole, La Bianca, Ralph Lauren, Surfside Separates, Sideout, Tommy Hilfiger. Styling - Charming prints in checks, Hawaiian and tropical motifs, details like ties, ruffles, skirts.

Accessories: Floral-trimmed flip-flops, mules, triangle scarves, ponytail holders, a shiny tote or straw bag.

Coverup: A little scarf to tie around the hips, skirt, sheer swimdress.

Props: Pool floats, swim rings, teenage boys.

Beverage: Anything bubbly.

Tan: Gets a little sunburned, but just on her nose and shoulders.Snake Charmer

You won't find her getting near the water. It would ruin her hair and makeup. She can't be bothered with sports any more strenuous than a little poolside gossip with friends.

Suit: Reptile print bikini, metallic tank suit with cutouts, one-shoulder maillot, halter two-piece. Labels - bebe, Calvin Klein, Gucci, Moschino, Norma Kamali. Styling - snakeskin and animal prints, gold and silver, rich colors as well as black and white, mesh inserts and Brazilian-cut bottoms, which offer more coverage

than a thong but less than a bikini.

Accessories: Oversized aviator sunglasses, high-heeled mules, head wraps, gold bangle bracelets, oversized hoop earrings, ankle bracelet, a purse.

Coverup: A spritz of Gucci Rush.

Props: French Vogue, cell phone.

Beverage: Something dry, like a martini.

Tan: St. Tropez-she's never given up aspirations of being the Bain de Soleil model.

The Player

This woman is ready for the summer games to begin. She's up for any water sport and will compete on sand volleyball courts, too. Her suits have to fit well and allow her to perform at her peak.

Suit: Two-piece with bra top and full-cut bikini bottoms, boy shorts or lace-front board shorts, tankini, racer-back tanksuit with quick-dry shorts. Labels - Mossimo, **Nautica,** Nike, Polo Sport, Speedo. Styling - bright colors (especially red, white and blue), stripes, Hawaiian prints, functional fabrics and details such as shelf bras for support.

Accessories: Wraparound shades, baseball cap, bucket hat, sport sandals.

Coverup: T-shirt from favorite college intramural team.

Props: Volleyball, Frisbee-playing Labrador retriever, knee brace.

Beverage: Gator-Ade.

Tan: Wears a strong sunblock, but in the heat of competition, sometimes forgets to reapply it.

GRAPHIC: PHOTOS: Photographer: Craig Walker; Stylist: Heather Krafft; Model: Jackie/Donna Baldwin; Location: The Breakers Citrus string bikini, $ 64; matching skirt, $ 59, from Everything but Water. Python print bikini, $ 90, from Everything but Water; IBC reptile print hat, $ 38; Nine West aviator glasses, $ 32; Anne Klein gold hoops, $ 18; bracelets, $ 20; Chinese Laundry sandals, $ 40; python print handbag, $ 39, all from Foley's. Mossimo color-blocked sport top, $ 39; Mossimo boy shorts, $ 49, from Everything but Water; American flag baseball hat, $ 32; Fossil wraparound sunglasses, $ 28; Tommy Hilfiger sport sandals, $ 39; all from Foley's.

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hotline ADWEEK June 26, 2000

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ADWEEK

June 26, 2000 New England Edition

LENGTH: 506 words

HEADLINE: hotline

DATELINE: BOSTON

BODY:
A Bullhorn Parts With Deutsch Boston

Following the end of its three-month contract with Deutsch Boston, creative placement site Bullhorn.com, Boston, has parted with the eight-person outpost and launched a review. Pitching the $3-5 million account are Holland Mark Edmund Ingalls, the team of Connelly & Partners and Blue 22, all Boston, Philip Johnson Associates, Cambridge, Mass., and possibly others. A decision is expected to be reached in mid-July.

A Toth Develops Ads for **Nautica** Jeans, Fragrance

Toth Brand Imaging has developed two new campaigns for **Nautica.** Print ads to promote the launch of the New York company's women's jeans feature actress Shannon Elizabeth, who portrayed exchange student Nadia in American Pie, as well as other models, at a homecoming. Shot by Noe Dewitt, ads from the agency in Concord, Mass.,will debut in the August issues of Cosmopolitan, Elle, Harper's Bazaar, InStyle, Marie Claire and Vogue. The agency has also developed ads to support the upcoming launch of a new **Nautica** scent, Latitude Longitude.

A Reebok Launches Campaign Tied to Shaft

Reebok has paired up with Paramount Pictures to link its Reebok Classic shoes to the current remake of Shaft. Print ads shot by photographer Bert Stern show Samuel L. Jackson as the hip investigator wearing a trench coat and sneakers. Copy reads "ShaftClassic. In theaters this summer." Ads recently broke in publications such as Code, Teen People, Talk and Vibe. The New York office of London-based Bartle Bogle Hegarty developed the Classic campaign.

A Bozell Kamstra Asks 'What Is Tyco Doing Today?'

Bozell Kamstra has launched a television and print-based branding campaign for Tyco International, Exeter, N.H. The shop in Danvers, Mass., has developed ads focusing on the client's five areas of expertise: healthcare, fire and security services, flow control, electronics and telecommunications. In a series of TV commercials and print spreads, each focused on a different market niche, a question is asked and answered: "What is Tyco doing today? Working in your world."

A Hotline Roundup

Woolf Associates, Boston, appointed former Ocean Spray Cranberries chief operating officer Kevin Murphy

as its CEO. He replaces Larry Moulter, who left last month for a post as chief marketing officer at Mirror Image Internet, Woburn, Mass ... CGN Marketing & Creative Services, Boston, appointed former Wallwork Curry Sandler pros Mark Bappe as senior art director and Jay Courtney as senior copywriter ... Loislaw.com, Van Buren, Ark.,which provides lawyers, judges, law students, corporate legal departments and consumers with legal research materials via a Web browser, has announced that it will use Andover, Mass.-based Engage Business Media Services to sell advertising for its site ... Joe Burnieika, a partner in recently defunct shops McKay Communications and Harborside Communications, has taken on a position as managing director of public relations at Devine & Pearson, Quincy, Mass.

LOAD-DATE: June 29, 2000

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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Fall previews promise dressier, modern looks for men The Kansas City Star June 28, 2000, Wednesday

Copyright 2000 Knight Ridder/Tribune News Service
Knight Ridder/Tribune News Service
The Kansas City Star

June 28, 2000, Wednesday

SECTION: LIFESTYLE

KR-ACC-NO: K4917

LENGTH: 1182 words

HEADLINE: Fall previews promise dressier, modern looks for men

BYLINE: By Jackie White

BODY:
Independence Day barbecues are yet to come, but the fall wardrobe that an up-to-date kind of guy needs to stay looking up to date surfaced months ago from the men's clothing industry.

Turtleneck sweaters, dress-up-or-dress-down suits, miles of leathers and zip-front jackets were among the ideas pitched by designers and manufacturers at their New York runway shows. Luxe fabrics, a palette of new colors (red leather anyone?) and even sweater sets for guys were in the mix.

Overall they endorsed mostly understandable garments. The message is that, depending on how men put clothing together, most can reflect a modern style without feeling slightly absurd.

But will industry ideas translate to the Heartland?

Never mind that red leather or bright orange knits may not make the plains. You will see many versions and modifications of the designer vision, some area retailers agree if you're making a shopping list.

The ongoing breakdown of the corporate uniform continues to spawn an explosion of ideas for business wear. Certainly, casual isn't going away soon, and the industry (and employers) are encouraging men to show up at the office in something dressier than what they wear for trimming the shrubs. Perhaps, if given options, men will put more effort into looking polished.

"It's an ongoing education process," says Scott Baskin, president of the Chicago-based Mark Shale Stores. "Men know something is different. They're not exactly sure what to do."

Styles that play multiple roles are front and center. People are talking about the so-called "flexible" suit, often with smaller lapels, a bit of built-in stretch for comfort, a soft crepe texture and sometimes, though not obligatory, flat front trousers.

"People are more dressed," contends New York trend tracker Tom Julian, with Fallon McElligott advertising agency.

"We're seeing the return of the suit, but in a modern way," he says, referring to the new suit with a soft unstructured silhouettes, often worn with sweaters or tieless shirts. They turned up in many collections

including those of Joseph Abboud, Kenneth Cole (in black) and Ronald Chereskin (in denim.)

In the same vein the "soft dress shirt" that can be worn with or without a tie is also a big category, says Todd Epperley, a sportswear buyer with Halls specialty store in Kansas City.

Vests as a third piece for business casual will have a presence at JC Penney Co., says Stephanie Brown, public relations spokeswoman.

The casual clothing trend has pushed knits to the forefront. Make way for sweaters, sweater sets, zippered jackets, mufflers that swing across the neck and even caps.

In runway shows high neck and mock turtlenecks and even pullover crew necks were on the block for wearing by themselves or under suits, sport jackets, leather jackets.

Sweater sets with cardigans and especially zip-front matching knits emerged from the likes of Hilfiger and Chereskin.

Turtlenecks may get a boost from the film "Shaft." Most labels including Claiborne (Liz Claiborne) for Men, Joseph Abboud, Kenneth Cole and Ron Chereskin offered a vast array in several colors.

Epperley says his younger fashion-conscious customers will wear the turtlenecks, but more conservative men are most comfortable with a lighter mock. (It won't interfere with double chins.) And he will order some sweater sets.

"Turtlenecks really depend on the person wearing it," says Spiro Arvanitakis, president of Peter's Clothiers and Jack Henry in Kansas City. "But it has to be the right weight. Those that are heavy are not doing well."

Baskin expects to do especially well with pullover sweaters with jewel necklines, because they are so versatile. Arvanitakis says his best sellers include pullovers in a cashmere, silk and wool, available in 30 colors. And he says men have grown tired of khaki pants for business casual, so he is offering upscale trousers in luxe fabrics.

But even as men are searching for a formula for dress-casual days, some also are investing in conventional dress suits and more formal shirts with French cuffs.

"The IBM suit is never going to come back as it was before," Arvanitakis says, "... but men are excited about beautiful suits when they're not obligatory."

In the color arena, black was abundant on the runways (Kenneth Cole showed mostly black) and remains high-priority, but color emerged in earthy shades such as brown, tan and green as well as slate blue, gray and even bits of orange, red and, yes, aubergine or plum. (Abboud showed aubergine velvet evening wear.)

Halls' Epperley says color is moving up slowly against black with consumers who want to add a lighter, brighter touch. And the future may well be even more Technicolor, considering that Prada, the influential Italian house, showed very little black for fall.

JC Penney also expects color to be important in shades including deep red, hunter green and moss green.

As for leather, skins were high-priority in the fashion arena in every label. Joseph Abboud showed tan blazers. Kenneth Cole offered a red leather thigh-length coat along with numerous black coats and blazers. Michael Kors made a strong point with red leather jacket and sweater. JC Penney is touting all kinds of skins.

Will they be plentiful in the Midwest? Absolutely.

They'll be popular as blazers for work or leisure. But dress outerwear has the greatest strength, Baskin says. "Our winters seem to be getting warmer," says Baskin, who lives in Chicago. "Leathers are the right weight for the weather."

Will Heartland fellows embrace leather pants? Maybe so. Maybe not. Halls Plaza will have some, Epperley says. "Too Hollywood," says Arvanitakis at Peter's.

And JC Penney will have suede shirts, jackets and even shirts, Brown says.

Some other likely hits and misses:

_Plaids made a strong showing in designer shows. Tommy Hilfiger preppie collection shouted tartans. And the familiar Burberry plaid is also reaping the benefit of a giant-sized revival.

And on Midwestern streets, Epperley says Halls will carry some plaid pants and the Burberry rain jackets.

But some people think they are still too reminiscent of golf clothes from the 1970s. And Baskin thinks men are not quite ready. He says sometimes new ideas have to play out with women before men are comfortable wearing them.

_Zip-front jackets in high-tech fabrics as well as knits were everywhere in the designer shows. **Nautica's** version had a clean, space-age image.

The verdict for closer to home is yes, yes, yes.

"Anything that can be worn as a jacket replacement, anything that adds a piece to an outfit for business casual, will do well," Baskin says.

_And finally, high-tech utility fashion with built-in pockets and bags for toting high-tech toys are clearly the future and will come soon to a store near you. Then consider Helmut Lang's high-tech coats with padded collars that resemble neck supporters you carry on airplanes. Epperley says Halls will carry Helmut Lang.

So there.

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Date/Time: Thursday, June 22, 2006 - 6:00 PM EDT

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ADS IN MALLS HELP PROP SLOW SALES The Virginian-Pilot (Norfolk, VA) June 29, 2000, Thursday,

Copyright 2000 Landmark Communications, Inc.
The Virginian-Pilot (Norfolk, VA)

June 29, 2000, Thursday, FINAL EDITION

SECTION: BUSINESS, Pg. D1

LENGTH: 577 words

HEADLINE: ADS IN MALLS HELP PROP SLOW SALES

BYLINE: BY JENNIFER GOLDBLATT, STAFF WRITER; BY JENNIFER GOLDBLATT, STAFF WRITER

BODY:
THE NEWEST TENANTS AT AREA MALLS - and the malls' newest income stream - can be spotted just standing around near the food courts, storefronts, entrances and movie theaters.

Coming soon to Lynnhaven Mall and MacArthur Center: advertising panels, about the size of those on bus stop shelters, featuring ads for everything from cars by Ford Motor Co. to khakis by Banana Republic.

For the malls, the so-called MallScape program provides a steady stream of revenue at a time when retail sales are soft and shares in the real estate investment trusts that own them have slumped. For the advertisers, the panels are a chance to capture the 190 million people who shop at malls each month while they're armed with the means to spend.

French manufacturer JCDecaux, which operates the program, is adopting the Mall-Scape model from the bus shelters, newspaper stands and telephone kiosks it has installed in the streets and airports of 23 countries.

JCDecaux is targeting some of the nation's top markets and properties whose marketing areas have significant concentrations of household incomes of $ 50,000. Since JCDecaux began Mall-Scape in 1998, it has signed 15-year exclusive contracts with three REITs with a local presence: Simon Property Group, the world's largest shopping mall developer and owner/manager of Lynnhaven and Chesapeake Square malls; Taubman Centers, owner of MacArthur Center; and Urban Retail Properties, which manages Military Circle Mall.

The backlit spaces are leased to advertisers for $ 1,000 per face per month. The malls get 40 percent of the advertising revenue. JCDecaux designs the structures, sells the ads and keeps staff on site for daily cleaning, weekly poster changes and maintenance.

JCDecaux's Bill Wardell, senior vice president of marketing and sales, says the company has booked "well over $ 12 million" worth of ads for brands that include Excite.com, Hershey Foods Corp., Swatch and **Nautica.** The company also is in talks with some department stores, he said. Studies at test sites show that 83 percent of shoppers recalled the ads, he said.

Taubman plans to install the program in all 28 of its properties.

"It becomes an advertising tool for our retailers so that they can announce new store openings, promotions or new lines of merchandise," said Denise Anton, senior vice president of operations for Taubman.

At Lynnhaven, installation of the 30 structures began last week.

"For the retailer, to get their message to the consumer just before the purchase is critical to closing the loop in an advertising program," said Ken Volk, vice president of business development for Simon Property Group.

Simon plans to install the panels in 126 of the 255 properties it owns or manages, although Chesapeake Square is not scheduled for them. Simon also is teaming up with Turner Broadcasting System Inc. for a mall-based media network.

Simon also joined with Time Inc. to create S magazine, which mixes articles about mall events and ads from tenants with articles from Time's magazines.

Hype about e-commerce competition has overshadowed the stocks of REITs, which own 9 percent of malls, in recent years.

"The Internet hype is kind of dying down, but I think developers are looking at properties in every way they can - as ad vehicles, as portals for the Internet - to maximize their profitability," said Malachy Kavanaugh, of the International Council of Shopping Centers.

GRAPHIC: Color photo;
MARTIN SMITH-RODDEN/The Virginian-Pilot;
The ad panels, shown above in Virginia Beach's Lynnhaven Mall, are leased to advertisers for $ 1,000 per month by JCDecaux, the company that maintains the kiosks. The mall gets 40 percent of the advertising revenue.;
Graphic;
THE LOCAL IMPACT;
Installation of 30 ad panels began last week at Lynnhaven Mall. MacArthur Center will also get them. As retail sales slump, the ads give malls a source of steady revenue.

LOAD-DATE: July 1, 2000

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COUPLE CHARGED IN SALE OF COUNTERFEIT CLOTHES Columbus Dispatch (Ohio) June 29, 2000, Thursday

Copyright 2000 The Columbus Dispatch
Columbus Dispatch (Ohio)

June 29, 2000, Thursday

SECTION: NEWS, Pg. 9C

LENGTH: 430 words

HEADLINE: COUPLE CHARGED IN SALE OF COUNTERFEIT CLOTHES

BYLINE: Dean Narciso, Dispatch Police Reporter

BODY:
An East Side couple was surprised to learn they had been indicted this week for allegedly peddling counterfeit clothing and accessories.

"The counterfeit clothes have been in the market for years and years. Everybody had them," Raymond Lewis said. "People go to New York or Chicago and they bring it back."

Lewis, 48, and his wife, Betty Lewis, 46, of 1010 S. 22nd St., each were charged with one felony count of trafficking in counterfeit trademark merchandise.

They told a reporter yesterday that they sold the shirts, jackets and hats from booths at two flea markets but that they didn't know it was is illegal.

When he started his business about six years ago, Lewis said, "People told me that's what they sold out there." He said he was instructed on how to acquire a cheap inventory of brand-name knockoffs.

"Everybody knew it, even the customers knew that. It wasn't no big deal until they made a big deal out of it," Mr. Lewis said, referring to federal agents who raided his booths in December 1997.

Lewis said at least 40 other vendors at the two Columbus flea markets were raided. He thought that would be the end of the matter.

Prosecutors said it took 2 1/2 years to gather evidence and build a case against the couple.

The Lewises' business, Dress One Fashion, operates out of the Livingston Court Flea Market, 3575 E. Livingston Ave., and Westland Indoor Flea Market, 4170 W. Broad St. The flea markets were not the target of investigations.

Mr. Lewis said he had worked his way off welfare and was supporting a daughter and granddaughter with his booths. The raid set him back thousands of dollars.

"They've got the clothes, maybe $ 3,000 of merchandise, my price," he said.

Lewis and his wife are accused of selling clothing bearing counterfeit labels of such brands as Disney, Fila, **Nautica** and Nike.

FBI agents working undercover purchased the items to accumulate evidence to charge the couple, according to the U.S. attorney's office.

If convicted, the Lewises each could face a maximum penalty of 10 years prison and $ 2 million fine.

The investigation is continuing, targeting the wholesalers who sold the merchandise to vendors, according to U.S. Attorney Sharon J. Zealey's office.

Since the raid, Mr. Lewis said, he has sold only legitimate merchandise and wonders why the other vendors have not been charged. "How can they confiscate from 40 people and we're the only one's indicted?" he said.

Prosecutors said more indictments are possible, but that the Lewises operated larger booths than other vendors.

LOAD-DATE: June 29, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
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Gorge presents steep hurdles, fun USA TODAY June 30, 2000, Friday,

Copyright 2000 Gannett Company, Inc.
USA TODAY

June 30, 2000, Friday, FINAL EDITION

SECTION: SPORTS; Pg. 16C

LENGTH: 957 words

HEADLINE: Gorge presents steep hurdles, fun

BYLINE: Sal Ruibal

DATELINE: HOOD RIVER, Ore.

BODY:
HOOD RIVER, Ore. -- The Columbia River Gorge is a steeply carved, half-mile deep trough that forms about 100 miles of the border between Oregon and Washington.

The Gorge used to be a frothing whitewater freeway for timber headed 60 miles downstream to Portland.

Today, it is thick with the raw materials of adventure sports: fast water, steep trails, heart-stopping vistas and cappuccino on every corner.

The timber business is almost dead, but the funky railhead of Hood River still is the thumping heart of the region. The town of 6,000 will host the Gorge Games Outdoors World Championships on July 8-15.

Look north from bustling Oak Street, and you'll see windsurfers skimming the whipped-up waves on the Columbia.

Turn to the southwest and see peletons of tricked-out mountain bikes climbing Highway 35, headed for the world-class singletrack that rings nearby and near-perfect Mount Hood.

Look over your shoulder and watch high-stepping runners stride up the long stairways that lead to million-dollar homes on the ridge line overlooking the Gorge.

Look around at the cacophony of outdoors gear shops, sidewalk java sippers, Birkenstocked-filled art galleries and vegetarian pizza joints.

Hood River today looks like Boulder back in 1973 or Moab in '85.

"I discovered the Gorge after moving to Seattle last November," says champion ultra-endurance cyclist John Stamstad, who will compete in the solo 24-hour mountain bike event. "My girlfriend and I snowshoed to the top of Mount St. Helens a few weeks ago and I was just in heaven.

"The adventure sport possibilities are limitless, which means my weekends will be pretty busy for the next decade."

Although the event will receive network TV coverage on NBC, these aren't your son's X Games.

There will be inline skating downtown, but the real action will be in the chilly water and the technical singletrack that separates the wannabes from the Zen masters.

The Gorge means big girls and boys with expensive toys, dropping their kayaks down 30-foot waterfalls and their mountain bikes off 40-foot singletrack whoop-de-doops.

The hottest high-tech gadget here isn't a Palm Pilot: Columbia cool is having a special pager that beeps when the wind and waves are high at your favorite windsurfing spot.

Gorge Games competitions will be held in climbing, kayak, kite sports, mountain bike, off-road triathlon, outrigger canoe, 49er sailing, trail running and windsurfing.

The sponsor list reads like a wealthy slacker's shopping list: **Nautica** clothing, Paul Mitchell hair products, Irish Spring soap, Dagger kayaks, North Sails, DaKine surfing gear and Niterider bike lights.

Subaru really didn't need to sponsor the Gorge Games. There already are more Outbacks in Oregon than Fiats in Florence, Italy. Paul Hogan could run for governor, mate.

The Gorge Games have been around since 1997, but as a regional

competition for hot-shot locals and weekend warriors. The shiny, new national edition of the festival still is about working-stiff participation, though.

Real-world athletes can get involved through citizen-level competitive events or in hands-on clinics taught by top adventure-sports athletes.

"Outdoors sports lovers are doers," Gorge Games founder Peggy Lalor says. "They love to watch, but they want their chance to compete, too."

Lalor, a former world-class windsurfer, says there have been a few cases where weekend warriors wowed the pros with some stunning performances.

For adventure athletes seeking some advice from the top jocks, clinics are available for all skill levels. Kids' clinics are scheduled in kayaking, mountain biking, windsurfing and inline skating.

Don't worry if you can't get your Volkswagen Microbus all the way to Oregon: NBC will broadcast highlights from the Gorge Games on Sept. 3 and Sept. 10 as a warm-up for the Olympics.

For more information, go to gorgegames.com.

Great Outdoors vs. Gorge Games

Location, location

Great Outdoors: Aptly named Lake Placid, N.Y., home of bobsleds and damp wool.

Gorge Games: Aptly named Columbia River Gorge, home of windsurfing and Gore-Tex.

Competitions and dates

Great Outdoors: 20 events, July 20-23.

Gorge Games: 17 events, July 8-15.

Signature event

Great Outdoors: Fly fishing in theAusable River.

Gorge Games: Windsurfing in the Columbia River.

Endurance event

Great Outdoors: Timber competitors participate in three grueling contests, including the Underhand Chop and the Standing Chop. Men finish with the Single Buck and the female competitors round out the competition with the Axe Throw. The competitor with the lowest time wins.

Gorge Games: 24-Hour Mountain Bike Race. Solo riders and relay teams race from noon to noon on a rugged 12-mile course. Rider with most laps wins.

Most unusual event

Great Outdoors: Two-board Jigger climbers race to the top of a pole without spikes or straps, using only an axe and two boards. Ascent is accomplished by chopping a notch, sticking a board in it, then standing on that board to chop the next notch.

Gorge Games: Kite Board Racers launch large kites while floating in the river, then use the kite as a sail as they traverse the water on wakeboards.

Charity project

Great Outdoors: Project HomeSafe, a nationwide gun safety and lock distribution program.

Gorge Games: Leave No Trace, responsible outdoor recreation through education, research and partnerships.

Prize money

Great Outdoors: $ 270,000.

Gorge Games: $ 100,000.

On television

Great Outdoors: 17.5 hours on ESPN, ESPN2, July 27--Aug. 4.

Gorge Games: 2 hours on NBC, Sept. 3 and Sept. 10.

GRAPHIC: PHOTO, B/W, Greg Ely for USA TODAY

LOAD-DATE: July 01, 2000

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We've Got Mail SPORTS ILLUSTRATED FOR WOMEN July, 2000 / August, 2000

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SPORTS ILLUSTRATED FOR WOMEN

View Related Topics

July, 2000 / August, 2000

SECTION: WE'VE GOT MAIL; Pg. 18

LENGTH: 368 words

HEADLINE: We've Got Mail

BODY:
We gave you 20 pages of superstars in suits last issue, but you asked for more. Enjoy!

I was eagerly anticipating SPORTS ILLUSTRATED FOR WOMEN's swimsuit issue, but what a letdown! I want beefcake, dammit! Where were my 3-D glasses? I applaud you for trying, but next time, hook me up! TANYA EDWARDS Brooklyn

How about a seductive man, with barely a thing on, gracing the cover of SI FOR WOMEN? I want to see scantily clad men as pure sex objects! CARI WEBER Grand Rapids

SI FOR WOMEN is a great idea. But how about some equality? Those baggy swimsuits on the men do nothing for most women. The guys get half-naked females in bathing suits in SI and we get baggy shorts. Come on, let's see some Speedos! DARLENE TAYLOR Long Beach, Calif.

About the swimsuit issue--lose the chicks! If memory serves, not many men appear in the swimsuit edition of the other gender's SI. JANIE HAINEY Oklahoma City

I like how you featured suits for different sizes and body types in your swimsuit issue. Is there any chance you could highlight stores that cater to women with similar needs? I need a longer inseam, because I am 5'10" and have trouble finding pants that are long enough for me. AMANDA CROWE Boston

Edit Note: Try gap.com, jcrew.com, bananarepublic.com and lucy.com--all of which have great tall-sized pants.

Why doesn't your swimsuit body-types section include big waists and big hips? I'm not heavy, but I don't have the body of a twentysomething, either. What about the thirty- to fortysomethings who are very active? LINDA NEUTEL Memphis

I really like the red-and-white **Nautica** swimsuit on page 31. Could you tell me where I can purchase it and how much it costs? CRYSTAL PRUITT Tyler, Texas

Edit Note: Call 877-**NAUTICA** to find the Outline Rib Suit, which retails for $ 72.

Just when I was thinking we finally had a great sports magazine for women, you come out with a swimsuit issue. What a disappointment. Exactly what does the swimsuit issue have to do with sports? SUSAN BAIRD Weston, Conn.

Write on! You can E-mail us at letters@siforwomen.com or drop us a line at SPORTS ILLUSTRATED FOR WOMEN, 135 W. 50th St., New York, N.Y. 10020-1393. For subscription info, call 800-950-5150.

GRAPHIC: COLOR PHOTO: SHERYL NIELDS, YOUR CALL Should we ask Pittsburgh Steeler Plaxico Burress to put on his hat next year?

LOAD-DATE: July 26, 2000

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NO BOGIES; Brief Article Playboy July 1, 2000

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Playboy

July 1, 2000

SECTION: No. 7, Vol. 47; Pg. 93 ; ISSN: 0032-1478

IAC-ACC-NO: 62879754

LENGTH: 568 words

HEADLINE: NO BOGIES; Brief Article

BODY:
stop working on your swing work on your look

Generation Tee. You have no problem admitting you love golf more than beer, your girlfriend and your CD collection. OK, maybe just more than your girlfriend. But you never look as sharp on the course as you do at a party--or, for that matter, at a job interview. In a traditional golf outfit you look like a kid with a clip-on tie bagging groceries. You're not alone. It's taken a while, but fashion houses have finally noticed all those Top Flites in the pockets of your cargo pants. If you shop smart, you can now hit the links with a bit of schwing.

Scorecard ready? From left to right, Antonios is wearing a Joseph Abboud sweater and GA Golf pants (GA stands for Giorgio Armani). Sigthor has on pants by **Nautica** Competition and a Tommy Hilfiger shirt. Eric squats in pants by GA Golf. The shirt is by Lacoste, the sweater is by Joseph Abboud. Jeff is outfitted in Polo Golf. Christine is wearing a look of concentration. Is that a water hazard or a passing wakeboarder? Antonios makes waves in a sleeveless sweater by Lacoste and nylon pants by Prada Sport. In back, Eric is in a Lacoste polo and **Nautica** Competition pants. His Bobby Jones cotton crewneck serves as a cape. Sigthor is sitting in muddy Fila pants and a shirt by Bobby Jones. His shoes are by Nike and the hat is by Polo Sport. Jeff is wearing a white Lacoste polo under a striped **Nautica** shirt. His pants are by GA Golf.

You could complain about a bad lie, but dressed like this, you'll probably be too busy with a good lay. Eric is trying for a birdie in a sweater and nylon pants by Hugo Boss Golf. His visor is by Fila; the kicks are by Johnston & Murphy. You think spikes are useless in the real world? Try climbing trees in leather soles.

Fashion gets a grip: The golf explosion is impossible to ignore. Flags are everywhere. Zandl Group, a market research firm, says golf tops a list of sports that are "getting cooler" among respondents in their 20s. In the study, golf--the nine-stroke leader at 76 percent--beat out mountain biking (67 percent) and snowboarding (58 percent). Considering the most popular sport among marketers is separating a 25-year-old from his money, that's a big number. Above left, tat-friendly sleeveless V-necks lead a parade of white shirts. From left to right, Sigthor is wearing a wind shirt by Hugo Boss Golf, while Eric is buttoned up in a shirt by the Gap. That's a Bobby Jones tank top on Christine, a GA Golf polo shirt and sunglasses on Jeff and a Tommy Hilfiger sleeveless sweater on Antonios. Fashion is linked to music these days, and musicians, it seems, can't do without golf. Punk band NOFX even likes to organize tours at locations near golf courses. So don't be surprised to look up at your next show and find the lead singer in this zip-front vest by GA Golf (left). The nylon pants are by Hugo Boss Golf, sandals are by Bite and sunglasses are by **Nautica.** The

group shot opposite reflects the sport's fresher fairways. Clockwise from the top, Antonios lazes on a golf bag by Prada. He's wearing a polo by Nike and trousers by Burberry Golf. A Bobby Jones shirt and silver shorts by Fila adorn Christine. Sigthor has on a polo and pants by GA Golf and sunglasses by Giorgio Armani. Jeff is in a sweater and trousers by Hugo Boss Golf. A cotton tank by **Nautica** livens up Eric's look, along with trousers by Polo Golf.

IAC-CREATE-DATE: July 12, 2000

LOAD-DATE: July 13, 2000

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WEAR IT LOUD The Tallahassee Democrat July 5, 2000 Wednesday TD EDITION

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TALLAHASSEE DEMOCRAT
Found on Tallahassee.com
The Tallahassee Democrat

July 5, 2000 Wednesday TD EDITION

SECTION: D; Pg. D1

LENGTH: 925 words

HEADLINE: WEAR IT LOUD

BYLINE: Khristal Gooding, DEMOCRAT WRITER

BODY:
Wearing clothes designed or inspired by the latest music artists has established a creative relationship between clothing and music for decades. Remember the hippie flower-power of the '60s, the disco era of the '70s and the glam rock of the '80s?

Well, fashion has evolved once again, and Tallahassee seems to be catching on.

With the trend of new clothing stores geared specifically toward music-influenced adolescent shoppers, spending habits have shifted from large department stores to specialty shops that cater to the younger consumer.

Shops such as Hot Topic, d.e.m.o. and Underground Station at Governor's Square have opened within the last year. They are a mirror of what's spinning in CD players at the moment or being promulgated on MTV. They are attracting teens with three commonalities: loud music, a rugged appearance and logos galore.

Not for Britney Spears

Although music charts have been inundated over the past five years with the sounds of teen pop artists such as the Backstreet Boys, 'N Sync and Britney You-Know-Who, it is most likely you won't find any of their paraphernalia at Hot Topic. As you come across the iron-gated threshold of this store dedicated to the Gothic-rave lifestyle, you'll probably notice its morbid aura.

"It's really awesome," said Ellen Lyle, a 13-year-old student at Maclay School and loyal customer.

"This store is cool because they sell stuff that you normally couldn't find at a mall," added Selen Schaaf, a 15-year-old who attends Lincoln High School.

Inside what seems to be a black box (the walls, floor and ceiling are all black) is a musical mix of CDs, logo merchandise featuring everything from bands like Limp Bizkit and Korn to '80s-inspired cartoons like Rainbow Brite and Transformers.

Adding to its ambiance is a magazine section appropriately titled "Cryptic Chronicles." Make-up, body jewelry and other trinkets account for the rest of the sales.

"We have a huge urban base," said Beckha Collins, manager of Hot Topic who wears black fishnets and hot-pink lipstick to work. "I think this store is so popular because we sell stuff that is a little bit crazier than anyone else. I don't think you can get a pair of vinyl pants for the price that we sell them either."

Teens and money

"We try to cater to a wide variety of people and interests," said Brooke Vanderlinde, marketing manager for Governor's Square mall. "These types of stores are an area of need that we are filling."

According to a study conducted by Teenage Research Unlimited, a marketing-research firm that specializes exclusively in the teen market, U.S. teens spent $153 billion in 1999, an increase of 8.5 percent over the previous year.

For the seventh consecutive year, the 12- to -19-year-old U.S. population has increased, now reaching 31.3 million teens, according to the Illinois research firm. The increase represents a trend, according to TRU: This teen-age demographic is expected to continue to grow until 2010.

"Teens are becoming increasingly powerful consumers," the firm's president Peter Zollo recently wrote. "Teens know what they want and are savvy when it comes to efforts to market them."

"There's alot of money to be made off of teens," added Matt McAllister, assistant manager of Store Top Ten, a T-shirt specialty shop in Tallahassee Mall that opened three months ago. They sell T-shirts with logos featuring artists such as Bob Marley, Eminem, DMX and Metallica along with posters, hats and other novelties.

"We focus mainly on wrestling and music -- which are the biggest sellers in America right now," said McAllister, 18. "People are starting to realize how much can be made off of the younger crowd."

Hip hop at the mall

It is not just the alternative genre that has retail establishments vying for young consumers. The influence of rap music also is the driving force in the popularity of stores recently opening their doors in the mall.

"Hip-hop music has definitely influenced the way young people dress, including myself," says Tauris Patterson, 20, a Florida A&M University student who often wears labels such as Mecca, WuWear and Timberland, and listens to popular hip-hop artists such as Jay-Z, DMX and Wu Tang Clan.

You can catch Patterson and his friends in d.e.m.o. and Underground Station -- two stores at Governor's Square that cater specifically to hip-hop fashions -- two to three times a week.

"I've been waiting for this," said Patterson, dressed in a Timberland shirt and shoes and jean shorts. He used to travel to Atlanta to find such clothing.

"Bigger cities have larger populations of urban youth so that's where these types of clothes are. Those populations don't get big here until school starts," he added.

Jamarcus Stewart, manager of Underground Station, agrees.

"We have people from all over going to school here, and they want to see this," he said of his extensive line of shoes ranging from Timberlands to Tommy Hilfiger, and accompanying apparel with lines such as Sean John (designed by Puff Daddy) and Roc-A-Wear, Jay-Z's line.

These lines, along with labels such as ENYCE, FUBU, Mecca and **Nautica** found at d.e.m.o. also have

become popular with suburban teens. As has hip-hop music.

Research shows that rap is about as popular in the suburbs as in the inner city. It's as popular with girls as with boys and nearly 75 percent of rap music sales are to whites.

"It's more than just music," noted Patterson. "It's a culture that includes music, dance, language and fashion. It's an attitude."

GRAPHIC: Color Photo B&W Photo Color Photos;
ALLISON LONG
d.e.m.o is one of the stores catering to teens' taste at Governor's Square.
ALLISON LONG, Democrat
These music-inspired shirts are at Hot Topic at Governor's Square. ALLISON LONG, Democrat
William Jefferson, above, is assistant manager of Underground Station at Governor's Square. He is holding a Girbaud shirt. Bekha Collins, below, peeks out from clothing at Hot Topic at Governor's Square.

LOAD-DATE: January 29, 2002

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Guys: Here's how to reflect a modern style without feeling absurd The Ottawa Citizen July 6, 2000, Thursday, FINAL

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The Ottawa Citizen

July 6, 2000, Thursday, FINAL

SECTION: Fashion Life; E4

LENGTH: 577 words

HEADLINE: Guys: Here's how to reflect a modern style without feeling absurd

BYLINE: Jackie White

BODY:
The fall wardrobe that an up-to-date kind of guy needs to stay looking up to date surfaced months ago from the men's clothing industry.

Turtleneck sweaters, dress-up-or-dress-down suits, miles of leathers and zip-front jackets were among the ideas pitched by designers and manufacturers at their New York runway shows. Luxe fabrics, a palette of new colours (red leather, anyone?) and even sweater sets for guys were in the mix.

Overall they endorsed mostly understandable garments. The message is that, depending on how men put clothing together, most can reflect a modern style without feeling slightly absurd.

Never mind that red leather or bright orange knits may not make the malls. You will see many versions and modifications of the designer vision.

The ongoing breakdown of the corporate uniform continues to spawn an explosion of ideas for business wear. Certainly, casual isn't going away soon, and the industry (and employers) are encouraging men to show up at the office in something dressier than what they wear for trimming the shrubs. Perhaps, if given options, men will put more effort into looking polished.

Styles that play multiple roles are front and centre. People are talking about the so-called "flexible" suit, often with smaller lapels, a bit of built-in stretch for comfort, a soft crepe texture and sometimes, though not obligatory, flat front trousers.

"People are more dressed," contends New York trend tracker Tom Julian, of Fallon McElligott advertising agency.

"We're seeing the return of the suit, but in a modern way," he says, referring to the new suit with a soft, unstructured silhouette, often worn with sweaters or tieless shirts. They turned up in many collections, including those of Joseph Abboud, Kenneth Cole and Ronald Chereskin.

The casual clothing trend has pushed knits to the forefront. Make way for sweaters, sweater sets, zippered jackets, mufflers that swing across the neck and even caps. In runway shows high-neck and mock turtlenecks, even pullover crew necks, were worn on their own or under suits, sport jackets and leather

jackets.

Turtlenecks may get a boost from the film Shaft. Most labels, including Claiborne (Liz Claiborne) for Men, Joseph Abboud, Kenneth Cole and Ron Chereskin, offered a vast array in several colours.

In the colour arena, black was abundant on the runways (Kenneth Cole showed mostly black) and remains high-priority, but colour emerged in earthy shades such as brown, tan and green as well as slate blue, grey and even bits of orange, red and, yes, aubergine or plum. (Joseph Abboud showed aubergine velvet evening wear.)

As for leather, skins were high-priority in the fashion arena in every label. Joseph Abboud showed tan blazers. Kenneth Cole offered a red leather thigh- length coat along with numerous black coats and blazers. Michael Kors made a strong point with red leather jacket and sweater. Some other likely hits and misses:

- Plaids made a strong showing in designer shows. Tommy Hilfiger preppie collection shouted tartans. And the familiar Burberry plaid is also reaping the benefit of a giant-sized revival.

- Zip-front jackets in high- tech fabrics as well as knits were everywhere in the designer shows. **Nautica's** version had a clean, space-age image.

- And finally, high-tech utility fashion with built-in pockets and bags for toting high-tech toys are clearly the future and will come soon to a store near you.

GRAPHIC: P Black & White Photo: Jeff Christensen, Reuters / New York runway trends that will be in the stores come fall: Relaxed sweaters (Sean John).; Black & White Photo: Brad Rickerby, Reuters / New York runway trends that will be in the stores come fall: Turtlenecks paired with suit jackets (Joseph Abboud).; Black & White Photo: Kathy Willens, The Associated Press / New York runway trends that will be in the stores come fall: Leather (Kenneth Cole).; Black & White Photo: Kathy Willens, The Associated Press / New York runway trends that will be in the stores come fall: Zip-front jackets (Kenneth Cole).

LOAD-DATE: July 6, 2000

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Men are finally stepping out in sandals Tulsa World (Oklahoma) July 13, 2000

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Tulsa World (Oklahoma)

July 13, 2000

LENGTH: 577 words

HEADLINE: Men are finally stepping out in sandals

BYLINE: LARRY MUHAMMAD

SOURCE: The (Louisville, Ky.) Courier-Journal

BODY:
Footaction USA is a mall store known for a boggling array of athletic shoes -- Reebok, Nike, New Balance, And1, K-Swiss, Saucony, Dada Supremes, FUBU and more.

But last year it broke the mold with a hot seller called Redstone, a $ 50, open-toed men's sandal with braided leather upper, polyurethane sole and Velcro or buckle fastener.

"The kids nowadays, that's what they look for," said Jihad, assistant manager of a Footaction USA store in Louisville, Ky. "The trend went from basketball sneakers, to running shoes and into sandals, all with the same attire, that laid-back, baggy look everybody's trying to hang onto.

"We always carried the Adidas and Nike sports slide, because that was part of sports activity. Leather sandals we started carrying last year, because that's what's going on."

Once a fashion stepchild, men's sandals are now being touted as a must-have accessory.

Johnston & Murphy, whose master cobblers have handcrafted cap-toes and wingtips for every U.S. president in the 20th century, went with sandals in a big way this year. The company offers six styles, from the casual sling-back, open-toed Vizen at $ 110 to the luxurious $ 265 Marcello with alternating top straps of crocodile and calf.

"Last year we had Eccos, Rockports and **Nauticas,**" said Michelle McAfee, manager of Johnston & Murphy in Louisville, Ky. "And they were selling so well, we figured why not sell our own brand, with a 150-year tradition behind it?"

It used to be that only hippies, the courageously style-conscious or very self-confident men would be bold enough to wear sandals other than at poolside, the back yard or the beach.

Acceptable, though still considered somewhat adventurous, was the so-called California sandal -- closed heel with braided front exposing a little toe, which was recently revived in Cole Haan's classically styled $ 135 Kula.

More conservative yet was the so-called city-sandal, a leather-soled buckle shoe with the sides cut out, showing a flash of metatarsus. It was a dress-sandal forerunner marketed to conservative dressers.

What may have finally made sandals an acceptable footwear option for men were the German import Birkenstock and the

Tevas sport sandal invented by Grand Canyon whitewater-rafting guide Mark Thatcher in the 1980s. Both had opened-toed but rugged looks.

Now, the stupendously chic Miuccia Prada has a $ 350 rubber-soled, Velcro-fastened knockoff of the $ 75 Tevas, and The Gap has resurrected the 1960s flip-flops for $ 10.

Dillard's department stores have at least 23 brands, including heavy-duty, top-stitched Dr. Martens ($ 79-$ 120); Bacca Bucci's $ 109 dress mules; $ 69 Polo Sport slides in green and orange suede; the double-strapped, sling back Donald Plinter dress sandal in polished black leather for $ 174; and many others by names like Timberland, **Nautica,** Bass, Kenneth Cole, Sperry, Mezlan and Tommy Bahama.

"You see them everywhere, on guys in shorts to be comfortable, or khakis and a sport coat going out to dinner," said McAfee of Johnston & Murphy.

Bruce Miller of Louisville said he completed his Kentucky Derby ensemble of dress slacks and body shirt with Italian-made $ 150 Vero Cuoios.

They've got one top strap, a heel strap, and are designed like the squared-toed shoes so popular now," said Miller, a Northwest Airlines customer service agent. "I bought them in South Beach in Miami, and everywhere I went, people commented on them."

GRAPHIC: COLOR PHOTOS

Gannett

Johnston & Murphy offers a variety of sandals for the workplace (left) and casual weekends (above).

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Tie-Ins: Fashiony DC Comics Go Zap! Pow! in the Dresser BRANDWEEK July 17, 2000

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BRANDWEEK

July 17, 2000

LENGTH: 240 words

HEADLINE: Tie-Ins: Fashiony DC Comics Go Zap! Pow! in the Dresser

BYLINE: By Sandra Dolbow

BODY:
DC Comics, home to action heroes who offer up plenty of Bamm! Szzaapp! and Whaam! will look to knock out readers with a twist-an eight-page Fall Fashion Preview bound into two million copies of Superman Adventures, Batman, Impulse and additional DC titles. **Nautica** Children, Levi's and Six Flags are aboard for the premiere run.

The glossy insert launching Aug. 2 will target DC's 7.5 million readers, primarily males age 12-24, dubbed as "cool guys who like to look good and buy fashion merchandise," but who may need guidance on what to wear on a date. Edit has an edgy, comic-book style created by artist Paul Pope. DC vp Richard Bruning is creative director.

Nautica is going for an added-value punch in October issues of Impulse, in which the teenage crime-fighter will wear **Nautica** duds. Some 15,000 Batman: Gotham Adventures, Superman Adventures and Impulse comics will be polybagged as a three-pack and distributed nationally in Lord & Taylor, Dillard's and other retailers.

"The insert gives advertisers a vehicle for reaching this hard-to-reach audience in an environment that is cool and hip to begin with and uncluttered-unlike fashion magazines," said Joel Ehrlich, svp-advertising and promos for DC Comics.

Another quarterly insert on videogaming, due in early 2001, will play up the Sony PlayStation 2 and advice from experts. Extreme sports, music and film- themed issues are in the works. J

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OXFORD QUARTERLY NET UP 20%; Brief Article; Statistical Data Included WWD July 19, 2000

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WWD

July 19, 2000

SECTION: Pg. 10 ; ISSN: 0149-5380

IAC-ACC-NO: 63594175

LENGTH: 855 words

HEADLINE: OXFORD QUARTERLY NET UP 20%; Brief Article; Statistical Data Included

BYLINE: Ryan, Thomas J.

BODY:
NEW YORK -- Riding sterling earnings and sales gains in its private label women's apparel business, Oxford Industries reported earnings rose 20 percent in the fourth quarter ended June 2.

In a clear demonstration of its growing importance at the company, women's wear accounted for more than 42 percent of the company's sales and 63 percent of its operating profits for the period.

Profits improved at its dress shirt and tailored clothing business, though sales gains were only modest. Men's slacks was the one clear underperformer.

The Atlanta-based firm earned $ 7.3 million, or 94 cents a share, in the quarter, up from $ 6.1 million, or 74 cents, a year ago. Sales advanced 9.4 percent to $ 246.4 million from $ 225.3 million.

In the fiscal year, earnings dipped 11.2 percent to $ 23.4 million, or $ 3.02, from $ 26.4 million, or $ 3.11, a year ago. Sales dipped 2.7 percent to $ 839.5 million from $ 862.4 million.

J. Hicks Lanier, chairman and chief executive, said in a statement that the sales gains during the fourth quarter were driven by "continuing strength" in its women's segment, which sells private label goods to the mass channel. "Improved profitability during the quarter was driven by the sales gain and improved gross margins," Lanier said.

Commenting on the full year, Lanier said the firm was hampered by the loss of its Polo for Boys license, which accounted for more than 10 percent of sales the prior year. Excluding the lost Polo sales, net sales were up 7 percent in fiscal 2000. To make up for the lost license, Oxford during its last twelve months acquired Izod Club Golf, and entered into licensing agreements for Tommy Hilfiger women's golf, to launch spring 2001; DKNY Kids, to ship this fall; and Slates tailored clothing, to bow in spring 2001.

"We expect these and other new initiatives to enable us to continue to build our branded business and to maintain our leadership position in private label merchandise," said Lanier.

However, he added, "Uncertainties about the economy and consumer spending moderate our near-term growth expectations. However, we remain optimistic about continued profitability improvement in the

coming fiscal year. We will continue our search for acquisitions and licenses with a focus on high valued-added private label and branded opportunities."

By operating segment, women's wear operating profits tripled in the quarter to $ 8.1 million from $ 2.6 million as sales climbed 19.5 percent to $ 104.7 million from $ 87.6 million. In the year, operating income surged 121.2 percent to $ 20.8 million as sales climbed 19.3 percent to $ 324.5 million, 38.6 percent of total company revenues.

J. Reese Lanier Jr., investor relations director, said the strength last year was driven by the collections businesses and a more than 20 percent increase at Next Day Apparel, a women's private label business with an emphasis on bottoms, acquired in August 1998.

"The growth came from Wal-Mart and Kmart and, to a lesser extent, Target," he said. "They just executed flawlessly this year."

Lanier Jr. said he suspects the women's business growth at Wal-Mart is being helped by Oxford's ability to meet that chain's inventory management system needs.

"The fact that we're a large player and we're technology savvy has helped us grow the business," he said.

In the Oxford dress shirt group, operating profit during the quarter grew to $ 4.4 million from $ 22,000, although sales nudged up just 1.5 percent to $ 67.4 million. Full-year earnings dipped 34.9 percent to $ 13.3 million, while sales slumped 23.3 percent to $ 240.2 million.

Lanier Jr. said the shirt group was hit the hardest by the loss of the Polo license. The Izod Club business "was successful for us this spring," and Tommy Hilfiger golf "improved their performance fairly dramatically." Ely & Walker "did well," and the private label sport shirt business "held its own," but private label dress shirts were "a little bit weak."

At Lanier Clothes, operating income during the quarter climbed 35.4 percent to $ 2.7 million from $ 2 million while sales rose 3.4 percent to $ 45.9 million. Full-year earnings rose 27.1 percent to $ 11.6 million with sales inching ahead 0.5 percent to $ 174.8 million. Growth was seen last year in its **Nautica,** Geoffrey Beene and Oscar de la Renta lines, with an "extraordinary" performance by **Nautica** dress slacks. Overall strength in the slacks and sports coats business improved margins. Private label tailored clothing was weaker.

In the slacks group, operating income tumbled 83.1 percent to $ 278,000 from $ 1.64 million in the quarter, though sales gained 10.6 percent to $ 28.3 million. In the full year, earnings dropped 42.3 percent to $ 3.9 million, while sales dipped 0.6 percent to $ 99.9 million. The group, which makes casual bottoms such as khakis and walking shorts, with primary customers including Lands' End and Eddie Bauer, was hurt by a quota problem in the Far East, Lanier Jr. said. "We think the [quota] situation is behind us, and we don't expect significant damage going forward," he said.

IAC-CREATE-DATE: July 26, 2000

LOAD-DATE: July 27, 2000

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APPAREL: GAZAL LANDS NAUTICA LICENCE Apparel July 24, 2000

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Apparel

July 24, 2000

SECTION: Pg. 6

LENGTH: 89 words

HEADLINE: APPAREL: GAZAL LANDS **NAUTICA** LICENCE

ABSTRACT:

Gazal Corporation has been granted a five year licence for **Nautica** Men's sportswear and apparel. The licence will be held by subsidiary Gazal Apparel and is for New Zealand and Australia. The licence takes effect from 1 January 1999. Managing director of Gazal Corp, Michael Gazal, says the deal also provides for options for the company to expand into other **Nautica** lines in the future. Other **Nautica** lines include women's sportswear, children's and infantswear, business shirts, homewares and the **Nautica** marine denim range.

JOURNAL-CODE: WAPP

LOAD-DATE: March 10, 2001

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DECISIONS, DECISIONS. WWD July 26, 2000

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July 26, 2000

SECTION: Pg. 2B ; ISSN: 0149-5380

IAC-ACC-NO: 63746077

LENGTH: 340 words

HEADLINE: DECISIONS, DECISIONS.

BYLINE: Lee, Georgia

BODY:
ATLANTA -- The nominations are in for the fifth annual DIVA awards. Winners will be announced Oct. 28 at the annual DIVA awards gala, to be held at the Marriott Marquis in downtown Atlanta. Around 950 people are expected to attend the black-tie event, compared with 800 last year. The theme, "A Night at the Copacabana," is inspired by Miami Beach in the Forties and will include dinner and dancing. Emme, of the E! Channel's "Fashion Emergency" program, hosts this year and is also the recipient of the Impact Award for fashion journalism. Emme will also launch a new apparel line, "True Beauty," at the AmericasMart this August. This year's event will promote networking, with a setup that includes ice cream bars and coffee stations in addition to a sit-down dinner.

CATEGORY: Contemporary

NOMINEES: BCBG Max Azria, Poleci, Teenflo

CATEGORY: Dresses

NOMINEES: Cynthia Rowley, Cynthia Howie for Maggy Boutique, Tessuto

CATEGORY: Bridge

NOMINEES: Lafayette 148, Olsen Collection, Zelda

CATEGORY: Betterwear

NOMINEES: Lilly Pulitzer, Revue, Sigrid Olsen

CATEGORY: Better Classics

NOMINEES: Central Falls, David Brooks, Telluride Clothing Co.

CATEGORY: Fashion Accessories

NOMINEES: Pierre Urbach, Annabel Ingall, Brighton Accessories

CATEGORY: Fashion Jewelry

NOMINEES: Barse & Co., Judith Jack, Geo Art

OTHER CATEGORIES:

CATEGORY: Men's Wear, Classics

NOMINEES: **Nautica,** Timberland, Warren Sewell

CATEGORY: Men's Wear, Urban/Hip-Hop

NOMINEES: Sean John, Pelle Pelle, Mecca

CATEGORY: Children's Wear

NOMINEES: Chevingnon, Cottontail Originals, **Nautica** Boys

CATEGORY: Swim & Resortwear

NOMINEES: Fresh Produce, Ritchie Swimwear, Tommy Bahama

CATEGORY: Intimate Apparel

NOMINEES: Canyon Group, Cosabella, Nick & Nora

CATEGORY: Bridal

NOMINEES: Alfred Angelo, Jessica McClintock, Mon Cheri

CATEGORY: Prom/Pageant

NOMINEES: Alyce Designs, Claire's Collection, Precious Formals

CATEGORY: Special Occasion

NOMINEES: Gilar, Bob Mackie, Kay Unger

IAC-CREATE-DATE: August 8, 2000

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Feature: Cruise Travel Becomes New Vogue in Hong Kong XINHUA GENERAL NEWS SERVICE July 29, 2000, Saturday

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July 29, 2000, Saturday

SECTION: DOMESTIC NEWS; ECONOMIC

LENGTH: 669 words

HEADLINE: Feature: Cruise Travel Becomes New Vogue in Hong Kong

DATELINE: HONG KONG, July 29

BODY:
With champagnes and red carpet, SuperStar Leo was welcoming a new group of passengers, who would take a leisure cruise on the high seas Saturday.

Having a week long tiring work, the passengers find a shelter for relaxation on board of SuperStar Leo. The 13-deck vessel, the largest luxurious cruise ship in the Asia-Pacific, would take them away from the noisy urban site to enjoy a tranquil, but exciting lifestyle on the sea.

At five o'clock in the afternoon, SuperStar Leo departed from the Hong Kong harbor in the sound of sailing melody. A wide range of entertainment, from disco to concert, and from sports to the lottery draw, unveiled on board.

"Cruise travel is forming a new vogue for recreation in the Asia-Pacific. Hong Kong people become very happy with it," said Magnus Gottberg, captain of SuperStar Leo.

Captain Gottberg, from Sweden, began to work as passenger captain in 1983 and has been captain of SuperStar Leo since its delivery in September 1998. He told Xinhua that SuperStar Leo is different from other passenger ships, and it aims to bring the free and easier cruising pleasure to passengers.

SuperStar Leo is owned by Malaysia-based Star Cruises. Incorporated in September 1993, it has grown to a leading cruise line in the Asia-Pacific, representing a bold initiative to tap Asia-Pacific's potential as an international cruise destination.

Star Cruises operates in the Asia-Pacific a fleet of 12 vessels, all of which are named under the horoscope. It has established cruise hubs in Singapore, Hong Kong, Bangkok, Taipei, Pusan and Kobe, with its itineraries across the Asia-Pacific region.

Captain Gottberg boasted that SuperStar Leo, which is 268 meters long and weighs 76,800 tons, is the largest and first world- class megaship in the Asia-Pacific with its navigation equipment being the latest in the world.

"SuperStar Leo is a very fast ship with the speed of 25 knots, which makes it possible for us to reach the destinations overnight.

"Sailing from Hong Kong in the afternoon, we can arrive in China's southern ports of Sanya or Xiamen the

day after. No other cruise liner has such a schedule convenient for passengers," he said.

SuperStar Leo won increasing popularity in Hong Kong, he said, and every cruise liner is almost fully booked, especially in summer season.

"Some passengers from Australia and other Western countries also came to like SuperStar Leo, and I can meet some passengers who take the cruise two or three times," he said.

When the night was falling, the restaurants on board began to serve dinner with a variety of Western and Asian food. All passengers are free to take meals at two main dining rooms, Windows and Garden Restaurants, in addition to the casual dining at the Raffles Buffet.

SuperStar Leo also offers the most number of "alternative dining" restaurants compared with any other cruise ship with four "alternative dining" outlets serving Chinese, Japanese and French cuisine. The prices at these restaurants are similar to hotels in Hong Kong.

After meal, a wonderful singing and dancing performance staged at the Moulin Rouge Showroom. A four-person band was playing the latest pop music at the Galaxy of the Stars Night Club. Many youngsters, returning from the swimming pool on board, had fun at the Celebrity Disco.

Moreover, the stores on board were attracting passengers with a wide selection of brand names like Gucci, Fossil and **Nautica** at very special prices.

For the convenience of passengers, the magnetic card serves as both the room key and credit card on board. Passengers can make payment anywhere on SuperStar Leo with the card.

Captain Gottberg said Star Cruises pursues the highest level of service for each passenger.

"With some 2,000 passengers on board, SuperStar Leo has crew members of more than 1,000," he said. "What we do is just to create a fantastic cruise holiday for our passengers."

LOAD-DATE: July 30, 2000

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Hot fall fashions scream, 'I gotta be me' Great Falls Tribune (Great Falls, MT) July 30, 2000 Sunday

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July 30, 2000 Sunday

SECTION: PARADE; Pg. 6P

LENGTH: 386 words

HEADLINE: Hot fall fashions scream, 'I gotta be me'

BYLINE: Rosanne Radcliffe, Staff

BODY:
By ROSANNE RADCLIFFE Tribune Staff Writer

School days are ahead, and you can't go back wearing last year's jeans or your summer sandals.

So what do you wear for the new millenium school year?

Anything that shows you're not afraid to be yourself, Darcie Jo Jurenka, one of The Buckle's new store manager's said.

"Our slogan this year is 'Show your true colors,' and that's what our line of clothes influences," she said. "The style today is to dress in what's comfortable for you, but then again, it's to dress in style too."

And there are several cool brands of clothing to do that with, according to Jurenka.

Nautica and Ecko are popular brands that are making their way into the fashion craze.

Target employee, Debby Archey who works in the kids clothing department, said Circle is a brand that is popular for kids between the ages of 7 and 13.

Circle is exclusive to Target and is a casual and trendy style, store manager Pat Kirkpatrick said.

"Circle is pretty popular and a high quality brand," he said.

Archey said Capri's and flood pants are also popular with the little girls while Pokemon and Dinosaurs clothes are a big hit with the young kids as well.

For the older kids, Jurenka said another fashion statement is to match shoes and belts with the rest of the outfit in detail.

"Being able to match accessories to an outfit is a hot look," she said. "We have belts now that have the same print on them as some of the clothes do. A lot of our snake and python prints are trendy for this style, as well as boots with wooden bottoms."

Puka shells, which are Hawaiian necklaces, tiny bracelets, glitter and rhinestone jewelry are some

accessories that are hip for the girls, which can be purchased for around $15 or less. For some, a sort of a retro look accompanies these trimmings.

"It's sort of like a peasant girl with that '80s glam-girl look," Jurenka said. "For the guys, though, the athletic look is really influenced."

Whether it's the sporty appearance, bright hot colors, a natural western look, or stylin' snake print, your 2000-2001 school year will be fashionably stylish. Only it will be your fashion, and your style.

"It doesn't matter if you're young or old, or in elementary, high school or college, the look right now is to just be who you are," Jurenka said.

GRAPHIC: Karen Wilda, 16, of Great Falls High School isn't afraid to show her true colors in this outfit from The Buckle, which is part of their fall line of clothing. Tribune photos by Adrienne Gump; Tonya Hilbig, 17, of C.M. Russell High School models beefy shoes and bright colors from The Buckle's fall line. Big shoes aren't the wisest choice for growing girls.

LOAD-DATE: November 23, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text)
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Goodfellaz opens Iowa City Press-Citizen August 2, 2000 Wednesday

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Iowa City Press-Citizen

August 2, 2000 Wednesday

SECTION: BUSINESS; Pg. 8A

LENGTH: 171 words

HEADLINE: Goodfellaz opens

BYLINE: Staff, Staff

BODY:
second store

The second Goodfellaz Authentic Urbanwear store location opened Tuesday in the Old Capitol Town Center.

Former UI football players Tavian Banks, Kerry Cooks and Richard Willock opened their first store at 877 22nd Ave. in Coralville last summer.

The store sells the latest urban wear and shoes, hip-hop clothing in addition to brands like **Nautica** and Tommy Hilfilger.

The new store is located on Old Capitol's second floor between Aladdin's Castle and Afterthoughts.

Jeff Cooks, also a Goodfellaz owner, said the store would be open during mall hours: 10 a.m. to 8 p.m. Monday through Friday, 10 a.m. to 6 p.m. Saturdays and noon to 5 p.m. Sundays.

On Sept. 1, the mall will be open until 9 p.m. Monday through Friday, until 7 p.m. Saturdays and until 6 p.m. Sundays.

"It's been pretty busy today," Cooks said.

Willock said the Old Capitol location was more convenient for some customers.

"When we were getting it ready, people were already asking if they could buy some of the clothes," he said.

LOAD-DATE: July 18, 2003

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Snowball.com Hosts Two Online Contests with Nautica Jeans to Attract Generation i Consumers to Nautica's Denim Brand Business Wire August 3, 2000, Thursday

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Business Wire

August 3, 2000, Thursday

DISTRIBUTION: Business Editors/Internet Writers

LENGTH: 755 words

HEADLINE: Snowball.com Hosts Two Online Contests with **Nautica** Jeans to Attract Generation i Consumers to **Nautica's** Denim Brand

DATELINE: SAN FRANCISCO, Aug. 3, 2000

BODY:
Contests Will Run on Snowball Networks' ChickClick.com and IGN.com

Snowball.com (Nasdaq:SNOW), the leading online network for members of Generation i and the companies that want to reach them, today announced that **Nautica** Jeans Company(Nasdaq:NAUT), www.Nauticajeans.com, selected Snowball.com to help launch **Nautica** Jeans for Women as well as promote the Men's denim collection. Snowball.com and **Nautica** Jeans created two contests to reach out to Snowball.com's over 7.2 million unique monthly visitors (Media Metrix, June 2000).

"Snowball is excited to help **Nautica** Jeans promote their brands to the Internet Generation," said Mark Jung, President and CEO of Snowball.com. "These co-branded contests offer great opportunities for our partners to connect with Snowball's millions of users."

"We chose Snowball.com as our exclusive online partner because we felt that Snowball best represents the hip, innovative and modern audience of young men and women that fit the **Nautica** Jeans attitude. This is a great opportunity for us to reach the huge audience of young people that frequent the Snowball networks," said Paulette McCready, President of **Nautica** Jeans Company.

The first contest launched July 15 on ChickClick.com, the Web's most progressive network of sites for young women. The ChickClick/**Nautica** Jeans contest will give away a "**Nautica** Jeans Head-to-Toe Makeover" in New York City. The winner will receive round-trip airfare and hotel accommodations for two to New York; a makeover compliments of Eve.com, including a consultation with beauty expert Charla Krupp; celebrity treatment at **Nautica's** showroom; a new **Nautica** Jeans outfit and a night out at a hot restaurant. To enter the contest, go to www.ChickClick.com/contests or www.Snowball.com. This contest is currently running and will extend through August 15, 2000.

The second contest launches August 15 on IGN.com, the number one gaming and entertainment site for young men. The IGN/**Nautica** Jeans contest will promote the **Nautica** Tech Vest to IGN's audience of over 4.4 million monthly users through September 15, 2000. The winner will receive a fully-loaded **Nautica** Jeans Tech Vest filled with headphones, a Handspring Visor(TM), a Sony CD Walkman(R) and CDs, plus an autographed photo and T-shirt from actress Shannon Elizabeth, star of the hit films "American Pie" and "Scary Movie." Shannon has been an IGN.com "Babe of the Day" and is featured in **Nautica** Jeans' fall 2000 ad campaign. Users can enter the IGN/**Nautica** contest by visiting www.contests.IGN.com or www.Snowball.com.

About **Nautica** Jeans and NauticaJeans.com

Nautica Jeans is a subsidiary of **Nautica** Enterprises, Inc. (Nasdaq:NAUT) and a leading international fashion and lifestyle company with products ranging from sportswear and accessories to a complete home line. **Nautica** Enterprises, Inc., through it's subsidiaries, company designs, sources, markets and distributes apparel under the following brands: **Nautica, Nautica** Competition, NST/**Nautica** Sport Tech, **Nautica** Jeans Company, John Varvatos, E. Magrath, and Byron Nelson. **Nautica** Jeans web site (www.nauticajeans.com) is 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.

About Snowball.com

Snowball.com (Nasdaq:SNOW) is the leading online network for Generation i and the companies that want to reach its population of Web-centric young adults. Snowball aggregates top Generation-i-produced Web sites and brings its active Net-centric audience to companies that offer products and services targeted to the demographic. The company is the 26th largest Internet property, in terms of reach, according to Media Metrix (June 2000). Its primary networks include ChickClick.com, IGN.com and PowerStudents.com. Snowball.com is a publicly traded company headquartered in San Francisco, Calif., with offices in New York City, Chicago, Los Angeles and Norwalk, Conn.

Note to Editors: All brand and company/product names are trademarks or registered trademarks of their respective companies.

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URL: http://www.businesswire.com

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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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dress CODEStudents don't have to break the rules in order to have the in look when school opens The Post and Courier (Charleston, SC) August 4, 2000, Friday,

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The Post and Courier (Charleston, SC)

August 4, 2000, Friday, POST AND COURIER EDITION

SECTION: D, Pg. 1

LENGTH: 728 words

HEADLINE: dress CODE
Students don't have to break the rules in order to have the in look when school opens

BYLINE: JUDY WATTS; Of The Post and Courier

BODY:
Hallways and classrooms throughout the Lowcountry will be heating up soon with the business of learning and the latest in fashions. Teens are often on the edge of what's happening, not only in music and the movies, but also in dress.

A look back brings today into focus with a reprise of denim-is-king. While denim never really disappears - it's just too versatile for that - the last few months have returned the most wearable fabric in the world to its hippie heyday. From standard jeans to exotic dresses, denim is making an indelible mark on the year 2000 trends.

The folks at Cotton Incorporated indicate that a definite back-to-school must-have is a denim jacket or vest that tops off skirts, khakis, dresses or a favorite pair of well-worn jeans. Guys may go for the plain jackets, but women can opt for a softer look with embellishments such as embroidery, beading or buttons.

The six-pocket Wrangler Hero Expedition Jean with front cargo pockets, the Cell Pocket Jean by Riders and the CD Pocket Pant by Brittania look great and are designed for toady's technology. But for the most part, for security reasons, local schools ban, or at least discourage, students from carrying CD players, cell phones, beepers and the like.

Skirts and pants in all lengths and styles will find a home in schools around the Lowcountry as their doors open over the next two weeks.

Skirts will range from short and tailored to long and hippie-style. Fabrics will include cotton twill, rayon viscose and the hottest fashion trend for fall: leather and leather look-alikes.

Rules to be familiar with before you do your back-to-school shopping are the skirt-length requirements, shirt types and the kinds of shoes allowed.

At Fort Dorchester High School, which serves parts of Summerville and North Charleston, skirts and shorts must be at least as long as the wearer's fingertips when her arms are hanging by her side, according to Jo Lynn Harrison, the school principal's secretary.

"A new rule this year is that pants cannot sag and you cannot expose any underwear. Pants must be worn at the natural waistline," she says.

The footloose summer of wearing thong sandals (flip-flops), even if they are leather and cost a mint, is over when school begins.

"Students will have to get a change of shoes if they come to school in flip-flops," Harrison adds. "Also, another rule the girls have a hard time trying to adhere to is the one that doesn't allow spaghetti straps or wearing shirts that show the midriff."

Although halters are still a big fashion piece for fall, it's not a look that is acceptable in the classroom.

Animal prints are still a strong fashion statement, particularly for the young crowd, says Elizabeth Bufford, area sales manager for Dillard's.

"Jeans, of course, are very hot with flared legs," says Bufford.

"We have lots of synthetic leathers of all colors, especially in green and brown," she says. "The leathers are very lightweight. In fact, we got some jackets in the other day, and the material is like a stretch leather."

Bufford says jackets are showing a little longer line than they have in the last few years.

"They are not the chopped short jacket and fall a little longer on the hip. We have black and red jackets in already."

Leather vests, pants and some shirts are literally flying out of stores locally as fast as they come in, says shop owner Janyce McMenamin at RTW on King Street.

"We've had many leather pieces in, but they are gone almost as soon as I get them," she says.

Jeans will make a statement this fall in bleached and tie-dyed denim - but not just in blue. Slide into hot red, brilliant orange or the grapest purple denims.

Add the most feminine accessories like denim headbands, hair clips and kerchiefs then grab a denim bag to finish off the look.

Also strong this fall are sweaters in a variety of knits, including bulky stitched but sleeveless looks, loosely woven mohair, hooded and cowl and turtlenecks.

It's easier than ever to keep in step with fashion - the options are wide open. Add a dash of today to last year's look with a leather or denim accessory like a purse or interesting vest.

Mixing namebrands like Gap, Tommy or **Nautica** with less expensive items from discount stores can complete an outfit that's back-to-school perfect without breaking the budget.

GRAPHIC: Three Color Staff Photos by Brian McDermott A Tommy Jeans denim skirt and embellished vest are crisp with a collared white shirt. A plaid shirt and denims by Levi's are a classic look for men (266830) A faux-leather patchwork skirt paired with a loose-knit green mohair sweater by My Michelle offers a trendy but neat look for school. Men are always in style in a golf shirt and traditional khakis (266829) Soft leather pants by Wrapper and a sleeveless mock turtleneck shirt are a sleek alternative to jeans and a T-shirt (266831)

LOAD-DATE: August 5, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Nautica Europe Projects Sales of $50M by 2003 DNR August 7, 2000

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Business and Industry
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DNR

August 7, 2000

SECTION: Vol. 30, No. 92; Pg. 2; ISSN: 1041-1119

RDS-ACC-NO: 02539555

LENGTH: 517 words

HEADLINE: Nautica Europe Projects Sales of $50M by 2003

HIGHLIGHT:
Nautica plans to see $50 mil in sportswear sales in Europe by 2003

BODY:
Sportswear manufacturer designing, marketing line to appeal to European market

BY THOMAS CUNNINGHAM

COLOGNE, GERMANY -- **Nautica** wants to have a $50 million sportswear business in Europe by 2003 -- a figure that does not include the contribution of **Nautica** Jeans Co., which launches in the U.K. and Germany in 2001.

These are the plans of Mark Hammersley, the company's managing director for Europe, who detailed his plans at Herren Mode Woche Inter-Jeans show here last week. "This show is a real opportunity to connect with the maximum number of retailers," he said, "and it's not just Germans -- there are a lot of Scandinavian, Dutch and Belgium buyers here as well. So that gives it a real European dimension."

Nautica's earlier efforts to penetrate Europe through New York-based investment bank Financo were somewhat disappointing, in part because the firm used primarily distributors and agents.

But now, **Nautica** is employing a true European strategy. "If you're serious about Europe, you have to present the brand to a Spaniard in Spain," Hammersley said. "You must have a European team. It's very important to have people who understand the market. We're taking the spirit of the brand from the U.S. and making it European. If you just bring in an American concept, you will struggle."

For the first time, **Nautica** Europe's spring 2001 line was designed entirely for the European market. That means sizes are smaller, pants are trimmer, and colors, particularly in the **Nautica** Competition line, are brighter.

So far the response from retailers to the new line has been extremely encouraging, Hammersley said. "We want to have a turnover of $50 million by 2003, and I feel reasonably comfortable that we'll get there based on where we are now."

Nautica is also backing up the brand with a $4 million marketing budget. The advertising, too, has been

developed specifically for the European market.

And there are plans for a retail element as well. The company is planning to open about a dozen full-price retail stores in Europe. The stores will be about 1,200 square feet and located in resort areas such as Portofina, Italy. The company is also planning a London flagship.

In Europe, the **Nautica** collection is priced higher than in the U.S. and skews to an older customer.

The firm also took better control of its distribution by opening its own subsidiaries in Germany, Italy and Spain -- other countries are handled by distributors and agents.

Key markets are the U.K. and Italy, with Germany close behind. Spain and Scandinavia are growth areas, and **Nautica** will be in Russia for the first time next year.

In other show news, Friday's high point was Rene Lezard's packed show in Hall Seven. More than 20 models paraded a complete collection ranging from brightly colored shorts and horizontal-striped knits to clean, pinstriped suits.

"It's classic with a freaky touch," said Jorg Ehrlich, who designs the line with partner Otto Droegsler. "We wanted to show color in the collection -- it's about how a businessman can escape from what he's forced to wear."

TYPE: Journal; Fulltext

JOURNAL-CODE: DNR

LOAD-DATE: August 15, 2000

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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Decking out the diaper set; $440 twin sets? $600 coats? Why not? Crain's Chicago Business August 7, 2000, Monday

Copyright 2000 Crain Communications Inc.
Crain's Chicago Business

August 7, 2000, Monday

SECTION: Pg. 3

LENGTH: 948 words

HEADLINE: Decking out the diaper set; $440 twin sets? $600 coats? Why not?

BYLINE: MARY ELLEN PODMOLIK

BODY:
Baby: the ultimate fashion accessory.

Don't worry that the little darling's cashmere sweater is sure to be stained by spit-up-or something worse. Never mind that the $583 satin christening gown will be worn for, maybe, two hours. And those newborn-size silk shantung capri pants are dry-clean-only? That's okay.

What really matters to a growing number of parents is this: When baby looks good, they look good. And a coterie of high-end boutiques is ready to help them outfit Junior in the very finest.

April Boado-Graves of Over the Rainbow Children's Shoppe on North Halsted Street, for instance, knows her pint-sized customers' sizes, favorite labels and what colors and styles flatter them best. Price, she's found, typically isn't an issue. And she expects that to be the case even if the high-rolling economy that's fueling this taste for deluxe baby duds falters.

"There will always be grandparents who want to spend money on their kids," says Ms. Boado-Graves, who opened Over the Rainbow two years ago. "If the economy goes bad, (this) will be the right place to be."

Designers whose sights are normally set on the runways of Paris and New York apparently agree. Versace, Ralph Lauren, **Nautica** and Tommy Hilfiger have rolled out baby wear and toddler lines. And European infant and toddler labels, such as Lili Gaufrette, Petit Bateau and Helena & Harry IV are finding new audiences, especially among parents who have put off having children and are therefore ready, willing and able to spend big bucks on baby's threads.

"Cody's wardrobe is better than my wardrobe," says Amy Stender, 38, a Donaldson Lufkin & Jenrette stock broker who was married for 14 years before giving birth 21/2 years ago to her daughter. "I do flinch a little bit, but I make a good living. If I'm going to splurge, I'm going to splurge on my daughter."

For those in the mood to splurge, the sky's the limit.

$600 coats

Petit Bateau cotton footie pajamas run $52 at Penny's from Heaven, a children's boutique founded four years ago with locations in Lake Forest and on Rush Street-where the window display features not only sweaters and hats but "The Children's Book of Virtues," edited by conservative social critic William J.

Bennett.

For special occasions, Penny's stocks silk dresses-perfect for flower girls-in the $275 range. This fall, owner Sarah Scott is adding Burberry winter coats starting at size 2T and priced at $325 to $600, and $440 girls' cashmere twin sets. Many of the sweater sets have been sold sight unseen.

Even Gap Inc.-hopelessly low-end in the minds of some discriminating shoppers-is getting into the act. For fall, Baby Gap is offering a dry-clean-only, hooded cashmere sweater for $120 that comes in sizes as small as 3 months.

To parents like Linda Leffingwell, a 36-year-old mother of three who prefers Armani and Gucci for herself, it's not just about style, it's about substance.

"It's important for me to have my children growing up knowing there's a difference," says Ms. Leffingwell, who helps run the family horse farm in north suburban Old Mill Creek near Wadsworth and treks to Neiman-Marcus and Penny's to outfit her sons and daughter. "I think it makes a difference in their behavior. I know some people may see this as wasteful, but in the long run, it benefits them."

Some shoppers' motives may be simpler-and hardly new. Parents through the ages have fretted over their children's appearance, believing it reflects on them. What's different today is the amount that even middle-income families seem willing to spend to make sure that reflection is glowing.

"Women are much older when they're having their kids, so, obviously, both financially and in every other way, they're living better lives," says Irma Zandl, president of Zandl Group, a New York-based trend research firm. "Also, with having kids but maybe not as many, you lavish more on them."

This impulse is propelling growth in the infant and toddler wear segment. Last year, cash registers nationwide rang up $7.9 billion in infant and toddler apparel, up 11% over 1998, according to NPD Inc., a New York-based research group that tracks apparel sales.

Perhaps inevitably, chic baby clothes are also selling on the Web.

Billing itself as an "exclusive designer online store for baby and children's products," Buffalo Grove-based RainBee.com, founded by Harina Kapoor, a former Motorola Inc. engineer, became profitable only a year after its 1997 launch. The site features labels such as Baby Lulu, Deux par Deux, Rosetta Millington and Giesswein. A Helena & Harry IV special-occasion dress of silk dupione and beaded lace sells for $198 there. And Giesswein's "Eshe" coat, a long, boyles wool number, lists at $204, starting in size 1T.

Aiming to pamper

Even online boutiques must stress service to retain this breed of customer. RainBee describes its "WorkerBeez" as a "warm and fuzzy bunch." But brick-and-mortar retailers also aim to pamper.

At Over the Rainbow, for instance, Ms. Boado-Graves has already picked out Christmas dresses for the 2- and almost 5-year-old daughters of one of her regular customers, a South Sider who estimates he spends $4,000 at Over the Rainbow annually, along with additional play clothes bought at Bloomingdale's, Gap and Oilily.

With an average customer transaction of $250, Ms. Boado-Graves says she is considering adding a location. But for now, her next project is her first child, a girl, due in three months. She doesn't know if she'll be as "extreme" a shopper as some of her customers, but she admits she's already carrying a bag of clothes home with her every week.

GRAPHIC: Baby chic: April Boado-Graves' Over the Rainbow Children's Shoppe caters to customers who

spend, on average, $250 per visit to outfit their tiny offspring in the finest fashions.

LOAD-DATE: August 10, 2000

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WHAT ARE THE COOLEST KIDS WEARING THIS FALL? FIERY REDS AND BLAZING ORANGES;BECAUSE THEY ARE . . .;THE HOT COLORS Sun-Sentinel (Fort Lauderdale, FL) August 8, 2000, Tuesday,

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Sun-Sentinel (Fort Lauderdale, FL)

August 8, 2000, Tuesday, Broward Metro EDITION

SECTION: LIFESTYLE, Pg. 1E

LENGTH: 294 words

HEADLINE: WHAT ARE THE COOLEST KIDS WEARING THIS FALL? FIERY REDS AND BLAZING ORANGES; BECAUSE THEY ARE . . .;
THE HOT COLORS

BYLINE: ROD STAFFORD HAGWOOD ; Fashion Columnist

BODY:
No matter how you look at it, it's bound to be a colorful school year.

Here in South Florida, the subtropical climate has practically demanded bright summer colors. With other atmospheric conditions, we could be wearing the studious shades found on colder shores: gray, black, brown, navy and a little green, when you feel like kicking up your heels.

But we live in SoFla, where the sun itself is never more than three feet away from you ... even at night. You're going to need some bright colors to ward off that fiery ball in the sky.

What you need is a rainbow coalition: bright, brilliant hues of royal blue, magenta, turquoise and red. Lots of red. And orange. The two must-have colors of the school year: red and orange. Don't believe us, check out MTV.

Wearing everything from the ubiquitous Self Esteem line to designer duds right off the runway, Janet Jackson works sugary pinks and orange tees in the Doesn't Really Matter music video, while SR-71's Right Now video is ablaze with color, particularly in the warmish shades of orangey-reds and reddish-oranges. In videos from Britney Spears to Aaliyah, young women are swathed by their stylists in Crayola colors. Even the dour group Everclear is in signature black apparel, but their hair is an explosion of juicy fruit colors.

But teens in SoFla always say comfort and convenience is what's most important for them. So don't expect utility chic to go away. Techno style is here for a while: drawstrings, pouch pockets, zippers, color-blocking, neoprene, glossy pea coats or glossy fishing vests, rip-stop nylon, mesh, snaps, hooded sweatshirts, windbreakers and cargo pants worn with everything. Teen People magazine swears every pattern from preppy plaid to punky stripes is "in."

GRAPHIC: PHOTOS 4, (color) UNDER the hood: Hooded yellow slickers and techno pants from The Children's Place, look great, even when you're just sitting around.; (color) ROLLING ALONG: When you are getting squeezed in traffic, what better color to be wearing than orange? The cotton mesh moto T-shirt from American Eagle Outfitters fits all occasions.; (color) LOOKING HIP: **Nautica's** orange hipster bag helps carry the fashion sense.; (color) LO AND BEHOLD: A magenta Xhilaration tie-back cotton tank and embellished cropped jeans from Target brighten any room.

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PYTHON CHARMS STREET The Toronto Star August 10, 2000, Thursday, Edition 1

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The Toronto Star

August 10, 2000, Thursday, Edition 1

SECTION: LIFE

LENGTH: 98 words

HEADLINE: PYTHON CHARMS STREET

BODY:

Frock Watch

Bernadette Morra

Bartender Darren Kwik was amused to hear python is a hot fashion look, though his interpretation, worn as he rolled along Queen St. W. recently, is an extreme version of the trend.

"This is my casual at the beach but not at the beach look. I'm wearing Modrobes pants and a **Nautica** Jeans hat.

"And this is Squeeze. He's a three-year-old red-tail boa which is a very rare breed. A friend brought him back from Columbia.

"Squeeze doesn't mind that I'm not wearing a shirt. He's happy as long as he has something to hang on to."

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CALENDAR St. Louis Post-Dispatch (Missouri) August 12, 2000, Saturday, FIVE STAR LIFT EDITION

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St. Louis Post-Dispatch (Missouri)

August 12, 2000, Saturday, FIVE STAR LIFT EDITION

SECTION: LIFESTYLE, Pg. 6

LENGTH: 553 words

HEADLINE: CALENDAR

BYLINE: Compiled By Karen Deer

BODY:

GARDENING EVENTS

* The Gardeners of St. Charles County will hold a flower, fruit and vegetable show from 10 a.m. to 3 p.m. today at the Mid Rivers Mall in St. Peters. The show is open to all amateur gardeners in St. Charles County and the surrounding area. For more information, contact Fran Pike at 636-441-3895.

* Sugar Creek Gardens, 1011 North Woodlawn in Kirkwood, will present: "Using Plant Materials for Creating Garden Walls" at 10 a.m. today and "Ornamental Grasses as Specimens in Your Sun Garden" at 10 a.m. Aug. 19. Information: 314-965-3070.

FASHION EVENTS AND TRUNK SHOWS

* The St. Louis County Library Headquarters, 1640 South Lindbergh Boulevard, will present a free video at 6 p.m. Aug. 23. The video will feature runway shows and commentary from couture houses in the fashion capitals of New York and Europe. The video will be presented by the St. Louis Chapter of Fashion Group International. For more information, call 314-845-7488.

* Coming up at Famous-Barr:

The **Nautica** Jeans Misses Fit event is planned from noon to 3 p.m. today at the St. Louis Galleria store, second floor. A **Nautica** specialist will help fit customers from the new denim collection.

Girls (12 and under) are invited to have a manicure by professional manicurists at the Barbie Manicure event today at the St. Louis Galleria store, third floor, adjacent to the Barbie area in girls accessories. Limited to the first 50 girls.

Lancome presents "Beauty Therapy" Thursday, Friday and Aug. 19 at the Westfield Shoppingtown South County store. Enjoy a facial massage and a hand treatment in the privacy of a minisalon, followed by a makeup application. For an appointment, call 314-892-0110, Ext. 3216.

* Coming up at Neiman Marcus, Plaza Frontenac:

A complimentary Geurlain facial and makeover will be available from 10 a.m. to 6 p.m. today in Cosmetics.

For an appointment, call 314-567-9811, Ext. 2119.

View the Bill Blass Fall 2000 collection during a trunk show from 10 a.m. to 6 p.m. Wednesday and Thursday in the Couture Salon. Informal modeling is planned from 11 a.m. to 3 p.m. both days.

* Coming up at Saks Fifth Avenue, Plaza Frontenac:

Clarins Skin Care event continues through today in the Cosmetic Spa Room, main level. For an appointment, call 314-567-9200, Ext. 361.

Preview the new body shimmers by Stila today in the Cosmetic Department, main level.

DKNY Sell Day is set for Thursday in Active Sportswear and Ladies Shoes, main level.

Chanel "Get Ready for Fall Color" event will be Thursday through Aug. 19 at the Chanel counter in the Cosmetic Department, main level.

Clinique "Anti-Gravity" day at the spa will be Thursday through Aug. 19 in the Cosmetic Spa Room, main level. For an appointment, call 314-567-9200, Ext. 361.

Tahari Focus Day will be Friday in Active Sportswear, main level.

For more information on Saks Fifth Avenue events, call 314-567-9200. All events at Saks Fifth Avenue are Monday-Friday, 10 a.m. to 9 p.m.; Saturdays, 10 a.m. to 6 p.m., and Sundays, noon to five, unless otherwise noted.

* The Ultimate Bride, 1512 South Brentwood Boulevard, has planned the following bridal-gown trunk show by appointment only:

Today - Galina-Bouquet bridal and bridesmaid's gowns.

Information: 314-961-9997.

LOAD-DATE: August 12, 2000

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FUNKY FALL DENIM CLASSIC TAKES TWIST IN TIME FOR SCHOOL Birmingham News (Alabama) August 15, 2000 Tuesday

Copyright 2000 The Birmingham News, All Rights Reserved
Birmingham News (Alabama)

August 15, 2000 Tuesday

SECTION: LIFESTYLE

LENGTH: 687 words

HEADLINE: FUNKY FALL DENIM CLASSIC TAKES TWIST IN TIME FOR SCHOOL

BYLINE: MARIE A. JONES News staff writer

BODY:
When the school doors open this fall, lots of students will be sporting denim.

"Denim is a great classic. It's a rugged fabric that can take a lot of wear and tear," says Michele New, special events director for Parisian.

But that classic will take a funkier twist this summer with "all sorts of details with beads, embellished denim and animal-print trim," Ms. New says.

Girls will find denim skirts, jumpers and jackets by Levi's, Esprit, My Michelle and PK clothing. Guys will be wearing Polo, **Nautica** and Tommy Hilfiger, Ms. New predicts. They'll sell from $26 to $52.

"The jean jacket became a big fashion item in the spring and will continue in the fall even with children," she says.

"I like the jeans with cuffs and the beads around the bottom," says DeJuana Thompson, a senior at Ramsay High School. "Most of the time you can see those on the Capri pants."

Students also like the dark blue "over-dyed" look this season, Miss New says.

"Indigo is my favorite," Miss Thompson says. "They never seem to get dirty and they go with everything."

She wears them everywhere from church to just hanging out with friends.

"They also have the shiny denim," says Rhonda McCullough, a senior at Huffman High School. "I like that. It turns colors. Sometimes it will look blue, then it'll turn a lighter blue."

All this is good news for denim manufacturers, who just a few years ago seemed ready to bury denim in the fashion past.

In 1998, Levi Strauss & Co., one of the world's largest brand-name apparel manufacturers, reported the beginning of a "softening in sales" of their Levi's brand jeans. That year they saw a 13 percent decrease in sales.

"I think what happened is that there are so many competitors in the market," says Junior Pence, World

Wide and US Product and Publicity Manager for Levi Strauss & Co. "Competition is fierce unless you have up-to-date styling and a wide selection."

They decided to tackle competition by undergoing a major repositioning, devoting more time to marketing, product design and music and film sponsorships.

"Our designers took a pair of 501 jeans and locked themselves in hotel room for three months," says Pence. As a result, the Levi designers recreated denim, giving it a more vintage look and lightweight feel. They added twisted side seams to selected jeans, angled bottom hems allowing the jeans to drape over the shoes, and larger pockets for pagers and cell Denim, Page 6D 1D phones. Man-made fiber TENCEL has been blended into the cotton, for strength and comfort.

These changes proved successful. Last month the company reported only a 6 percent decline in sales, a turn in the right direction, officials said.

"Trends change and if you stay the same you are going to lose your consumer. Five minutes and they are on to the next thing," says Pence. "They want you to stimulate them and see that you are an innovator."

Another of this season's trends - and folks who grew up in the '70s are likely to remember this one - is the faded look.

"Everybody is trying to get their jeans faded," says Miss Thompson. "They Clorox them like tie dye and cut holes in them. It's one of those trends that somebody local started."

Jeans wearers will find lots of lengths, too.

Miss Thompson says her friends are wearing the flooded or Capri-length pants.

"The low rides or the hip-huggers are pretty big as well," Ms. New says. "The leg is still flared, but it's more narrow."

Even accessories are denim, with jean shoes and purses, Miss McCullough points out.

Choose tops carefully to finish off your denim outfits, Ms. New says.

"There are a lot of great printed T-shirts in red, turquoise blue - and white and orange for guys," she says.

T-shirts with designs are going to be very popular with the denim, she says. The more popular tees will have shapes and animal prints on them. Some are made to match the print on the jeans, Ms. New says. Blouses with three-quarterlength sleeves are a good item accessory as well.

"You can dress jeans up or down," Miss McCullough says. "Be different."

GRAPHIC: Photo, Denim skirts and cuffs have come back in a big way this year. Left: These studded jeans by l.e.i. are available at Parisian for $19.99. Below: Even the most active students can be comfortable and look good in **Nautica's** easy styles. The two young boys have on T-shirts and denim by **Nautica.** Rhonda McCullough and Dejuana Thompson are ready for school in their indigo denim. Rhonda's skirt was designed by her friend Ebony Clark and Dejuana's jeans are from Express. Part of the denim revival are the jean skirts and cuffs. NEWS STAFF/HAL YEAGER

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SPORTSWEAR LOOKS MAKE A SPLASH; Brief Article WWD August 17, 2000

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August 17, 2000

SECTION: Pg. 11 ; ISSN: 0149-5380

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HEADLINE: SPORTSWEAR LOOKS MAKE A SPLASH; Brief Article

BYLINE: Feitelberg, Rosemary; D'Innocenzio, Anne

BODY:
NEW YORK -- The growing influence of sportswear brands and styling on the swimwear sector was in evidence last week, as a slew of new players jumped into the pool.

Halter tops, low-waisted bottoms, sarongs, tube tops, bandeaus, three-quarter-sleeve tops and capri pants were offered in new entries from **Nautica** Blue, Rampage, DKNY, Tommy Hilfiger, Lady Gottex, Becca Sport, Rebecca V., By the Beach and Cover Me, which all made their debut last week. At the same time, Apparel Ventures, reintroduced licensed Anne Klein swimwear with sexier styles such as plunging necklines, bare backs and bandeau styles.

"The lines are beginning to blur between true sportswear and swimwear," said David Chu, designer and chief executive officer of **Nautica.** "Swimwear is really part of our [sportswear] collection. On the West Coast especially, bandeaus and tankinis have slipped into sportswear."

Given that, **Nautica** Blue, which is aimed at young fashion-oriented shoppers, has lifestyle pieces designed for the pool, beach or street. The separates-only items includes pareos, tanks, capri pants and bandeaus.

With megabrands continuing to move into the swim scene, DKNY pitched a two-tier approach with DKNY Swim, a fashion-based group, and DKNY Active, aimed at sportier swimmers.

Tommy Hilfiger took a more subdued approach, previewing samples of its new swimwear, which officially bows next month, to select retailers.

Gottex Models wants to reach out to a broader audience. For cruise, the swimwear firm has unveiled a collection called Lady Gottex, which is priced about 30 percent lower than its signature line. Lady Gottex's swimwear and coverups will each retail for less than $ 100, according to Liora Yalof, senior sales executive.

Lady Gottex will offer the same fabrics -- Tactel and microfiber -- as Gottex, but it will not have the firm's trademark three-dimensional prints. Some of Lady Gottex's most popular looks with buyers are animal-print pareos and tanks as well as floral-print tanks.

Rampage showed off its new 70-piece line of junior swimwear, with hot pink or red snakeskin bikinis, Tactel

two-pieces with velvet trim and dot-print halter bikinis among the offerings.

"Stores are following sportswear trends as they relate to swimwear because they got hurt this year," said Howie Greller, president of Rampage Swim. "A lot of people are blaming the weather but some are finally acknowledging they missed trends."

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Fashion to Furniture;Designers find clothing details fit the home well The San Francisco Chronicle AUGUST 23, 2000, WEDNESDAY,

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AUGUST 23, 2000, WEDNESDAY, FINAL EDITION

SECTION: HOME; Pg. 1/Z1

LENGTH: 1721 words

HEADLINE: Fashion to Furniture;

Designers find clothing details fit the home well

BYLINE: Laurie Brian

BODY:
You've seen their creations on runway models, and now you're seeing them on the latest sofa models. Not only are fashion designers creating ready-to-wear clothing lines for consumers, but they're also creating entire lines of home furnishings, designing everything from the frame to the fabric and outfitting each piece in the same supple leather, soft chenille, rugged denim and other materials popular in the fashion world.

It's no secret that furniture follows fashion trends. But fashion designers, including icons like Ralph Lauren, Calvin Klein, Alexander Julian and, more recently, Jessica McClintock, Donna Karan and Tommy Hilfiger, are capitalizing on their design prowess by venturing into the home industry, creating stunning furniture collections that reflect their clothing craftsmanship. These furniture lines are big hits among consumers.

"Creating furniture is another outlet for (a designer's) creative genius, and it's also rewarding for the consumer, who loves their clothing," says Jackie Hirschhaut, a vice president of the American Furniture Manufacturers Association, based in High Point, N.C.

"There's also a tremendous credibility that comes along with a brand name, and a recognition and confidence in the quality of their clothing products. If you love the details of their clothing, you'll appreciate those details in the home."

Over the last 10 to 15 years, Ralph Lauren, Eddie Bauer and Calvin Klein have established highly regarded reputations in both the home furnishings and fashion businesses, and others continue to follow their lead.

"There are a lot of designers involved in furniture today, and the list gets longer every day," Hirschhaut says. "Certainly Ralph Lauren is the most profound and prolific in the home business and has been an institution in this area for over a decade, which proves that you can have the essence of design in all aspects of the home."

A Growing Presence

Yet in recent years, the trend has been taken to a higher level. At the 1999 fall International Home Furnishings Market in High Point, these designer furniture lines had their most dominating presence ever. And this year's fall market promises to be equally exciting.

This fall, the Bay Area's Jessica McClintock plans to unveil a furniture collection with a Victorian motif. she's working with American Drew on furniture and Clayton Marcus for upholstery.

Noted menswear designer Alexander Julian will introduce a new line of wood furniture, in addition to his home accessories already on the market. Julian teamed with BenchCraft for upholstery, Universal for furniture and with Lowe's to offer wallpaper, borders, paint, carpet and area rugs, fabric and pillows, kitchen cabinets and counter tops.

In the past year, Kathy Ireland and Tommy Bahama each introduced their own furniture lines, Ireland with Vanguard and Tommy Bahama with Lexington and Waverly. Donna Karan and Giorgio Armani also are utilizing their expertise to develop furniture lines, while retailers like Coach and the Sak -- each known for distinctive handbags -- **Nautica** and even Banana Republic are now offering home furniture and accessories.

Name or brand recognition is one of the obvious reasons fashion designers have moved into the home furnishings arena, and it's also a major reason for their success in this field.

These fashion-designed furnishings also come in every price point, so consumers working within a budget can also take advantage of the home designs. Prices range from a $595 chest of drawers from Eddie Bauer to a $4,190 leather sofa from Coach that's made by Baker Furniture.

Selling a Lifestyle

Besides offering a name brand, designers are hoping to offer furnishings for an entire lifestyle to consumers that extends beyond clothing to encompass the total home. This lifestyle retailing approach is one that consumers have embraced whole-heartedly, and retailers like Banana Republic have reaped the benefits.

In 1996, the store introduced a few home accessories and furnishings and since then has expanded its home offerings.

"People would come in and say they love the artwork, the furnishings and the aesthetics of the store and would want to buy a table or chair, and that spurred the idea to create our home collection," says Kim Sobel, senior communications manager for Banana Republic.

"The home category is strong for us and enables us to provide the lifestyle experience that our clothing alone cannot. Our home accessories are like our clothing: versatile and modern and reinforce the lifestyle of the consumer."

As the lifestyles of many Americans become increasingly hectic, a total lifestyle experience becomes increasingly appealing. If fashion designers offer the same quality and craftsmanship in their home goods, it makes it easier and more time-saving for consumers who have confidence in the designer's reputation simply to pick out and purchase their furnishings as well.

"In the past several years, there's been a shift in what consumers want. Consumers are in the midst of dress-down Fridays and the casualization of America, which has created a greater need for what we provide for the home," says Harvey Kanter, managing director and Eddie Bauer Home Division vice president.

"They want easy-care and comfortable, natural fabrics, which has been our heritage in the clothing business and has carried over to home furnishings. They want to feel comfortable and casual in their wardrobe, and they want a comfortable, casual environment to live in, too."

Best known for its down jackets, flannel and chambray shirts and comfortable wardrobe, Eddie Bauer has established a reputation for quality in the apparel industry since 1920. In 1991, the company decided the market was ripe for translating the same materials into a home collection, and the last 18 months have been the best sales months yet for Eddie Bauer Home.

"We went from down jackets to down comforters, flannel shirts to flannel sheets and denim jackets to denim sofas," Kanter says. "We believed there was an opportunity to take our apparel heritage and translate it into the home furnishings industry, and it's been a great success for us and our consumers."

All the Trimmings

Just like designer clothing collections with matching coordinates and ensembles, designer furniture collections also feature basics, coordinates and matching accessories.

Known for offering the basics in fashion, Banana Republic adopted this concept when it developed its home line in 1996. "I think there's a lot of integration and consistency from our clothing to our home line, so when you walk through the store, the textures and patterns are communicated through to the home products as well," Sobel says.

Hirschhaut agrees that consumers are attracted to the ease of shopping a designer who has created a collection. "When a designer produces it, it's also fully coordinated, so for a consumer who wants a whole setting, it will all blend," she says.

For the home, Banana Republic mainly offers accessories like bedding, throws, pillows and towels, in addition to tableware. This fall, the company expects to expand into the actual home furnishings realm with the introduction of chino, leather and suede cubes that can serve as end tables or chairs, as well as leather woven benches, lamps and small tables.

"It's similar to our clothing in that we have people who shop our home part for basic items as well as unique seasonal pieces like cashmere or suede throws or pillows," Sobel says.

Like Banana Republic, Coach too has capitalized on its forte -- fashioning the finest leather goods -- to create leather furnishings. Classic styled leather chairs, sofas and ottomans in a variety of designs duplicate the same attention to detail that Coach bags display.

Alexander Julian, known especially for his Colours menswear, also has translated his trademark style to his furniture and home collections.

"One of his stories is color, and he's interpreted that from his clothing to his furnishings and upholstery," Hirschhaut says. "His signature is also argyles, and he's interpreted the argyle pattern on table surfaces. He's modified some of his buttons and used them as knobs on chests."

Tommy Bahama transferred a flair for Caribbean-theme clothing into a line of casual tropical furniture that takes to heart the brand's motto, "Life is one long weekend." Last April, Tommy Bahama introduced a line that features furniture trimmed in bamboo, rattan and cane topped in floral and tropical prints to create a casual yet sophisticated look.

The inspiration for Kathy Ireland, supermodel turned clothing designer, to create a line for Vanguard Furniture was her family. "She's a mother of small children and wanted to design furniture that was attractive to look at but also practical and comfortable," Hirschhaut says. "It's elegant furniture but approachable."

While fashion trends tend to be somewhat fickle and fleeting, the trend of lifestyle retailing shows no signs of slowing.

"Lifestyle retailing is definitely here to stay. It's one of the foremost business trends in the furniture industry today," Hirschhaut says.

"As for blurring the line between fashion and furniture, it's just a logical transition that's a natural succession that many more designers will take advantage of."

DESIGNERS TAKE TO THE HOME

Everyone knows that Ralph Lauren was at the forefront of the trend for fashion designers to turn their attention and expertise toward the home.

But since Ralph Lauren Home's inception in 1983, many have followed and continue to follow in his footsteps.

Here's just a sampling of designers and retailers who've followed Lauren's lead from fashion to furniture.

-- Giorgio Armani

-- Tommy Bahama

-- Banana Republic

-- Eddie Bauer

-- Coach

-- Tommy Hilfiger

-- Kathy Ireland

-- J. Jill

-- Alexander Julian

-- Donna Karan

-- Calvin Klein

-- Bob Mackie

-- Jessica McClintock

-- The Sak

WEB RESOURCES

-- www.bananarepublic.com

-- www.coach.com

-- www.eddiebauer.com

-- www.jessicamcclintock.com

-- www.thesak.com

Laurie Brian is a San Francisco-based free-lance writer.

GRAPHIC: PHOTO (10), (1-4) ON THE RUNWAY: Clothing manufacturers who also have home catalogs include Eddie Bauer, left, and Coach, below left. Coach's line includes Field Chairs, above, and the Flatiron Chair, above left., (5) SLEEK AND SIMPLE: Coach's Manhattan Bench shows off the company's signature leather detailing., (6) DESKTOP DESIGN: In addition to leather goods, Coach has a line of wood products, such as letter trays., (7) LEATHER ACCENTS: Manhattan Small Ottomans by Coach are pictured here in black finished leather. / Photos courtesy of Coach, (8) LOUNGE IN STYLE: Ralph Lauren's Mercer Street lounge chair has mirrored chrome accents. / Courtesy of Ralph Lauren, (9) ACCESSORIZE IT: Banana Republic's line of home products is for now mostly confined to accessories like pillows, above. / Courtesy of Banana Republic, (10) The Madison Sofa by Coach, right, is available in many types of leather. / Courtesy of Coach

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WEEKEND IN NEW YORK Daily News (New York) August 26, 2000, Saturday

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August 26, 2000, Saturday SPORTS FINAL EDITION

SECTION: NEWS; Pg. 21

LENGTH: 1333 words

HEADLINE: WEEKEND IN NEW YORK

BYLINE: BY PAMELA LEPORE

BODY:
There's enchantment in Central Park, on the banks of Harlem Meer and on the shore of the Husdon River with drama, gospel and blues. In Brooklyn, emerging artists are in the spotlight. Cajun music and an Elvis tribute can be heard on Staten Island, and there's garden photography and a puppet show in the Bronx. Just a few more ways to continue savoring the season. FOR THE BIRD

* In musical tributes to jazz great Charlie Parker on the 80th anniversary of his birth, Bobby Sanabria y Asencion perform today in Harlem's Marcus Garvey Park; tomorrow in Tompkins Square Park, in the East Village, it's Sphere's turn, featuring Buster Williams. Other artists take the stage on both days and Daily News jazz critic Gene Santoro is on hand tomorrow at the Tower Records/Books booth

to sign his Charles Mingus biography, "Myself When I Am Real"

(Oxford University Press), and answer questions about

the artist. Free. Today, 2-7 p.m., Marcus Garvey Park, 122nd St. and Mount Morris Park West, via 2,3 to 125th St. Then tomorrow, 2-7 p.m., Tompkins Square Park, Avenue A and Seventh St., via 6 to Astor Place; (718) 786-1379.

SHOOT UP THE GARDEN

* At the N.Y. Botanical Garden, professional photographer Kay Wheeler gives tips how to shoot expansive garden scenes and on taking closeups. Tomorrow, 11 a.m., $1-$3. 200th St. and Kazimiroff Blvd., the Bronx, via Metro-North to Botanical Garden; (718) 817-8700.

GET ON THE GOOD ART

* An exhibition of Brooklyn figurative painter James Brown, whose works are filled with African symbolism, opens. Tomorrow, 1-7 p.m. SATTA Gallery, 349 Atlantic Ave., via A,C,G to Hoyt/Schermerhorn Sts.; (718) 624-8757.

END-OF-SUMMER BLUES

* Six bands play blues on Pier 84, plus food and refreshment, capped off with fireworks. Tomorrow, 2-9 p.m., free.

44th St. and the West Side Highway, via A,C,E to 42nd St.; (212) 533-7275.

CHURCH CLUB

* Club Dominicana's twice-monthly soiree offers refreshments and live music for dancing. 8 p.m., $10. Church of St. Vincent Ferrer, 869 Lexington Ave., via 6 to 68th St.; (212) 744-2080.

DAYS GONE BY

* Operettas, waltzes and bawdy vaudevillian ballads are performed by Daniel Neer and Nicholas White in "The Age of Elegance - An Evening of Viennese Cabaret" at Caviarteria. Tomorrow, 8 p.m., various menu prices. 310 W. Broadway, via A,C,E to Canal St.; (212) 925-5515.

SPIRIT OF THE NIGHT

* Deejays Jared Scream, Sebastian, Louie Passion and Noel Ashman

spin funk, soul and hip hop in club Ohm. Today, 10 p.m.-4 a.m., $20. 16 W. 22nd St., via N,R to 23rd St.; (212) 229-2000.

ENCHANTED FOREST

* Central Park becomes the Athenian Woods, with Oberon, Titania, Hippolyta, Hermia costumed as MTA workers, a bike messenger and black-rubber-miniskirted fairies in N.Y. Classical Theatre's adaptation of Shakespeare's "A Midsummer Night's Dream." Today and tomorrow, 7 p.m., free. 103rd St. and Central Park West, via B,C to 103rd St.; (212) 726-5730.

HEAVENLY HARLEM

* Sit on the banks of the Harlem Meer as Cheryl Warfield sings soul and spirituals. Tomorrow, 4-6 p.m., free. Enter Central Park at 110th and Fifth Ave., via 2,3 to 110th St.; (212) 860-1370.

ON THE LAWN

* Look out over the Kill van Kull waterway when a Yard Dawgz performance ends the "Summer Sundays Concert Series" at Snug Harbor. Tomorrow, 3 p.m., free. 1000 Richmond Terrace, via S40 to Snug Harbor; (718) 448-2500.

ABC NO CLOSE-O

* Eight musical acts perform at the Baggot Inn in a benefit for ABC No Rio, Community Center in Alphabet City, which is slated to close next month. Tomorrow, 7-11 p.m., $5. 83 W. Third St., via F to Second Ave.; (212) 477-0622 or www.baggotinn.com.

TIME TO SAY GOODBYE

* It's the final South Beach summer celebration on Staten Island, featuring pony rides, face painting, two stages of entertainment that includes a tribute to Elvis Presley (tomorrow) and Saturday-night fireworks. Today and tomorrow, 1-9:15 p.m., free. Sand Lane and Father Capodanno Blvd., via S51 to Sand Lane; (718) 816-2133.

BIRTHDAYS

* Grownup greetings today to Macaulay Culkin (20), Geraldine Ferraro (65), Branford Marsalis (40) and, tomorrow, to Paul Reubens (48) and Tuesday Weld (57). TAKE A TRIP Travel back in time to an Earth ruled by women in '50s-style sci-fi satire "Amazons in Chains," part of the month-long "Pure Pop Festival."

Today, 7:30 p.m., and tomorrow, 8 p.m., $10-$12. Nada Classic, 167 Ludlow St., via F,J,M to Delancey/Essex Sts.; (212) 420-1466.

FAIRS AND FESTIVALS

PAKISTANI PARTY

* The Pakistani Army Band and traditional dancers kick off the Pakistani Independence Day Parade, followed by a fair. Tomorrow, begins 1 p.m., Madison Ave., 41st to 26th Sts., via 4,5,6,7,S to 42nd St. or N,R to 28th St.; (212) 962-7445.

CIAO DOWN IN BROOKLYN

* The 18th Ave. Feast features Italian culinary favorites, rides and games and benefits the Santa Rosalia Society. Today and tomorrow, 6-11 p.m., between 68th St. and Bay Ridge Parkway, via B to 62nd St.; (718) 234-4168.

SAMBA ON ORCHARD

* Brazilian capoeira and samba, flamenco and gypsy dances and an inflatable Play Zone for kids are highlights of the Orchard St. Music Festival. Tomorrow, 2 p.m., between Stanton and Houston Sts., via F,J,M to Delancey/Essex Sts.; (212) 226-9010.

BRIGHTON UP

* The 24th Brighton Beach Jubilee, leading to the Coney Island Boardwalk, features games, neighborhood cuisine, kiddie rides and entertainment stages. Tomorrow, 10 a.m,-7 p.m., free. Brighton Ave. from Corvin Place to Coney Island Ave., via D,Q to Brighton Beach; (212) 891-0800.

HEALTHY FUN

* Washington Heights and Inwood celebrate good health with a festival of music, ethnic foods, a mobile children's museum and various medical screenings. Tomorrow, noon-5 p.m., Mott Haven Ave. between 168th and 172nd Sts., via 1,A,B,C,D to 168th St.; (212) 305-3900.

REPUBLICAN RUNNINGS

* The Gramercy Park Republican Club brings 400 food, craft and merchandise vendors for a Third Ave. Festival between 14th and 23rd Sts. Tomorrow, 11 a.m.- 6 p.m., via L to Third Ave. or 6 to 23rd St.; (212) 809-4900.FAMILY FAREPARK 'N' PUPPETS

* The Beale Street Puppet Theater from Baltimore performs "Barrel of Monkeys Bash" on the grounds of the Van Cortlandt Park Museum. Today, 2 p.m., free. Enter Park at Broadway and 246th St., via 1 to 242nd St.; (718) 430-1890.

AMAZING ART

* Participants ages 3-17 in summer programs at the Brooklyn Botanic Garden display watercolors, origami and crayon-on-paper artwork. Opens today, 10 a.m.-6 p.m., $1.50-$3. 1000 Washington Ave., via 2,3 to Eastern Parkway; (718) 623-7200.

FASHION FUN

* Try out at noon for a **Nautica** back-to-school fashion show at 2 p.m.; plus, fashion tips, schoolbag and denim customizing kit giveaways and deejay music at Macy's. Tomorrow, noon-2 p.m. 34th St. between Broadway and Seventh Ave., via 1,2,3,9,B,D,F,N,Q,R to 34th St.; (212) 494-2442.

SHOW-STOPPER

* To mark the final weekend of the Fringe Festival, performers hold a children's workshop with face painting, mask play, voice and movement instruction and storytelling in the La Plaza Cultural Garden. Today, noon-2 p.m., free. Avenue C and Ninth St., via 6 to Astor Place; (212) 420-8887.

TO A TEE

* Bring a 100% cotton T-shirt to decorate with paint and glitter impressions of objects from nature. Tomorrow, 2 p.m., free. Miller Field, Staten Island. Hylan Blvd. and New Dorp Lane., via SIRT to New Dorp or S76 to New Dorp Lane; (718) 351-6970.

SHELL GAME

* Hand puppets and marionettes tell the story of a turtle who races a hare, with a surprise ending. Today, 12:30 and 2:30 p.m., $5-$7. Puppetworks, 338 Sixth Ave., Brooklyn, via F to Seventh Ave.; (718) 965-3391.

SEAPORT SOIREE

* A deejay spins tunes, seafood restaurants set up shop outdoors and Long Islander Jill Gioia, winner of the Rock 'n' Sole Girl Band Search, performs. Today, noon-8 p.m., free. Pier 17 at South and Fulton Sts., via 2,3,4,5,A,C,J,M to Fulton/Broadway-Nassau; (212) 677-1795, ext. 106.

GRAPHIC: BOBBY SANABRIA

LOAD-DATE: August 26, 2000

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27 GOTTSCHALKS OPEN TODAY;CALIFORNIA-BASED CHAIN BOUGHT LAMONTS IN BIDDING WAR, GIVING IT A LARGER NORTHWEST PRESENCE SEATTLE POST-INTELLIGENCER August 31, 2000, Thursday

Copyright 2000 Seattle Post-Intelligencer
SEATTLE POST-INTELLIGENCER

August 31, 2000, Thursday , FINAL

SECTION: BUSINESS, Pg. D1

LENGTH: 690 words

HEADLINE: 27 GOTTSCHALKS OPEN TODAY;
CALIFORNIA-BASED CHAIN BOUGHT LAMONTS IN BIDDING WAR, GIVING IT A LARGER NORTHWEST PRESENCE

BYLINE: KATHY MULADY P-I REPORTER

BODY: Gottschalks today will open 27 of the 34 stores it bought from the failed Lamonts chain earlier this summer in a move expected to enliven competition among the region's fashion and department store retailers.

The 96-year-old California department store chain bought Kirkland-based Lamonts Apparel for $20.8 million in May in a bidding war in federal bankruptcy court.

The Kirkland chain stretched from Alaska to Utah, so the purchase helps Gottschalks expand into new areas of the country. There had been just one Gottschalks in Washington - at Tacoma - before the acquisition. There are now 19 in the greater Seattle area alone.

"We had targeted the Pacific Northwest for expansion," said Fred Bentelspacher, vice president of advertising for Gottschalks. "When the Lamonts opportunity came along, we felt it was too good to walk away from. Our strategy is to make Gottschalks a $1 billion company by 2004."

The company already operated 40 department stores and 20 specialty stores, primarily in California. The Gottschalks chain now stretches from Southern California to Alaska.

Gottschalks rang up $540 million in sales last year. Lamonts sales were about $220 million.

In January, Lamonts filed in U.S. Bankruptcy Court in Seattle, seeking voluntary reorganization and Chapter 11 bankruptcy protection. It was not the first time.

Lamonts had wrestled with financial problems. The company had emerged from a previous three-year reorganization in February 1998.

In contrast, Gottschalks this month reported its best second quarter operating performance in the past 10 years at a time when other retailer are struggling with softer sales.

Other retailers are keeping a close eye on the new arrival.

Representatives from the Seattle-based Retail Group, a consulting firm, planned to look over the Gottschalks stores first thing this morning before offering any opinions.

John Bailey, a Nordstrom spokesman, said the Seattle-based national chain welcomes the newcomer.

"We think that Gottschalks is a great company and we respect them and welcome their competition," said Bailey. "We think in the long run, it benefits the customer.

"What it causes us to do is listen to our customers even more," he said. "Our customers have so many choices, we know we have to listen harder to their needs and provide them with the merchandise they are seeking."

Seattle's Bon Marche group is watching the Gottschalks opening as well, but is confident of its position.

"Gottschalks is replacing a competitor that was there previously, it doesn't change the retail landscape for us much at all," said Brent Frerichs, vice president of media/effectiveness.

"One of the challenges they face is that they are going into small properties that will somewhat limit the assortment of choices they can offer the consumer.

"We have been headquartered here for 100 years, we know and understand the Northwest market customer and don't take them for granted. It is hard for an outsider to come to the understanding that we have gained with a century of experience."

Gottschalks, which is headquartered in Fresno, took over the stores July 24 and flowed about $100 million of new merchandise onto the racks, floors and shelves.

"All the merchandise is new. All we bought were the stores and fixtures," Bentelspacher said.

Several of the new Gottschalks stores on the east side of the state - in Wenatchee, Tri-Cities and Spokane - quietly started doing business in so-called "soft openings" this week. The last seven stores in the 34 it acquired from the Lamonts' bankruptcy are all in Alaska and are scheduled to open Sept. 7, company officials said.

Most former Lamonts employees have been rehired by Gottschalks.

The department store carries moderate to better brand name fashions, shoes, cosmetics, accessories and home furnishings, including kitchenware.

Some of the brands carried are Estee Lauder, Lancome, Liz Claiborne, Calvin Klein, Ralph Lauren Polo and Chaps, Tommy Hilfiger, **Nautica,** Krups, Calphalon and Samsonite.P-I reporter Kathy Mulady can be reached at 206-448-8131 or kathymulady§seattle-pi.com

LOAD-DATE: September 1, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
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Shannon Elizabeth TEXAS MONTHLY September, 2000

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TEXAS MONTHLY

September, 2000

SECTION: FEATURES; Getting Face Time; Pg. 159

LENGTH: 495 words

HEADLINE: Shannon Elizabeth

BYLINE: by Jason Cohen

HIGHLIGHT:
Her rise as a sex symbol has been so fast it's, well, scary.

BODY:
SHANNON WHO? If this is your first response to the shapely Texas actress, **you** are living in Adult World. You saw *St. Elmo's Fire* as soon as it opened. You dig Sela Ward. You are **over** thirty.

Shannon Elizabeth is a product of Teen World, and Teen World is what drives popular culture these days. It's a place where boy bands and hip-hop have the same fans, where actresses have two first names, and where the MTV Movie Awards are the closest thing to Cahiers du Cinema. Elizabeth, best known for her work in last year's teen-sex comedy *American Pie* and as the star of the recent horror parody *Scary Movie,* is one of the queens of the current scene.

The 24-year-old has scored a *Maxim* cover, serves as the new face of the **Nautica** campaign, and even maintains her own official Web site (not to worry, a portion of the $ 9.95 monthly fee to subscribe to www.shannonelizabeth.com benefits a charity designed to end teenage prostitution). One of the most voluminous of the many unofficial Web sites requires visitors to prove that they are over eighteen. That's mainly because Elizabeth is also an old-school babe who isn't afraid to take her clothes off. "It was something that I wanted to do," she says of her *Playboy* spread from 1999. "It was the right time, I got to work with a great photographer, and they're artistic shots."

Those artistic shots were a logical tie-in with *American Pie,* in which Elizabeth played a foreign exchange student who gets all comfy, topless, and shall we say, self-reliant, while her "study date" spies on her using an Internet-connected camera. That scene is certainly the most convincing contender for this generation's version of Phoebe Cates's leaving the pool in *Fast Times at Ridgemount High.* She also deserves credit for pulling it off with considerable comic flair as well as for her convincing Eastern European accent. Call Elizabeth the Meryl Streep of the half-naked teen set.

Strangely, Waco's ruling fathers have yet to give her the key to the city. She moved to the Central Texas town with her family when she was in the third grade (she was born in Houston). She played tennis at Waco High and tried to do a little acting, but, as she says, "there wasn't much happening there." She passed up a scholarship to Texas A&M to pursue a modeling career in New York, and soon things got going in Hollywood. Though she made her splash as a sex symbol, Elizabeth is now ready to move to the next level. "Sometimes it takes something like that to get you noticed," she says. "Now I'm gonna prove there's some ability there."

Mission accomplished. Miramax has locked her into a three-picture deal that began with *Scary Movie.* Currently she is filming *Tom Cats,* a production that will take her out of the realm of senior proms and scanty clothes. "*Tom Cats* isn't a teenage movie at all," she says. "I play a cop." A vice cop, in fact. Just imagine the wardrobe.

GRAPHIC: Photo, Queen Elizabeth: Her role in American Pie won her a three-picture deal with Miramax. PHOTOGRAPH BY ISABEL SNYDER/CORBIS/OUTLINE

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THIS WEEKTODAYTelluride (Colo.) Film Festival. Through Monday. (603) 433-9202 The Hollywood Reporter September 1, 2000

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The Hollywood Reporter

September 1, 2000

LENGTH: 943 words

HEADLINE: THIS WEEK
TODAY
Telluride (Colo.) Film Festival. Through Monday. (603) 433-9202

BODY:
Deauville (France) American Film Festival. Through Sept. 10. (212) 737-5040

SATURDAY

Third annual Fedorin Cup. Benefit for Hockey Fights Cancer features Team Canada vs. Team USA hockey game, silent auction and casino-style gaming. 5:30 p.m., DisneyIce, Anaheim. (714) 535-RINK

WEDNESDAY

Licensing Arts for Commercial Uses. Workshop presented by California Lawyers for the Arts. 7-8:30 p.m., Ken Edwards Center, Santa Monica. (310) 998-5590

THURSDAY

2000 MTV Video Music Awards. Hosted by Marlon and Shawn Wayans. Radio City Music Hall, New York. (212) 846-4629 or (310) 752-8075. www.mtv.com

GAIT TV and Internet Festival. Through Sept. 8. Works by independent TV and Internet producers from throughout the world. Lifetime achievement award to Stephen J. Cannell. Academy of Television Arts & Sciences, North Hollywood. (323) 782-7180

Toronto International Film Festival. Through Sept. 16. (416) 968-3456

Advertising Club of Los Angeles luncheon. Frank Biondi Jr. and Robert J. Dowling, editor-in-chief and publisher of The Hollywood Reporter, take part in discussion about Biondi's history at Universal Studios and Viacom, how that led him to his Internet post and the importance of the Net in business. Cocktails 11:30 a.m., lunch noon, Beverly Hills Hotel. (323) 782-1044

Antonio Aguilar honored with star on the Hollywood Walk of Fame. Honors mariachi singer and actor known as "El Charro de Mexico." 11:30 a.m., 7060 Hollywood Blvd. (323) 468-1376

Behind the Scenes: Latin Alternative Music. Panel discussion presented by the Los Angeles Chapter of the Recording Academy and Musicians Institute. 7-9 p.m., Musicians Institute, Hollywood. (310) 392-3777

NEXT WEeK

FRIDAY, SEPT. 8

IBC 2000. Through Sept. 12. International broadcasting convention. RAI Centre, Amsterdam, the Netherlands. 44-20-7611-7511. www.ibc.org

Lucy Awards Luncheon. Honorees include Marcy Carsey and Phyllis Diller. Meredith MacRae honored posthumously. Reception 10:30 a.m., luncheon and ceremony 11:30 a.m., Beverly Hilton. (323) 954-4000.

SATURDAY, SEPT. 9

The Scriptwriters Network monthly meeting. 1 p.m., Bldg. 476, Universal Studios. (323) 848-9477

Jump-start Your Career in Film, Television and Advanced Media. Free UCLA Extension program features guest speakers. 9 a.m.- 1 p.m., Dickson Art Center, UCLA, Westwood. (310) 825-9064

Pre-Emmy party. Part of Emmy Experience Weekend sponsored by the Los Angeles Sports & Entertainment Commission. 7:30-11:30 p.m., Paramount Studios, Hollywood. (310) 487-1754

SUNDAY, SEPT. 10

52nd annual Primetime Emmy Awards. 5 p.m., Shrine Auditorium, Los Angeles. (818) 754-2800

A Leading Man Talks About Kissing on Film. A humorous talk and discussion by veteran actor Stephen Collins ("7th Heaven"). Q&A to follow. 6:30 p.m., Loews Santa Monica Beach Hotel. (310) 788-0861

Walk for Hope. Eriq La Salle, Andrea Evans and Patrika Darbo join City of Hope benefit walk to raise money for breast cancer research. City of Hope campus, Duarte, Calif. (800) 266-7920

Second annual International Animation Festival. 5 p.m., the Gig, Los Angeles. (323) 960-3385

Kids 4 Kids. Benefit for the Ronald Mc- Donald House features ventriloquist Jeff Dunham and Vic Dunlop. 1 p.m., Irvine (Calif.) Improv. (949) 854-5455

TUESDAY, SEPT. 12

Fall Broadcast Management Conference. Through Sept. 15. Presented by the National Association of Black Owned Broadcasters. Washington Hilton. (202) 463-8970

THURSDAY, SEPT. 14

Portland (Ore.) Creative Conference. Through Sept.16. Portland Center for the Performing Arts. (800) 597-0099

Festival Cine Latino. Through Sept. 17. Festival of independent Latino cinema. Roxie Cinema and Yerba Buena Center for the Arts, San Francisco. (415) 553-8140

Silverlake (Calif.) International Film Festival. Through Sept. 17. (323) 664-2169. www.silverlakefilmfestival.com

In the Land of the Pharaohs: Ancient Evenings at the Egyptian. Through Sept. 17. American Cinematheque film series revisits visions of the ancient empire. Egyptian Theatre, Hollywood. (323) 466-FILM

FRIDAY, SEPT. 15

22nd annual Independent Feature Film Market. Through Sept. 22. New York. (212) 465-8200. www.ifp.org

or ifpny@ifp.org

Tribute to Cyd Charisse. Artistic director Rodney Gustafson re-creates the MGM star's famous dance scenes. Reception 5:30 p.m., performance 8 p.m., Lobero Theatre, Santa Barbara, Calif. (805) 963-0761

Entertainment Industry Summit. Through Sept. 17. Presented by Black Entertainment Magazine. Los Angeles Black Business Expo and Trade Show 2000. Workshops, seminars and panel discussions. Los Angeles Convention Center. (310) 527-5503

Big Bear Lake (Calif.) International Film Festival. Through Sept. 17. (909) 866-3433. www.bigbearlakefilmfestival.com

Hollywood Comes to Chicago 2000: The Reel Deal for Serious Screenwriters, Novelists, Filmmakers and Actors. Through Sept. 17. Actor-producer Tim Reid headlines event with industry speakers. 5 p.m., University of Chicago. (312) 944-6667

SUNDAY, SEPT. 17

Comic Book and Science Fiction Convention. Features appearances by Pamela Anderson and the cast of "V.I.P." 10 a.m.- 5 p.m. Shrine Auditorium Expo Center, Los Angeles. (818) 954-8432

14th **Nautica** Malibu Triathalon. Benefit for the Elizabeth Glaser Pediatric AIDS Foundation. Co-sponsored by Club Med and Men's Health magazine. 9 a.m., Zuma Beach, Malibu. (818) 707-8867

Roy and Roxie Campanella Foundation benefit dinner. Honors Bill Cosby and Michela Alioto, former White House assistant to Vice President Al Gore. Cocktails and silent auction 6:30 p.m., dinner and awards presentation 7:30 p.m., Regal Biltmore, Los Angeles. (323) 525-1275

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small talk. Children's Business September 1, 2000

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Children's Business

September 1, 2000

SECTION: No. 9, Vol. 15; Pg. 32 ; ISSN: 0884-2280

IAC-ACC-NO: 65644649

LENGTH: 1472 words

HEADLINE: small talk.

BYLINE: Clack, Erin E.

BODY:
NAUTICA, GUND ADOPT WWF CAUSE

In line with its ongoing campaign to connect with consumers through altruistic-based grass roots marketing, **Nautica** Children, a division of Hampton Industries, has embarked on a unique venture with plush toy maker Gund and World Wildlife Federation (WWF), an organization devoted to protecting the earth's wildlife and wetlands. Beginning October 30 and ending December 2, 2000, **Nautica** retail accounts across the country--at both the department and better specialty levels--will showcase **Nautica** screen-printed T-shirts, featuring WWF-sanctioned endangered species, within their infant and toddler apparel departments. With every $ 40 purchase of **Nautica** Children's merchandise, customers will receive a white plush seat by Gund, as a gift-with-purchase. In addition, **Nautica** will donate one dollar for every $ 15 T-shirt sold to directly support the organization.

"When we were looking around for organizations with which to form an association--organizations that shared the same philosophies as **Nautica**--WWF stood out as one that we thought had the credibility and the commitment to its cause," said **Nautica** Children president Bob Reid, explaining his company's choice.

According to Reid, **Nautica** plans to carry the program over into subsequent seasons and gradually expand the WWF association, beyond just T-shirts to encompass additional apparel categories, as well as to introduce new gift-with-purchase plush animals from Gund. Rumor has it the company has its eye on an amiable, green turtle to fill the appointed position of mascot for the Spring 2001 season.

ZUTANO COLLABORATES WITH ARTIST

Proving it's never too soon to be exposed to the art world, Vermont-based Zutano is outfitting infants in designs featuring the work of distinguished New Yorker cartoonist Ed Koren. Koren has just developed a series of distinctive prints, entitled "Bearly Winter," to appear exclusively in Zutano's Fall 2000 Baby Basics correction. Etched, cartoon style, in deep navy on a rich cream-colored background, the prints depict lighthearted scenes of bears participating in various winter sports like skiing, sledding and skating. The Beady Winter pieces work with the company's Cozies Collection, a year-round assortment of solid-colored sherpa fleece basics. Nubby cardigans, pants, overalls and more in navy and cream, paired with Bearly Winter-printed t-shirts and legging sets, translate into a winter wardrobe wonder for little ones. A bear-

eared fleece hat seals the deal.

The creation of Koren's print for Zutano marks the third in an ongoing series of collaborations between the children's wear manufacturer and established artists. "We have always been very interested in and committed to the arts," explains Zutano's Michael Belenky. In fact, Zutano's unparalleled talent for bringing the artistic medium to life on children's clothing has attracted the attention of many licensing agents, clamoring to sign-on the manufacturer to develop apparel for their licensed properties. But Zutano won't be moved. "We've always resisted the typical licensing pieces and instead really looked at things that we can develop to be fresh and new," he says. "Rather than characters and prints with mainstream recognition, we're much more interested in working with real, cutting-edge artists on developing our own original prints and characters, that are entirely exclusive to us."

KOALA BEAR KARE INKS LICENSING DEALS

More than likely, you've encountered its unmistakable mother and child koala bear logo in your comings and goings to public restrooms, restaurants and playgrounds across the country. For over a decade, Denver, Colorado-based Koala Corporation has committed itself to making the lives of parents easier by supplying businesses with parental convenience products, such as baby changing stations, high chairs, shopping cart seats, playground equipment and more. Now, thanks to a recent licensing deal Koala Corporation is branching out beyond the business-to-business platform to put its brand behind a new collection of baby products bound for the consumer goods marketplace.

Per the agreement, licensee Associated Hygienic Products will develop and market Koala Bear Kare brand diapers and other disposable products. Babies' Alley, a division of La Rue International will produce Koala diaper bags and other baby care accessories. "Both of these product categories are very logical extensions for us," explains Koala Corporation's Nate Klatt. "Up until this point, our primary contact with parents has been at that baby changing level, where we have assisted in millions upon millions of diaper changes over the last fifteen years. So, it made sense for us to start assisting parents on the other side of that changing table, so to speak." Koala Bear Kare's new medley of products is slated to ship to stores across the country, starting with the Spring 2001 season.

TALE OF TWO STORES

In a retail age when you are only as strong as the product you stand behind, smaller retailers are discovering that diversification is the name of the game. For years, San Jose-based upscale children's furniture retailer Kiddie World Furniture limited its product mix strictly to furniture and related accessories. Over time; however, the retailer began bringing in layette items. A few basic pieces here and there soon flourished into a full-scale layette department, showcasing over a dozen major brands.

"Floor space was always a major issue, but I knew we were missing the boat if we didn't carry layette," explains Kiddie World general manager Sherry Palmer. She says the layette products provide an ideal merchandising tool in promoting the sale of her furniture inventory. "We're now stuffing our layette items into our armoires and displaying them with our furniture pieces to dress them up a bit," she says. By broadening its mix to encompass other related categories, Kiddie World is able to offer its customers a complete took. "They don't have to go anywhere else to find it," says Palmer. "It gives us a competitive edge."

Taking the reverse approach, Circles, a better children's wear boutique based in Doylestown, Pennsylvania, decided to shake things up a bit by working a smart amount of bedding and accessories into its existing apparel offering. Owner Meg Thompson says she felt that, in order to maintain her edge and to continue satisfying the needs of her customers, she had to offer more. In her small town, quality and unique infant bedding comes as a commodity, prompting endless requests from customers that Thompson bring the category into her store's mix. Initially apprehensive and tight on floor space, Thompson started out very slowly with just crib sheets and mattress pads. She soon discovered just how easy-to-manage the category in fact is. She says most bedding distributors put out catalogs, from which individual customers can choose exactly what they want. Thompson then calls in her orders, on an as-needed basis, and the only inventory

she is required to have on hand is a single sample of each piece. "I've found, to my surprise, that bedding takes up very little floor space, and that the ordering is extremely simple," she says.

Both Thompson and Palmer of Kiddie World agree that a diverse, well-rounded inventory makes for ideal first-time customer bait. "I think that every time someone's expecting and we get her into the store and she's a new customer for us, we want to hold onto her in as many different categories as possible, says Palmer. "Continually broadening our offering helps us do this."

Kiddie World Furniture and Circles are not the only retailers crossing over into uncharted categories. Just ask Nina Selby, owner of both specialty bedding company Cotton Tale Designs and the new baby wear label Shortcake. Since making the move to balance out her bedding presentation with a complete, harmonious layette apparel offering, Selby has picked up more than 400 new retail accounts over the last year alone--apparel stores crossing over into bedding and accessories, and vice-versa. (Both Kiddie World and Circles are Shortcake/Cotton Tale Designs fans.) The prints, fabrics and color palettes Selby uses overlap between her bedding and apparel collections, translating into a cross-merchandising dream for retailers, who are supplied with all of the components necessary to present a complete picture to their customers, leaving no reason for them to shop elsewhere. Selby's finding that, by being able to offer retailers bedding from her Cotton Tales line along with layette apparel from the Shortcake collection, she enjoys the best of both worlds. The business just flows naturally from one side to the other. "It's certainly a very good place for me to be in right now," says Selby.

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FORD SCOUTS SEEK 20 NEW MODELS The Miami Herald September 3, 2000 Sunday FINAL EDITION

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The Miami Herald
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The Miami Herald

September 3, 2000 Sunday FINAL EDITION

SECTION: NEIGHBORS WE; Pg. 23W

LENGTH: 231 words

HEADLINE: FORD SCOUTS SEEK 20 NEW MODELS

BYLINE: Herald staff

BODY:
Ford Models, renowned for launching and sustaining careers of celebrated top models Stephanie Seymour, Lauren Hutton, Rachel Hunter, Jerry Hall and Christie Brinkley, is looking for new talent.

Ford Models scouts will choose 20 local candidates to participate in a **Nautica** Jeans fashion show and regional final event.

The open casting call is at 4:30 p.m. Wednesday at the Shops at Sunset Place, 5701 SW 72nd St.

The casting call will be followed by a **Nautica** Jeans fashion show, and callbacks will be announced at 6:25 p.m.

One winner will receive an all-expense-paid trip to New York City for the national final, in hopes of winning the spot to represent the United States against contestants from 40 other countries in this year's Ford Supermodel of the World international contest to be held in Puerto Rico in December.

Entering the contest is free and open to young women ages 14 to 21. Contestants will submit applications along with two nonreturnable photos and meet with scouts from Ford Models for acceptance into the U.S. model search contest. The search is also open to young men ages 17 to 23, with a national grand prize of a one-year modeling contract with the Ford Agency.

Modeling experience or professional pictures are not necessary. The U.S. model search tour is being sponsored by Pepsi, Twist Magazine, Wella Haircare and Simon Property Group.

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Gold medal rivalry still sizzling The Australian September 5, 2000, Tuesday

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The Australian

September 5, 2000, Tuesday

SECTION: SPORT; Pg. 27

LENGTH: 347 words

HEADLINE: Gold medal rivalry still sizzling

BYLINE: SAILING Trudy Harris

BODY:
THEY greet each other with slaps on the back and promise to catch up over a barbecue and beers.

It's hard to believe but in the Olympic world of sailing, it seems the Brazilian and United States star-class sailors can be the best of friends as well as the fiercest of rivals.

"There's not much money to be made in this so you might as well have some fun," US skipper Mark Reynolds said after greeting his Brazilian rivals at the Olympic sailing venue this week.

"We've been sailing against them for too long so I guess it's natural we become friends," Reynolds added.

At the Rushcutters Bay venue, the two boats, Brazil's Vida Bandida and the US's **Nautica,** are perched on trailers next to each other in the parking lot.

"The sabotage won't start until closer to the event," US crewman Magnus Ciljedahl joked as the two crews carried out minor maintenance on their boats.

The rivalry began in Seoul in 1988 when a lengthy battle for Olympic gold ended with the Americans winning silver and the Brazilians bronze. Great Britain sneaked past them to win gold.

"We thought we were battling it out for gold," Reynolds recalled yesterday. In a rematch in Barcelona, the US won gold and the Brazilians finished 11th.

"Where did you come?," Reynolds yelled to his rivals across the **Nautica,** already knowing the answer.

Four years later in Atlanta, it was the Brazilians' turn for revenge, taking gold and leaving the US floundering in eighth place.

Brazilian skipper Torben Grael said he was looking forward to another showdown with the US, this time on Sydney Harbour, which he said was one of the most picturesque in the world.

"It is a great harbour," Torben said.

Asked who his greatest challengers were, Torben said: "The Americans and the locals.

"We have been sailing against each other (the US) for 10 years. But we have beers afterwards and Marcelo

(a member of his crew) is a barbecue specialist," he said.

Marcelo Ferreira promised to host his famous barbecue before the Olympics were over.

"His barbecues are pretty good," Reynolds said.

LOAD-DATE: March 1, 2002

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Go back to class in style Asbury Park Press September 5, 2000 Tuesday

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Asbury Park Press

September 5, 2000 Tuesday

SECTION: D; Pg. 1D

LENGTH: 511 words

HEADLINE: Go back to class in style

BYLINE: PATTI MARTIN/WHATEVER WRITER

BODY:
Gone are the days when guys threw on just anything to head back to school.

Whether it's the ultra-casual skater look or the ultra-smooth operator look, guys these days are just as hip to the trends as the girls.

"Fashion is no longer a 'girl thing,' as it was a decade ago," explained Joe Denofrio, senior vice president and fashion director, Macy's East. "Guys are getting into the act of 'dressing up' to look cool and hip because many of their contemporary pop-culture icons, such as Will Smith and Carson Daly, are setting the standards of style. They are concerned with what and who they're wearing."

So what can the well-dressed male expect to be sporting when school bells start ringing next week? Take a look:

This season there are different styles and fabrics in pants, but none more dominant than denim. This staple in American fashion is available in a variety of styles, colors, washes and widths, from Levi's 550 basic jeans to FuBu's metallic Platinum line to Tommy Hilfiger's Skater and Low Rider jeans.

Although jeans make up the majority of guys' apparel, it is not the only staple in the wardrobe. For the more fashion-forward coed, casual slacks are making a comeback. **Nautica** and Dockers are leading the way in khakis and DKNY has a funky plain-front pant with Velcro fastened waist.

And there are still more options when it comes to pants. Wear First has a side-pocket pant in a variety of colors, including midnight, orange, oat and fatigue. Several manufacturers also are offering up the newest emerging trend - pleather pants - as seen on Carson Daly and others. Last year's trend - convertible pants which change from pants to shorts with just a zip - remain popular, especially during those first hot, muddy back-to-school months.

Yet, man cannot live by just pants along. This season's shirts are proving to be fun and hip. Look for cotton T-shirts with logos as well as camp shirts in a variety of colors and patterns.

When the weather starts turning cooler, trade those short sleeves for some microfleece jerseys and ribbed thermal shirts and sweaters. And you can never go wrong in a classic button-down shirt, as long as it's in a check or plaid pattern.

When temperatures begin to drop, guys will want to stay warm by looking cool. Vests are back again this year, in fleece, down and quilted materials. Pleather jackets will be big as will the ever-popular, never-out-of-style denim jacket. If you're looking for something funky, though, you may want to check out Wear First's media vest, which accommodates CDs and a CD player.

ON THE COVER:

Mix and match your clothes with a blue plaid camp shirt by Quicksilver ($35); black and grey thermal knit shirt from Green Dog ($26); grey and blue fleece vest by New Legends ($14.99), and black pleather pants from Whispering Smith ($40).

Assorted sweaters and tops in bright colors from Wooden Dog (left), Plugg and Michael Gerard. Basic blue, clack and stone washed jeans from Levi's, cK and Tommy Hilfiger can complete anyone's back-to-school wardrobe.

LOAD-DATE: February 27, 2004

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NAUTICA SAILS ACROSS THE POND; JEANS LINE LAUNCHES IN UK AND GERMANY FOR SPRING 2001.
Daily News Record September 11, 2000

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Daily News Record

September 11, 2000

SECTION: Pg. 5 ; ISSN: 1041-1119

IAC-ACC-NO: 65493825

LENGTH: 1002 words

HEADLINE: NAUTICA SAILS ACROSS THE POND; JEANS LINE LAUNCHES IN UK AND GERMANY FOR SPRING 2001.

BYLINE: Cunningham, Thomas; FALLON, JAMES; MALONE, Contribution from SCOTT

BODY:
LONDON -- **Nautica** Jeans Co. is heading east.

The brand is launching at retail in the UK and Germany in spring 2001 in its first steps into the European market. The goal is to have about 20 to 30 stockists for spring in the two markets, said Chris Clark, finance director of **Nautica** Europe. **Nautica** Jeans expects to have sales at retail of about $ 5 million in the first year.

"We're launching only the men's line for spring," said April Singer, head of **Nautica** Jeans Europe. "When the opportunity arises, we will then launch the women's collection."

Nautica will open a 650-square-foot shop in Harrods' Way In department in February. The line also will be carried by the jeans specialty chain Best Jeans in 14 of its stores in the UK and by selected House of Fraser department stores in Britain, Singer said.

The German stockists have not yet been finalized, but the distribution there will mirror that in the UK, covering specialty and department stores, Singer said.

"The strategy for both the UK and Germany is to keep distribution specialized and tight," Singer said.

The cautious strategy results from the fragmented nature of the European market, said David Chu, **Nautica's** chairman and designer. "Europe is such a complex market and each one is different," he said.

"Each country's retail system is different and the European customer is different. We want to make sure we approach each market correctly, which is why we didn't launch in all of them at the same time. By doing it slowly we also can concentrate our marketing spend."

The launch of **Nautica** Jeans in Europe follows the strategy the company has adopted for its sportswear line. **Nautica** originally launched in Europe in an ill-fated venture with New York investment bank Financo but has now established its own London-based subsidiary to handle European sales of its sportswear line.

Nautica Jeans Europe also will be based in London and is a subsidiary of **Nautica** in the U.S.

Chu said the **Nautica** brand is becoming increasingly well known in the European market. He expects a further boost to come next year when **Nautica** launches its men's fragrance in Europe. The fragrance, produced under license by Unilever PLC, currently is being launched in the U.S.

In common with its European sportswear line, **Nautica** Jeans has developed denim products specifically for the European market.

"The European fit is slimmer in denim. The line is more about fabric development and is more conceptual than in the U.S.," Chu said, while Singer added, "We're trying to keep our American heritage but with a European sensibility."

Prices of the line will be similar to those in the U.S., with basic jeans in four fits and washes starting at $ 65 and going up to about $ 95, Singer said. In the UK this is slightly less expensive than such competitive brands as Diesel and G-Star. In Germany, where Diesel and Replay have lower starting prices, **Nautica** will be a mid-priced jean, Singer said.

E-Function Puts Edwin Back on the Map

Edwin, a privately held Japan-based jeans brand, is using its new E-Function style to rebuild its U.S. image as an upscale denim label.

The jeans, which retail for about $ 145, are one of the hottest entries in the already crowded market for the "ergonomic" look that features twisted seams and angled pocket placements.

The positive response to E-Function, which has been picked up by 150 doors, including top-tier retailers like The Atrium, is a shot in the arm for Edwin. Although the company has remained a leading label in Japan, Edwin's U.S. sales slumped in the late '90s as it tried to clean up its distribution.

But this year sales will be up 45 percent over last year's depressed level, and next year sales will grow another 60 percent, predicted Mark Schick, Edwin's Montreal-based president of North American operations. The company's products are in about 450 men's doors in the U.S. and at 375 doors in Canada, he said. Schick would not disclose the company's sales figures.

The E-Function jeans and jackets, introduced at retail this spring, are made with a color-fast indigo denim that retains its shade for up to 30 washes. The jeans also feature a slanted fifth pocket, sleek "E" logo rivets and an offset cell-phone pocket on the rear of the pants that keeps the phone from being crushed when the wearer sits down.

Edwin has developed a fixture to hang the jeans, which is boosting sell-though by as much as 30 percent in some stores, Schick said. The company also has attention-getting cherry-red hangtags and brochures to promote the jeans' benefits.

To pick up a broader distribution, Edwin is introducing a lower-priced E-Function "black label" for spring 2001, which is more logo-driven and is cut from a different denim, Schick said.

King for a Night

Diesel's new "celebrity" photographer, King Frank, was a big hit at the denim firm's MAGIC party, where he set up a photo shoot in the VIP section. Transvestites and fashion execs alike lined up to let the disheveled Frank snap their picture with a beaten-up Polaroid camera.

But Richard Avedon needn't fret: Frank's performance was all part of Diesel's marketing campaign, which skewers the cult of personality surrounding some fashion photographers.

Baby Needs a New Pair of Jeans

The Blue Jeans for Babies Golf Classic, sponsored by industry group Jeanswear Communications, will now become a permanent fixture in Las Vegas. This year's event, held at the Badlands Country Club on Aug. 27, the Sunday before MAGIC, raised more than $ 100,000 for the March of Dimes' Birth Defects Foundation.

About 150 retailers, jeans makers, mill executives and fiber producers turned out for the event, which had been previously held in Greensboro, N.C., said Norman Karr, executive director of Jeanswear Communications.

The tournament kicks off Blue Jeans for Babies Week in October, which is expected to raise another $ 1.5 million to $ 2 million for the March of Dimes.

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LOAD-DATE: September 28, 2000

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Fashion Week: One for the Money, Two for the Show;John Varvatos Reaches Out To the Man in the Middle
The New York Times September 12, 2000, Tuesday, Late Edition - Final

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September 12, 2000, Tuesday, Late Edition - Final

SECTION: Section B; Page 11; Column 1; Style Desk; Fashion Page

LENGTH: 594 words

HEADLINE: Fashion Week: One for the Money, Two for the Show;
John Varvatos Reaches Out To the Man in the Middle

BYLINE: By GINIA BELLAFANTE

BODY:
At the Gucci men's show in Milan earlier this summer, Dylan McDermott, the actor who isn't Dermott Mulroney but the one who plays a Boston lawyer on "The Practice," sat in the front row in the kind of attenuated black suit (Gucci, needless to say) his character would only wear if he were delivering a summation to 12 jury members who also happened to be putting together the next Whitney Biennial.

What came down the runway -- indulgent expressions of a momentary Bruce Lee fascination -- well, there wasn't much there for smug lawyers, either. As it turned out, Mr. McDermott had already found some clothes for his character to wear this season, and they were from a designer named John Varvatos.

Mr. Varvatos, who is showing his second men's collection on Thursday morning in Bryant Park, where much of Fashion Week will be held, is everything a new fashion star generally isn't. First, there is the fact that he designs clothes for men rather than women. Then there's the matter of his age, which is 45, not 26. And surely that is one reason he is so decidedly averse to the zanily effete.

"Very few men's wear designers understand that regular blokes do not want to look like hairdressers or skateboarders or street hustlers," said Simon Doonan, creative director at Barneys New York. Barneys has given Mr. Varvatos hundreds of square feet in its Madison Avenue store, putting him in a league with the Dolce & Gabannas, and Mr. Doonan is featuring Mr. Varvatos's fall clothes prominently in the store's current advertising campaign. Mr. Varvatos also received a lot of room for a new designer at Bergdorf Goodman and at Saks Fifth Avenue, which were quick to pick him up after a first collection that did not go unnoticed by the press.

The designer's clothes seem intended for the kind of guy who has moved into a salary bracket that no longer confines him to Banana Republic. Mr. Varvatos, who garnered the award for best new designer of men's wear at the American Fashion Awards in June, creates masculine clothes. There are bulky knit sweaters, wide-leg pants and topcoats -- made in Italy, not Taiwan -- with fabrics Mr. Varvatos develops with his manufacturers. For his spring line, the silhouettes are similar, this time with sweaters made of a cashmere-linen blend.

A native of suburban Detroit, Mr. Varvatos was the head men's wear designer at both Ralph Lauren and Calvin Klein before going out on his own with backing from **Nautica**. Executives from **Nautica** in fact called

him seven years ago about starting a line, but Mr. Varvatos turned them down. "I decided my ego wasn't that big," he said. Eventually, though, he started to see a real void in the men's market, and when **Nautica** called him two years ago with the same offer, he said yes. He also oversees **Nautica's** jeans line.

"There's the modern guy who shops at Prada and Gucci and Helmut Lang," **Mr.** Varvatos said. "And then there's the classic Armani customer. But there's a guy in the middle and there isn't that much out there for him."

That is a point Mr. Varvatos likes to make as he travels to stores to rouse the sales people. "Please take the time to go through the collection because you can find great details to talk to the customer about," he said to a group at Bergdorf Goodman a few weeks ago as he picked up acoat with a built-in cell phone pocket.

"I'm a business person as well as a designer," Mr. Varvatos said later. "Sometimes designers are brilliant creatively, but they lose touch with what's happening at the store. You have to ring the register."

http://www.nytimes.com

GRAPHIC: Photo: The designer John Varvatos prefers masculinity over the effete look. (Boyd Hagen for The New York Times)

LOAD-DATE: September 12, 2000

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STARSIDE AT SHOWS. Daily News Record September 15, 2000

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Daily News Record

September 15, 2000

SECTION: Pg. 3 ; ISSN: 1041-1119

IAC-ACC-NO: 65486905

LENGTH: 331 words

HEADLINE: STARSIDE AT SHOWS.

BYLINE: BOYE, BRIAN; DODD, ANNMARIE

BODY:
Rather than sit in front-row seats, stars opted to take an active role Thursday in the Joseph Abboud and **Nautica** shows.

Nautica's David Chu gambled on 18 young actors/stars-in-the-making to show off his spring 2001 fashions. (Of course, modeling and runway work is listed prominently on their resumes already.) "We have a hipper attitude and it will look great on the guys," said the designer.

"I like this," said Sean Palmer, the current star of Saturday Night Fever at **Nautica's** pre-run party Wednesday night at the Morgan. "I'm fascinated by fashion and what this week is about. It's all like theater."

Rodney Scott, star of the WB's new show Young Americans, was a bit more nervous about his runway debut. "I don't have the high cheekbones or pouty lips, but I'm just going to go out there and do it."

For his part, Chu is getting used to having his clothes on actors: the casts of two new shows -- Aaron Spelling's Titans and Darren Star's Grosse Pointe -- will wear **Nautica** apparel. "

Baseball's Jose Canseco joined New York Yankees teammate Bernie Williams at Joseph Abboud's Bryant Park Grill presentation.

While Boston-bred Abboud's invite could go down as blasphemy among his fellow Red Sox fans, the designer defended his hospitality. "Bernie is a class act. Jose is a hunk," said Abboud, who traveled to Boston twice last week for Yankees-Red Sox games. "No one's going to judge me for that. It's hard being a Red Sox fan in this town."

Sex and the City star Kim Cattrall provided even more heat to the already warm rooftime fete. Cattrall loves to dress her husband in the clothes of Abboud, her longtime friend. "I love suedes and texture. I'm a very sensual woman. "I like men to dress like men. Not boys or smurfs," added the Emmy-nominated star, who wore a vintage floral Ralph Lauren wraparound dress she said a makeup artist friend bought for $ 12 at a yard sale in upstate New York. "One trip to the dry cleaners and it was ready."

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A sharp-dressed man; WOMEN APPRECIATE THE EFFORTS OF DESIGNERS TO DEVLIVER THE MALE WARDROBE AS MUCH AS MEN DO Chicago Sun-Times September 15, 2000, FRIDAY, Late Sports Final Edition

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Chicago Sun-Times

September 15, 2000, FRIDAY, Late Sports Final Edition

SECTION: FEATURES; Pg. 43

LENGTH: 417 words

HEADLINE: A sharp-dressed man;
WOMEN APPRECIATE THE EFFORTS OF DESIGNERS TO DEVLIVER THE MALE WARDROBE AS MUCH AS MEN DO

BYLINE: LISA LENOIR

DATELINE: New York

BODY:
The rooftop of the Bryant Park Grill sizzled Thursday when models donning pieces from Joseph Abboud's Spring 2001 menswear collection posed with actress Kim Cattrall of HBO's "Sex and the City."

Cattrall, like so many other women, appreciates a well-dressed man. And at Abboud's informal show, 25 men -- decked out in everything from lightweight suede polos and cotton linen overcoats to flat-front trousers and basket-weave sandals -- were there for her viewing pleasure.

But clothes don't make the man, the man makes the clothes, she stressed.

"It doesn't matter what he wears if he doesn't have the confidence," Cattrall said.

Abboud's collection flowed with soft tailored jackets, rich fabrics and nature's colors such as ocean blue, green and tobacco. "The material feels good to touch," Cattrall said about the line's appeal. "I like a clean look."

Abboud recognizes that men crave style, and he infused his collection with simple pieces elevated by luxurious fabrics. He's found that such clarity makes it easier for men confused about what to wear on "casual Fridays."

Great sportswear serves as the foundation for impeccable dressing, Abboud said. Every man must own a suede or leather jacket, soft suits and knitted crews, V-necks and polo shirts for layering.

His mantra: "We can't make guys fashion victims."

Designer John Varvatos also tapped ultrasoft suede and Napa leather, in addition to superfine linen, for his spring show Thursday. Inspired by the artisan tradition, Varvatos brought back forgotten touches such as suede stitching and braiding and wove them throughout a collection that was relaxed and sophisticated.

Two other designers, David Chu for **Nautica** and Everett Hall, introduced more elements to round out a

man's spring wardrobe.

Chu, known for his slick sportswear, sprinkled a little fun into his show by featuring hunky stars such as Shane West of ABC's "Once and Again" and Nathan West from the movie, "Bring it On."

There needed to be something to juice up Chu's steady stream of illustration print swim trunks, ribbed sweaters and windbreakers. His clothes remain an easy choice for a man lacking in style creativity.

Hall went for the suited, tailored look. More than 30 suits in windowpanes, pinstripes and tweeds spruced up his buff models. His more striking pieces incorporated bold and colorful shirts. The highlight: A wool mustard multicolored windowpane suit with a lilac crew shirt underneath.

Contributing: Fashion Wire Daily

GRAPHIC: Actress Kim Cattrall mugs for the camera with models from the Joseph Abboud show. LEFT: Abboud paired a crisp linen jacket and earth-toned T-shirt for a look of casual elegance. ABOVE: David Chu for **Nautica** offered this long-sleeved crew neck sweater for spring 2001. RIGHT: John Varvatos downplays a suit with a T-shirt and sash-tied belt.

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CAST AWAY YOUR CARES IN STYLE Hartford Courant (Connecticut) September 16, 2000 Saturday, STATEWIDE

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September 16, 2000 Saturday, STATEWIDE

SECTION: LIFE; Pg. D1

LENGTH: 248 words

HEADLINE: CAST AWAY YOUR CARES IN STYLE

BYLINE: GREG MORAGO; Courant Staff Writer

DATELINE: NEW YORK --

BODY:
Is it possible that fashion designers were watching "Survivor" when they planned their Spring 2001 collections? At least two menswear designers, kicking off Fashion Week in New York -- which began Thursday and continues through next week -- showed signs that they, too, were hooked on the castaway capers.

John Varvatos sent out models who seemed to be leading the island life, with wrinkled separates, untucked shirts and pants belted with leather sashes that looked to be the result of shipwreck resourcefulness. But no castaway ever had it this good: Varvatos' gauzy shirts, crinkly linen suits and cotton pants looked casual but were expertly crafted luxury threads.

If there was a musical theme to Ron Chereskin's island fantasy, it would surely be Sisqo's "Thong Song." Chereskin sent out buff boys in the skimpiest of swimsuits paired with "Survivor" life vests. But the cabana boys didn't spend all their time flexing golden flesh. Their casual daywear included fresh-looking nylon poplin pants, polished knits and puckery seersucker jackets. The look was smart, summery, seaside elegance.

Joseph Abboud and David Chu for **Nautica** offered collections that showcase their particular skills. Abboud's island gods aren't kicking up sand but strutting on the boardwalk in impeccable, sophisticated suits. **Nautica's** young customers will like Chu's breezy, witty takes on summer relaxation. You can already hear the cash registers go ching-ching.

GRAPHIC: PHOTO: (color), STUART RAMSON / ASSOCIATED PRESS; THIS ORANGE COTTON RAGLAN muscle shirt and khaki cotton pants are from **Nautica's** collection by David Chu.

LOAD-DATE: September 18, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
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BUSINESS NEWS: GIANT MALL TAKES SHAPE IN HEART OF SHARJAH Gulf News September 17, 2000

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Gulf News

September 17, 2000

LENGTH: 366 words

HEADLINE: BUSINESS NEWS: GIANT MALL TAKES SHAPE IN HEART OF SHARJAH

BYLINE: SUNIL RAO

BODY:

Sharjah - Sharjah-based Citadel Properties is building a Dh380-million shopping mall in the heart of the city and expects it to be operational late next year.

"The project really comprises three constructions: a Dh250 million Sharjah Mega Mall, a Dh90 million serviced apartment building with 350 units, work on which is due to start in December for completion a year after, and a Dh40 million multi-storey car park," said Raffi Ayad, vice president and general manager of Citadel.

Canada's Milne and Nicholls is general contractor, and Australia's Crone Associates is handling the mall's decor and theme concept.

The Mega Mall will comprise 400,000 square feet of retail area on four levels and will house 170 stores. Targeting the middle- and upper-middle income groups, the ground floor will be geared towards family retail shopping. The first and second floors will have fashion outlets, gold and jewellery shops and textile stores.

It will also have an extensive family entertainment centre covering 65,000 square feet, including a seven-screen cinema multiplex seating 1,300 and operated by South African cinema operator Ster Century.

The top storey will include, apart from the entertainment centre, a food court with 600 seats and 12 restaurants. The six-storey car park will house residential units on the topmost tiers for retailers and their staff.

The 350-unit apartment block will have a host of complementary outlets including swimming and health facilities and will be connected to the shopping centre via a pedestrian bridge.

"Apart from a 40,000 square foot supermarket, the Mega Mall complex will also house four department stores of 20,000 square feet each, apart from a gold market and a textile market," Ayad said.

"It will be a premier, state-of-the-art centre designed in anticipation of what today's consumers and future generations will require to keep pace with the evolving global trends and rapid changes in the retail shopping scene."

Already 60 per cent of the area has been booked. Leading European fashion house Zara has been signed up as an anchor store along with Virgin, Mango, Elle, **Nautica**, Giordano, Bershka, and Pull and Bear.

JOURNAL-CODE: WGNS

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HE'S NOT JUST A READER, HE'S THE EDITOR / EITHER WAY, DANIEL PERES IS A DETAILS MAN Newsday (New York) September 18, 2000, Monday

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Newsday (New York)

September 18, 2000, Monday ALL EDITIONS

SECTION: PART II; Page B02

LENGTH: 831 words

HEADLINE: HE'S NOT JUST A READER, HE'S THE EDITOR / EITHER WAY, DANIEL PERES IS A DETAILS MAN

BYLINE: By Aileen Jacobson. STAFF WRITER

BODY:

IN HIS ARMANI shirt and suit-jacket off, sleeves neatly rolled up, no tie-his Rolex watch and his trendy, spiked haircut, Daniel Peres is just the kind of reader that the new Details is looking for.

He's successful, and he obviously doesn't mind spending money on clothes. At 28, he falls comfortably within the magazine's target demographics: 25 to 35, male. And he claims he'd be too embarrassed to display on his coffee table the "lad" magazines, such as Maxim, Stuff, Gear and FHM, that are popular with his age group and feature cover shots of next-to-bare young women.

But he has to say that. As it happens, Peres is no ordinary reader, but the editor in chief of Details, a new incarnaton of a magazine that went through five editors and numerous radical changes since it was bought by Conde Nast in 1988.

In March, Conde Nast abruptly shut down the monthly, which by then looked a lot like Maxim (after starting in 1982 as a downtown lifestyle magazine and passing through a gay-oriented phase). The near-nudie covers were no accident: Its latest editor, Mark Golin, came from Maxim.

The publisher said that Details' newsstand sales and ad pages had dropped, but that it would be resurrected as a men's fashion magazine, with a new staff, under the aegis of Fairchild Publications. Both Fairchild, which also publishes Women's Wear Daily and W, and Conde Nast are owned by the Newhouse family.

Now the debut October issue is to hit stands next Monday, trumpeting that it has sold 133.3 advertising pages, second only to O, The Oprah Magazine, in first-issue ads this year. It has also sold more ad pages than such competitors as Maxim, which had 60 ad pages in its debut issue; Gear, which had 70 pages, and FHM, which had 94 pages.

Last week, while still moving into new quarters at Fairchild's Manhattan headquarters, Peres showed off

pages, not yet bound, of his premiere issue, using such words as "brilliant" to describe each element.

"It's a lot of hustle, but we've got to sell this thing," he said as he exited the interview. He didn't allow prolonged reading of texts-but the photos and layouts are, indeed, handsome.

This isn't even Peres' first launch, though it's his first as an editor. While still a senior at New York University, he worked as a fact-checker at Esquire while it tried to start two spinoffs (both failed). "It was a great opportunity for me to observe," he said. Upon graduating at age 20, he got his first job at Fairchild covering sweaters and knitwear for DNR (Daily News Record), a trade publication for men's fashion, then went on to manage W's London, Paris and Milan bureaus. He lived in Paris, where he bought his Rolex and learned to speak French, and returned with "bittersweet" feelings to this new job five months ago. "I always thought I'd be the next David Halberstam. This took a little getting used to." But he's not complaining, and he certainly thinks he's the perfect guy for the job.

The new Details features a cover story on Robert Downey Jr., another resurrected figure, newly out of jail and relaunching his career on TV's " Ally McBeal." The actor, said Peres, is fascinating to "all of us in this age group." Reading about his career, drug use, imprisonment and newfound success is "one way of living on the edge, but not."

Before a reader can get to the table of contents, he must leaf through ads from Ralph Lauren, Calvin Klein, **Nautica,** DKNY, Hermes and similar purveyors.

Following them is a slick mix of features and fashions aimed at, perhaps, your typical dot.com millionaire who might like to hear about the latest electronic gadgets, a few revelations from musician Jakob Dylan about life with father Bob, a first-hand account of recreational Viagra use, and a lengthy investigative piece about prostitution in China.

That's the only article featuring women in suggestive poses. Even an article about a sex-oriented Web site is muted, and a piece about "Ally McBeal" and "Charlie's Angels" star Lucy Liu shows her fully clothed. "She appeals to gay and straight men, which is important for us," says Peres. One fashion spread features actor Joseph Fiennes in Palermo, another a bunch of real-life Internet successes in Seattle.

Is this magazine dressed for success? "The only bad part of it is having the same name as the defunct Details . How many times do you need to kill it before it's dead?" said Samir Husni, who heads the magazine program at the University of Mississippi. (Peres thinks the brand name will draw in readers.)

"Conceivably there's room for an upscale men's fashion magazine that's not all about bare boobs and broads" and appeals to men "old enough to spend money on clothes but not ready for GQ," said magazine consultant Martin S. Walker of Walker Communications. "The real question is, are there enough guys out there who want to pay for that information?"

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SPRING 2001 NEW YORK COLLECTIONS; MENSWEAR'S FEMININE MYSTIQUE Los Angeles Times September 18, 2000, Monday,

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View Related Topics

September 18, 2000, Monday, Home Edition

SECTION: Southern California Living; Part E; Page 1; View Desk

LENGTH: 1170 words

HEADLINE: SPRING 2001 NEW YORK COLLECTIONS;
MENSWEAR'S FEMININE MYSTIQUE

BYLINE: MICHAEL QUINTANILLA, TIMES FASHION WRITER

DATELINE: NEW YORK

BODY:
Fellas, get ready to explore a softer side of style next spring. At least, that's what menswear designers want you, Big Guy, to do. After all, so many of you embraced those cropped pants this summer. You know, the ones women call pedal pushers.

Now, designers are hoping you'll go for the feminization of their spring 2001 menswear collections--softer silhouettes, fabrics and colors. These were the themes of just about every men's collection presented during the first few days of Fashion Week. Even women in the audience--from buyers to journalists to stylists--eyed the clothing for themselves, often exclaiming, "I'd wear that!"

Designers think the modern man wants European styling with American comfort: suits without button-down shirts, shirts without ties, trousers without pleats, shoes without socks. The well-cut, sophisticated suits, worn with sleeveless shirts or stylish T-shirts, offer new pulled-together looks for casual Friday.

Think Miami Vice 2001.

Designers certainly have, especially when it comes to reinventing colors for guys. There's still the trusted and true shades of navy, black and gray. But next spring's palette is mostly pastels--shades that brides go crazy for on their wedding day: violet, lilac, plum, seafoam, mint, blush and pink. Designers including John Varvatos, Joseph Abboud, Max Azria and Ralph Lauren definitely are moving away from the monochromatic Regis Philbin look for spring and going for bold prints, stripes, plaids and patterns in swirls and florals. Even pinstripes are, well, a stripe of a different color, some in pink, celadon and lilac--and not always vertical.

Silhouettes of suits--either six-buttoned double-breasted or three-, four- and five-buttoned single style--trousers and shirts have been softened. Fabrics such as silk, cotton, soft canvas, crepe, burlap, seersucker and linen--mostly in suits--and blends of these with just a touch of stretch, dominate.

Fewer designers are using the high-tech fabrics--neoprene and spandex, for example--that really never caught on with men, unless their bodies were cut and chiseled. Besides, who wants to sweat in polyester-based garments?

Soft and supple suede and paper-thin leather will be strong in trousers and coats. Set to make a comeback is the leisure jacket of the 1970s--an error of that era--in an updated interpretation with a looser silhouette and fit and sometimes sashed around the waist.

Lightweight sweaters--many of them cropped--are sheer enough to show off pecs. Several shirts are sleeveless and some even in black cotton eyelet. Necks are tieless. Feet are sockless, and shoes next spring have been replaced with what was the hottest footwear for women this past summer: sandals. They were worn with suits in several collections.

Other accessories include scarves, some tightly wound around the forehead as seen in the Pelle Pelle collection by Marc Buchanan, others loose around the neck shown by Azria or cowboy style around the neck as shown by Chris Serluco of NY Based. Belts too have been tweaked. Instead of slipping them through loops around the waist, they're worn as decoration, low on the hip.

*

On Thursday, Varvatos made a memorable debut in his first spring collection. He designed relaxed looks of soft linen pinstriped suits, rumpled tuxedo shirts in dusty rose and lavender and earth-tone sweaters, suede coats and pants. "I wanted to be organic with this collection," said Varvatos, who will be at the Beverly Hills Neiman Marcus on Thursday. "It's all about men being comfortable in their clothes again."

The BCBG men's collection, inspired by the colors and fabrics in the clothes worn by Catherine Deneuve in the movie "Indochine," was all about men having freedom and breaking the rules. "I don't want to transform my man into a clown with my clothes," said Max Azria of his collection shown Friday. "But men have to learn to have fun with their clothes. I look at my collection for men and I get a smile on my lips," said the Los Angeles designer, turning to a blush-colored silk burlap three-button suit jacket teamed with matching shorts and worn with a silk-cotton T-shirt and sandals.

The look he described as "a mix of American sportswear done in a European way, classy and sexy" included white linen short-sleeved shirts, cotton flat-front trousers, raglan-sleeved T-shirts, slim trousers, colored patent-leather jackets, cotton canvas printed jackets and three-quarter-length coats in moss suede, patent leather and white cotton canvas.

Also on Friday, designer Jerry Kaye presented his collection for Perry Ellis, which included Ellis' signature polka dots. Kaye's standouts included a crepe suit with a two-button jacket worn with a silk polka-dotted shirt. A lavender cotton zip front cardigan was worn with a grape silk polka-dotted shirt and narrow pants. Most notable was a gray linen leisure jacket with matching trousers. He teamed pants that looked as if they had been actually painted with watercolors in mint and sky blue with block print shirts.

Abboud's sportswear collection, which he called "a little bit of Havana," was presented by models posing in front of tropical leaves, known in the trade as an installation presentation, rather than on a runway. Part retro, part modern, the collection emphasized movement with the drape of linens and silk and cotton knits.

A lightweight coat was worn over a suit, a sport coat over a camp shirt, a leather jacket over a T-shirt and drawstring pants--all emphasizing his elegant, relaxed look that was firmly footed with sandals, natch.

*

Like Abboud, Lauren also opted for an installation presentation with his models voguing on platforms. His tailored clothing stressed a soft, streamlined silhouette and sensual fabrics such as lightweight cashmere, silk and linen. He used vibrant colors: lime green, red, hot orange and fuchsia in shirts.

Ron Chereskin paid homage to the body beautiful with his debut swimwear line that paired bikini bottoms in aqua, lemon, lime and royal blue with matching "Survivor" life-saving vests. His other offerings included seersucker pants, a cotton twill pajama-style jacket, terry cloth drawstring pants and buttery suede jeans.

Nautica designer David Chu's collection used feathery light fabrics and colors that range from neutrals to bright yellow. He mixed tailored looks with casual, resulting in a versatile, modern line that blended function with fashion.

Gene Meyer, known for his bright colors and irreverent approach to menswear, showed a collection that will never be manufactured or sold because his financial backers, Mondo di Marco, closed him down in July.

But he managed to complete a collection that included funky apple-colored trousers, orchid-shaded cotton shirts, aqua sleeveless cotton sweaters and purple leather jeans.

After the show, Meyer gave some of the clothes to the models. Asked why did he did the show, Meyer said, "Because this is what I do and love. This is all I know."

GRAPHIC: PHOTO: (2 PHOTOS) Joseph Abboud's sportswear collection, right, is part retro, part modern. And forget the socks. Below, a cabana shirt and matching square-cut swimsuit from Ron Chereskin's debut swimwear line. PHOTOGRAPHER: Associated Press PHOTO: (2 photos) A Perry Ellis double-face coat, above, tops a mercerized cotton ribbed V-neck. Vibrant colors are part of the Ralph Lauren collection, right. PHOTOGRAPHER: Reuters PHOTO: David Chu uses a range of colors in the **Nautica** spring collection. Here, a button-down blue shirt and blue shorts. PHOTOGRAPHER: Reuters PHOTO: From Perry Ellis: a putty wool-viscose crepe jacket and pants with a lavender cotton dress shirt and grape polka-dot scarf. PHOTOGRAPHER: Reuters PHOTO: Ralph Lauren's collection utilizes sensual fabrics such as lightweight cashmere, silk and linen. Fewer designers are using high-tech fabrics like neoprene and spandex. PHOTOGRAPHER: Associated Press PHOTO: A cream short-sleeve shirt with black, green, blue and tan design is part of the collection of Gene Meyer, known for his bright colors and irreverent approach to menswear. PHOTOGRAPHER: Reuters

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DRESSING UP;Soft, colorful styles dominate menswear for spring 2001 The Houston Chronicle September 19, 2000, Tuesday

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September 19, 2000, Tuesday 2 STAR EDITION

SECTION: HOUSTON; Pg. 1

LENGTH: 1153 words

HEADLINE: DRESSING UP;
Soft, colorful styles dominate menswear for spring 2001

SOURCE: Staff

BYLINE: LINDA GILLAN GRIFFIN, Houston Chronicle Fashion Editor

DATELINE: NEW YORK

BODY:
NEW YORK - Soft and masculine. That's the look for spring and summer 2001 from John Varvatos, the menswear designer who this summer took the Council of Fashion Designers of America's Perry Ellis Award for the best new talent.

Varvatos' designs of hand-detailed linen, shown at the beginning of the expanded 10-day fashion "week," were the first of several shows to herald a return of the suit for men.

In an era when casual dressing dominates fashion, Varvatos and other designers are establishing that theme with footwear and other accessories, often showing their soft suits with wide-strapped leather sandals and substantial leather belts that speak not so much of weekend wear as of quality.

The Varvatos colors include petrol, steel, indigo, olive and dark brown in fabrics that run from striped linen to coated cotton to denim and suede. These are clothes that would look right on Kevin Bacon - slightly rumpled but in a studied way.

Varvatos described the well-thought-out and easy-to-wear collection as "a new architecture in dressing."

Joseph Abboud, a designer who has never abandoned his love of rich, earthy tones, is in his element for spring with soft suits and suedes in comforting colors such as goldy browns and guava, the latter one of the nature tones filling runways here for spring.

Everett Hall, known for the snappy cut of his suits, did not disappoint the customer who might want to achieve a sort of cool Regis Philbin look with pin-striped linen, three-, four- or five-buttoned suits in slate blue, white, navy, black, slate or charcoal.

For even snappier dressers, Hall turns out superfine wools in, say, charcoal and lavender broken pin-stripes or midnight blue with royal.

Ralph Lauren, another designer high on linen, likes it best for next spring in black and white. In a cross

between Art Deco and the golden age of Newport sailing, Lauren's jackets sport soft, natural shoulders and sculpted waists, and are worn with fluid-legged pants.

For more casual moments, Lauren craves color, with bright, preppy grass green, orange, pink, royal, turquoise and yellow, worn at least two colors at a time. Think polo sweaters and shirts, linen shirts and trousers or shorts. Or picture a slim cashmere sweater or a linen wrap shirt worn over single-pleat trousers.

Summer sweaters and knits are, in fact, a major theme for next spring's menswear, some in fibers so fine the finished garments appear sheer. Ron Chereskin, a designer known for his knits, chose soft neutrals and muted pastels for translucent and mesh pieces worn over drawstring pants, silk/wool shorts and twill or seersucker pants.

Chereskin also likes the peekaboo looks of a sheer plaid shirt over terry drawstring pants, or for those with "Survivor" physiques, bikini briefs and cropped shorts with coordinated nylon/Lycra life vests or mesh tank tops.

Dedicated to helping the Humane Society of New York, he sent his models for a final tour of the runway with armloads of adoptable cuddly puppies or mature dogs straining at their leashes.

Max Azria, the Frenchman who has created a sensation with his U.S. women's line, BCBG (named for "bon chic," "bon genre," or good style, good attitude), is now winning acclaim for his menswear and moving on to launch evening, footwear and fragrance collections.

His spring menswear pairs tropical cottons with rich leathers, suedes and bright patent-leather motorcycle jackets. He marries colors such as nectar orange with violet, cognac and lapis or a deep merlot with clear blue and blush pink - certainly not colors for men who can't handle the nickname "Peacock."

Another of the designers showing substantial leather sandals with most of their clothes, Azria offers the ease of crew-neck sweaters with cotton/linen flat-front trousers. But will his customers understand the European high-style melange-printed cotton canvas in green or rust tones?

David Chu's designs for **Nautica** took to the runway on the bodies of male heartthrobs such as Bruce Hall, star of the NBC daytime soap opera "Passions," and Christopher Jackson, currently starring on Broadway in "The Lion King." And certainly these men were manly-looking enough to carry off the **Nautica** colors such as lime green, orange and yellow, the longer Bermuda short designs and the floral patterns of board shorts and muscle shirts.

A note here about shorts: Next summer most will be longer, either topping the knee or falling slightly below. But menswear designers shy away from calling these clam-diggers or capris as they might in their women's-wear lines.

Techno fabrics are strong in the menswear designs for spring, with many approaching the ilk of sailing gear. They look crisp and wear well, some of the fabrics with slightly shiny finishes provided with the addition of nylon.

At Perry Ellis, technical innovations include wrinkled cotton coats and pants that require steaming to rewrinkle properly, 38-year-old designer Jerry Kaye said. His choice of fabrics such as mercerized cotton and wool/viscose crepe assure the easygoing looks for which the Ellis house is famous.

Modern touches come with Kaye's silk polka-dot shirts and scarves, piping on slim pants and graphic-printed pullover shirts. Noncolors of white, stone, biscotti, iced gray and black add to the city chic of this collection.

Elsewhere, softer looks come from fabrics such as Tencel (produced from the cellulose of wood pulp) and Ultrasuede, the manufacturers of each paying to sponsor some of the runway presentations.

Designer Francis Hendy's mostly Ultrasuede collection was eye-popping bright, from white overalls to blue leopard-print jeans. Hendy runs the "wow" gamut from Sgt. Pepper braid-trimmed jackets to pop-rock club clothes with rhinestone trims, metallic shirts, ruffles, fringe and even sequins.

Lest you think those are shocking details in menswear, feast your eyes on Gene Meyer's cowboy-inspired collection featuring graphic prints and short-sleeved, body-hugging, Western-seamed shirts. These might be fightin' words to men more accustomed to rugged Western wear, but Meyer mixes a dash of Nashville country and lots of color into his designs.

Neutrals of khaki, camel and black are spiced with aqua, orchid, apple green and chartreuse in Meyer's stretch wool pin-striped suits, polished cotton shirts and leather jeans.

Meyer is among those designers who believe that the trend to dress-down casual has gone too far. In an interview after his show, he said casual today often equals sloppy, while dressed-up equals boring. He would like to change that.

"The only men who are wearing suits today are the ones who have to, and they just don't care how they look," Meyer said. He believes men can add dashes of color to their wardrobes, with ties for example (his are wonderful graphic patterns), or can establish a "quality" casual look with V-neck knits and cotton poplin trousers.

GRAPHIC: Photos: 1-3 Top: Joseph Abboud features soft suits and suedes in rich, earthy tones for spring. Above: **Nautica** gets into the spring of things with long, relaxed shorts and bold, flashy colors. Right: John Varvatos takes casual dressing a step further, matching soft suit designs with wide-strapped leather sandals (all color); 4. Ralph Lauren offers a rainbow of colorful casuals, from grass green and orange to turquoise and yellow (color); 5. Fashions by Gene Meyer (b/w, p. 5); 6. Fashions by Perry Ellis (b/w, p. 5); 7. Fashions by Ron Chereskin (b/w, p. 5.); 8. Fashions by Fashions by Everett Hall (b/w, p. 5); All by Buster Dean photos / Chronicle

NOTES: COMING WEDNESDAY: Women's fashions for spring and summer 2001.

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Fashion week brings out designers' playful side The Kansas City Star September 21, 2000, Thursday

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The Kansas City Star

September 21, 2000, Thursday

SECTION: LIFESTYLE

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LENGTH: 735 words

HEADLINE: Fashion week brings out designers' playful side

BYLINE: By Jackie White

BODY:
NEW YORK _ First you have to have a sense of humor.

How else do you handle the sight of a model prancing down the runway with multicolored fabric leaves emerging from a pouch on the back of her dress or a flower corsage on a garter? Consider, too, a silk print handkerchief-pointed poncho dress floating nonchalantly over an otherwise mostly nude body or wrist cuffs attached to silky wings of a dolman blouse. (Don't dare reach for a shrimp on the cocktail buffet.)

They were some of the more, well, intriguing trial ideas launched this past weekend as the New York Fashion Week made its transition from the American menswear designer shows to the women's presentations. Over the weekend, new upstart talents _ not all ready for prime time _ had their moment before the international fashion press thanks to commercial sponsorship from Tencel, the fabric company, and, LVMH, the French luxury conglomerate and makers of Moet Chandon, the champagne.

The nine-day fashion event is produced by 7th on Sixth, a subsidiary of the Council of Fashion Designers of America. Earlier, menswear names such as Joseph Abboud, John Varvatos **and Nautica** by David Chu were on the schedule.

The shows are centered in Midtown Manhattan, behind the Public Library, where a giant white tent covers a good part of Bryant Park. Nearby, workers eat their lunch and homeless people park their carts in the warm sun.

Tencel, which makes the wood-based natural fabric, brought in mostly newcomers to design collections in that material, and so you had white, crocheted Tencel cages over black and Tencel flowers that looked as if they could have emerged from a scene in Robin Hood.

Meanwhile, Louis Vuitton Moet Hennessey, or LVMH, traditionally showcases at least three new designers selected with the help of magazine editors and other professionals. This show enjoyed considerable press, and the three young women _ Sally Penn, Alice Roi and Lizzy Disney _ were featured in a New York Times cartoon characterizing the young designers' stress in the nine days before the show.

The women already have a following of sorts. One of Roi's fans, actress Natasha Lyonne ("But I'm a Cheerleader"), was in the front row. The three designers all reflected an adventurous spirit. Roi was

especially daring with crotch-high shirtdresses, leather skirts and spandex bikini bottoms.

One factor that set this fashion week apart was a strong international presence. In addition to Europeans such as Luca Orlandi of Milan, designers and manufacturers came from Hong Kong and Portugal. An especially impressive presentation came from the South African Fashion Designers' Association. The program opened with two bare-chested drum-beaters (part of a ritual for bringing people together, according to the press notes), and they were followed by a "poet//praise-singer" who shouted out phrases of philosophy. Then finally models appeared in everything from denim held together with gold safety pins to gold and sequined gowns.

It was a deep contrast to the Luca Luca show, which opened with Brazilian model Giselle Bundchen, in a lime green, leather pleated miniskirt (think tap- dancing skirt) and cropped top. Much of the same followed along with short shorts. But his array of jackets in tweeds and pastels were handsome and softly tailored.

Certainly, he brought out the celebrities although the week was just beginning. The most unexpected guest was Howard Stern. (Is he a fashion fan or is he trying to up his ratings?) Actress Angie Harmon and former supermodel Paulina Porizkova sat on the front row along with Hollywood stylist Phillip Bloch.

Meanwhile, fashionistas don't have to put up with the madness of the crowds to stay a step ahead on the fashion front. Elle magazine's Web site _

http://www.elle.com/

_ is up and running with daily show reports.

They may not have everything, however. When design houses are new, unknown and frequently budget-challenged, they sometimes go to quirky lengths to grab attention.

One offbeat house, called "Imitation of Christ" and known for resurrecting vintage styles, held a show in a downtown funeral home and presented the clothing in a play performed before a coffin.

You have to have a sense of humor.

(Jackie White is fashion editor for The Kansas City Star.)

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General Store; Tampa Tribune (Florida) September 23, 2000, Saturday,

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Tampa Tribune (Florida)

September 23, 2000, Saturday, FINAL EDITION

SECTION: SOUTH TAMPA, Pg. 1

LENGTH: 950 words

HEADLINE: General Store;

BYLINE: JANIS D. FROELICH, of The Tampa Tribune;

BODY:
A homey touch is evident in a large shopping compound on MacDill Air Force Base.

INTERBAY - From Coach purses to Tampa Bay Buccaneers-designed wrapping paper, the Army and Air Force Exchange Service at MacDill Air Force Base is the epitome of one-stop shopping.

But services beyond convenience and competitive prices lure thousands of military personnel and veterans to the 250,000-square-foot complex each week.

"I like to get my hair cut, talk to the barber, see who's here," says John Madrishin of Clearwater. Retired in 1977, Madrishin was assigned to MacDill in 1949.

He drives to the base once a month to pick up his prescriptions and have a leisurely day among old cronies.

His barber at the base enjoys the chat.

"These are some of the finest men in the country," Harold Van Hoose says respectfully as he begins the dust up on Madrishin's head.

The barber says he doesn't just give the stereotypical military buzz cut. "We do all types, all kinds," Van Hoose says.

The exchange service uses the same approach for its well-traveled customers.

The bottom line is the BX, the nickname for the base exchange, focuses on the customer, says Rudy Gaza, general manager of the exchange service. "It's their store," Gaza says. "They're the stockholders."

All active duty personnel or their spouses can shop at the BX at MacDill. Military retirees who spent 20-plus years in the service and service personnel who are classified as 100 percent disabled have privileges to shop at the Air Force base.

MacDill draws heavily from the 93,000 military retirees in the Tampa Bay area. That number can triple during winter months. The pace picks up at the BX when veterans receive their monthly Social Security checks.

The interior of the BX is trendy. A recent $ 2 million facelift added a few new tenants at the food court, including Baskin Robbins and Cinnabon.

Gaza looks at other stores to check out the competition.

"We do a local price survey," he says.

While he admits he receives occasional flak from local merchants, he believes the real competitor of the mom and pop shops are large retailers such as Home Depot and Sam's Sam's Club, both chains recently opened stores on South Dale Mabry Highway, a few miles north of the base.

"We're isolated here, too," he explains. "There aren't a big number of stores right outside our gates."

THE BASE GROCERY STORE, also called the commissary, must break even in its operation. But the main store, where Godiva chocolate is sold and George Foreman grills are stacked on neat, clean aisles, is required to make a profit, Gaza says.

A portion of the money collected at the BX stays at MacDill for base improvements, including the swimming pool and library, and to buy sports equipment. The contribution amount posted in the mall for the year so far totaled $ 444,420.

About half the employees are military.

Gaza would like to hire more spouses of Air Force personnel, but the on-base housing situation is in a period of transition.

Diane Green, public affairs officer, says nearly 800 housing units are planned to replace older ones. When it's completed, MacDill is expected to have a sizable number of families living on base. A child development center is housed within the BX.

But even without the on-base population, there's a sense of solidarity.

"We're a city within ourselves," says Ginny Palmbo, Gaza's assistant at the BX.

"People live in Tampa 10 (or) 15 years and don't realize how much is out here."

The base has attracted well-known names such as Bucs coach Tony Dungy and quarterback Shaun King. Sabel, the wrestler, is slated to make a personal appearance.

"Retirees view the BX as a perk for their service," Gaza says.

Military stores serve 7.8 million customers around the globe. They have front-door greeters, an idea pre-dating the Wal-Mart service. Shoppers can push a button for customer service. Sometimes customers receive free cake and coffee.

Active Air Force personnel like the personal touches as well as the retirees.

"I shop here every day," says Tech. Sgt. Isaac Ruffin, looking at a new bathroom rug. "I get one little thing, then I come back. It's a good experience."

"We do a BX run to shelf check," says Tech. Sgt. Jean Corlee, who was eating a pizza for lunch with Tech. Sgt. Jim Zima.

"We always know what's new," Zima explains.

"Visualize this store in Germany," says Gaza as he walks among the merchandise. "It's very important to offer a taste of home."

THE EXCHANGE SERVICE sells famous labels such as **Nautica** and Chaps, but also its own brand of Royal Manor clothes and Alexandre, custom-made suits. Uniforms for all military branches are available in a separate store.

With 12 check-out counters at the main store, customers load up on sweaters and corduroy pants even in the Florida heat.

There are various concessionaires in the mall. The concessionaires are individuals and companies that have signed to four- to five-year contracts with the government.

Art's Militaria has been a mall mainstay for eight years.

"I've learned over the years what people want," owner Art Funk says. "I started with hats and pins."

He offers license plates, historic memorabilia and even custom-designed items such as a shadow box to display a soldier or airmen's medals.

"I like to deal with people," says Funk, who served in the Air Force but is now in the reserve.

"This keeps me in touch with the folks I knew in the military," he says. "I really like them." Janis D. Froelich covers Hillsborough County and can be reached at (813) 259-7143 or jfroelich@tampatrib.com

GRAPHIC: PHOTO 5 (4C),
JASON BEHNKEN, Tribune photo A golf towel is among the items available in Art's Militaria. Art Funk has owned the shop for eight years. "This keeps me in touch with the folks I knew in the military," he says. "I really like them."

LOAD-DATE: September 26, 2000

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TASTY EXTENSION OPENED AT STORE Birmingham Evening Mail September 23, 2000, Saturday

Copyright 2000 Midland Independent Newspapers plc
Birmingham Evening Mail

September 23, 2000, Saturday

SECTION: Pg. 17

LENGTH: 217 words

HEADLINE: TASTY EXTENSION OPENED AT STORE

BYLINE: Vicky Lissaman

BODY:
THE pounds 7 million expansion to Solihull's landmark department store Beatties has been officially unveiled.

Beatties chairman Sir Eric Pountain was on hand to cut the ribbon to open the fashionable new non-smoking cafeteria, Cafe Beatties.

Managing director of Beatties Chris Jones said: 'Beatties Solihull is an award winning store and has been a landmark in the town centre since the 1960s.

'Our expansion will provide us with the opportunity to increase our existing store, introduce new ranges and provide more customer facilities.'

Stuart Roberts, managing director of Bryant Construction, said: 'Bryant Construction has had an on-going association with Beatties in Solihull.

Expanded

'The company built the original store in 1966 and carried out major improvement work in 1995.'

The expansion has brought a range of new designer womenswear including Paul Costello, Fenn Wright Manson, Minuet and Jeffrey Rogers.

Menswear is also being expanded to include Austin Reed, **Nautica** and a young men's fashion department called Darlington Street.

Amongst the other new additions there is Regis hairdressing salon, a florist, an office for The National Trust, an increased range of furniture and toys an OIan Mills photography studio and Roland organs and pianos.

GRAPHIC: GRAND OPENING: Marking the opening of the Beatties Solihull expansion were (left to right) Sir Eric Pountain chairman, Christine Levine development director, Stuart Roberts of MD Bryant Construction and Richard; Coyle general manager of Beatties Solihull

LOAD-DATE: September 25, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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Retailers reinvent themselves The Capital (Annapolis, MD) September 24, 2000, Sunday

Copyright 2000 Capital-Gazette Communications, Inc.
The Capital (Annapolis, MD)

September 24, 2000, Sunday

SECTION: Business; Pg. B1

LENGTH: 714 words

HEADLINE: Retailers reinvent themselves

BODY:
SHORT HILLS, N.J. _ The Short Hills Mall boasts big department stores including Macy's, Bloomingdale's and Nordstrom, but you probably won't find Ilene Garlock and Beth Silvia shopping at those retailers. They usually bypass the big merchants and head for specialty stores.

"Everything is all spread out at department stores," said Mrs. Garlock, a 51-year-old teacher from Montville, N.J., who was on her way to Chico's, a trendy women's specialty store.

In a department store, "you find a skirt in one place, and then you have to go to another for the top. You don't get service, and there's nothing special. I like shopping at small stores."

"Department stores are so overwhelming," said Ms. Silvia, a 24-year-old cast

ing assistant from Millington, N.J., who said she prefers J. Crew and Banana Re

public. At those stores, "it's easy to get in and out. I just don't have a lot of time."

Shoppers like Mrs. Garlock and Ms. Silvia are a growing problem for department stores, which have lost respect and sales in an increasingly competitive environ

ment. But the retailers, realizing they have poor customer service, a cluttered appearance and merchan

dise that's too similar to that of their competitors, understand they need to change _ and soon.

The stores, which seemed des tined for extinction after several high-profile leveraged buyouts collapsed in the mid-1980s and early 1990s, enjoyed a resurgence from 1997 through the summer of 1999. That was fed by consumers' freewheeling spending and the emerg ence of clothing labels like Tommy Hilfiger and Nautica that brought fashion-conscious customers into the stores.

However, over the past year, the Store executives, including Terry Lundgren, president and chief merchandising officer at Federated, acknowledged the more challenging environment and admitted they've been plagued with "too much sameness."

"The consumers get bored very quickly," Mr. Lundgren said. "We need to have differentiated prod

uct."

The retailers believe the situation is temporary. They're counting on the return this fall of dressed-up looks

_the suit and the blouse _ to reignite consumer spending.

They're also on a campaign to reinvent themselves, by increasing their offerings of home furnishings and expanding their own privatelabel collections. Federated, for example, is finding success with such store brands as INC, Alfani, Charter Club and Style & Co., and is backing them with consumer advertising.

These moves are expected to further differentiate department stores from their competitors.

Stores like Macy's, Bloomingdale's and Carson Pirie Scott are also aggressively courting the teen and preteen customer with trendier fashions and more exciting decor. Federated is installing in 50 of its stores a music system that rivals that of a night club, according to Mr. Lundgren.

"We have been too focused on the finance side of the business and not enough on the merchandising side," said Brad Martin, chairman and chief executive officer of Saks Inc., which includes the traditional de

partment stores Parisian and Carson Pirie Scott.

Mr. Martin said department stores need to again offer nonapparel merchandise such as home furnishings that they abandoned a decade ago. "We failed to offer other categories, and consumers had to go buy them somewhere else," he said.

Retailers are also heeding the call for better service. Saks and Feder

ated are reconfiguring their sales floors to make it easier for the timepressed shopper. They are also cre

ating larger cash register areas.

For the holiday season, depart

ment stores are focusing more on gift-giving items, acknowledging that specialty stores like Banana Republic and The Gap have sur

passed them in this category. This fall, Bloomingdale's launched a Hot At Bloomingdale's campaign, spot

lighting such items as leather pants, Waterford crystal and python print bras.

Despite their current problems, department store executives believe they still have a competitive edge over specialty stores, one that will help them regain lost ground.

"We have one-stop shopping," said Michael Gould, chairman and CEO of Bloomingdale's. "You can buy bridal, and all your needs for the family. You can't do it at the Gap."

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PAGE 2 / IDEAS, TRENDS, STYLE AND BUZZ; OVERNIGHT SUCCESS . . . AFTER 30 YEARS; FASHION INDUSTRY VETERAN JOHN VARVATOS IS DEBUTING STRONG AS A MENSWEAR DESIGNER. Los Angeles Times September 26, 2000, Tuesday,

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View Related Topics

September 26, 2000, Tuesday, Home Edition

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

LENGTH: 865 words

HEADLINE: PAGE 2 / IDEAS, TRENDS, STYLE AND BUZZ;
OVERNIGHT SUCCESS . . . AFTER 30 YEARS;
FASHION INDUSTRY VETERAN JOHN VARVATOS IS DEBUTING STRONG AS **A** MENSWEAR DESIGNER.

BYLINE: VALLI HERMAN-COHEN, TIMES SENIOR FASHION WRITER

BODY:
For a beginner, menswear fashion designer John Varvatos is having the kind of success that normally comes to veterans. Before the New Yorker had even shipped his first collection of upscale menswear this year, he'd accumulated many of the rewards of someone who'd already been in business for years: press attention, store support and industry buzz.

Last June, Varvatos received the Perry Ellis Award, American fashion's highest honor for newcomers.

"It's pretty nice that we won before we even delivered anything," he said while visiting Los Angeles last week. On the heels of the Ellis award, the designer immediately earned numerous accolades in fashion magazines, his own display space in top stores, and last week, a special party and fashion show for his fall 2000 collection at Neiman Marcus in Beverly Hills.

There, men equally well-groomed and well-heeled murmured oohs and aahs as they inspected his kitten-soft, six-ply cashmere sweaters and his lightweight New Zealand shearling coats and jackets with just a few edges left raw. They delighted in the details that distinguish his Italian-made clothes and accessories: hand-stitching on boots, 2 1/2-inch cuffs on flowing, wider-leg trousers; suits tailored without extra padding, cuff buttons or welt breast pockets. Neat, minimal . . . and rich. Suits cost between $ 995 and $ 1,195, sweaters between $ 400 and $ 700; and his shearling outerwear between $ 1,500 and $ 2,000.

Earlier this month, he presented his spring 2001 collection in New York, where the menswear trade journal, DNR, featured his paperbag-waist pants on its cover and described his spring evening wear as "the perfect mix of edge and ease." The journal compared him to Giorgio Armani. Clearly, he's in good company.

*

Not even today's brightest menswear stars--John Bartlett, Helmut Lang or even Tommy Hilfiger--so quickly won over both the stores and the press. Varvatos entered the market full force, with a complete collection of tailored clothes, casual sportswear, leather shoes and accessories, even his own outerwear. Normally, designers play to their strengths and branch out later. But, said Varvatos, showing a complete line "helps define what the look and personality of the collection is. If I put the guy in somebody else's shoes, it would have a different look to it."

The 45-year-old Varvatos, after 30 years in the creative and business sides of fashion, has a deep understanding of the fashion process, from customers, to stores, to factories, to its designer levels. He's gained experience from his first clothing store sales jobs in high school, to his last--as corporate senior vice president of Polo Ralph Lauren.

He knows his experience will serve him well. Young designers, he said, "haven't lived through the wars. You make enough mistakes and see other people make mistakes and hopefully you learn from those."

Varvatos, a native of Allen Park, a Detroit suburb, also helped Calvin Klein create his menswear business, including the CK division. He's a rarity in the fashion business, where, as in the entertainment industry, youth is often more prized than experience.

"If I can think of any great reason why I'm doing this at 45, it's because I'm confident that I can execute," he said. "I know I couldn't do this as well when I was 30."

After he moved to New York in the early 1980s to work for Ralph Lauren, he took illustration classes at the Fashion Institute of New York, a major detour from his major at Eastern Michigan University--science education. "I really got my true education--hands-on--at Ralph Lauren," he said.

*

Now that he's competing for customers against his former employers, Varvatos has an insider's advantage and--with financial backing from **Nautica**--solid footing. "I've learned great things about those companies, but I also know what happens when you get so big," he said. "And I know the things that are difficult for them to deal with is the loss of control. I don't want to be that big. There is something about being hands-on and close to the product and the customers."

The successful showing of his second collection was critical to his future: "I think a lot of people were watching us to see if we could keep it going," he said. He's moving quickly to capitalize on the buzz. His clothing is arriving in Neiman Marcus and Barneys New York now, and his first store is due to open soon in Manhattan's SoHo. And next spring, he'll present his third collection, for fall 2001, in Milan, alongside the industry's top guns.

Varvatos has managed to find a niche in the crowded menswear field. "There are two looks happening now. There's the modernist guy: Prada, Gucci, Dolce & Gabbana. And on the other end of the spectrum are classics like Zegna, Armani and Kiton," said Varvatos, who described his line as a "casually elegant" alternative somewhere between those two.

His sensibility may have been refined in New York, but it was planted in the Midwest, which is why his clothes are made to fit guys "who don't go to the gym every day."

"I look at the country differently than a true New Yorker does," Varvatos said. "I understand the rest of America."

GRAPHIC: PHOTO: (3 photos), "I know I couldn't do this as well when I was 30," says John Varvatos, who at 45 is watching his first menswear design venture take off. "The perfect mix of edge and ease," trade

journal DNR said of Varvatos' upscale-casual pieces. PHOTOGRAPHER: DAN LECCA PHOTO: (no caption)

LOAD-DATE: September 26, 2000

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MEN'S FASHION: EASING INTO SPRING Hartford Courant (Connecticut) September 27, 2000 Wednesday, STATEWIDE

Copyright 2000 The Hartford Courant Company
Hartford Courant (Connecticut)

September 27, 2000 Wednesday, STATEWIDE

SECTION: LIFE; Pg. D3

LENGTH: 388 words

HEADLINE: MEN'S FASHION: EASING INTO SPRING

BYLINE: GREG MORAGO; Courant Staff Writer

DATELINE: NEW YORK --

BODY:
Guys never cannonball into the fashion pond. They test the waters first, cautiously, one toe at a time. If it feels right, they're happy to splash around in that same pond for years.

If men's fashion doesn't change much from season to season (unlike women's skittish trends), it's because most men are usually into their clothes for the long haul. Men stick with designers who aren't going to keep them running relays to the racks. They like familiarity. Changes must be made slowly and cautiously.

The menswear designers who opened the recent Spring 2001 Fashion Week in New York were mostly veterans with significant brand loyalists. The styles they sent out for the next season offered a variety of dressing options but with an emphasis for their particular customers. Example: David Chu, designing for **Nautica,** knows his guys like sporty togs, so he gave them a lot of wearable pieces. Likewise, Joseph Abboud favored immaculately tailored suits, while Gene Meyer explored his fascination for color and prints. Ralph Lauren's preppy boys are at home in their classic gear (albeit with some juicy color thrown in to put a smile on the face) while Ron Chereskin showed comfortable clothes (lots of sunny seersucker and creamy knits) that flatter the buff bod.

Kenneth Cole always has had good luck with leather jackets and coats. For Spring 2001, though, he's branching out with nicely tailored suits that look crisp and easy. He also sent out a lot of jaunty seersucker separates, beachcomber pants and popovers. Jason Bunin's guys like checks and plaids, and why shouldn't they, with all the playful, tropical hues the designer sent out? He even lined his jackets with plaid. If you want color, the NYBased collection for spring offers bright turquoise chinos, groovy print jams and tie-dye tees. Max Azria's BCBG men's collection also took a spin on the color wheel with attractive separates in violet, tangerine and blush-colored nectar.

John Varvatos probably caused the biggest buzz of the menswear shows. In only his second collection, the designer scored big with wearable pants, sweaters and soft suits in a likeable palette of steely colors like petrol, indigo and dark brown.

Women can't have all the fun with colors and cuts. And that's just what the menswear designers for Spring 2001 have in mind.

GRAPHIC: PHOTO: 3 color; Reuters

1 color; Associated Press
; TROPICAL SPLENDOR -- Joseph Abboud's line for spring offers men a collection of easygoing separates marked by sophisticated tailoring, above. The pieces, in wool, linen and silk/cotton knits, sport castaway colors like sand, shell, sea salt and coffee.
GENE POOL -- Designer Gene Meyer showed a contemporary lineup of polished cotton shirts, cord and leather pants and natty suits. At left, a model wears a blue v-neck shirt with purple leather pants.
SAIL AWAY -- David Chu for **Nautica** knows his customers like to stick to the basics: nautical crew-neck sweaters, windbreakers, single-breasted jackets, khaki trousers and shorts. Chu provided those looks,, including this orange-and-white nylon T-shirt and beige cotton pant, shown left.
URBAN DWELLER -- Kenneth Cole's citified gents like their weekend play clothes, but they also like the fluid energy of suits like this three-button number with slim, flat-front pants and a blue suede vest, right.

LOAD-DATE: September 28, 2000

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ON TAP TODAY Chattanooga Times Free Press (Tennessee) September 28, 2000, Thursday

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Chattanooga Times Free Press (Tennessee)

September 28, 2000, Thursday

SECTION: LIFESTYLE; Pg. E6

LENGTH: 593 words

HEADLINE: ON TAP TODAY

BYLINE: SUSAN PIERCE

BODY:
CIVIC

* CHATTANOOGA BAR AUXILIARY --Children's Home/Chambliss Shelter, 10 a.m., new member coffee.

* GLENWOOD NEIGHBORHOOD ASSOCIATION -- Glenwood Recreation Center, 7 p.m.

* HAMILTON COUNTY SCHOOL BOARD --Tyner Academy, 5:30 p.m.

* HIXSON ELEMENTARY SCHOOL -- 5950 Winding Lane, 7 p.m., open house and short class lesson for parents on Everyday Math. Call 870-0621.

* HOWARD SCHOOL OF ACADEMICS AND TECHNOLOGY --2500 S. Market St., 6 p.m., open house. Call 209-5868.

* KIWANIS CLUB --Collegedale City Hall, 7 p.m., 25th anniversary of Kiwanis Club of East Hamilton County. Call 396-3135.

* WOODMORE ELEMENTARY --800 Woodmore Lane, 6-7 p.m., open house and parents' lesson on Everyday Math. Call 493-0394.

LEISURE

* CHOO CHOO SHAG CLUB --Chattanooga Billiard Club, 7:30 p.m., no cover charge.

* CIVIL WAR PROGRAM --Chickamauga Public Library, 7 p.m., free, Life of a Civil War Soldier. Call 375-3004.

* "ELEEMOSYNARY' --Chattanooga High School Center for Creative Arts., 1331 Dallas Road, 7:30 p.m., $3, comedy tells the story of three generations of a family's women. Call 209-5942.

* "GLASS MENAGERIE" --Berry College theater, Rome, Ga., 8 p.m., $2. Call (706) 236-2263.

* "GYPSY" --Chattanooga Theatre Centre, 400 River St., 8 p.m., $16.50 adults, $14.50 students, $11.50 children. Call 267-8534.

* OKTOBERFEST AT BIG RIVER -- Big River Grille, 220 Broad St., 4-7 p.m., free, polka music, Oktoberfest buffet and first tapping of Oktoberfest Ale. Call 267-2739.

* OUTDOOR SYMPHONY CONCERT --Chattanooga State Technical Community College, sculpture garden near Bond Humanities Building, 5:30 p.m. tour of gardens, 7:30 p.m. Chattanooga Symphony Orchestra concert.

* ROUND DANCING --Good Shepherd Lutheran Church, 822 Belvoir Ave., beginner's class at 7 p.m., advanced dancing at 8:30 p.m., $4. Call (800) 241-0321.

* SENIOR NEIGHBORS --10th and Newby Street Center, 9 a.m. foot care, 12:30 p.m. Kosmos bridge. Call 755-6123.

* SODDY-DAISY LOCK-UP FOR MDA -- Beasley Distributing, 10:30 a.m. to 2:30 p.m., Soddy-Daisy mayor and other civic leaders taken to "jail," where their bail will be raising funds for Muscular Dystrophy Association. Call 855-0645.

SHOPPING

* EASTGATE TOWN CENTER -- 5600 Brainerd Road. Small, indoor shopping mall featuring Goody's, Gap outlet store, fast-food restaurants and ice skating during winter months. Eastgate is adjacent to a YMCA, library branch and post office. 894-9199.

* HAMILTON PLACE -- Interstate 75 at Exit 5. Tennessee's largest shopping mall features Parisian, JCPenney, Sears, Proffitt's and hundreds of specialty shops on two floors. Food court and restaurants inside the mall. Surrounding area includes several strip malls, grocery stores and restaurants. Hours: Monday through Saturday 10 a.m.-9 p.m., Sunday noon-6 p.m. Web site: www.hamiltonplace.com. 894-7177.

* NORTHGATE MALL -- Highway 153 and Hixson Pike. A single-level mall anchored by JCPenney, Proffitt's and Sears. Specialty shops include The Gap, Victoria's Secret, Rack Room Shoes, Barnie's Coffee and Tea, Bath & Body Shop and Colony 13. The mall has a food court and is surrounded by other restaurants and strip malls. Hours: 10 a.m.-9 p.m. Monday through Saturday; noon-6 p.m. Sunday. 870-9521.

* WAREHOUSE ROW -- 1110 Market St. Prime Outlets shopping in a renovated downtown railway warehouse, featuring Geoffrey Beene, **Nautica,** J. Peterman, Cole & Haan, Bass, Coach and more. Expect to pay for parking. Hours: 10 a.m.-7 p.m. Monday through Saturday; noon-6 p.m. Sunday. 267-1111.

LOAD-DATE: October 3, 2000

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WHERE & HOW TO BUY. Playboy October 1, 2000

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October 1, 2000

SECTION: No. 10, Vol. 47; Pg. 168 ; ISSN: 0032-1478

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LENGTH: 664 words

HEADLINE: WHERE & HOW TO BUY.

BODY:
To buy the apparel and equipment shown on pages 42, 51-52, 92-93, 98-103 and 183, check the listings below to 1/2nd the stores nearest you.

WIRED

Page 42: "Wizard for Sale": Software from 989 Studios, by Sony Computer, 800-345-7669. By EA, 800-245-4525. "Minidisc Goes MP3": Minidisc players: By Sony Electronics, 800-222-7669. By Sharp Electronics, 800-237-4277. Software and adapter by Voquette, 877-432-8346. "Game of the Month": Software by Crave, 970-392-7022. "Wild Things": Digital audio player, accelerometer, digital watch and compass and two-way radio by Nike, 800-344-6453.

MANTRACK

Page 51: "The Royal Thing": Royal Scotsman train ride from Abercrombie and Kent International, 800-323-7308. "The Sound of Silence": Headphones by Bose, 800-650-BOSE. Page 52: "Brave New World Wineglasses": Stemware by Riedel, 800-642-1859. "Gourmet Pizza": New Pizza published by Chronicle Books, at bookstores or chron books.com. "Guys Are Talking About": Energy drink by Jones Soda, at beverage retailers or fusion.com. Hanging Out in Europe published by IDG Books Worldwide, at bookstores or www.idgbooks.com.

CRAZY HAND JIVE

Pages 92-93: "Palm Readings": Handheld computers: By Hewlett-Packard, 800-552-8500. By Casio, 800-962-2746. By Vtech, 800-835-8023. By Compaq, 800-282-6672. By Handspring, 888-565-9393. By Palm, 800-881-7256. Digital camera by Kodak, 800-242-2424. Electronic compass by Precision Navigation, 800-422-6672. Global positioning satellite receiver by Rand McNally, 800-275-7263. Voice recorder by Landware, 800-526-3977. Keyboard by Palm, 800-881-7256. Modem by OmniSky, 800-860-5767. E-mail by Pocketmail, 877-762-5382. "More Palm Prints": Modem, digital camera and storage modules by Handspring, 888-565-9393. Digital cell phone by Qualcomm, 877-319-1807. "The Pocket PC Competition": Handheld computer by Microsoft, 800-426-9400. "Other Cool Handhelds": Digital cell phone by Neopoint, 877-636-4447. Two-way pager by Motorola, 800-548-9954.

FASHION

Page 98: Jacket and shirt by Emporio Armani, 877-736-7674. Page 99: Shirt by Van Heusen, 212-381-3500. Pants by **Nautica,** 877-**NAUTICA.** Socks by Gold Toe, 800-523-8265. Shoes by Johnston and Murphy, 888-792-3272. Shirt and pants by Ralph Lauren, 800-377-7656. Shirt and vest by DKNY, 800-986-DKNY. Corduroys by Gap, at Gap stores. Sneakers by Nike, 800-344-6453. Page 100: Shirts and shorts by Hugo Boss, 800-HUGO-BOSS. Sneakers by Nike, 800-344-6453. Sweatshirt by Ralph Lauren, 800-377-7656. Nylon pants by Emporio Armani, 877-736-7674. Long-sleeve T and nylon pants by Calvin Klein, 800-294-7978. Sneakers by Fila, 800-PRO-FILA. Pants and shirt by Tommy Jeans, at select department stores. Wool hat by Gap, at Gap stores. Sweater vest by Gene Meyer, 800-446-6636. Her pants and sandals by BCBG, 888-636-BCBG. T-shirt by Fila, 800-PRO-FILA. Shirt by Ralph Lauren, 800-377-7656. Her jeans and leather jacket by Tommy Jeans, at select department stores. Sticks and equipment by Warrior Lacrosse and apparel and custom sticks by Lacrosse Unlimited, 800-366-LAXX. Page 101: Shirt by Tommy Hilfiger and vest by Tommy Jeans, at select department stores. Jeans by Levi's, 800-872-5384. Sweater by BCBG, 888-636-BCBG. Vest, jeans, shirt and jacket by Calvin Klein, 800-294-7978. Page 102: Hooded sweatshirt and sweatpants by Nike, 800-344-6453. Mesh shirt and pants by Fila, 800-PRO-FILA. Hooded shell and jacket by **Nautica,** 877-**NAUTICA.** Windbreaker by Nike, 800-344-6453. Page 103: Boxer shorts: By Abercrombie and Fitch, 800-666-2545. By Brooks Brothers, 800-348-2058. By Adidas, 800-677-6638.

ON THE SCENE

Page 183: "Divers' Pleasures": Watches: By Panerai, from Piaget, 800-628-4344. By Seiko, 800-782-2510. By Swatch, 800-879-2824. By Audemars Piguet, Blancpain and Omega, from Swiss FineTiming Atelier Jewelers, 1900 Sheridan Road, Highland Park, IL 60035, 847-266-7900.

Various items featured in this issue are available for purchase online at products. playboy.com.

IAC-CREATE-DATE: November 14, 2002

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Source: News & Business > Combined Sources > News, All (English, Full Text)
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Mad About Milla; Milla Jovovich; Brief Article Cosmopolitan October 1, 2000

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Cosmopolitan

October 1, 2000

SECTION: No. 4, Vol. 229; Pg. 102 ; ISSN: 0010-9541

IAC-ACC-NO: 66241032

LENGTH: 155 words

HEADLINE: Mad About Milla; Milla Jovovich; Brief Article

BODY:
Multitalented Milla Jovovich always gets gloriously glam--often with a retro sexpot streak.

1 Cardigan, $ 25, and T-shirt, $ 17, H&M; skirt, Club Monaco, $ 69.

2 Bag, Guess? Handbags, $ 60.

3 Mules, Nine West, $ 59.

4 48-inch pearls, $ 80, and 36-inch pearls, $ 64, Carolee.

1 Pearl choker, R.J. Graziano, $ 185.

2 Cowl-neck dress, Trina Turk, $ 138.

3 Pearl bracelet, Chanel, $ 190.

4 Metallic leather T-strap stiletto sandals, Cynthia Rowley by Zeitgeist, $ 181.

1 Canvas overcoat, **Nautica** Jeans Company, $ 178; camisole, Rebecca Taylor; bootleg jeans, Tommy Jeans, $ 55.

2 Logo crystal earrings, Chanel.

3 Satin bag, Franchi, $ 58.

4 Sling-backs, $ 59, Esprit.

1 Feather neck piece, Adrienne Landau, $ 100.

2 Silk blouse, Theory, $ 165; sequin skirt, Maxou, $ 162.

3 Multistrand pearl bracelet, R.J. Graziano, $ 90.

4 Open-toe sling-backs, Adrienne Vittadini, $ 135.

IAC-CREATE-DATE: November 15, 2000

LOAD-DATE: November 16, 2000

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Downtown Funky in New York, New York AsianWeek October 4, 2000

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Ethnic NewsWatch
AsianWeek

October 4, 2000

SECTION: Vol. 22; No. 6; Pg. 14

SLI-ACC-NO: 1100A2LS 022 000020

LENGTH: 901 words

HEADLINE: Downtown Funky in New York, New York

BODY:

Downtown Funky in New York, New York

Indian American designer Anand Jon kicked off his show with a jolt of star power and bright, shimmering color, with Elizabeth Jagger strutting down the runway in a pair of sea-blue Banjara brocade hot pants and a sexy tie-back top. A few models later, Donald Trump's girl-friend, Melanie Knauss, appeared in a pearlized leather jacket and pants glittering with Swarovski crystals. Singer Cherokee showed up later in a tan suede tie-back top and wave-blue Banjara pants. Other looks followed Jon's signature use of lavish Indian fabrics sprinkled with Asian religious symbols here and there. The yin yang symbol, in particular, showed up more times than not, including on a pink skirt and top set, and a blue embroidered evening dress. Hand-beaded lotus flowers adorned a white silk dress, and Indian Zardusi artwork accented several outfits.

Malaysian-born designer Yeohlee Teng highlighted her fabric of choice-mostly cotton, linen and silk, and usual neutral tones -tan, khaki, black, white and brown-for her spring collection. Shades of bright orange and sunflower yellow, however, added a splash of summer to several looks, including a cotton diamond-shaped raincoat and a linen sundress. Outerwear pieces were constructed in kimono shape, including a tan and maroon silk check zigzag coat and a khaki cotton pique jacket. There was also a white silk tulip jacket worn with an orange wool and linen sarong. For the beach or pool, there was swimwear, including a silk seersucker bikini with matching scarf sarong. A lace choli top was made from gold Chantilly lace and worn with a Merlot-colored silk charmeuse sarong and bikini.

Anna Sui showed an eclectic mix with influences ranging the decadence of the early '80s to African-inspired textiles. "It was the Duchess of Windsor travels to Africa, then comes to New York where she ends up at the Mudd Club," Sui told reporters after the show. Stretch black jersey dominated the collection and tops were slashed, wrapped, tied and cut asymmetrically. A black

studded bra was worn with embroidered and studded African-print pants. The standouts included an orange chiffon zebra print streamer dress and an African-print silk chiffon shirtdress with a pink lace petticoat. There was also a brown and gold knit tank with a brown silk crepe deco tech print pleated skirt.

Margie Tsai, in contrast, showed lots of looks suitable for day as well as evening with clean lines and asymmetrical and bias cuts. Capri-length pants were paired with cotton pleated tops. Skirts were also pleated. To ward off the chill of early spring, there were wool jersey dresses and separates in navy and beige, and a cotton boucle funnel neck dress. Like many other designers, Tsai seemed to have picked up on the trend towards stripes-she had a striped sequined skirt worn with a white fringe top.

Hong Kong-born Vivienne Tam, who usually draws on her Chinese heritage as a primary source of inspiration, this year instead shifted her major point of reference to her current home: New York City. "Many of the prints and patterns in the collection are the result of the views from my terrace," Tam said. "I love watching the light shimmering as it plays with the architectural corners and angles of buildings against a grey and bluish evening sky." A cascading black and white net print dress was inspired by the art deco architecture of the Chrysler building; city lights were mimicked with bold linear sequined patterns streaking down skirts; a pink metallic dress called to mind sidewalks glittering under the pink glow of street lamps. Although the skyline of New York City inspired Tam's dominant theme, she doesn't entirely forget her roots, as seen in a collection of black cotton pants, skirts and tees embroidered with rows of Chinese characters.

David Chu's **Nautica** sportswear line featured classic men's looks with a techno twist. Suit separates and sweaters were shown in cotton, linen and blended fabrics. The palette was neutral, but occasionally accented by flashes of orange and ice blue. Another group of printed weekend-wear was done in a style that Chu dubbed "acidpreppy:" bold woven plaids inspired by the kitschy, preppy style of Palm Springs, mixed with acid-colored tee-shirts and pants. Exotic tropical prints from South America and Polynesia were paired with crewneck shirts and tanks made out of neoprene, a traditional scuba-gear fabric. There was also authentic performance sailing wear that Chu said were "equally at home on the deck of a racing yacht or on the streets of Manhattan."

Menswear designer Alan Truong, on the other hand, showed a collection that probably wouldn't work on a sailing ship, but might just be the thing for an urban nightclub. The designer offered up tight black pants with pink glitter fabric asymmetrically sewn at the waist in a way that gave the illusion that the they were sliding off, revealing the pink glitter "underwear," complete with appliqued white stars. Cropped pants took up the scene as well, falling at times just below the knees, or grazing the ankles. Most fabrics had a slight sheen or iridescence. Shorts were very short and shirts were very sheer.

Article copyright AsianWeek/Pan Asia Venture Capital Corp.
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GRAPHIC: Photo, Designer Anand Jon with models

JOURNAL-CODE: A2

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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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UNILEVER IN ARDEN SALE Evening News (Edinburgh) October 6, 2000, Friday

Copyright 2000 The Scotsman Publications Ltd.
Evening News (Edinburgh)

October 6, 2000, Friday

SECTION: Business; Pg. 1

LENGTH: 261 words

HEADLINE: UNILEVER IN ARDEN SALE

BODY:
UNILEVER is in talks to sell most of its Elizabeth Arden cosmetics division - including Elizabeth Taylor's perfume range - in a 207 million pounds deal, it emerged today.

It is understood to be poised to sell the businesses to FFI Fragrances, a US cosmetics group that has a stock market value of just 80m.

Rich

It is keen to sell the Elizabeth Arden and Elizabeth Taylor brands because, according to industry sources, they have a wealthy, but dowdy, image.

One City analyst said today: "They are classic rich, elderly, New York women brands."

Unilever bought Elizabeth Arden in the mid-1980s, by which time Unilever was already making Elizabeth Taylor fragrance under licence from the Oscar-winning actress. The Elizabeth Taylor brand subsequently became part of Unilever's Elizabeth Arden subsidiary.

Dame Elizabeth currently lends her name to the White Diamonds and Passion fragrance ranges.

Unilever will keep some of the licensed perfumes that form part of the Elizabeth Arden division, such as those marketed under the Valentino, Nino Cerruti, Karl Lagerfeld and Chloe brands. These names are thought more exclusive than Elizabeth Arden and will become part of Unilever Cosmetics International, a new division that makes Calvin Klein fragrances under licence.

Unilever recently signed up **Nautica,** the fashion company, and Vera Wang, the dress designer, to lend their names to perfumes. Unilever refused to comment on the future of Elizabeth Arden. The completion is likely to lead to many job losses in the US.

LOAD-DATE: October 9, 2000

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Allen outlet complex set to open Thursday;30 stores to kick off Chelsea development The Dallas Morning News October 7, 2000, Saturday

Copyright 2000 The Dallas Morning News
The Dallas Morning News

October 7, 2000, Saturday THIRD EDITION

SECTION: PLANO MORNING NEWS; Pg. 1J

LENGTH: 886 words

HEADLINE: Allen outlet complex set to open Thursday;
30 stores to kick off Chelsea development

SOURCE: Staff Writer

BYLINE: Steve Quinn

BODY:
The buzz of this year's retail growth in Collin County will grow a little louder next week when about 30 outlet stores open their doors in Allen.

Allen Premium Outlets kicks off its parent company's entry into the Texas market Thursday. The center, which is still under construction, is at the northwest corner of Stacy Road and U.S. Highway 75.

Michelle Rothstein, vice president of marketing for the New Jersey-based developer and parent company, Chelsea GCA Realty Inc., said it's common to open with a group of stores and have others follow.

"It's virtually impossible to get everyone open on the same day at the same time with such a large number of stores." She said. "It shows our willingness to give our merchants extra time. This is the largest number of stores we've opened. Why wait? Why have shoppers wait for good shopping if there is such a good collection of stores ready?"

The tenant list features well-known brand names that have carried some of Chelsea's outlet centers such as those in Central Valley, N.Y., just north of New York City, and Wrenthem, Mass., southwest of Boston.

Among those tenants are **Nautica,** Perry Ellis, Tommy Hilfiger, Van Heusen, Liz Claiborne, Timberland, Cole Haan, Banana Republic Factory Store, Kenneth Cole and Samsonite. All are expected to open in Allen on Thursday.

Others joining the mix later include Sunglasses Outlet, Bass, Dress Barn, Eddie Bauer, Guess, Greg Norman, and Polo Ralph Lauren Factory Store.

These brands also are sold in traditional retail locations such as malls, strip centers and in department stores such as Dillard's, Macy's and Nordstrom. Others have their own stores as well as long-term commitments to their mall landlords.

Retailers must strike a balance, analysts said, in locating discount outlets so that they are convenient to large numbers of consumers but don't siphon sales away from other stores where their products are sold at full price. Finding that balance, experts say, isn't always easy.

"There is a conflict there," said Ed Fox, a professor of marketing at Southern Methodist University's Cox School of Business. "There is no rhyme or reason to the outlet. It's just a way to get rid of overstocked merchandise. The outlets, by and large, are there to liquidate merchandise after the season is over.

"The way it works is when merchandise is in season and people are buying, the prices are typically higher. They [the stores] want inventory of summer products gone just at the end of summer. To accelerate the purchase of the products, they may use their own outlet."

Mr. Fox said companies that rely on their brand name to carry sales must convince consumers that their heavily discounted purchases are still prudent decisions.

"There is a tradeoff in that they have the brand that is important and that people infer quality," he said. "That said, if they sell the merchandise, it has an effect on the brand. They can infer that brand isn't so good if it is so cheap.

"So companies ask themselves how can they liquidate without consumers inferring that the brand isn't as good as they thought. Outlet stores are a way of doing that. Then we feel more comfortable with a brand because we have knowledge of how it looks and how well other people trust them."

John Kelly, Eddie Bauer brand marketing manager for outlets, said the company has made the outlet business work since the 1970s.

"In terms of commitment to outlets, we have the same quality standards we have in our regular stores," he said. "We are careful in understanding our customers shopping patterns. Customers should expect the same quality under the Eddie Bauer brand."

Eddie Bauer already has stores in Collin Creek Mall in Plano and Stonebriar Centre in Frisco, but Mr. Kelly said the company meets several needs with this kind of saturation.

"We want to be within range so that one store does not cannibalize another, yet give the customers more than one channel so it's convenient for them," he said. "When you place stores close enough so that they are not cannibalizing sales, there is incremental spending, and it's all a plus-business for us."

Chelsea, a publicly traded real estate investment trust, brings strong credentials to this market, according to analyst Sam Leiber, president and portfolio manager of Alpine Funds, which tracks outlet mall REITs.

"They do their homework up front, and they also talk to a lot of merchants and retailers and ask them, 'where do you see the trends,'" Mr. Leiber said. "These guys maintain a good balance sheet. Chelsea builds good-looking, upscale buildings that usually are designed with expansion capacity."

With 225,000 square feet built, Chelsea has completed about half of its construction and plans to continue building as the demand for space continues. Although no timetable has been set for the expansion, Ms. Rothstein said second phases generally "fall into place quickly."

"Expansion is where the big bucks are," Mr. Leiber said. "Part of the strategy is that there are more costs up front in setting it up. You put in the lead tenants, and if they hit it off, it will be a lot easier in the second half and they can get higher rents."

Staff writer Steve Quinn can be reached at 214-977-6844 and at squinn@dallasnews.com. OUTLETAllen

GRAPHIC: PHOTO(S): (The Dallas Morning News: Richard Michael Pruitt) 1. Simon Gallegos of VMC Landscape Service fills a planter at Allen Premium Outlets. The includes well-known brand names that have anchored some of Chelsea's centers near New York City and Boston. 2. Workers with Southwest Neon Signs

Install the main sign at Allen Premium Outlets, at the northwest corner of U.S. Highway 75 and Stacy Road.

LOAD-DATE: November 6, 2000

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Americans did well in Sydney The Capital (Annapolis, MD) October 12, 2000, Thursday

Copyright 2000 Capital-Gazette Communications, Inc.
The Capital (Annapolis, MD)

October 12, 2000, Thursday

SECTION: sports; Pg. D5

LENGTH: 995 words

HEADLINE: Americans did well in Sydney

BYLINE: By GARY JOBSON For The Capital

BODY:
At the Sydney Olympic Games 33 medals were presented to 11 different sailing classes. Of the 69 countries who sent competitors to compete in sailing, Great Britain came away the clear winner with three gold and two silver medals. The United States performed well with one gold, two silvers and a bronze.

In the Star class, Mark Reynolds overcame a slow start in the first five races to come on strong at the end and earn his second Olympic gold. Reynolds displayed his persist

ent style at the **Nautica** World Championship last May. The wind conditions in Sydney were equally as challenging but the courses much shorter. Many expected Reynolds to easily win the Gold. According to two of his competitors he seemed quite uptight on the racecourse trying to avoid making major mistakes. After five races he and crew Magnus Liljedahl seemed to stop worrying about their final outcome and went out and sailed for fun. The pressure came off and their performance improved. This was a nice lesson for all sailors in big regattas. Historically the United States has done well in the men's and women's 470 class. U.S. representatives Paul Foerster, Bob Merrick, JJ Isler and Pease Glaser spent considerable time tuning together. The coed training definitely worked. All four sailors credited their experience working together as a major help in the final result. Both Isler and Foerster were returning Olympic medalists. While they were much older than the average age in their class, maturity and experience paid off at the end. In the highly popular 49er class, brothers Jonathan (40) and Charlie (38) McKee had an up and down series but won their final race to secure a Bronze medal. The McKee brother's grandparents live here in Annapolis. Interestingly, the Finnish crew Thomas Johanson and Jyrki Jarvi have not been strong contenders in the 49er class but have diligently worked for three years on their skills. Johanson is a former Laser World Champion and used his tactical skills to his advan

tage. The McKees won four out of 16 races. It was the second Olympic medal for both. Outside of these four classes, the USA struggled. The biggest disap

pointment was in the Soling class. Jeff Madrigali (bronze '96) had a bad day in the first round of match racing with a 1-4 record. It as the first time the United States did not earn a medal in the Soling class since it was introduced in 1972. The most exciting finishes of the regatta were in the Laser, Mistral and Star classes. Reynolds was five points behind Torben Grael and tied with Britain's Ian Walker going into the last race. Reynolds and Grael jumped the gun at the start. Reynolds went back, Grael didn't. After rounding the pin end of the line, Reynolds sailed off on port tack to the right side of the course. The wind shifted his way and he sailed home into second for the race to take the Gold. Walker finished third to take the Silver. In the Mistral Women's sailboard division, Alessandra Sensini of Italy and Amelie Lux of Germany were within one point going into the last race. The two popped into the lead early in the race. At one point Lux capsized

and at another Sensini got hung up on a buoy. The sailed around the course only a few lengths apart with Sensini finishing first to take the gold and Lux second for a silver. Of the 18 sailors on the U.S. squad, nine were from California and none from the Chesapeake. But three Bay sailors were actively involved. Former Naval Academy sailing coach Gary Bodle headed the American coaching contingent. His steady hand was a big reason in the U.S. winning four medals. Jim Capron and Pat Healy served as international judges. The only Americans on the panel. Brad Dellenbaugh served as rules advisor to the U.S. team. With the sailing competition held in small boats, it is clear that parity exists. Sixteen different countries won the 33 medals. The last time the Olympic Games were held in Greece there was no wind for ten straight days. Perhaps we should prepare for some really light wind sailing. But then again, you always hear the expression, "it is not normally like this here" at big regattas. So maybe it will blow hard in Greece. Either way the USA

should work hard to improve.

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SUNDAY STYLE GUIDE: FUMBLE-FREE FASHION; FOOTBALL'S A CASUAL PASTIME, BUT THE BOYS IN THE BOOTH ARE LOOKING BETTER AND BETTER. Daily News Record October 13, 2000

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Daily News Record

October 13, 2000

SECTION: Pg. 4 ; ISSN: 1041-1119

IAC-ACC-NO: 66197264

LENGTH: 1829 words

HEADLINE: SUNDAY STYLE GUIDE: FUMBLE-FREE FASHION; FOOTBALL'S A CASUAL PASTIME, BUT THE BOYS IN THE BOOTH ARE LOOKING BETTER AND BETTER.

BYLINE: Dodd, Annmarie

BODY:
Fashion has an unsuspecting audience and it's crowded with willingly captive men each weekend.

A sea of men, in fact -- of every age, shape, ethnicity and tax bracket -- enjoying their most comfortable state. For most, this means lounged out on the couch with beer in hand and sports pages within reach for an autumn Sunday ritual. Hours of football, albeit, football unwittingly mixed with a subtle, but direct, dose of men's fashion.

Indeed. This may not be the most glam setting to spin a lifestyle brand, but it's a powerful means to get style across to even the most fashion-shy. Designers are capitalizing on these associations and no less than Ralph Lauren got into the fray this fall when Polo Ralph Lauren signed on to wardrobe the broadcast staff of ABC's NFL Monday Night Football.

In fairness, Polo is following in the footsteps of Ermenegildo Zegna, which already dresses the NFL on Fox, and Joseph Abboud, who styles CBS Sports' football announcers and color analysts.

Football is undoubtedly the crown jewel in sports broadcasting. Product placement is traded for valuable exposure in media with staggering stats. Consider: Each three-hour professional football game, according to 1999-2000 season television ratings, reaches more than nine million homes each Sunday. And each game allows styled broadcasters and analysts at least 10 minutes -- spread here and there throughout the afternoon -- of concentrated and tightly shot airtime.

"The key issue here is that you know your audience is watching," said Gary Mezzatesta, principal of UPP Entertainment Marketing, an international product placement firm based in Burbank, Calif. "Other mediums are hit and miss.

"Designers can have tremendous impact on television, but they must reinforce it with press and through their channels of distribution," said Mezzatesta, who counts John Varvatos, Barbour and Time-Warner on his client list. "If they only do the dressing and take the wardrobing credit, it has some value, but not as much."

The 10-minute window is easily more time than most men will ever spend lingering over a fashion spread in a magazine. Or even coordinating their own shirt-and-tie combinations at home, or in a store.

"Television is a powerful medium. It's a focused environment that can be leveraged," said Simon Graj, principal of Graj + Gustavsen, a New York branding shop with a specialty in apparel. "But to do it you must have a good understanding of what a brand stands for in the socioeconomic landscape and its mission for the future.

"This is more about getting a name out there, versus getting image out there. Polo is an institution; the company is not going to lose by [dressing Monday Night Football]. Abboud has an interesting dynamic because they are willing to stand for upscale clothing, rather than a lifestyle point of view. It works for them because they dress who they would anyway. If it was Gucci, dressing football announcers would be a surprise."

So sports broadcasting, namely football, has become a style guide absorbed by electronic osmosis. In sports television, at least, there are few things -- dressing a winning NBA coach or Tiger Woods in the final round, perhaps -- that can rival dressing the guys in the television studio.

"We gain success by association," said Abboud, who counts sportscaster wardrobing as one of his company's most vital marketing strategies and recently provided 83 ensembles for NBC's top Olympic broadcasters, including Bob Costas, a longtime Abboud devotee. "It's a way to get to consumers who are afraid of fashion. If a guy looks at Greg Gumbel and turns to his wife and says, 'Do you think that looks good? I do.' That is an opportunity for us.

"These guys come across being dressed nicely, not as making an overexposed fashion statement. We do this because it works and we have the relationships; we do right by the guys and the networks. Our competition would like to enter this game and we protect our turf."

As famed producer Don Ohlmeyer was orchestrating a makeover for ABC's NFL Monday Night Football, he approached Polo Ralph Lauren executives with an opportunity to dress the broadcast team -- including play-by-play announcer Al Michaels, comedian Dennis Miller, analyst Dan Fouts, and sideline reporters Eric Dickerson and Melissa Stark. Dressing the entire team allows Polo to show off its different sides. Michaels, Fouts, Miller and Dickerson are styled in a mix of tailored clothing, furnishings and sportswear from Polo Ralph Lauren. As a sideline reporter, Stark is able to tailor her look from Ralph Lauren's women's Black Label and Polo Sport collections.

As the season progresses, according to a Polo source, the broadcasters will be able to show off their own personal style. Broadcasters have weekly dressing sessions with Polo stylists at the company's New York and Beverly Hills stores and together they pick out an ensemble for the next week's game.

Expect the team to break from the broadcast booth "uniform" in upcoming weeks. Their travel schedule can best be described as a "mixed bag" -- one week in Green Bay, another in Miami. Their wardrobing, the Polo source said, will start to reflect the season's disparate locales -- V-necks will be worn over shirts and ties, or replaced by a cashmere turtleneck. Dickerson may start to wear Polo Sport's cold-weather gear and topcoats. Or a light, breezier knit for games in Tempe, Ariz., or Miami.

Abboud's experience with CBS is similar. As a smaller company than Polo, however, Abboud often joins the styling sessions and offers up his own advice to the broadcasters. Starting Jan. 1, Pendleton will provide outerwear for CBS Sports.

"It takes great effort from me and my staff to do this," said Abboud. "These guys don't want to think about what they are wearing while they are broadcasting. No one wants to show up for a game with it on their mind. You have to personalize a look and give each guy a chance to let himself come through with different silhouettes and colors.

"We fit a guy from a 36 short to 50 extra long. There's not one thing that looks good on everyone."

Abboud brings up a good point. One of the benefits of wardrobing sports broadcasters is that it shows off sartorial style on these men, most of whom haven't seen the size 42 regular since junior high.

Putting current fall fashion on these men -- mostly former athletes, of many sizes -- humanizes high style. CBS Sports' broadcast staff boasts six men dressed in suits sized 48 long or larger.

"Mike Ditka, for one," said Abboud. "He loves clothes and you can tell. Big guys can love clothes. It's important for other men to see that.

"Dressing these guys is a wholesome thing," he said. "It's All-American. It's not complicated and threatening. It's one of the things that men and women can watch together and talk about directly."

As the rest of the nation is focused on relaxing its wardrobe attitudes, it's ironic and important that sports broadcasters stay buttoned up, according to zeitgeist-watcher Graj. A jacket and tie will always lend authority to a speaker, but it's a paradox that such style statements are being made against the backdrop of one of the most casual of American pastimes.

Wardrobing assistance is not something sports broadcasters like to brag about. It's not "politically correct" among journalists to accept such assistance.

What is best executed in football has started to filter into other sports. In addition to Abboud's affiliation with the Olympics, he also dressed CBS Sports' anchors for U.S. Open tennis. Polo Golf wardrobes CBS Sports' golf team. **Nautica** dressed NBC Sports anchors last summer for the Gorge Games and ESPN has utilized Marzotto to suit SportsCenter and ESPN News anchors.

On a slow night, what the guys are wearing can be more interesting than some of the highlights. Dan Patrick and Stuart Scott make the sartorial A team, but for different reasons. Patrick -- perhaps channeling Katie Couric -- has cut his hair and gone from classic to modern suits. Either way, he almost always looks good.

Scott, an aficionado of custom clothing, has been known to attend a runway show or two. His preacher coats and disappearing tie knots can occasionally constitute a miscue, but on the style spectrum he goes well to his left and his right. Baseball Tonight announcer Harold Reynolds, still at playing weight, almost always looks dapper, while analyst Tim Kurkjian, on the other hand, looks like he's wearing his First Communion suit.

Graziano de Boni, Marzotto USA's president and CEO, said staffers visit ESPN's Bristol, Conn., headquarters and hold wardrobing sessions at company offices for ESPN anchors, though Marzotto does not receive on-air credit.

"It is a very subdued communication to customers. They are relaxed in their minds and can accept ideas," de Boni said. "We've talked to ESPN about adding sophisticated sportswear to what is worn on the air. Right now all these suits are a contradiction between the old world and the new. But I like the association. ESPN, like MTV and CNN, has revolutionized how we watch TV. We are all influenced by them; I like having an association with that."

While several ESPN anchors wear Marzotto, the magic of television gives a better impression of the brand than de Boni realizes. Until the network redesigned its studio this summer, anchors dressed to sartorial standards only above the waist. From the desk down, for many anchors it was khakis, jeans, shorts paired with sneakers and flip-flops. No more, the new set allows camera angles that show pant legs and shoes. Sports anchor John Buccigross said he shows up to work in jeans and changes into a suit right before he goes on-camera. His on-air wardrobe, including several Marzotto suits, only leaves ESPN for cleaning. ESPN often receives ties from XMI, but XMI receives no on-air credit.

An occupational hazard at ESPN is showing up in the same suit and tie. Buccigross and Mike Greenberg, his often-paired broadcast partner, admit to doing that now and then. Or swapping suit jackets by accident. Greenberg, however, loves shopping, style and keeping up with fashion.

Greenberg, who lives outside Bristol, said he drives into New York City about twice a month with his wife, Stacey, to shop at Barneys New York and Bergdorf Goodman Men. Building an on-air wardrobe, he said, is a "constant process."

Greenberg said he sticks to favorites, namely Rene Lezard, Pal Zileri and Barneys private label.

"I am one of the few here who really enjoys shopping and looking for new things," he said. "I am always looking for new stuff."

Buccigross and Greenberg said they get calls now and then from viewers asking about what they were wearing. Buccigross said men may notice, but it's women that usually make the call or ask the question.

"Let's be honest," he said. "They're the one's who really notice."

IAC-CREATE-DATE: October 20, 2000

LOAD-DATE: October 21, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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MacDill BX where military shop, talk; Tampa Tribune (Florida) October 21, 2000, Saturday,

Copyright 2000 The Tribune Co. Publishes The Tampa Tribune
Tampa Tribune (Florida)

October 21, 2000, Saturday, FINAL EDITION

SECTION: BRANDON, Pg. 5

LENGTH: 933 words

HEADLINE: MacDill BX where military shop, talk;

BYLINE: JANIS D. FROELICH, of The Tampa Tribune;

BODY:
INTERBAY - A homey touch is evident in a large shopping compound on MacDill Air Force Base.

From Coach purses to Tampa Bay Buccaneers-designed wrapping paper, the Army and Air Force Exchange Service at MacDill Air Force Base is the epitome of one-stop shopping.

But services beyond convenience and competitive prices lure thousands of military personnel and veterans to the 250,000-square-foot complex each week.

"I like to get my hair cut, talk to the barber, see who's here," says John Madrishin of Clearwater. Retired in 1977, Madrishin was assigned to MacDill in 1949.

He drives to the base once a month to pick up his prescriptions and have a leisurely day among old cronies.

His barber at the base enjoys the chat.

"These are some of the finest men in the country," Harold Van Hoose says respectfully as he begins trimming Madrishin's hair.

The barber says he doesn't just give the stereotypical military buzz cut. "We do all types, all kinds," Van Hoose says.

The exchange service uses the same approach for its well-traveled customers.

The bottom line is the BX, the nickname for the base exchange, focuses on the customer, says Rudy Gaza, general manager of the exchange service. "It's their store," Gaza says. "They're the stockholders."

All active duty personnel or their spouses can shop at the BX at MacDill. Military retirees who spent 20-plus years in the service and service personnel who are classified as 100 percent disabled have privileges to shop at the Air Force base.

MacDill draws heavily from the 93,000 military retirees in the Tampa Bay area. That number can triple during winter months. The pace picks up at the BX when veterans receive their monthly Social Security checks.

The interior of the BX is trendy. A recent $ 2 million face-lift added a few new tenants at the food court, including Baskin Robbins and Cinnabon.

Gaza looks at other stores to check out the competition.

"We do a local price survey," he says.

While he admits he receives occasional flak from local merchants, he believes the real competitor of the mom and pop shops are large retailers such as Home Depot and Sam's Club, both chains recently opened stores on South Dale Mabry Highway, a few miles north of the base.

"We're isolated here, too," he explains. "There aren't a big number of stores right outside our gates."

THE BASE GROCERY STORE, also called the commissary, must break even in its operation. But the main store, where Godiva chocolate is sold and George Foreman grills are stacked on neat, clean aisles, is required to make a profit, Gaza says.

A portion of the money collected at the BX stays at MacDill for base improvements, including the swimming pool and library, and to buy sports equipment. The contribution amount posted in the mall for the year so far totaled $ 444,420.

Employees are about half military.

Gaza would like to hire more spouses of Air Force personnel, but the on-base housing situation is in transition.

Diane Green, public affairs officer, says nearly 800 housing units are planned to replace older ones. When it's completed, MacDill is expected to have a sizable number of families living on base. A child development center is housed within the BX.

But even without the on-base population, there's a sense of solidarity.

"We're a city within ourselves," says Ginny Palmbo, Gaza's assistant at the BX.

"People live in Tampa 10 (or) 15 years and don't realize how much is out here."

The base has attracted well-known names such as Bucs coach Tony Dungy and quarterback Shaun King. "Retirees view the BX as a perk for their service," Gaza says.

Military stores serve 7.8 million customers around the globe. They have front-door greeters, an idea pre-dating the Wal-Mart service. Shoppers can push a button for customer service. Sometimes customers receive free cake and coffee.

Active Air Force personnel like the personal touches as well as the retirees.

"I shop here every day," says Tech. Sgt. Isaac Ruffin, looking at a new bathroom rug. "I get one little thing, then I come back. It's a good experience."

"We do a BX run to shelf check," says Tech. Sgt. Jean Corlee, who was eating a pizza for lunch with Tech. Sgt. Jim Zima.

"We always know what's new," Zima explains.

"Visualize this store in Germany," says Gaza as he walks among the merchandise. "It's very important to offer a taste of home."

THE EXCHANGE SERVICE sells famous labels such as **Nautica** and Chaps, but also its own brand of Royal Manor clothes and Alexandre, custom-made suits. Uniforms for all military branches are available in a separate store.

With 12 check-out counters at the main store, customers load up on sweaters and corduroy pants even in the Florida heat.

There are various concessionaires in the mall. The concessionaires are individuals and companies that have signed four- to five-year contracts with the government.

Art's Militaria has been a mall mainstay for eight years.

"I've learned over the years what people want," owner Art Funk says. "I started with hats and pins."

He offers license plates, historic memorabilia and custom-designed items such as a shadow box to display a soldier or airmen's medals.

"I like to deal with people," says Funk, who served in the Air Force but is now in the reserve.

"This keeps me in touch with the folks I knew in the military," he says. "I really like them." Janis D. Froelich covers Hillsborough County and can be reached at (813) 259-7143 or jfroelich@tampatrib.com

GRAPHIC: PHOTO 2,
JASON BEHNKEN, Tribune photo Rudy Gaza is general manager of the Army and Air Force Exchange Service, which has 12 checkouts in the main store.

LOAD-DATE: October 23, 2000

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IN BRIEF Knoxville News-Sentinel (Tennessee) October 27, 2000, Friday

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Knoxville News-Sentinel (Tennessee)

October 27, 2000, Friday

SECTION: Business; Pg. B1

LENGTH: 609 words

HEADLINE: IN BRIEF

BODY:

Charge raised for MCI directory

MCI WorldCom long-distance customers will see an increase in the rates charged for directory assistance beginning Nov. 1.

The charge for customers from Tennessee and 22 other states will increase from $ 1.49 to $ 1.99 per call, according to the telecommunications Web site, 10-10PhoneRates.com. The directory is accessed when customers dial 555-1212 to get phone numbers.

Manufactured home show begins

Clayton Homes' 26th Annual Fall Parade of Homes, displaying 48 of the company's latest models, opens today to the public.

The show will run from 9 a.m. to 9 p.m., Friday, Saturday and Sunday, Oct. 27-29, at the Knoxville Fairgrounds in Chilhowee Park.

Features in some of the displayed manufactured homes include cedar siding, palladium windows, stacked-stone fireplaces and master suites. Display models are available for purchase.

Clayton Homes, based in Blount County, was recently voted by The Manufactured Housing Institute as 2000 Manufacturer of the Year.

Sign company lands contract

MidSouth Sign Co., based in Knoxville, has been awarded a $ 1.7 million contract for surveying services in conjunction with the planned merger of BellSouth Corp. and SBC Communications Inc.

The work will be managed by National Survey Associates, a MidSouth division, and involves performing site surveys comprised of digital photos, site evaluations and site plans for 5,800 locations in 38 states.

Robert Daniels, executive director of MidSouth, said about 12 contract employees will be hired as a result of the contract.

Another exec leaves Gaylord

NASHVILLE -- A top record executive is leaving Gaylord Entertainment, the third executive to depart the

Nashville-based company in the past five months.

Roland Lundy, president of Christian record label Word Entertainment, is leaving effective immediately. Lundy had been president of Word since 1989.

Word has not lived up to expectations since being bought from Thomas Nelson Publishers in 1996 for $ 110 million.

Gaylord has reported losses of $ 29 million in the first two quarters. Its holdings include the Grand Ole Opry, radio stations including WSM-AM, music publishing companies, a Christian record company, Internet sites, convention hotels and part of the Nashville Predators NHL franchise.

Lundy was replaced by Malcolm Mimms, executive vice president of Gaylord's creative content group. Mimms, a prominent entertainment lawyer, joined the company in March from the Nashville office of the Los Angeles law firm Loeb and Loeb.

Wednesday's announcement follows the departure of Tim DuBois, a veteran music executive who quit the company in September. Former president and CEO Terry London abruptly quit on July 31 after three years.

Genesco names new president

NASHVILLE -- Genesco Inc., which owns the Johnston & Murphy men's shoe stores, named Hal N. Pennington as the company's new president on Thursday.

Pennington, who has been with Genesco for 39 years, replaces Ben T. Harris as president and chief operating officer of the company effective Nov. 1. Harris retains his duties as chairman and chief executive officer of Genesco.

Pennington, who is currently director of the company, served as president of Johnston & Murphy shoes from 1997 to 1999 and was president of Dockers Footwear from 1995 to 1997. He also was vice president of wholesale for Johnston & Murphy from 1990 to 1995.

The Nashville-based company operates 765 U.S. footwear retail stores, including Journeys, Johnston & Murphy and Jarman. The company also sells wholesale footwear under the Johnston & Murphy, Dockers and **Nautica** brands.

LOAD-DATE: November 01, 2000

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ARDEN, TAYLOR BRANDS SALE The New York Post October 28, 2000, Saturday

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The New York Post

October 28, 2000, Saturday

SECTION: All Editions; Pg. 021

LENGTH: 239 words

HEADLINE: ARDEN, TAYLOR BRANDS SALE

BYLINE: EVELYN NUSSENBAUM

BODY:
Unilever is on the verge of unloading its Elizabeth Arden and Elizabeth Taylor brands, a source close to the negotiations tells The Post.

French Fragrances International will buy both brands for around $300 million and a deal should be announced next week.

A representative for Unilever refused to comment and a spokesperson for Florida-based French Fragrances International could not be reached.

The U.S. Elizabeth Arden salon and cosmetics business reportedly rings up about $600 million at wholesale a year. But its performance has been inconsistent and has long been considered a trouble spot for Unilever, although the European division does better.

Unilever has tried a number of fixes, including designing a new logo, rotating a cast of spokesmodels that included Amber Valetta and Vandela, and an internal restructuring.

Sources said that Unilever has been informally shopping it around for two years, and that Estee Lauder considered buying it at one point.

The Elizabeth Taylor brand, which is more of a mass market product, includes the "White Diamonds" fragrance.

French Fragrances International already distributes several perfume brands, including Halston, Geoffrey Beene and Paul Sebastian.

Unilever will still own plenty of perfume and cosmetics brands, including Chloe, Karl Lagerfeld, Valentino, Nino Cerutti, and Calvin Klein Cosmetics. It also has licenses with Vera Wang, **Nautica** and BCBG.

LOAD-DATE: October 30, 2000

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Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)

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COPS THROW OUT TEAM OF COUNTERFEITERS Newsday (New York) October 30, 2000, Monday

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Newsday

Newsday (New York)

October 30, 2000, Monday QUEENS EDITION

SECTION: NEWS; Page A03

LENGTH: 444 words

HEADLINE: COPS THROW OUT TEAM OF COUNTERFEITERS

BYLINE: By Melanie Lefkowitz. STAFF WRITER

BODY:
At first glance, the neatly folded sweatshirts festooned with Yankees and Subway Series logos look legit.

But in fact, police say, they're poor-quality knockoffs, products of a $ 1-million counterfeiting operation that fools buyers and threatens authorized dealers of Major League Baseball and designer goods.

"It's not the real deal, and consumers are the ones being cheated," First Deputy Commissioner Joseph Dunne said at a news conference yesterday, announcing three arrests and the shutdown of an alleged counterfeiting factory in south Brooklyn.

The warehouse, at 530 Union St., contained 7,000 shirts with Major League Baseball logos, more than 8,000 copies of brand-name clothing and $ 500,000 worth of counterfeiting equipment, Dunne said.

He estimated that the seized merchandise, which also included imitation Tommy Hilfiger and **Nautica** gear, has a street value of about $ 370,000 and a retail value closer to $ 1 million.

"These are the things you see on the street corners, with the guy who has got a special deal for you," he said.

Dunne said many of the Yankees World Champion shirts were probably going to be illegally hawked along the route of the World Series victory parade today.

"And the Mets stuff I think has been burned," he quipped.

Three men have been arrested in connection with the alleged counterfeiting: Ramon Valdez, 41, and Edison Figueroa, 20, both of Long Island City, and Michael Gohari, 31, of Searingtown. The men face charges of criminal possession of forgery devices and first- and second-degree trademark counterfeiting, which together carry a maximum sentence of 15 years.

Gohari appears to be the ringleader of the operation, police said.

The Police Department's Trademark Counterfeiting Unit of the Organized Crime Investigation Division began watching the alleged factory Oct. 23 after receiving a confidential tip.

In addition to the clothing, police seized four 12-head embroidering machines, a silk-screening machine and a CD-ROM intended only for official Major League Baseball dealers, Dunne said.

Brooklyn District Attorney Charles Hynes said the case will come before a grand jury today.

"People really don't understand the impact of this," Hynes said at the news conference. "It's just plain foolish for anyone to buy off the back of a truck."

All official Major League Baseball merchandise sold at today's parade has a hologram sticker, said Ethan Orlinsky, vice president and general counsel for Major League Baseball Properties. Official items also do not have slit labels inside, he said.

LOAD-DATE: October 30, 2000

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From Runway to Dance Floor The San Francisco Chronicle OCTOBER 31, 2000, TUESDAY,

Copyright 2000 The Chronicle Publishing Co.
The San Francisco Chronicle

OCTOBER 31, 2000, TUESDAY, FINAL EDITION

SECTION: DAILY DATEBOOK; Pg. B7

LENGTH: 78 words

HEADLINE: From Runway to Dance Floor

BYLINE: Sylvia Rubin

BODY:
Actor Hill Harper of CBS' "City of Angels" will host a multicultural runway show of club wear and other youthful designs by Emporio Armani, Sean John, DKNY, **Nautica** Jeans, Ecko and Dolce & Gabbana.

There will be live music by the R&B group Changing Faces and DJ tunes by Dr. Dre. The free event, sponsored by Bacardi Limon and Vibe magazine, begins at 8 p.m. Thursday at the San Francisco Design Center, 2 Henry Adams. For tickets, call (212) 448-7454.

GRAPHIC: PHOTO, Actor Hill Harper hosts a fashion show of youth-oriented styles Thursday at the Design Center.

LOAD-DATE: October 31, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
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On tap today Chattanooga Times Free Press (Tennessee) October 31, 2000, Tuesday

Copyright 2000 Chattanooga Publishing Company
Chattanooga Times Free Press (Tennessee)

October 31, 2000, Tuesday

SECTION: LIFESTYLE; Pg. E6

LENGTH: 601 words

HEADLINE: On tap today

BYLINE: Pierce, Susan

BODY:
CIVIC

* HARRISON KIWANIS CLUB --No. 1 Firehall, 7-8 a.m., information session on formation of new Kiwanis Club in Harrison. 344-7777.

HALLOWEEN

* CHILDREN'S HALLOWEEN PARTY --Tyner/East Brainerd Recreation Center, 5-7 p.m., for ages 12 and under sponsored by Chattanooga Parks, Recreation, Arts and Culture.

* HAUNTED BARN --5017 McDonald Road in Ooltewah, 7 p.m., $10, not recommended for children age 8 or under, benefits St. Jude Children's Research Hospital. 396-9790.

* HAUNTED CARNIVAL -- Sir Goony's Family Fun Center, Brainerd Road, 7 p.m., Castle Nightmare and Dome of Death, $9.50 to enter one, $15 both. 698-3669.

* SPOOKTACULAR --Walnut Square Mall, Dalton, Ga., 6-7 p.m. trick-or-treating, 7-8 p.m. face painting and balloons, for ages 12 and under, admission is one canned food item for Whitfield County Department of Family and Children's Services. (706) 226-3777.

FALL FESTIVALS

* BARNYARD BASH --Hamilton Christian School, Lee Highway Church of God campus on Lee Highway, 5-9 p.m., Velcro Wall, kids games, food, entertainment. 894-6954.

* HIXSON FIRST BAPTIST CHURCH -- corner of Lower Mill and Grubb roads, 6-8:30 p.m., free, moon walk, games, football toss, clowns, hayrides, free admission, food for sale. 877-2467.

* RED BANK PRESBYTERIAN CHURCH -- 4320 Dayton Blvd., 6:30 p.m., free.

* SILVERDALE BAPTIST CHURCH --7236 Bonny Oaks Drive, 6-8 p.m., games, food, music, admission is one food item for Helping Hands Thanksgiving baskets. 892-2173.

* SOUTH SEMINOLE BAPTIST CHURCH -- 1201 South Seminole Drive, 5:30-8 p.m., free festival admission, $2 hamburger supper. 698-2782.

* WESTSIDE BAPTIST CHURCH -- 3399 Lakeview Drive, Rossville, 6:30 p.m., free, Harvest Festival. 866-9213.

LEISURE

* FOLKLIFE DEMONSTRATION --Miller Plaza, Waterhouse Pavilion, 10 a.m. to 4 p.m., free, Ernie Mills of Perry, Ga., makes duck decoys.

* SENIOR NEIGHBORS -- 10th and Newby Street Center, 12:15 men's luncheon with David Carroll speaking. 755-6122.

* SENIOR NEIGHBORS -- Boynton Center, 957 Boynton Drive, 10 a.m. sewing class, 10:30 storytellers, 12:30 p.m. Halloween party. 755-6133.

* SINGLES DANCE --Shirley's, 8133 East Brainerd Road, 8 p.m., $5, variety of dance music in nonsmoking, nonalcoholic atmosphere. 855-1368.

SHOPPING

* EASTGATE TOWN CENTER -- 5600 Brainerd Road. Small, indoor shopping mall featuring Goody's, Gap outlet store, fast-food restaurants and ice skating during winter months. Eastgate is adjacent to a YMCA, library branch and post office. 894-9199.

* HAMILTON PLACE -- Interstate 75 at Exit 5. Tennessee's largest shopping mall features Parisian, JCPenney, Sears, Proffitt's and hundreds of specialty shops on two floors. Food court and restaurants inside the mall. Surrounding area includes several strip malls, grocery stores and restaurants. Hours: Monday through Saturday 10 a.m.-9 p.m., Sunday noon-6 p.m. Web site: www.hamiltonplace.com. 894-7177.

* NORTHGATE MALL -- Highway 153 and Hixson Pike. A single-level mall anchored by JCPenney, Proffitt's and Sears. Specialty shops include The Gap, Victoria's Secret, Rack Room Shoes, Barnie's Coffee and Tea, Bath & Body Shop and Colony 13. The mall has a food court and is surrounded by other restaurants and strip malls. Hours: 10 a.m.-9 p.m. Monday through Saturday; noon-6 p.m. Sunday. 870-9521.

* WAREHOUSE ROW -- 1110 Market St. Prime Outlets shopping in a renovated downtown railway warehouse, featuring Geoffrey Beene, **Nautica,** Bass, Coach and more. Expect to pay for parking. Hours: 10 a.m.-8 p.m. Monday through Saturday; noon-6 p.m. Sunday. 267-1111.

LOAD-DATE: November 9, 2000

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DEMOCRACY in AMERICA; clothing worn by political convention attendees Esquire November 1, 2000

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Esquire

November 1, 2000

SECTION: No. 5, Vol. 134; Pg. 164 ; ISSN: 0194-9535

IAC-ACC-NO: 67374297

LENGTH: 1191 words

HEADLINE: DEMOCRACY in AMERICA; clothing worn by political convention attendees

BODY:
Every four years, the great civic engine revs, the conventions convene, and our country begins again. Times change, but the issues are always the same: war and peace, a chicken in every pot, and are you better dressed now than you were four years ago. Time to vote.

Somewhere, John F. Kennedy is going to sleep not knowing yet whether he's won California. And Richard Nixon walks on a sandy beach in a suit and wing tips, as always unable to relax. Michael Dukakis is coming off the speech of his life and is seventeen points up, obviously the next president of the United States. And somewhere, Ronald Reagan is chopping wood.

Somewhere, there's a political convention going on. These conventions are places where monumental decisions get made. For instance, somewhere, it's taking three ballots to get Adlai Stevenson the nomination, which he doesn't even want. Somewhere, Nelson Rockefeller is getting hooted and pelted out of the hall by Goldwater's boys. And somewhere, in the eternal present, Bobby's twisting arms--hell, he's breaking them--for his big brother. But now here's something else entirely. Somewhere, Los Angeles to be precise, it's this past August and there's a political convention going on, and nothing of any consequence whatsoever is happening. We are told by smart people, warned even, as if we didn't know, that these conventions are no longer deliberative processes, that they are now something else, trade shows maybe. But pith cannot dismiss or explain what's going on here. What, then, is this occasion? What does it mean? What are all these people doing here?

Well ... somewhere on the convention floor is the boy delegate, Tare Helms, a twenty-one-year-old blond beanpole from Monroe, North Carolina, who upon meeting someone new immediately says, "No relation!" He keeps saying this over and over so that there'll be no mistaking, such is the burden of his last name. Somewhere, Tate Helms is getting ready to vote for president for the first time, and he's studying for law school, and someone has neglected to tell him that this is all a waste of time. In fact, he thinks that by being here he is learning how to change the world for the better. Somewhere, he is saying those very words.

And somewhere, Zack Heineman, nineteen, is covering the event for The Harvard Crimson, really working his tail off. He's getting interviews with everybody, from the highest (Senator Kerry of Massachusetts is helpless against this kid) to the lowest, crashing every party, taking advantage of the fact that for a couple of days one big room contains the whole country, and he's pressing this line of questioning: What's in all this for young people, and what do you plan on doing to engage them?

And there's Jordan Johnson out of Little Rock, twenty-three years old and already a total operator. Somewhere, he's just graduated and has taken a job raising money to build a presidential library down in Arkansas. "I'm not doing this because he's been a great president, even though that's what I believe," he says. "It's that he's been president of the United States, and whether we realize it or not, this is history, and it's crucially important." He then says this: "Man, I was at a party last night, and I talked to Elisabeth Shue for a long time. She wants to give us some money, and we figured that'd be a pretty good idea."

Somewhere, there's a political convention going on.

DEMOCRATIC NATIONAL CONVENTION, LOS ANGELES, AUGUST 14-17, 2000

JORDAN JOHNSON, LITTLE ROCK, ARKANSAS, attending first national political convention as a staff fundraiser for the Bill Clinton Presidential Library, which, when completed, will sit on the banks of the Arkansas River in downtown Little Rock. Projected budget: $ 125 million. Three-button single-breasted wool suit ($ 3,500), cotton shirt ($ 340), and silk tie ($ 135) by Brioni.

JEREMY BERNARD, DELEGATE, LOS ANGELES, AND PATRICK MARSTON, POLITICAL CONSULTANT, LOS ANGELES. On Bernard: Three-button single-breasted wool suit ($ 2,450), cotton shirt ($ 235), and silk tie ($ 130) by Ermenegildo Zegna. On Marston: Cotton shirt ($ 235) and silk tie ($ 120) by Ermenegildo Zegna.

SHERMAN BROWN, DELEGATE, YOUNGSTOWN, OHIO. "Man, if I hear one more time how corrupt Youngstown is and how weird our congressman, James Traficant, is, I'm going to pop. Youngstown has a lot more than that going Oil, and Ohio is absolutely essential to this election." Three-button single-breasted wool suit ($ 1,095), cotton shirt ($ 145), and silk tie ($ 95) by Corneliani; watch by Citizen.

JAMES LEE WITT, DARDANELLE, ARKANSAS, DIRECTOR OF THE FEDERAL EMERGENCY MANAGEMENT AGENCY. Witt is expected to be a front-runner in two years for either governor or the U. S. Senate but says he may still forego both races "I love public service, but it sure doesn't pay much" Three button single-breasted wool suit ($ 1,495) and cotton shirt ($ 195) by Armani Collezioni; silk tie ($ 125) by Ralph Lauren Purple Label

IVAN DUNN, UNION MACHINIST AND DELEGATE, HUTCHINSON, KANSAS. Three button single-breasted wool suit ($ 405) and cotton shirt ($ 50) by Tommy Hilfiger; silk tie ($ 60) by Plombo.

CONGRESSMAN JESSE JACKSON JR. OF CHICAGO AND GILBERT MARTINEZ, LOS ANGELES, On Martinez: Three button single-breasted wool suit ($ 425) by **Nautica;** cotton shirt ($ 65) by Hart Schaffner & Marx; silk tie ($ 95) by Canali

TATE HELMS, STUDENT AND DELEGATE, MONROE, NORTH CAROLINA. Three-button single-breasted wool suit ($ 1,530), wool V-neck ($ 170), and cotton shirt ($ 370) by Salvatore Ferragamo; silk tie ($ 95) by John Varvatos.

DAVE RAND, SPECIAL ASSISTANT TO CALIFORNIA GOVERNOR GRAY DAVIS. "This was the day of Gore's speech. People were just getting there, scampering around and grabbing their seats. Not an hour later, there wasn't a square inch of room to move." Four-button single-breasted wool suit ($ 595) by DKNY; cotton shirt ($ 175) and silk tie ($ 95) by Pal Zileri; leather belt ($ 195) by A. Testoni.

SENATOR JOHN KERRY OF MASSACHUSETTS AND ZACK HEINEMAN, REPORTER, THE HARVARD CRIMSON. On Heineman: Wool-and-cashmere vest and trousers (part of three-button single-breasted three-piece suit, $ 2,000) and cotton shirt ($ 224) by Gianluca Isaia; silk tie ($ 125) by Ralph Lauren Purple Label; watch by Rolex.

DAVID MARTINEZ, VETERAN AND DELEGATE, NEW MEXICO, AND CHRISTIE BRINKLEY, DELEGATE, NEW YORK. "I have a slogan cut into my hair, and she came over and read my head." Two-button single-

breasted wool suit ($ 495) by CK Calvin Klein; cotton shirt ($ 115) and silk tie ($ 85) by Burberry.

JOHN TUNNEY, FORMER SENATOR FROM CALIFORNIA, AND DAUGHTER ARIANNE TUNNEY. Three-button single-breasted three-piece wool suit ($ 895), Polo by Ralph Lauren; cotton shirt ($ 195) and silk tie ($ 125) by Ralph Lauren Purple Label; silk pocket square ($ 45) by Turnbull & Asser. Her top and skirt by Chanel.

JOSEPH R. PAOLINO JR., FORMER MAYOR OF PROVIDENCE, AND DAUGHTER JENNIFER C. PAOLINO. Three-button single-breasted wool suit by Canali; silk tie ($ 135) by Borrelli. Her suit and top by Ralph Lauren. For store information see page 195.

IAC-CREATE-DATE: May 30, 2001

LOAD-DATE: May 31, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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Livin'la Vida Lopez; jewlery; Brief Article Cosmopolitan November 1, 2000

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November 1, 2000

SECTION: No. 5, Vol. 229; Pg. 86 ; ISSN: 0010-9541

IAC-ACC-NO: 66810003

LENGTH: 80 words

HEADLINE: Livin'la Vida Lopez; jewlery; Brief Article

BODY:
Get Jennifer's late-night look with this fashion booty: a body-skimming skirt, snow-white top, and sky-high heels.

1 Sequin silk tank top, **Nautica.**

2 Silver solitaire necklace, DKNY Jewelry, $ 22.

3 Cubic zirconia drop earrings, Tommy Hilfiger, $ 26.

4 Leather ankle-strap sandals, Nathalie M., $ 165.

5 Pleather skirt, Allen by ABS, $ 90.

6 Frame-closure handbag, Franchi, $ 68.

7 Metal bangles with cubic zirconia, Nine West Jewelry, $ 30 each.

IAC-CREATE-DATE: December 18, 2000

LOAD-DATE: December 19, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
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FOR HER. Children's Business November 1, 2000

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Children's Business

November 1, 2000

SECTION: No. 11, Vol. 15; Pg. 16 ; ISSN: 0884-2280

IAC-ACC-NO: 67710157

LENGTH: 95 words

HEADLINE: FOR HER.

BYLINE: Johnson, Lynda M.

BODY:
style sheet

'TWEEN TRENDS AT A GLANCE

Riveting! ZANADI's studded denim short shorts; CHAIN REACTION by Bijoux's studded purse

'70s Sass! MONKEY WEAR's Pucci Power; **NAUTICA's** and GUESS' hot pants; ROCKY T's Solid Gold threads

Fit To Be Tied ONE TEENIE's pants with decorative side ties

Dot Dash JOU JOU's scooter dress; CANDIE'S slide

Turquoise Haze CONFETTI's bowling bag purse

Skin Chic BUCKLE MY SHOE's "snakeskin" sandal; HOLLYWOOD JEANS' snakeskin-motif jeans

Preppie Chic CHAIN REACTION by Bijoux's purse; HOLLYWOOD JEANS' plaid trousers

IAC-CREATE-DATE: December 8, 2000

LOAD-DATE: December 09, 2000

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Nautica focuses on menswear in first UK outlet. Retail Week November 3, 2000

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Retail Week

November 3, 2000

SECTION: Pg.4

LENGTH: 132 words

HEADLINE: Nautica focuses on menswear in first UK outlet.

BODY:
Sports and casualwear brand **Nautica** opened its first standalone UK store at the Bicester Village factory outlet centre last week. A second is planned for London's Bond Street in 2002.

The 160 sq m store will only stock men's sportswear. A new **Nautica** denim range, which will be introduced in Europe in the spring, will be added then.

Nautica has six standalone stores across Europe and plans to open a new flagship at New York's Rockefeller Centre in April.

Nautica's new European managing director, Chris Clarke, said the retailer is concentrating on European growth, but must tailor its product to the market.

The new denim range is an attempt to capture part of the younger market dominated by Levi's and Diesel, and standalone **Nautica** denim stores are being considered.

LOAD-DATE: November 3, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2000) and leq (12/31/2000)) (Edit Search | Suggest Terms for My Search)
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FURNITURE FOCUSES ON TRADITIONAL ENGLISH LOOK;FIVE MAJOR MANUFACTURERS UNVEIL THEIR COLLECTIONS AT THE FURNISHINGS MARKET. The Wichita Eagle November 4, 2000 Saturday MAIN EDITION

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The Wichita Eagle
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The Wichita Eagle

November 4, 2000 Saturday MAIN EDITION

SECTION: HOME & GARDEN; Pg. 1B

LENGTH: 923 words

HEADLINE: FURNITURE FOCUSES ON TRADITIONAL ENGLISH LOOK;
FIVE MAJOR MANUFACTURERS UNVEIL THEIR COLLECTIONS AT THE FURNISHINGS MARKET.

BYLINE: ALLEN NORWOOD, The Charlotte Observer

BODY:
HIGH POINT, N.C.

The resurgence of traditional English furniture designs reflects a swing toward elegance from the oversize, put-your-feet-up looks of the 1990s, furniture makers say, and a renewed interest in quiet quality over conspicuous consumption.

Buyers are trading in the furniture equivalent of full-dress SUVs for Rolls-Royces.

Several major manufacturers unveiled collections based on centuries-old English styles at the furniture market here recently.

"In prosperous times, I think people like things that are elegant but not too flashy," said Charles Sutton, who created an English collection for Lexington Furniture. "English furniture is something we're all familiar with. It's something we grew up with in any part of the country. For many buyers, English is quality and elegance."

Century Furniture, Highland House, Pennsylvania House and Thomasville introduced English collections at the International Home Furnishings Market.

The twice-a-year wholesale market draws more than 2,600 manufacturers and 80,000 buyers from around the world. Designs debuted here typically appear in retail showrooms in about six months.

The dominant color in showrooms continues to be red, so look for more of it in a store near you next spring.

Lavender appeared in spots as different as the over-the-top new showroom designer Larry Laslo created to spotlight his sleek Neoclassical collection for John Widdicomb, and a custom toile in model Kathy Ireland's

traditional collection for Vanguard.

The hottest new neutral is a hard-to-define color that's either a beige with a hint of gray, or gray trying hard to be beige.

Leather continues to grow in popularity and in variety, with large new leather groups from Broyhill and others.

Furniture makers say they're borrowing leather-finishing techniques from the fashion industry, which makes upholstery leathers more supple to the touch and comfortable to sit on. Leathers are combined with fabrics in a mixed look the industry calls "collage." Makers say they've been surprised at how popular the look has been with buyers, but they've added new combinations, and even created collages with different types and colors of leather.

New fabrics include striking velvets, from embossed to printed. Many are heavily washed to create a worn, antique look. "When you buy a new chair and put it in a room, you don't want it to scream, 'I'm the new chair!' " explained Lexington's Debbie Perry.

Cocktail ottomans, which can be used as seating or as coffee tables, were featured prominently. A 45-inch-long model in the Baker showroom sported a leather top with windowpane stitching, and slats underneath for storage. A nubuck-covered model from Lexington's **Nautica** collection was long enough to stretch out on in front of the TV.

But the English influence was the headline and much of the story at the market.

Highland House, a Hickory company, developed the Harrods Fine Furniture Collection with the venerable London store. The collection features 55 pieces based on the store's archives, which date back 150 years.

One signature piece is the Kensington bureau bookcase, a reproduction of a Queen Anne original from about 1710. It's made of hardwood solids and walnut burl veneers, and the lower section features a drop-lid desk.

The three-seat Lenox settee, with a mahogany frame carved in intricate Chippendale style, features cabriole legs ending in ball-and-claw feet.

The pieces are imposing but not massive. In fact, that's true of all the English collections. The scale and details keep even the largest pieces from being overwhelming.

Another striking thing about this collection - and the others - is the brilliant color.

Nothing stodgy about this English group. The button-tufted Chelsea recamier or chaise longue, for instance, is covered in sunshine yellow damask. And the colors are authentic, said William Mitchell, Harrods designer.

Highland House plans to introduce bedroom and dining room pieces from the Harrods collection at coming markets.

Charles Sutton's English designs for Lexington are interpretations of 18th-century pieces, not copies, even though he has won national awards for his reproductions.

The centerpiece of the Sutton House collection is the four-poster Annivers ary Bed, which features carvings of roses, lilies, lace, pearl beading and a double wedding ring.

Century Furniture, a Hickory, N.C., company, calls its collection Savoy, after the London hotel, and individual pieces are named for streets around the hotel.

Ed Tashjian of Century said the pieces also display other influences, reflecting the era when England ruled

the high seas and Londoners collected furniture from around the world. "The roots of fine furniture are English, but so much more," he said.

The British Gentry collection by Thomasville Furniture, based in Thomasvi lle, N.C., is less formal than most of the other English introductions. Call it furniture for the Londoner's country place.

There are 44 pieces in the collection, which features distressed pecan and burl veneers. There's lots of inlay and marquetry, but the sheen is subdued for a more casual appeal.

Pennsylvania House, based in Lewisburg, Pa., calls its English-inspired collection Notting Hill Reflections. The 60-piece group is named for London's Notting Hill market section. (Yes, the same one that inspired that Julia Roberts-Hugh Grant movie.)

Predominantly of oak, the collection is the most eclectic and least formal of the five collections.

GRAPHIC: PHOTO

LOAD-DATE: January 29, 2002

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