BULKY DOCUMENTS

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Part 2 of 9

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FEATURES IN THE SHADE The Christchurch Press November 7, 2000

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The Christchurch Press

November 7, 2000

SECTION: 2: Pg. 38

LENGTH: 426 words

HEADLINE: FEATURES IN THE SHADE

BYLINE: CLAUSEN VICTORIA

BODY:
They were originally made famous by General MacArthur during the Korean War. Then Tom Cruise renewed their popularity in the movie Top Gun. Just like flares and halter necks, aviator sunglasses are making a fashion comeback.

The best dressed will be in frameless aviators, or shields, in lens shades of every hue. Just think of the women in Robbie Williams's Rock DJ video or Anastasia and you've got the picture.

David Bearpark, of Bearpark Optical, says most brands are now doing aviator styles. "Sunglasses have become a little bit bigger now. We've done that smaller look."

Overseas, the unisex thing is over and women are going for the more feminine Jackie O-type styles. Light-tinted lenses, like pink, blue, yellow, and orange, and graduated lenses, are very much the rage, and it is important you have the right sunglasses for your lifestyle. Mixing your Nike shades with your business suit is not a good look. The good news is, you can own more than one pair.

Mr Bearpark says there are three basic types of sunglasses: the fashion shape brands like DKNY, Armani, Gucci, and Dior; the sports brands like Oakley, Nike, Adidas, and Anarchy; and the fashion styles more influenced by lens quality, such as Serengeti and Revo, who claim to make the best lenses in the world.

Leaping out of the fisherman's closet is the polarised lens, a surprise option which most brands have begun offering in the last six months. All **Nautica** lenses are polarised.

Of course, with the hole in the ozone layer getting bigger over New Zealand, shades are not a frivolous accessory. Protecting your retina from the damaging effects of the sun is important. Luckily, there are plenty of options for looking stylie while looking after your vision.

Hot brands for this year include relative newcomers to the New Zealand market -- DKNY, Nike, Oakley, Diesel, and Gucci.

Brent Rushworth, of Arthur Cocks and Company, says Dior and Gucci both have new designers who are moving the fashion houses into the younger market. Frameless shields are big looks for both this season.

Carrera is also looking to rebrand and broaden their appeal to more than the mature man market.

OPSM say its latest collection of ONYX sunglasses have been inspired by European trends -- sleek and sculptural with modern lines designed to mould the face shape.

Highlight colours include mid-blue, crystal burgundy, antique silver, milk chocolate, several shades of tortoiseshell, and black. Trims are understated, and sleek chrome temple trims add a designer touch.

JOURNAL-CODE: WTCP

LOAD-DATE: March 17, 2001

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Contemporary design recalls movie glamour The Houston Chronicle November 09, 2000, Thursday

Copyright 2000 The Houston Chronicle Publishing Company
The Houston Chronicle

November 09, 2000, Thursday 2 STAR EDITION

SECTION: FASHION; Pg. 1

LENGTH: 630 words

HEADLINE: Contemporary design recalls movie glamour

SOURCE: Staff

BYLINE: MADELEINE McDERMOTT HAMM, Houston Chronicle Design Editor

DATELINE: HIGH POINT, N.C.

BODY:
HIGH POINT, N.C. - You almost expect Fred Astaire and Ginger Rogers to come twirling by in some of the market showrooms. Decked out in sleek contemporary furnishings, these pared-down vignettes look like a set for one of those classic midcentury movies, in which everyone lives in a streamlined Manhattan penthouse.

West Coast designer Barbara Barry jump-started the trend in the '90s with her ongoing Hollywood-inspired collection for Baker. Now at the fall International Home Furnishings Market the dominant mood in modern is sophisticated and smooth, dark woods accented with jewelrylike hardware.

In fact, at Drexel Heritage, the First Avenue Collection features pulls and handles that bring to mind David Yurman's stylish sterling and gold jewelry. The chunky pulls would make killer earrings, and every fashion-minded woman visiting the showroom coveted the twisted silver cable handles for bracelets.

Vicki Solada, vice president of product at Drexel Heritage, compared the exquisite hardware on the gently curved walnut drawer fronts to "the perfect piece of jewelry adorning the perfect black dress."

Following up his smashingly successful debut collection for Hickory Chair a year ago, New York designer Thomas O'Brien added the Greenwich Studio group this market. Clean lines and understated detail characterize most of the pieces. One of the stars of the collection, the oval Darlington Desk with open side shelves, features dark flamed mahogany veneer polished to a mirror shine.

At John Widdicomb, Larry Laslo, another New Yorker known for modern designs reminiscent of the 1930s, '40s and '50s, turned to the neoclassics for inspiration. He called his Novecento Collection "traditional with modern touches."

Predicting a return to ornamentation and detail, but not in a heavy-handed manner, Laslo said, "We simplified ourselves into oblivion in the '90s." His elliptical-shaped cocktail table is adapted from a 1929 design by Italian architect Gio Ponti and looks quite modern. The striking sideboard with brass overlay detailing, inspired by a 1931 Ponti design, would add refreshing decoration to a room full of no-frills contemporary furnishings.

David Chu's good-looking **Nautica** Home Horizons group for Lexington has a more clean-lined, cosmopolitan style than the earlier **Nautica** Home West-Indies-influenced designs. The dark cherry veneers are accented, but not upstaged, by woven rattan inserts, leather or metal. The four-poster bed with grid-style headboard would add drama to any bedroom.

Several new twists turned up at this market with the popular ottomans used as cocktail tables. At Baker, the Barbara Barry introductions included a big, flat ottoman - 45 inches by 34 inches - upholstered in stitched leather squares, with a lower slatted shelf that can hold many magazines, books and newspapers.

Most cocktail ottomans are shown with a tray on top holding glasses and other items that would normally sit on a table. Barry included a handsome, oversized wood tray with her ottoman, an idea that also showed up in several other showrooms.

At Thayer Coggin, the boxy upholstered ottoman in the Metropolitan Collection is available with either simple cast aluminum legs to match the sofa or big rubber casters with a wood-look center. Those wheels can come in handy when relocating an ottoman 48 inches square or 28 inches wide by 70 inches long.

Another handy Metropolitan feature comes with the tete-a-tete, a sofa with backrests on opposite sides at each end, originally designed so two people could face each other to talk. This version, however, provides removable pivoting computer tables on the armrests (attachable cupholders optional), for computer-oriented types who prefer checking e-mail on a laptop to conversation.

GRAPHIC: Photos: 1. Drawer pulls on the contemporary First Avenue Collection at Drexel Heritage look like stylish silver and gold jewelry (color); 2. Thomas O'Brien's oval-shaped mahogany-veneer desk for Hickory Chair gleams with a highly polished finish (color, p. 4); 3. Barbara Barry's big leather ottoman/cocktail table for Baker comes with a slatted lower shelf and an oversized tray (color, p. 4); 4. Intriguing brass overlay detailing decorates a sculpted John Widdicomb sideboard inspired by a 1931 Gio Ponti design (color, p. 4); 5. Larry Laslo's elliptical cocktail table for John Widdicomb was adapted from a 1929 design (color, p. 4); 6. Thayer Coggin's Metropolitan tete-a-tete features removable pivoting computer - or snack - tables on the armrests (color, p. 4); 2-3, 5. Betty Tichich / Chronicle

TYPE: -LINKS-

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DO IT FRIDAY NOVEMBER 10 The Miami Herald November 10, 2000 Friday FINAL EDITION

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The Miami Herald
Found on Miami.com
The Miami Herald

November 10, 2000 Friday FINAL EDITION

SECTION: STREET; Pg. 48MS

LENGTH: 1117 words

HEADLINE: DO IT FRIDAY NOVEMBER 10

BYLINE: PHOEBE FLOWERS, Street Staff

BODY:
* This weekend, the 13th Annual MAKA 11:11 International Conference descends upon the Miccosukee Resort & Convention Center. The event, in its first incarnation in the eastern United States, is composed of three full days of lectures by more than 21 speakers on subjects including UFO phenomenon, "mediumnity" (which neither you nor the dictionary probably knew was even a word), Native American magical traditions, holistic medicine and hypnotherapy. Plus, you won't want to miss Chief Standing Elk, sacred pipe carrier and spiritual leader of the Dakota Nation, who will share his interpretation of the 11:11 symbols "Macah Wicahpe Wicohan." (A fun fact: "MAKA" means "earth.") Lectures run from 8 a.m. to 9 p.m. Friday, Saturday and Sunday at the convention center, 500 SW 177th Ave., Miami. Call 305-374-3692.

* The FIU Music Festival 2000 is still going on, and Friday marks Polish Night, which is being touted as one of the festival highlights. The evening will feature Polish art, chamber music, delicacies, displays and a visiting entourage of musicians from Krakow, Poland, in case you were wondering, is a country about the size of New Mexico, and it has given birth to thousands of folk songs, a thousand folk dances and piano master Chopin. If you're worried about getting an authentic Polish experience, rest assured that Miami's American Institute of Polish Culture will be there to keep it real. Along with every other event of the festival, which runs through Nov. 17, Polish Night takes place at the Herbert and Nicole Wertheim Performing Arts Center, FIU University Park Campus, Miami. Call 305-348-1998 or visit www.fiumusicfestival.com.

* Not to be outdone by their academic neighbors, the University of Miami's First French Theatre Festival continues to rage on with an English-language adaptation of Antigone by Jean Anouilh, crazy French existential playwright. The updated version of a Greek tragedy about a heroine who chooses death over dishonor was first performed in 1944 Nazi-occupied Paris. There are ample opportunities to see the play: It shows Friday, Saturday and Tuesday - Nov. 18. Tickets are $12-$14 for adults, $10-$12 for students and seniors. It's at the Jerry Herman Ring Theatre, 1380 Miller Dr., Coral Gables. Call 305-284-3355.
SATURDAY
NOVEMBER 11

* The Streets of Mayfair of Coconut Grove launches a thrilling new farmers market Saturday. Buy fruits,

vegetables, flowers, baked goods, nuts or candy, and check out art by local artisans. It's free, and it's a good excuse to wander outside in the lovely November weather. Check it out from 9 a.m. to 5 p.m. outdoors on the Mayfair Promenade in the center of Coconut Grove. Call 305-448-1700 for more information.

* The Sixth Annual FLA/BRA (Florida/Brazil) Festival of Tigertail Productions winds down this weekend; come commemorate the final days with Change of Skin, a nine-minute interactive dance work at the Museum of Contemporary Art. The performance features Brazilian dancer-choreographer Vera Sala and Miami musician/composer Alfredo Triff, along with a 15-foot reticulated snake-like wooden sculpture by Brazilian artist Ricardo Ribenboim. In case you didn't catch it the first time - this involves a giant wooden snake, and thus cannot be missed. See it at 11:30 a.m., 1 p.m. or 3 p.m. Saturday; 1 p.m. or 3 p.m. Sunday. Also, 1:30 p.m. Saturday you can check out a panel discussion called Cultural Comparisons Regarding "New" in Latin America and South Florida, whatever that means. Everything is free with MoCA admission. The museum is located at 770 NE 125th St. in North Miami. Call 305-893-6211.

* So, Books & Books on the Beach is hosting an event featuring James Spada, who created the book Black & White Men. It's full of pictures of naked men. Young men. They're not professional models, but you can bet they're plenty pretty anyway. At Saturday's book discussion, Spada is going to do some talking about light and shadow, but you can just smile vacantly and stare at the pictures. Of the young, attractive, naked men. Books & Books is at 933 Lincoln Rd., Miami Beach. The evening begins at 7, but you might want to get there early. Call 305-532-3222 or e-mail info@booksandbooks.com.

* Saturday night marks the second Full Moon Party at Baraboo Restaurant, 7300 Ocean Terr., Miami Beach. This is an event that was inspired by Iemenja, the Brazilian goddess of the waters. Brazilian chef Paolo Barroso de Barros is going to create a three-course prix fixe menu (that includes a wondrous Caipirinha) for $35 per person. The full-moon madness gets under way with seatings at 7 and 9:30 p.m., and concludes after dinner with a drum procession to the beach, where each guest has to throw a white rose into the ocean. Reservations and a sense of your own importance in the universe are recommended. Call 305-867-4242.

SUNDAY
NOVEMBER 12

* If you skipped Saturday's farmers market at Mayfair, then clearly you'll need to atone for your sins by attending the Antique and Collectibles Market from 10 a.m. to 5 p.m. on Lincoln Road, Miami Beach. Art, jewelry, statuary, china, furnishings, household items, unusual vintage clothing, collectibles and more will all be offered for your perusal and potential purchase. It happens at Washington Avenue and Lincoln Road (the 400 block), and it's free. Call 305-673-4991.

WEDNESDAY
NOVEMBER 15

* Modernist Karel Teige, leader of the 20th Century Czech avant-garde, has his work showcased at the exhibition Dreams and Disillusionment: Karel Teige and the Czech Avant-Garde. The event, opening Wednesday with a reception and lecture, includes a full-scale model of Teige's landmark minimalist dwelling, Surrealist collages, and typographic experiments and graphic design. The slide lecture is at 6 p.m.; the reception at 7. The Wolfsonian-FIU, 1001 Washington Ave., Miami Beach, hosts the opening. It's free for members and FIU faculty/students, and $10 for others. Call 305-535-2645.

THURSDAY
NOVEMBER 16

* Miami Art Museum's Fourth Birthday Bash takes place in conjunction with JAM at MAM, fortuitously enough. From 5 to 9 p.m. check out the unveiling of Converge, the new MAM publication; a **Nautica** fashion show; performances by saxophone great James Carter; a birthday cake; a donation bar featuring some sort of special martinis not yet named; and docent-led gallery tours of Selections from the Collection. No cover. 101 W. Flagler St., Miami. Call 305-375-3000 or visit www.miamiartmuseum.org.

- PHOEBE FLOWERS

Send items for Do It at least 10 days before event to Phoebe Flowers c/o Street, P.O. Box 011029, Miami,

FL, 33101; fax to 305-376-2202; or e-mail pflowers@streetmiami.com.

NOTES: DO IT

GRAPHIC: color photo: Vera Sala making art with a wooden snakelike sculpture (a)

LOAD-DATE: February 4, 2002

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Destination Shoppers Newsweek November 13, 2000,

Copyright 2000 Newsweek
Newsweek

November 13, 2000, Atlantic Edition

SECTION: ASIA; Pg. 44

LENGTH: 645 words

HEADLINE: Destination Shoppers

BYLINE: By George Wehrfritz; With Kay Itoi in Tokyo

HIGHLIGHT:
They come from all over Japan to reach this factory outlet

BODY:
As typhoon Xangsane bore down on Japan last Wednesday, wine wholesaler Kenichi Sotohira packed his wife and young son into the family car and drove more than 100 kilometers--to go shopping. Their destination: a picturesque resort town at the base of Mount Fuji where American entrepreneurs have turned a rusty amusement park into Japan's hottest discount mall. The sprawling complex, called Gotemba Premium Outlets, sits in a forest beneath a huge Ferris wheel. Seventy-eight stores, including outlets for Nike, Lands' End, North Face and the Gap, line an open-air Main Street filled rain or shine with bargain hunters. Each day cars and tour buses jam eight muddy parking lots. "I'm buying ties and sweaters," says Sotohira as he waits for his wife outside the **Nautica** store. "Everything is 20, 30, even 40 percent cheaper than retail."

Japanese discovered outlet malls at overseas vacation destinations like Hawaii, Florida and New York. Yet only now, thanks to cheaper land and looser regulations, is the concept taking root on their native soil. Developers hope to reinvigorate Japan's bleak shopping landscape, where according to official statistics retail sales have fallen for 42 consecutive months. Thanks to a decade-long recession, Japanese households are earning less and saving more. That means they're spending a whole lot less. "They don't always need to buy the newest thing," says Motomu Oniyanagi, a marketing executive at Chelsea Japan Co., creators of the Gotemba mall. "We're seeing what we call 'smart shopping'."

Gotemba has been swamped since it opened for business in July. Over the first two weeks it attracted some 800,000 visitors, or nearly half Chelsea's expected first-year business. During October alone more than 1,000 tour buses disgorged eager shoppers. Huge crowds have snarled traffic and, on two occasions, overloaded Gotemba's sewage-treatment system. (Banks of chemical toilets were shipped in to prevent further waste problems.) To avoid gridlock on the Tomei Expressway, a major transportation artery, the mall's Web site now discourages shoppers from visiting on weekends. "It's crowded all day, every day," says a woman who staffs a tourist desk set up in the mall to promote local beer and sake breweries. "People come here from all over Japan."

Gotemba's main appeal is its vast array of "red tag" discounts. Muji, Japan's no-name fashion sensation, offers $8 cotton shirts and cheap candles. At Nike's outlet store, running shoes start at about $40. At Coach, the American handbag designer, one of the hottest products is a $180 doggie raincoat. At the center of it all sits a vast food bazaar that offers burgers, noodles, beer and sake. Shoppers dine in a ski-lodge-like hall with an open-beam ceiling, a crackling central fire pit and moose heads mounted on one

wall.

Chelsea, which operates 21 outlet malls in the United States, invested $46 million to get the Gotemba complex built and running. With 35,000 to 50,000 shoppers now visiting daily, first-year sales are expected to exceed the company's pre-opening target of $140 million. Local officials forecast that the mall will draw 6 million visitors and inject $500 million into the local economy annually.

The outlet-mall concept is catching. In Makuhari, a convention-center district located near Tokyo Disneyland, a new outlet mall called Garden Walk opened last month to huge crowds. Later this month Chelsea will open its second mall in Japan, called the Rinku Premium Outlets, near Osaka. will outlets change retail? pondered a Yomiuri Shimbun headline last week. The article concluded that "consumers are willing to spend their money on luxury items that are discounted and quality items that are inexpensive." They've been doing that for years at malls across America. Now, finally, they can shop a bit closer to home.

GRAPHIC: PHOTO: Neither wind nor rain could keep shoppers away from Gotemba

LOAD-DATE: November 10, 2000

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ORANGE BLOSSOMS Sun-Sentinel (Fort Lauderdale, FL) November 16, 2000, Thursday,

Copyright 2000 Sun-Sentinel Company
Sun-Sentinel (Fort Lauderdale, FL)

November 16, 2000, Thursday, Broward Metro EDITION

SECTION: LIFESTYLE, Pg. 1E

LENGTH: 270 words

HEADLINE: ORANGE BLOSSOMS

BYLINE: by; rod stafford hagwood

BODY:
After extensive research (I glanced through a Florida Almanac while kibitzing with some librarians I know) I have discovered a tragedy: Florida has no state color.

Sure, we have an official bird (mockingbird) and, yes, there's a song (Swanee River by Stephen Foster), but they reflect the rebel/redneck part of the state rather than the cool Caribbean-infused portion we call home.

We need a state color, and it needs to be orange. Orange says it all for Florida. Sure, the state flower is the orange blossom, but when's the last time you saw an orange blossom? They look white to me (all things in Florida are not what they appear to be).

Anyway, back to orange. I'm not just pimping the hue cuz I look fabulous and fierce in it -- y'know I do (see above) -- it's also fashionable for this fall/holiday season.

Everyone from Anna Sui (more pumpkin, really) and Angel Sanchez to Diana Von Furstenberg and Carmen Marc Valvo have groves of orange in their ready-to-wear collections for this season. David Rodriguez has "paprika," which is orange with an inferiority complex, and James Purcell has "sunset," which is an uppity orange. Nicole Miller uses orange to add warmth to her high-tech fabrics for fall, while Randolph Duke adopted "Tang orange" for his glam line, a favorite around Hollywood's red-carpet season.

And it's not only the pricey stuff. The Limited, The Gap, Mecca, Nike and **Nautica** all have the happy hue prominent in collections. **Nautica** calls it "safety orange" while Mecca goes for the more erudite "adobe orange."

Just be careful when you wear it in Northern Ireland.

GRAPHIC: PHOTOS 3, AP photos/Timothy Clary; (color) Appealing Orange: The sunny shade of citrus made a splash at this year's Fall/Winter 2000 shows in New York. From left are designs by Han Feng, Angel Sanchez and Caroline Herrera.

TYPE: next by rod stafford hagwood

LOAD-DATE: November 17, 2000

Source: News & Business > Combined Sources > News, All (English, Full Text)
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NO HEADLINE Pittsburgh Post-Gazette (Pennsylvania) November 19, 2000, Sunday,

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

November 19, 2000, Sunday, ONE STAR EDITION

SECTION: ARTS & ENTERTAINMENT, Pg. G-14

LENGTH: 196 words

HEADLINE: NO HEADLINE

BODY:
Merrily they shopped and did good deeds

Downtown traffic was gridlocked Wednesday evening as some motorists tried to get home while many others headed for Kaufmann's, site of a huge event intended to raise funds for nonprofit organizations and needy families. "A Very Merry Evening" had food, fashion and entertainment on nine floors of the store, and nearly 4,800 people took it all in. The planners' goal was to raise $ 50,000, but they finished the night with more than $ 70,000, thanks in part to donations from about 20 vendors, including **Nautica** and Estee Lauder, and 48 local nonprofits that sold $ 10 tickets.

There was a Regis Philbin look-alike contest, a women's holiday fashion show, a Godiva chocolate sampling on the ninth floor and a "dressing your table for the holidays" presentation on the sixth floor.

And on the second floor, Claiborne Menswear design director Paul La Fontaine emceed a men's fashion show and talked about fashion and Claiborne 2.0, a lifestyle-driven urban sportswear line he recently developed and introduced.

Kaufmann's called the first-time event a huge success and said it will be presented again next year.

LOAD-DATE: November 19, 2000

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EARLY BIRDS GET THE BEST BUY The Record (Bergen County, NJ) November 21, 2000, TUESDAY; ALL EDITIONS

Copyright 2000 North Jersey Media Group Inc., All Rights Reserved
The Record (Bergen County, NJ)

November 21, 2000, TUESDAY; ALL EDITIONS

SECTION: YOUR TIME; Pg. Y1

LENGTH: 307 words

HEADLINE: EARLY BIRDS GET THE BEST BUY

BYLINE: JOAN VERDON, Staff Writer

BODY:
On the day after Thanksgiving, the early birds get the bargains and the stores get the boost, three or four extra hours of selling time to inflate their sales figures and the free publicity that comes from the image of shoppers lined up outside at 5 a.m.. The early birds swear that predawn shopping is the way to go. They scour the ads on Wednesday and Thursday for the early specials, set the alarm for 4 a.m., and hit the stores in order of the respective opening times. Then they head back home with the bulk of their holiday shopping done before the rest of the family is awake.

But put a reminder note on those alarm clocks: No stores in Paramus open before 7 a.m. It doesn't matter what the ads say. If K-B Toys, Toys R Us, or Kohl's is in Paramus, the borough's blue law enforces the opening time.

Here are some of the early-bird openings for Friday. (Opening times are subject to last-minute marketing changes.). 5 a.m. K-B Toy stores in Elmwood Park, Englewood, Ramsey, Palisades Center mall, and everywhere else except Paramus.

6 a.m. All Toys R Us stores except Paramus. Kohl's stores in West Paterson and Secaucus. Nine stores at Woodbury Common including Donna Karan, all Polo stores, **Nautica,** Delia's, and Guess. American Eagle Outfitters at Palisades Center.

7 a.m. All other stores at Woodbury Common. Stern's and Value City at Bergen Mall. All J.C. Penney, Lord & Taylor, Macy's, and Sears stores. Target, Best Buy, and Filene's at Palisades Center. Target in Edgewater.

8 a.m. Nordstrom at Garden State Plaza. Most stores at Bergen Mall, Garden State Plaza, and Palisades Center.

9 a.m. All stores at Paramus Park and Riverside Square malls.

Neiman Marcus at Garden State Plaza.

Staff Writer Joan Verdon's e-mail 1 address is verdon(at)shopwatch.com

GRAPHIC: COLOR ILLUSTRATION BY BOB REBACH / STAFF ARTIST

LOAD-DATE: November 21, 2000

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SMELL TEST: Following the Scent Las Vegas Review-Journal (Nevada) November 26, 2000 Sunday

Copyright 2000 DR Partners d/b Las Vegas Review-Journal
Las Vegas Review-Journal (Nevada)

November 26, 2000 Sunday FINAL EDITION

SECTION: J; Pg. 1J

LENGTH: 1984 words

HEADLINE: SMELL TEST: Following the Scent

BYLINE: Joan Whitely

BODY:
By JOAN WHITELY
REVIEW-JOURNAL

For a gift that lingers, consider a gift of fragrance. It lingers after its wearer walks by. It can linger for years in memory, long after a relationship or era ends.

Just beware that the route to selecting the 'right' fragrance _ for oneself or another _ is fraught with peril.

The staff of Living learned that the hard way.

'The nose knows' may be a statement of common wisdom. But in fact, our collective 12 noses failed to reach a consensus on which commercially available perfumes smell best.

We held a 'sniff' test of 24 fragrances _ admittedly a small sample _ to identify the most popular for men and women, figuring our nostrils were just as qualified as those of the next consumer.

The result was bedlam. That will teach us; there is a reason to be scientific about these things.

In a smelly scenario reminiscent of Florida's presidential voting, we could not elect a clear winner from the products for either gender.

Votes spread across the spectrum, with a three-way tie for first place among the 12 women's fragrances: Cool Water Woman by Davidoff, Fendi by Fendi and Baby Doll by Yves St. Laurent.

Of the 12 men's fragrance samples, the No. 1 choice was XS Pour Homme by Paco Rabanne.

The only safe conclusion is scent is highly subjective, we decided.

Joe Bierman, vice president of retail marketing for Sephora stores, agreed in a telephone interview.

'Don't think your project fell apart,' Bierman said in a comforting voice, when the failed effort was explained. 'I think it (selecting a fragrance) is entirely subjective.'

Because of the subjective nature of whether a fragrance is pleasant, Bierman called it 'risky business' to buy a surprise holiday gift of fragrance for someone without knowing their preferred brand.

'At Christmas you see a lot of fulfillment of existing favorite brands,' according to Bierman, who then joked, 'You're sending it to your mother-in-law because it's expensive, this is her favorite, and this is her allotment for the year.'

No matter how good a scent smells when sprayed into air, its actual effect on skin will vary with each wearer. Body chemistry is the shorthand explanation.

Pressed for detail, Bierman said skin type is one factor. Fragrance will not last as long on a person with dry skin as it will on a person with oily skin.

Another factor is diet. 'What you eat, you emit to a greater or lesser extent,' he said. That is, the food a person eats affects the scent he or she naturally exudes. 'I'm not going to say it's malodorous, but it's going to mingle with the scent you're wearing,' Bierman said.

It's key for the potential wearer of a fragrance to give it a trial run. 'I can't wear Good Life,' a men's fragrance by Davidoff, one male Living staff member admitted. 'It makes me smell like Raid.'

Bierman and Natalie Elia, director of the Sephora store at Desert Passage, offered other tips for trying on fragrances.

The store, 3663 Las Vegas Blvd. South, is one of three Sephoras in Las Vegas. According to Bierman, the average Sephora stocks 300 fragrances for women and 200 for men.

Pulse points are the usual spots to apply fragrance. These include the side of the neck, the wrists and behind the knees. 'You have the most heat generated from your body at these spots,' Elia said. 'The heartbeat will make it come out.'

After applying a fragrance, let the alcohol content dissipate somewhat before judging the scent. Alcohol is present to spread the smell by carrying a perfume's scented oils into the air.

A fragrance is a complex structure that evolves over the time it is worn. Borrowing terminology from music, the initial scent of a perfume contains its top notes. Within 10 minutes or so, a perfume's middle notes begin to emerge. Several hours after applying the scent, its foundational bass notes are evident.

'That first burst you're smelling are indeed the top notes,' Bierman explained. 'The top notes are really important. They're the beacon. If a person doesn't like the top notes, they may not wait' for the later notes.

Because of the subtle changes, Bierman recommended a person wear a fragrance for several hours before deciding whether to purchase it.

Asked why judges in the Living section's test found it easier to verbalize why they didn't like a scent than to identify why they did like a scent, Bierman chuckled. The right fragrance is 'a very personal thing, a very emotional thing that is ephemeral,' he said. 'It touches a chord of mystery, more often of memory, that we do not have the ability to explain.'

Our sniff test involved 24 fragrances _ 12 for men and 12 for women. To select the samples, we worked with FragranceNet.com, a Massachusetts-based company that sells perfumes via the Internet. FragranceNet.com bills itself as 'the world's largest discount fragrance store,' and said it stocks 3,300 authentic fragrances, and no knockoffs.

Using FragranceNet.com's classification system, we selected two women's and two men's fragrances from each of the six basic perfume categories. The categories are: citrus, floral, Oriental, woody, spicy and mossy.

Our simple job was to smell each matched pair, and select which one we preferred. We also selected a 'best

of show' each for women and men.

Prices vary widely among fragrances. Generally, any one fragrance may be available in varying intensities. Parfum, the most intense format, is the most expensive. It contains the most scent oils and will wear the longest.

Listed by declining intensity _ and price _ after parfum come: eau de parfum, eau de toilette and eau de cologne, after-shave. In men's fragrances, often eau de cologne is interchangeable with eau de toilette, according to both Sephora and FragranceNet.com.

A fragrance that contains natural oils will cost more than one with synthetic oils.

WOMEN'S CHALLENGERS

For what it's worth, here are some of our conflicting opinions for each pairing. Prices are from FragranceNet.com.

Women's citrus: Cool Water Woman by Davidoff (winner; $ 36.27 for 1.7-ounce eau de toilette spray) vs. Allure by Chanel ($ 49 for 1.7-ounce eau de toilette spray)

Cool Water Woman 'smells like jelly beans. I like it,' wrote one female fan.

Another noted, 'These both seem very similar, crisp and clean, light and refreshing. Initially I picked Cool Water, but Allure seems a bit richer and deeper, with a more complicated structure.'

Women's floral: Giorgio by Giorgio (winner; $ 43.12 for 1.7-ounce eau de toilette spray) vs. 242 Faubourg by Hermes ($ 52.50 for 1.6-ounce eau de toilette spray)

'Natural,' a supporter wrote of Giorgio.

'Smells like spicy Band-Aids. I hate this,' countered a Giorgio opponent.

Of 242 Faubourg, one judge wrote, 'too green, reminds me of getting hay fever.' Another called it an 'older-woman scent.'

Women's Oriental: Accenti by Gucci (winner; $ 35 for 1.7-ounce eau de toilette) vs. Bijan by Bijan ($ 36.40 for 1.7-ounce eau de toilette spray)

Accenti received few strong endorsements, but Bijan for women got thumped.

The Gucci scent is 'a bit less powerful, a bit more mysterious,' wrote an Accenti defender.

One judge dismissed the entire Oriental category, which is often characterized by 'notes' such as vanilla, sandalwood, cedar, amber and musk. 'Both smell like a stuffy room that needs better ventilation,' she wrote.

Women's woody: Halston by Halston (winner; $ 31.13 for 1.7-ounce eau de toilette) vs. Fendi by Fendi ($ 28.70 for 1.7-ounce eau de toilette)

'Sophisticated,' wrote a Halston partisan. 'Crisp and tweedy, a good everyday, wear-to-work fragrance,' wrote another.

A foe of the Fendi for women called it 'shrill,' but Fendi had its defenders, too. 'Actually smells woody, (like) a walk in the forest,' one wrote approvingly.

A judge who just didn't like the category wrote, 'Both smell like restroom air freshener.'

Women's spicy: Baby Doll by Yves St. Laurent (tie; $ 64.17 for 3.4-ounce eau de toilette spray) vs. Amarige by Givenchy (tie; $ 46.64 for 1.7-ounce eau de toilette spray)

On the upside, Baby Doll came off as 'juicy' to one approving tester. But another tester likened its smell, negatively, to 'overripe fruit.'

Amarige is 'dark and smoky' to one fan. Another found it 'calming, delicious.'

'Too sweet,' wrote an Amarige detractor.

Women's mossy: Paloma Picasso by Paloma Picasso (winner; $ 46.50 for 1.7-ounce eau de toilette spray) vs. CalAche by Hermes ($ 46.50 for 1.7-ounce eau de toilette spray)

Paloma is 'sexy,' according to one judge. Another discarded it as 'too masculine, smells like a forest.' Two judges guessed that the late middle and bass notes might be better than its top notes.

One fan called CalAche 'a boudoir scent, like a warm body just out of the bath.' Another wrote, 'If mossy can be nice, this is.'

Anti-CalAche partisans were equally adamant. 'A powder-puff old-lady smell,' wrote one. 'Horrible' and 'antiseptic smells' were also comments from critics.

MEN'S CHALLENGERS

Here's our take on fragrance pairs for men. Prices are from FragranceNet.com.

Men's citrus: 212 by Carolina Herrera (winner; $ 41.16 for 1.7-ounce eau de toilette) vs. Cool Water by Davidoff ($ 27.44 for 1.4-ounce eau de toilette spray)

Herrera's 212 for men earned a 'very subtle, 'cool' smell' endorsement. 'Good citrus, not too much, but not too little,' was another endorsement.

Responses to the Cool Water for men ranged from 'really nice, fresh,' from a female judge, to, 'Perfumey. For guys who want girls who want 'girl guys,'' from a male judge.

Men's floral: **Nautica** by **Nautica** (winner; $ 30.23 for 1.7-ounce cologne spray) vs. Opium by Yves St. Laurent ($ 30.80 for 1.6-ounce eau de toilette spray)

Nautica for men is 'nice, calm, clean smelling, not overpowering,' according to one woman. 'Too feminine' was a minority criticism from judges of both genders.

Opium for men received various negative reports. 'Can smell incense,' wrote an incensed judge. 'Smells like oil paint,' wrote another. A woman wrote, 'even more floral (than **Nautica**). A guy would be brave' to wear it.

Men's Oriental: Escada by Escada (winner; $ 21 for 1.3-ounce eau de toilette spray) vs. Lagerfeld by Lagerfeld ($ 31.62 for 2-ounce eau de toilette spray)

Escada for men seemed to win by default. It had no avid fans, but the Lagerfeld had even less support.

Men and women both had difficulty with the concept of an Oriental fragrance category for men. 'What is Oriental supposed to smell like? A little musky? Don't like it,' one wrote.

Men's woody: Santos de Cartier by Cartier (winner; $ 53.95 for 1.6-ounce eau de toilette spray) vs. Polo by Ralph Lauren ($ 32.50 for 2-ounce eau de toilette spray)

Perhaps the strongest accolade for the Santos came from a woman: 'I'd sleep with a man wearing this,' she enthused.

Several judges pointed out the pine note in Santos, but declared it more subtle than Polo's pine. 'Strong enough to leave a vapor trail,' is how one tester disparaged the Polo.

Men's spicy: Paco Rabbane Pour Homme by Paco Rabanne (winner; $ 29.04 for 1.7-ounce eau de toilette spray) vs. Bijan by Bijan ($ 37.35 for 1.7-ounce eau de toilette spray)

'Smells rich' is how one woman explained her vote for Paco Rabanne.

The nay votes in this category were more descriptive. 'Holy cow. That's a spicy meatball,' is how one detractor justified his vote against Bijan for men. 'Too strong' was the verbatim verdict from two judges.

Men's mossy: XS Pour Homme by Paco Rabanne (winner; $ 32.56 for 1.7-ounce eau de toilette spray) vs. Fred Hayman 273 by Fred Hayman ($ 23.24 for 1.7 ounce cologne spray)

'Not so mossy, handsome,' was the most articulate statement on XS, which judges named best of show for men even though they couldn't talk much about it. 'Hard to put in words' was a judge comment that reflected the general sentiment. At least it attracted more attention than 273.

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Style: SHOP TALK: Gen-now; trends tips shows personalities grooming accessories shopping The Atlanta Journal and Constitution November 26, 2000, Sunday,

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November 26, 2000, Sunday, Home Edition

SECTION: Dixie Living; Pg. 8M

LENGTH: 475 words

HEADLINE: Style: SHOP TALK: Gen-now;
trends tips shows personalities grooming accessories shopping

BYLINE: Marylin Johnson, Staff

SOURCE: AJC

BODY:
Gen-now
Rich's Junior and Young Men's Shop
Where: Inside Rich's, Mall of Georgia, Buford. 678-546-4300.
Hours: 10 a.m.-9 p.m. Mondays-Saturdays; noon-6 p.m. Sundays.
On the Web: www.gen-now.com.

It's a place, management hopes, where teenagers want to see and be seen. And to shop in.

The new Gen-now shop at the Mall of Georgia Rich's combines fashionable duds for teenage guys and girls (juniors) in one cool complex. Traditionally, these departments have been on different floors in retail stores, but Rich's decided to bring the genders together in adjacent shops. "We've created an environment for them," says Ed Tessaro, a Rich's regional vice president. " Here they can hang out with friends and have fun."

If this concept proves to be a moneymaker, Rich's plans to roll out the teen shops in select stores.

The look: The decor is hip and combines shopping with entertainment. A loft- inspired ceiling is exposed, and the floor is stained concrete. Large floor- to-ceiling graphics, a multizone sound system and theatrical lighting, which throws images and color onto the floor, give the space a ravelike atmosphere.

Nine highly visible plasma screens constantly show music videos. For a modern look, a chain "wall" divides the dressing rooms from the sales floor. And rather than being dubbed "dressing rooms," signs simply say, "try it on." Animal-print couches offer chic places to gab with friends or relax.

And to make shopping easier, the cashier terminals in this area are 25 percent to 50 percent faster. Also, a scanner lets a shopper scan a tag to check sale pricing on items. Be warned: Gen-now is directed at a younger customer. However, if you're older than 25 and can wear junior sizes, you won't be driven away.

The goods: Look for trendy, fashion-forward merchandise, along with designer names that any teen will recognize. For her: In jeans, labels include DKNY, Paris Blues, Mudd, L.E.I., Calvin Klein. Club wear and social occasion: XOXO, Byer Too! and Rampage. Lifestyle shops: Esprit, Tommy Hilfiger, Guess? Plenty of

accessories are available as well. For him: Brands include Perry Ellis Jeans, Xtreme Gear, Ecko, Tommy Hilfiger Jeans, Polo Jeans Co., Guess?, Levis, **Nautica** and Girbaud.

Wired shoppers: Plenty of technology awaits e-savvy teens. A Gen-now Internet kiosk allows shoppers to browse the Web site, which features fashion trends, games and happenings in the city. Kids also can take part in surveys on topics of interest.

Welcome to the Planet: Inside Rich's, in the Gen-now shops, Planet Smoothie offers more than 30 varieties of made-to-order, frozen fruit drinks ($ 2.99-$ 5.99), Round-A-Bout wrap sandwiches including Southwestern Chicken, Turkey & Friends and Veggie Cha Cha ($ 2.99-$ 3.29) and Garden Lentil, Roasted Chicken Noodle and Spicy Vegetable soups ($ 2.99).

GRAPHIC: Photo
Hip atmosphere: Teen-friendly graphics, furnishings and a multizone sound system set Gen-now apart from other departments. / WILLIAM BERRY / Staff

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Meet John Varvatos Fortune November 27, 2000

Copyright 2000 Time Inc.
Fortune

November 27, 2000

SECTION: FORTUNE ADVISOR/PERSONAL FORTUNE; Pg. 348

LENGTH: 441 words

HEADLINE: Meet John Varvatos

BYLINE: Ariel Foxman

BODY:
Just because you've never heard of men's wear designer John Varvatos doesn't mean you've never worn his clothes. The newest old name in the industry, Varvatos (pronounced like Barbados, but nowhere near as exotic) has spent most of the past two decades working for Calvin Klein or Ralph Lauren.

As head men's wear designer at each label, he not only played an integral role in both men's collections but was also responsible for launching the CK brand, Calvin Klein underwear, and Ralph Lauren's Polo Jeans Co. "The challenge at Calvin Klein was the blank canvas. There was no men's wear when I got there," explains the 45-year-old Varvatos in his modest New York City office. "At Ralph, I had more freedom, but in my last six months there, I thought, 'How far can I really take this without redoing the same thing?'"

In 1998, when **Nautica** approached the designer for the second time about creating his own line, he decided to go for it. "I'd become bored with what I was wearing, and I was having a hard time shopping," he says. "There was something missing. You had your classics, like Ralph Lauren, Armani, and Zegna, and then you had your fashion labels, like Gucci, Prada, and Dolce & Gabanna. I wanted to design for that guy in the middle." Varvatos is that guy: a mensch from Michigan who looks as if he'd be more comfortable doing your taxes than doing lunch.

His debut collection for fall 2000 updated men's wear staples (pea coats, shearlings, crew-neck sweaters) with softer silhouettes, luxurious fabrics, and handcrafted details. It was incredibly well received: He won the best new men's wear designer award at the American Fashion Awards this June--even Ralph sent a congratulatory note--and has attracted attention from influential buyers. Barneys, Bergdorf Goodman, Neiman Marcus, and Saks Fifth Avenue all have ceded valuable store real estate to promote the man they believe might reinvigorate the flagging men's wear category. "He's extremely talented and couldn't be a nicer guy," says Colby McWilliams, men's fashion director at Neiman Marcus. "The clothes are great products with a great value at a great price."

With his first store opening this month in New York City, Varvatos is keenly aware of the danger of spreading himself too thin. He says women's wear is a possibility in the future, but for now he's content educating men on how to dress fashionably without being fashiony. What does the designer think has gotten too much mileage? "Bad shoes. They can ruin any outfit. And it's time to put an end to the black suit and black T-shirt look." Certain classics refuse to be updated.

--Ariel Foxman

GRAPHIC: TWO COLOR PHOTOS: PHOTOGRAPHS BY DAVID BARTOLOMI, SPRING FORWARD A preview of spring 2001: "These clothes are not of the moment," says Varvatos. "They have a twist, but they're not quirky."; FOUR COLOR PHOTOS: PHOTOGRAPHS BY DAVID BARTOLOMI, OPEN AND CLOTHES John Varvatos' new store, his first, in New York City; below, the designer himself in his showroom

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CANDIE'S RIGHT ON TIME; various articles; Brief Article Footwear News November 27, 2000

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November 27, 2000

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HEADLINE: CANDIE'S RIGHT ON TIME; various articles; Brief Article

BODY:
For Candie's, the time is now.

Candie's Inc., based in Valhallah, N.Y., recently debuted its new line of watches at the Accessories Market in New York. The collection -- manufactured by Reno, Nev.,-based Skagen Designs -- boasts 45 styles that are divided into two categories.

The Candie's Time Bracelet collection showcases designs in brushed steel and rhinestone-encrusted cases, while Candie's Time Trend features jelly-banded and novelty items -- that will evolve every season. Both collections also feature Japanese quartz movements, scratch-resistant crystals, and water resistance up to 100 feet.

"Watches are a must-have status symbol for our Gen Y customer," said Chairman and CEO Neil Cole. "Candie's Time will give our customer the trendy styles she desires at the price points she can afford."

Retailing for between $ 20 and $ 40, the collection will be sold in department and specialty stores beginning February 2001.

New Balance Stays on Track

New Balance Stays on Track New Balance Athletic Shoe Inc. is off and running again.

The Boston-based company recently renewed its annual sponsorship of the Armory Track & Field Center in New York, which houses one of the fastest-banked 200 meter tracks in the country and serves more than 60 high school track programs that use the center for practice from November to April.

Along with an undisclosed cash sponsorship, New Balance will provide shoes and apparel for the Armory's staff.

"Attracting a major footwear company like New Balance adds a lot of legitimacy to the facility and the events that we hold here," explained Lou Vasquez, the Armory's director of operations. "We can showcase elite athletes such as models for younger athletes."

Located at 168th Street and Fort Washington Avenue in Washington Heights, the 102nd Engineer's Armory

has enjoyed an illustrious history as a safeguard for military equipment, a homeless shelter and a haven for track-and-field enthusiasts. "In the running world, the Armory is one of the best, if not the best, facility in the country and the indoor mecca for the Northeast," Vasquez said. "We're an integral part of the community and the athletic world."

Genesco and Timberland Double-Team Against Cold Feet

Genesco Inc. and The Timberland Co. warmed about 150 pairs of feet and many hearts when it recently took Genesco's 11-year-old Cold Feet, Warm Shoes program, which benefits the homeless, to Boston.

Held at the Pine Street Inn -- a resource for Boston's homeless community -- the Nashville-based company created a makeshift shoe store, complete with a seating area and stock room, where recipients received new or like-new shoes and professional, personalized fittings. Footwear was provided by Stratham, N.H.,-based Timberland, as well as Genesco's divisions, such as Johnston & Murphy, Dockers and **Nautica** Footwear.

"We want to empower these individuals with a choice and support these folks as they work to get back on their feet," explained Genesco Chairman and CEO Ben Harris. "In addition to providing a good pair of shoes, we aim to restore a little dignity by fitting them individually and treating them like a customer in our retail stores."

The Boston program marked the first time Genesco collaborated with another footwear company. According to Harris, Timberland was a natural fit because of the firm's "excellent social service programs."

Genesco's annual Nashville-based Cold Feet, Warm Shoes event will be held on Dec. 1.

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DENIM DISH; Olah Inc.'s Denim Survival Guide WWD November 30, 2000

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HEADLINE: DENIM DISH; Olah Inc.'s Denim Survival Guide

BODY:
Denim Cyber Guide

From veteran textile executives to industry newcomers to college students, hundreds of people each week log on to Olah Inc.'s Denim Survival Guide, located at olah.com, for a quick hit of denim trivia.

Olah, a New York-based sales and marketing firm that represents Asian and European denim manufacturers, celebrates this month the one-year anniversary of the Web site's relaunch.

When the online site was originally launched in 1996, and Olah was based in Toronto, the bare-bones Web site included sections on the history of denim, how jeans are made, how jeans achieve an indigo color, as well as a textile dictionary and a directory to jeans stores around the world. There is also an interview with Jenny Balfour-Paul, author of the British Museum Press book "Indigo."

"When the site was set upits mission was to simply educate people about denim," said president Andrew Olah, whose father founded the company more than 40 years ago. "But the long-term mission is to educate people about all cotton textiles."

The Web site was relaunched last December with the same content, but with sound and elaborate graphics.

Olah approached Robert Cameron, a former children's designer for Levi's who now heads up the New York-based new media firm Fantascope, to redesign the Web site. According to Olah, the site averages between 2,000 to 2,500 hits each week, a figure he said has remained constant since the relaunch.

Although the Web site is targeted at textile professionals, Olah said it attracts cybersurfers from all walks of life. Earlier this year, Olah found a term paper about denim posted on a college student's personal Web site. The content, he claimed, appeared to have been copied word-for-word from his site.

Olah said content such as the denim shopping guide is of particular interest to nonindustry cybersurfers.

"When you go to a city that you are unfamiliar with and you want to go shopping in a great denim store, it's a problem finding one," he said. "But with our list of shops, we save you time, especially in a city like Tokyo."

There are no banner ads on the Web site, and Olah said he does not plan to seek out advertisers. He does plan on beefing up the olah.com's content, though, with articles about piece-dyed and yarn-dyed fabrics.

The Season of Getting

Nautica Jeans Co. is hoping to take the guesswork out of gift giving this holiday season -- and ensure that its products get their share of holiday dollars -- with an online interactive gift guide launched this month.

The guide, located at nauticajeans.com/giftguide, does not allow shoppers to place orders online. What it does is allow the user to create a **Nautica** Jeans "wish list," and have it sent to someone else as a not-so-subtle hint of holiday desires.

"This might be a great opportunity for us to provide a service to the consumer, give us more awareness to the consumer and then drive traffic into the stores," said Paulette McCready, president of **Nautica** Jeans division. "Because we don't sell on our Web site -- we are not an e-commerce site -- all we can do is show the product, some of which are our best holiday styles that would be located in probably all of the doors."

The guide features 12 core women's items, including sweaters, T-shirts, a denim jacket and four styles of denim jeans. On the opening Web page of the guide, there is a small thumbnail image of each item, a list of the available colors or washes and the suggested retail price.

The guide instructs visitors to select the desired merchandise, enter the desired gift-giver's e-mail address and a personal message. The system then sends a message to the desired giver directing her or him to a url that contains photos and prices of the desired items, as well as a zip code-based store locator. The url remains available for viewing for seven days.

McCready said the cyber wish list "prevents people from getting things they don't want."

McCready said the guide will probably be taken down after Christmas, but it may return for some other key gift-giving holidays -- minus the red and green graphics and Christmas tree images, of course.

"We talked internally about maybe seasonally doing it and using it for Mother's Day, Father's Day or Valentine's Day," she said. "Once the concept is there, it is easy to reposition the pictures or the products so that it is more appropriate for whatever season you're in."

Rowley: Red and Rusty

Forget stonewashed, destroyed or dirty, Cynthia Rowley has put her money on rusted.

The designer is launching a limited jeanswear collection for spring retailing built around two styles: One that's intended to look like the rivets have rusted and stained the fabric and another that features rouged legs.

In a phone interview, the designer said the two looks are intended to serve as an introduction for a fuller line to be released this fall.

"This season we just wanted to do some special things that would hopefully get people to notice," she said. "For fall, we will have a really great fit and more basic jeans with some special little hardware and things like that. We'll be introducing more basic but great-fitting jeans."

The jeans, which bear the Cynthia Rowley label and are being produced by Aris Industries, are due to ship in late February. They will retail for around $ 130 and be targeted at upscale specialty shops and boutiques, the designer said.

Rowley said she wanted to jump into the jeans game because of the dominance of denim in Americans' wardrobes.

"Now, everybody wears jeans for everything," she said. "You can put a little more design into jeans because they've become such a staple."

Bottoms Up

The year 2000 has, so far, been the year of jeans, at least according to Cotton Incorporated.

The Cary, N.C.-based promotional arm of the U.S. cotton growers last week reported that third-quarter sales of men's, women's and children's denim bottoms increased 6.3 percent from the same period last year.

For the three months ended Sept. 30, the women's denim bottoms market increased 5.6 percent.

Cotton Inc., using data gathered by the NPD Group, also reported that for the first nine months of the year, denim bottom sales grew by 5.1 percent over 1999. The women's market, in particular, grew 6.5 percent for the same nine-month time period.

On the retail front, Cotton Inc. reported that mass merchants accounted for 41.3 percent of jeans sales for the first nine months of 2000 -- compared with 40.1 percent for the same period last year.

Cotton Inc. also reported that during the first nine months of this year, national brands accounted for 50 percent of the women's jeans market.

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4 flaw-fixing dresses; Brief Article Redbook December 1, 2000

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Redbook

December 1, 2000

SECTION: No. 6, Vol. 195; Pg. 57 ; ISSN: 0034-2106

IAC-ACC-NO: 69752293

LENGTH: 338 words

HEADLINE: 4 flaw-fixing dresses; Brief Article

BODY:
The little black dress does it all this season. Pick the shape on these two pages that betters your body, add accessories--and go!

* work A leather bag and sturdy heels are deskside essentials. Add any jacket you own. Purse, Perlina, $ 131; shoes, Expressions, $ 10.

* evening Gold accessories brighten up a night out. Bag, Whiting & Davis, $ 73; shoes, Sam & Libby, $ 45; bracelets, Express, $ 16.

* weekend A fringed shawl, light bag, and low heels spell casual comfort. Shawl, Lauren, $ 58; bag, Girlfriend, $ 96; shoes, ABS, $ 140.

* work Specs, a red bag, and pumps look smart and stylish. Bag, Maxx New York, $ 135; shoes, Nine West, $ 69; glasses, **Nautica,** $ 60.

* evening Pearls, sequins, and stilettos add goof-proof glam. Necklace, Agatha, $ 58; purse, Express, $ 48; shoes, Sam & Libby, $ 49.

* weekend Perfect travel gear: a cardigan, clogs, and tote. Top, Only Hearts, $ 143; bag, Vanessa Bruno, $ 121; shoes, Birkenstock, $ 120.

* work Flashy pink prints let you show a bit of your wild side on the job. Purse, Girlfriend, $ 96; shoes, Elisa, $ 160.

* evening Rhinestones and beads drip with p.m. appeal. The sparkling belt is our fashion find. Bag, Whiting & Davis, $ 93; shoes, Sacha, $ 80.

* weekend A bowling bag and cow-print loafers are both funky and functional. Bag, Roots, $ 102; shoes, Andrea Assouse, $ 118.

* work A pastel jacket makes an all-black office outfit fun. Jacket, Nine West, $ 249; purse, Banana Republic, $ 95; shoes, Bisou Bisou, $ 84.

* evening A clutch and ankle-strap sandals in racy red spice up a simple dress. Bag, DKNY, $ 52; shoes, DKNY City, $ 79.

* weekend Dress down in black and denim. Jacket, Levi's, $ 60; bag, Anne Klein 2, $ 80; shoes, Benetton, $ 88; watch, Swatch, $ 40.

SPECIAL OFFER

REDBOOK'S $ 24.95 RHINESTONE BELT

To get oodles of glitter for just $ 24.95 (plus $ 4.95 shipping and handling) call 800-285-9421 (ask for item #303618, dept. #RBD03) or write to Dept. RBD03, P.O. Box 7765, Red Oak, 1A 51591-0765.

IAC-CREATE-DATE: February 5, 2001

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The Best Beauty Loot to Wrap or Receive; selection of cosmetics and accessories for gift-giving; Brief Article Cosmopolitan December 1, 2000

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Cosmopolitan

December 1, 2000

SECTION: No. 6, Vol. 229; Pg. 252 ; ISSN: 0010-9541

IAC-ACC-NO: 69860152

LENGTH: 965 words

HEADLINE: The Best Beauty Loot to Wrap or Receive; selection of cosmetics and accessories for gift-giving; Brief Article

BODY:
Our beauty and fashion teams sorted out primo pampering presents for everyone on your list--your girlfriends, main man, even your mom.

Great Guy Buys

Origins Male Carrier, $ 16.50

"These travel-size essentials--body wash, shaving cream, and after shave--will remind him of the girl who gave it to him when he's on the road."

Elaine Farley, beauty and fashion director

The Sharper Image CD Shower Companion, $ 190

"This lets him sing in the shower to his favorite CDs. Plus, the radio makes sure he can catch the weather as he scrubs."

Ruth Basloe, fashion editor

Aramis Detailer Mini Grooming Kit, $ 32

"Every man could use this sleek tool set containing nail clippers, files, and tweezers. Giving this is a subtle hint that well-kept digits are sexy."

Celeste Perron, senior editor

Nautica Latitude Longitude eau de toilette spray, $ 45

"This classic fragrance with a modern twist mixes musky notes with fresh undertones--an irresistible blend."

Rachel Hayes, beauty editor

Blue Q Mr. Pit Stop Soap, $ 8

"My brother would get a kick out of this fun soap, and its lemony lather would get him spick-and-span."

Alexandra Douglass assistant to beauty and fashion director

Acqua di Parma Deodorante alla Colania, $ 25

"Nothing is sexier on a man than Acciua di Parma. The mix of Sicilian citrus and rare Bulgar rose blends with his skin to create a scrumptious scent."

Tamara Rappa, fashion editor

Girlie Goods

Guerlain Meteorites Powder Pearls, $ 42

"This is a guaranteed-to-please present because everybody can use powder, and these paste beads create a subtle glow that works on all complexions."

Clinique Happy Candle, $ 25

"When this bright and beautiful floral candle is lit in the bathroom or bedroom, the scent will make visitors smile."

Yves St. Laurent Sparkling Eau de Toilette in Baby Doll, #52

"The special sparkling formula of this luchsia scent looks and smells sexy on skin, the bottle will glam up any dressing area."

E. Coudray Bain Cremr Moussant Miel Orange, $ 20

"I'd give this heavenly honey-and-orange-scented bath lather to a girlfriend who's under a lot of pressure and deserves some luxurious tub time."

Issey Miyake Le Feu d'Issey Light Eau de Toilette Spray, $ 39

"Give this rosy scent to a friend and she'll want it on hand everywhere she goes--which is perfect, since this rubber-ball bottle won't break in her purse."

Patch NYC by Ross & Carney cosmetic bag, $ 65

"This cheery floral-print makeup bag has a hidden bonus--it's lined with spills-allowed tiger-print vinyl."

Holly Crawford, assistant beauty editor

Chanel N[degrees] 5 To Go Eau de Tailette spray set, $ 55

"Both the giver and the receiver of this gift will feel sophisticated and elegant. The timeless scent is perfect for Mom--or for yourself."

Nancy Brensson, fashion editor

Mac Lip Palette, $ 30

"Having 11 lip shades -- ranging from sheer gloss to deep purple--to play with is a woman's fantasy. You could give this to any female you're fond of."

Fab Stocking Fillers

Gap Holiday Scented Soaps, $ 4.50

The woodsy scent of these star-shape soaps will trans port you to a mountain cabin."

Victoria's Secret Personal Angel Sachet Cover, $ 15

"I love the sensual scent of Divine (with hints of rose, sandalwood, and amber), and tucked in these lace sachets, it's perfect for a lingerie drawer."

Clarins Les Roses de Noel shimmer powder compact in Golden Yellow, $ 36 "Not only is this allover shimmer stunning, but the rose-carved powder is so beautiful that she'll want to so "" off."

Aveda The Ritual of the Kiss Silk Caddy, $ 25

"This kit--containing two mint-spiked lipsticks and a breath freshener--makes any smooch a special occasion."

Jovan Individuality Oil Essence Collection, $ 10

"It's perfect for a person who likes to change her fragrance on a whim. Just mix the four oils to create a unique scent daily."

Soular Therapy Wish Candle 4-pack, $ 30

This set of sherbet-hued "" promises to bring wisdom inspiration, spirit "" and happiness--what better gifts for my favorite girlfriends?"

May belline Lava Lamp Up Polish, $ 5.50

"This trippy lip gloss tastes and smells great, plus it's total eye candy!"

Bobbi Brown Essentials Eye Palette 2001, $ 45

"This shadow set will meet a girl's every eye need because the gorgeous shades range from matte daytime looks to shimmery after-dark hues."

Ultraluxe Loot

Shu Uemura Combination Compact, $ 95

"This pressed powder and rich red lipstick combo is sleek, chic, and streamlined--perfect for the Palm V princess."

Archive Rosehips & Lavender Fresh Linen Water, $ 32

"Adding this floral-scented water to a steamer or iron gives a fresh smell to clothes and linens. This would be a definite winter with Mom."

Oh My Dog! Eau de To letter spray for dog, $ 38

"What an awesome gift for a diva dog lover who lives to pamper her posh pooch! My dachshund, Lucy, would love this fresh, decidedly uncanine scent."

Sonia Kashuk Star Face Kit, $ 17.99

"I've worked with Sonia, a top makeup artist, on shoots, and I love the modern-yet-classic looks she creates. With this palette, anyone can look like a cover girl."

Haute Stuff Dream Mask, $ 25

"This Holly Golightly--esque eye guard is a great tool for napping off party hangovers, snoozing on airplanes, and getting undisturbed beauty sleep."

Blue Q Unavailable and book by Karen Salmansohn, $ 38

"This fun and floral perfume comes wrapped in a book that delivers 15 hysterical-but-helpful bits of dating advice--the package is perfect for a single friend."

Calvin Klein Brush Set, $ 125

"These bristles are the softest I've ever felt! Plus, the easy-to-pack canister is very cool."

IAC-CREATE-DATE: February 7, 2001

LOAD-DATE: February 08, 2001

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take notes Maclean's December 4, 2000

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Maclean's

December 4, 2000

SECTION: ADVERTISING SUPPLEMENT; Pg. S14

LENGTH: 522 words

HEADLINE: take notes

HIGHLIGHT:
Here's what's new and noteworthy

BODY:

Boucheron Eau de Parfum Sparkles with Beauty

Because Boucheron is a jeweler and perfume-maker, all of its perfumes are jewels. The new Jewelers Edition has a bottle hand set with two rows of Swarovski crystal cut like a diamond to sparkle with beauty. For Christmas, the fragrance of eternal feminity sparkles like diamond jewellery. Available at Eatons, The Bay and Holt Renfrew.

Latitude Longitude

A new fragrance from **Nautica** designed for the modern adventurer. This modern scent is a unique handcrafted fragrance created with great attention to detail. The fragrance is fresh, and masculine. The Eau de Toilette Spray is packaged in a rich cobalt blue flask and is accompanied by an exhilarating splash collection for the face and body. From Unilever Prestige, LATITUDE LONGITUDE is available at fine department stores.

ColorSpa for Men

The first no -- ammonia tone-on-tone colouring gel for men that gently and naturally blends away the first grey hairs in 10 to 15 minutes. Available in seven natural shades it's fast and easy to apply. Simply follow the ColorSpa for Men Guide found on the side of each box. The results last for six weeks. From L'Oreal Canada, available at most drug stores.

"Sometimes . . . Shorter is Better" Couples Makeover Contest!

In 100 words or less tell us how you met your significant other. Grand prize includes; a makeover for 2 featuring Short Cuts Hair Care; 1 trip for 2 to Toronto, includes air-fare, $ 200 spending money per person per day, three nights stay in the Novotel Hotel and, a stress free day of pampering at the acclaimed Johnny Cupello Salon and Spa. Five contestants will win a secondary prize of a Short Cuts Hanging Toiletry Kit filled with Short Cuts High Performance Hair Care. Mail one photo of you and your partner along with your names, mailing address, telephone number, age, plus your occupation to: Belvedere International c/o Short Cuts Makeover Contest, 255 Matheson Blvd. West, Mississauga, Ontario L5R 3G3. Contest closes January 31, 2001.

For complete RULES, send a self-addressed stamped envelope to Belvedere International. Approximate retail value of the prize: $ 5,000, based on Vancouver departure.

New and Improved - Just for Men

From the leader in men's hair colour, Just For Men has a new package along with an improved formula with Vitamin Enriched Conditioners. The new Just For Men contains Vitamin E, Aloe and Chamomile for thicker and healthier-looking hair. The thick, no-drip formula is easy to apply and will effectively colour grey hair, but won't change your natural hair colour. From Combe Inc. Available at drug-stores and mass merchants.

Fahrenheit -- The fragrance of men who pursue their dreams

Twelve years ago, Parfums Christian Dior launched Fahrenheit, an innovative fragrance for men, bearing with it an enduring philosophy of fantasy and freedom. Throughout its twelve years it has conquered men (and women) with its subtlety and stability. Now it's knocking on the door of the worldwide top ten fragrances for men. Available at department stores form coast to coast.

GRAPHIC: Pictures 1 through 4, no caption

LOAD-DATE: December 7, 2000

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PRESTIGE FRAGRANCE SALES SOFTEN, BUT STORES SEE YULE RALLY. WWD December 8, 2000

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WWD

December 8, 2000

SECTION: Pg. 1 ; ISSN: 0149-5380

IAC-ACC-NO: 68145248

LENGTH: 2437 words

HEADLINE: PRESTIGE FRAGRANCE SALES SOFTEN, BUT STORES SEE YULE RALLY.

BYLINE: Naughton, Julie; Born, Pete

BODY:
NEW YORK -- The department store fragrance business, spurred through the fall by a surge of product introductions, shifted into low gear last week. But retailers expect to emerge from December on the plus side.

Despite some reports that the fragrance business took a dip last week, top buyers say they are optimistic about the overall state of the business, adding that several new scents -- along with well-loved classics -- are already trending strong.

Federated Department Stores is expecting to end December with an increase "somewhere in the single digits," according to Rita Mangan, senior vice president of cosmetics at Federated Merchandising. She added that although last week "at first glance seemed disappointing," Federated's fragrance business actually exceeded expectations. The corporation had planned the first week of December slightly down because, historically, when Christmas moves into the fifth week of December, allowing two extra shopping days, consumers tend to procrastinate. Chanukah, which this year begins Dec. 22, also is falling later than usual.

"We had very strong sell-through on value sets," Mangan said, noting that gift-oriented fragrances and classics are dominating the top 10. They include Estee Lauder's Beautiful and Pleasures, Clinique's Happy, Lancome's Tresor, Ralph Lauren Romance, Calvin Klein's Eternity, Donna Karan's Cashmere Mist, Amarige from Givenchy and Tommy Hilfiger's Tommy Girl. The newly launched fragrances that held their own last week included Ralph from Ralph Lauren, J'adore from Christian Dior and, at Bloomingdale's, Michael Kors and Boucheron's Initial.

Mangan noted the new launches were expected to have a stronger representation in the top 10 than it has so far, but that's subject to change. The business seems to have reverted to its old traditional pattern of the new fall launches making way for the reemergence of the more giftable classic brands as Christmas approaches, she added. Mangan thought that the new introductions would have a larger share this year, because newness drove so much of the fall business. During the fall, the women's fragrance business chalked up gains in the high single digits, with men's trailing slightly behind that lofty level. "Overall, the fragrance portion of the business is the strongest part of the business," Mangan said.

The most successful women's launches at Federated this fall have been Truth Calvin Klein; Ralph; J'adore, which was launched in the spring but retains its strength; Lucky You; Noa from Cacharel; Shi by Alfred Sung; Michael Kors, and Boucheron's Initial.

On the men's side, the hot introductions are **Nautica's** Latitude Longitude, the male version of Lucky You, Dunhill's Desire, Donna Karan's DKNY and Hugo Boss.

Due to the expected shift in business toward Christmas, Federated decided to concentrate its advertising into the crunch. Ads originally scheduled for November were moved into December, and those slotted for early December were moved to a later spot.

"Our challenge is to ensure that we are servicing each and every customer," she said, adding that demands have increased. "Customers come to the counter wanting to know what's new, what's the best-selling gift-giving brand."

Mangan also sees the week after Christmas continuing to grow in importance, particularly for new cosmetics launches endeavoring to get a jump on the spring season.

"In our doors, we've been seeing strong business from strong, unique fragrances," said Deborah Walters, senior vice president and general merchandise manager for fragrances and cosmetics for Saks Fifth Avenue. "Our customers are going wild over Oh My Dog, Michael Kors and Bulgari Blu, as well as Initial, Jo Malone's whole collection, J'adore, Sisley's Eau de Soir and Quelques Fleurs. On the men's side, Cartier's Must Pour Homme is doing very well."

Newly repackaged scents and scents with new ancillaries are also doing strong business at Saks, Walters said. "Guerlain repackaged Vetiver, and it's beautiful -- and selling well," she said. "Hermes's 24, Faubourg's boxes are beautiful, unique and festive, and also doing very well. And Lancome's Climat has had some new items added to the line this year, and we're seeing a nice pop in that business."

The "luxury classics" are also doing well. "Chanel No. 5 continues to show a great trend, and we're doing well with the new No. 5 to Go set," Walters said. "We do a wonderful business with Lalique and its limited-edition pieces. Both the men's and women's Angel scents are doing very well; the glittering body powder and perfume extract crystal star have been driving the women's business, and the rubber flask for men has been a lot of fun. Also, we're seeing a nice turn in the whole Annick Goutal collection, and L'Eau d'Issey for men is selling well.

"I'm feeling optimistic for this season, based on recent trends in business," said Walters. "There are a lot of good things happening in the fragrance mix, and I think it's going to be a good holiday season."

"I'm confident that our fragrance business will finish higher than last year's, but all the same, this is a disappointment, considering the double-digit trend we were experiencing prior to the fourth quarter," said Gail Gordon, vice president of cosmetics for Macy's East. "But we are quite sure that this 'nail-biting' period up until the last week -- including the benefit of the extra day -- will result in a good fragrance season."

According to Gordon, Pleasures, Beautiful, Tresor and Happy are now enjoying increases. "At the fragrance bar, top brands are Cashmere Mist, Romance, Tommy Girl, Chanel No. 5, Allure, White Diamonds, Eternity and Amarige. These are the classic brands that continue to lead the pack."

And according to Gordon, Ralph and Truth have "far exceeded planned expectations, even through the last few weeks. They are doing stellar business."

At the men's bar, Acqua di Gio is at the top of the list. "Acqua di Gio by far ranks as the consistent top brand," she said. "It is enjoying double-digit increases. Polo Sport, Eternity, Jean Paul Gaultier's Le Male, Tommy, Calvin Klein's Obsession, Romance, Givenchy's Pi, Curve and Davidoff Cool Water are also all top-ranking brands. In addition, we are delighted with Latitude Longitude's results. It now ranks in the top 10 and is exceeding plan."

At Belk's, senior vice president and general merchandise manager Jonathan Pollock said that several new fragrances have been "amazing" right out of the gate.

"We put Origins Ginger Essence on counter in November, and it's been explosive," he said. "If you look at Ginger Essence in just the doors that it's in, it's ranking in my top three. Customers liked the fragrance in the Origins body products, and they find the scent very easy to wear."

In fact, he said, the Origins brand itself has been doing very well in Belk's doors. "Comp store sales for the brand for November-early December are up 30 percent over last year," he said. "We expect that to continue for the holidays."

Pollock is also pleased with Ralph's performance so far. "It's been spectacular -- it has been consistently ranking in our top five," he said. "It's obviously targeted at a younger customer than Ralph Lauren's traditional business, but we haven't seen a cap on the age group buying it." The Ralph Lauren Romance masterbrand business is "very powerful, and that seems to be accelerating as we go toward the holidays."

Others selling well at Belk's are Truth Calvin Klein -- "It is trending in Belk's top 10," Pollock said -- Cacharel's Noa, Lancome's Tresor, Beautiful and Donna Karan's Cashmere Mist.

Existing fragrances vary in their performances at Belk's. "It's a mixed bag for the existing scents," said Pollock. "Some are doing well, and some are suffering. But the ones that are suffering seem to be doing so because of weaknesses in their programs, not the fact that they're not new."

One of the strongest classics for Belk's is Chanel No. 5, Pollack said. "It's the pinnacle of our holiday business, year after year," he said. "The year we have a bad Chanel year, we'd better get out of the fragrance business altogether."

On the men's side, Pollock said, Acqua de Gio's business growth is "phenomenal," and **Nautica's** Latitude Longitude is "doing very, very well."

Pollock said that gift sets and Belk's Wrap-It-Up container-driven business -- where Belk's assembles sets and includes additional samples and promotional items -- are "driving a lot of retail. Customers want things that are completely done, wrapped and ready to go. So many companies -- Lauder, Calvin Klein, Givenchy, Ralph Lauren, and more -- are doing a great job with these sets."

According to Jim Christie, divisional merchandise manager for Dillard's Phoenix division, newness is selling in his doors. "J'adore is doing phenomenally well, as are Ginger Essence and Ralph by Ralph Lauren," he said. "There's a lot of newness -- it's what the customer is looking for. There's always going to be some cannibalization of fragrances, though. It's not all plus business, unfortunately."

But there is definitely brand loyalty among Dillard's clients. Happy, the Romance masterbrand and Pleasures and Beautiful are doing great business, said Christie, as are Guerlain's Shalimar and the overall Chanel, Tommy Hilfiger, Calvin Klein and Ralph Lauren fragrance portfolios.

"The fragrance category is doing extremely well for us, and we expect that to continue," said Christie.

Liz Haesler, vice president of cosmetics for Dayton Hudson/Marshall Field's, is seeing strong growth from what she terms "trend-oriented fragrances."

"We have a very sophisticated fragrance guest, and that's reflected in our top-sellers list," Haesler said. "Ginger Essence, which we have positioned both in our Origins store-in-stores and in our fragrance bar, is doing extremely well -- we're expecting our Origins business to end up 25 percent over last year's. Michael Kors, which is one of my all-time favorite fragrances, is doing extremely well for us. But probably the biggest success story for us, of the new launches, is Ralph. That is just blowing out of the store." Haesler is also seeing continued strength from classic fragrances. "We can always count on certain classics for great

business," she said. "Chanel does well year after year, and Angel is a huge business for us. Cashmere Mist is seeing double-digit growth. Issey Miyake also continues to do well for us and is seeing double-digit growth, also. And Pleasures is continually big."

Haesler's three biggest men's fragrance brands are Acqua di Gio, Issey Miyake and Jean Paul Gaultier. "Acqua di Gio continues to explode out of the stores," she said. "The amount of business that scent does is truly mind-boggling."

But while newness does drive business, Haesler isn't completely sold on it. "It's hard, because in order to bring in, say, nine new brands, you need to displace nine others," she said. "For next year, we're going to focus on a smaller number and not carry every single new thing. That way, we can show our passion for the fragrances that we do choose to carry."

While gift sets are tracking "about flat" to last year's business in Haesler's doors, she's doing well with a selected few. "One of our most unique sets is one from Lauder, with three scent pens -- White Linen, Pleasures and Beautiful -- packaged together. It's an innovative way to sell classic fragrances, and it's already doing well for us. We've sold 15,000 units so far, and we'll definitely sell out of it. Also, Tresor has a gift set that combines with color that is selling very, very well, and there's a Ralph set that is very strong. And we've had 100 percent sell-through on our Ginger Essence gift set." Nordstrom's fragrance business has also been strong thus far, said Amy Jones, a spokesperson for the chain. "Overall, we have been pleased with the fragrance business for the season," she said. "Perfume tends to be stronger around this time of year as a gift item. That doesn't mean that it doesn't sell at other times, but this definitely gives it a push."

Among Nordstrom's top sellers this season, she said, are Herve Leger perfume, Faconnable's men's and women's eau de toilettes, Initial's 1-oz. perfume and 3.4 oz. eau de parfum and Thierry Mugler's Angel. "Angel tends to be a perennial favorite with our customers," she said.

While they're buying fragrance, Jones added, they're also picking up several color items, including a MAC palette exclusive to Nordstrom that retails for $ 38.50, a shimmer chalk set from Bobbi Brown and sparkle formulas from Tony & Tina. "The holiday season seems to be perfect for sparkle," she said.

At Jacobson Stores Inc. in Jackson, Mich., the cosmetics and treatment business continues to rocket along with another 20 percent increase for the first week of December, but the fragrance business flattened out last week, with women's holding even and men's down about 8 percent.

Laurence Williams, divisional merchandise manager at Jacobson's, says he suspects that, thanks to the extra shopping days, the business will develop later than usual. He said he expects the last 10 days of the holiday selling season to be more important than ever.

However, he said he remains confident that the business will come out ahead for December. Jacobson's is projecting a 12 percent gain for the entire beauty division, including color and treatment. Women's fragrance is forecasted at 8 percent ahead, with men's holding even.

Williams said that one reason for the lack of zest in the men's figures is that the specialty store's top scent, Irish Tweed, is buried in the women's fragrance numbers because it is part of the highly successful Creed brand. The top-selling brand at Jacobson's is Thierry Mugler.

One reason for Laurence's optimism is that much of the strength of the fragrance business is in the cosmetics department with brands such as those of the Estee Lauder group, Chanel and Guerlain, all of which "are running strongly." In addition, Jacobson's top-ranked brands -- such as Mugler, Creed, Boucheron and Donna Karan -- had a brisk week.

Belk's Pollock seemed to sum up the mood of the retail industry with a cautiously optimistic comment. "It's early to make definitive predictions about how this holiday will end up," he said.

"I'm not in a position yet to say anyone's failed, but there are some brands doing better than others. We feel very good about the season, and we're looking for a very strong finish."

IAC-CREATE-DATE: December 18, 2000

LOAD-DATE: December 19, 2000

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WHEN THE COLD WINDS HOWL AND THE NIGHTS TURN LONG ... Calgary Sun (Alberta, Canada) December 10, 2000, Sunday,

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December 10, 2000, Sunday, Final EDITION

SECTION: LIFESTYLE, Pg. 54

LENGTH: 106 words

HEADLINE: WHEN THE COLD WINDS HOWL AND THE NIGHTS TURN LONG ...

BYLINE: LORI BENJAMIN, CALGARY SUN

BODY:
The weather may be frightful, but dressing for can be delightfully cozy.

For casual wear, parkas and car coats in microfibre or faux fur fabrics keep **out** the cold.

Layering with sweaters and vests makes dressing versatile in our unpredictable climate.

Look for details, such as inner cuffs on parkas, inside pockets and detachable hoods, to get the most from your winter casuals.

Faux fur and wool blends lend elegance to dressier outerwear, but the real secret to style is in the accessories.

Luxurious leather gloves, soft cashmere scarves and saucy hats add colour **and** comfort to a classic look.

Let it snow!

GRAPHIC: 7 photos by STUART DRYDEN, Calgary Sun FASHIONS & ACCESSORIES: Laura, Chinook Centre; The Bay, Chinook Centre MODELS: Kendra, Katia, Ashley, Rose and Rob from Patti Falconer Agencies LOCATION: Bowness Park - - - 1. Ashley's ready for the weather in an Ice Blue fur-trimmed parka from Laura. 2. Kendra goes upscale in a long, wool blend coat with hat and gloves by Laura. 3. Ashley shows the cover-up power of Ice Blue parka from Laura. 4. Ashley wears a blue carved faux fur jacket from Laura with a red scarf from The Bay. Rob goes casual in a **Nautica** beige sweater and green parka from The Bay. 5. Katia models an elegant full-length faux fur coat with inset detail and faux fur hat. Rob dresses up in a Polo sweater with a London Fog from The Bay. 6. Rob keeps cozy in a red fleece shirt and blue vest by **Nautica,** from The Bay. Kendra warms up in a sporty red car coat from Laura. 7. Rose is stylish in a trotter-length wool coat accented by a burgundy hat and burgundy multi-scarf.

LOAD-DATE: December 11, 2000

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Unilever Cosmetics International Announces New Board-Level Executive Structure to Support Its Rapid Expansion Business Wire December 14, 2000, Thursday

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December 14, 2000, Thursday

DISTRIBUTION: Business Editors

LENGTH: 793 words

HEADLINE: Unilever Cosmetics International Announces New Board-Level Executive Structure to Support Its Rapid Expansion

DATELINE: Dec. 14, 2000

BODY:
Unilever Cosmetics International (UCI) gears up to support its rapidly expanding portfolio of global brands with the announcement of the board. UCI, which has grown quickly in recent months, now includes Calvin Klein Cosmetics, the Unilever Prestige brands, which include **Nautica,** Vera Wang, BCBG Max Azria, and European Designer Fragrances which manage the fragrance collections of Lagerfeld, Chloe, Cerruti and Valentino.

Paulanne Mancuso, President and CEO of Unilever Cosmetics International said, "This executive structure has been designed to respond to the business environment and support our newly expanded portfolio. These key functions will substantially fortify the existing businesses and position the company to build powerful new global franchises."

The structure, which is effective January 2, 2001, has three units: Business Units which are responsible for sales and profit across all brands in their respective markets; Global Marketing Units which are responsible for product development and marketing for their specific brands; and Corporate Units which manage support functions across the entire organization.

Business Units:

Peter Midwood, formerly CEO of Elizabeth Arden, has been named President of Business Units and Chief Operating Officer of UCI. In this post, Midwood will be responsible for sales and profit across all UCI markets worldwide and will report directly to Paulanne Mancuso.

Reporting into Midwood are the following board members:

Jim Bunn has been named Senior Vice President, Calvin Klein Cosmetics, North America. In this role based in N.Y.C., Bunn will oversee the U.S. business for the Calvin Klein fragrance and color brands and the UCI Canadian affiliate.

Mark Scott has been named Senior Vice President, Unilever Prestige, North America. In this role, Scott will oversee the Unilever Prestige and European Designer Fragrance brands in the U.S. market. He will also be responsible for the military business.

Jean Mortier, formerly Chief Financial Officer, UCI, has been named Senior Vice President, Europe. In this

role, Mortier will oversee Calvin Klein Cosmetics, Unilever Prestige and the European Designer Fragrance brands throughout Europe.

Global Marketing Units - each of the following unit heads will report directly to Paulanne Mancuso: Hilary Dart has been named President of Calvin Klein Cosmetics. In this role based in N.Y.C., Dart is responsible for the global marketing strategies and product development for all Calvin Klein fragrance brands and color cosmetics.

Laura Lee Miller remains President of Unilever Prestige. In this role based in N.Y.C., Miller is responsible for the global marketing strategies and product development supporting the **Nautica,** Vera Wang and BCBG Max Azria properties.

Gabriele Pungerscheg, formerly Senior Vice President, has been named President of European Designer Fragrances. In this role based in Paris, Pungerscheg provides product development and global marketing strategies for the designer fragrance houses of Lagerfeld, Chloe, Valentino and Cerruti.

Corporate Units - each of the following unit heads will report directly to Paulanne Mancuso: Mike Indursky remains Senior Vice President of Strategic Planning and Marketing. In this role, Indursky will oversee the development of global business strategies, advertising, PR and market research.

Bob Olsen remains Senior Vice President of Operations/Supply Chain. In this role, Olsen is responsible for global production, logistics, new package development and materials management.

Sunil Mehta has been named Chief Financial Officer. Mehta will oversee global finance, information systems and administrative services. Mehta joins UCI from Elizabeth Arden where he was Chief Financial Officer.

Charlene Binder has been named Senior Vice President of Human Resources. In this role, Binder is responsible for global human resource policies and administration. Effective February 5, 2001, Binder joins UCI from HPC where she was Director of Human Resources for Supply Chain.

In addition, supporting UCI within Unilever United States is Maria Chiclana who remains Senior Vice President Law. In this role, Chiclana has global responsibility for legal, regulatory, trademarks, consumer and public affairs and corporate intelligence.

Unilever Cosmetics International is the New York based manufacturer of cosmetics and fragrances for Calvin Klein Cosmetics; fragrances for the Unilever Prestige brands which include **Nautica,** Vera Wang and BCBG Max Azria and fragrances for the European Designer Fragrance brands which include Cerruti, Chloe, Lagerfeld and Valentino.

CONTACT: Elizabeth Musmanno
Vice President of Global PR
212-326-6856

URL: http://www.businesswire.com

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Genesco pulls rebound targeting youth, urban markets Nashville Business Journal December 15, 2000

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HEADLINE: Genesco pulls rebound targeting youth, urban markets

BODY:
After a solid year building its two new vouth-oriented brands, footwear retailer Genesco plans to keep focusing its resources in that market, says Ben Harris, chairman and chief executive officer.

"Our stock price has increased, and we've had consistent quarterly earnings this year," Harris says. "We've had a good string of beating the analysts' expectations, which probably has something to do with that."

Key to the company's success has been its ongoing strategy of selling off its manufacturing facilities and devoting itself to the retail market. When Harris started with the company 33 years ago, it had 28 footwear factories. It now has one, here in Nashville, manufacturing the company's line of Johnson & Murphy dress shoes.

"Most of your footwear manufacturing has moved offshore," Harris says. "It's mostly economics. We felt that our focus should be on our retail outlets."

It was that exit from manufacturing that helped the company turn around its stock from a 1994 low of $1.62 to its current trading level in the low $20s, a 28-year high.

In the third quarter ended Oct. 31, the company reported $8.8 million in earnings, while net sales - $175.6 million - were up 26 percent from last year.

"Basically you had a company that was part manufacturer, part retailer, and the manufacturing began to take a back seat as they moved more toward marketing and retailing," says Gary Dennis, an investment banker with Robert W. Baird & Co., Atlanta, who covered Genesco as a retail analyst for several years with J.C. Bradford & Co.

"They went through and decided which retailing concepts they wanted to run with, and which ones they wanted to exit. They got out of making boots and into the urban retailing market."

It's a strategy that might not work for every multifaceted operation, but has done well for Genesco, he says.

"There aren't a lot of shoe companies that were in the same situation as Genesco. Most retailers just don't have that kind of manufacturing base - it's rare to see a vertically integrated company like that," Dennis says, adding that given the manufacturing losses, "it made sense for them to get out when they did, and they've done well since."

Genesco's retail outlets include Johnson & Murphy and Jarman, as well as Journeys and Underground Station. Journeys has been wildly successful for the company, and Underground Station is starting to pick up. The two are aimed at different segments of the youth market, with Journeys going after the teen dollar - the "skateboard, surfer" customer, according to Harris - while Underground Station is focused on the more urban, cross-cultural customer. Although the stores carry some of the same brands, much time and effort has gone into making the concepts different, he says.

Even though the Journeys concept had been around since 1987, it had never been fully capitalized on, Harris says. With the renewed focus on retail, the youth market was identified as a potential growth sector. By the end of this fiscal year in January, that division will have posted growth of 43 percent, he says. Plans are to open between 80 and 100 more Journeys stores next year.

"It continues to be the fastest growing part of our business," he says. "We had launched it in California during the 1980s, but it was not managed very well. They had tried to be all leading-edge fashion, then more of the private labels. It was a combination of errors that we have corrected."

As for Underground Station, the concept was developed inhouse and then introduced through the Jarman chain, some stores in which are being converted to Underground Stations.

"We've been operating Jarman stores in urban centers for quite some time, so we understood the custome," says Harris.

One sign of the company's success is its improved bargaining position for real estate. Genesco's new-store openings are now about 75 percent backfill, or in areas where it already had a presence. Due to its stores successes, it is able to get better locations, including some in smaller markets, Harris says. The opportunity also is present now to expand out of its main markets in the South and Southwest.

"Most of our new markets will be along the East Coast, which was the last place we were going due to the economics of the markets in terms of labor costs and higher build-out costs."

New markets are also being explored as the chain launches Journeys Kidz, aimed at the 5- to 12-year-old demographic. The store will open four of the stores early next year, two in Nashville in the CoolSprings Galleria and Hickory Hollow malls.

In addition, Genesco will maintain its branding agreements with Dockers and **Nautica,** high-profile names which have paid off well for the company.

"There aren't many men out there who don't have a pair of Dockers slacks of some type," he says. "Our having the footwear to complement the clothing is an asset."

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SHOPPING HAUL;Customers believe outlet malls are worth the long drive The Dallas Morning News December 16, 2000, Saturday

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The Dallas Morning News

December 16, 2000, Saturday THIRD EDITION

SECTION: BUSINESS; Pg. 1F

LENGTH: 1056 words

HEADLINE: SHOPPING HAUL;
Customers believe outlet malls are worth the long drive

SOURCE: Staff Writer of The Dallas Morning News

BYLINE: John Kirkpatrick

BODY:
SAN MARCOS - It's almost not like the holidays at Prime Outlets Center.

At one of the biggest outlet centers in Texas - 125 stores in 526,000 square feet of retail space - decorations are sparse. The only Santa employed by the center is a guy who strolls around on Saturdays and hands out candy canes.

Forget getting the kids' pictures taken with him.

The most obvious clues that this is a mid-December weekend are shoppers clogging the brick sidewalks and cars parked illegally in overflowing parking lots.

Is this seemingly slack display of holiday spirit any way to sell stuff during the biggest retail season of the year? It's actually a strategy.

"People don't come here to hang out. They come here to buy. They don't want distractions. They are focused. And they're not going to stand in line for a photo," said Kathy Berry, a vice president of marketing for Prime Retail, the parent company to the Prime Outlets Center in San Marcos.

Drawing crowds away from retail malls is a year-round essential for most outlet centers, and the competition is especially fierce in November and December.

Outlet centers survive by offering low prices year-round, but during the holiday season the cuts go much deeper. That really helps haul in the shoppers - who evidently don't care if there's a holiday puppet show every day.

Roger and Debbie Shelton opened the trunk of their white Lexus to cram more bags into what little space was left. "We make a day of it when we come," Mr. Shelton said.

The two arrived in San Marcos at 10 a.m., after driving two and a half hours from Houston.

"We like getting a good deal, instead of going to Foley's or Dillard's," Mr. Shelton said. Luring them are the

higher-tone shops at the San Marcos outlets: the Coach Factory Store, Cole Haan and Waterford/Wedgwood.

The Sheltons are among the core of "determined" shoppers that outlet centers depend on, notably during the holidays.

San Marcos' off-price acres - principally Prime Outlets and the next-door Tanger Outlet Center - have become so well known that they now rank among the top five tourist attractions in the state.

More than half the shoppers are from outside the San Antonio-Austin corridor, where San Marcos is centered.

Year-round, the typical shopper spends about $ 200 during each visit to the Prime Outlets center, company officials said. That figure almost doubles during the holiday season.

Roughly 25 percent of the Prime Outlets' shoppers are from Mexico, and they spend far more than average, according to the center's estimates.

At 6 a.m. last Friday, Carlos V. Santibaez and his nephew left Mexico City and reached San Antonio 12 hours later. "And with only one bathroom stop," he said.

Early Saturday he made the short trip to San Marcos. He expects to drop $ 1,500 in one day on gifts at the San Marcos outlet centers.

He'll spend the holidays with relatives and friends in San Antonio, where he'll do some shopping at the big malls but without giving his wallet such a workout.

Planning strategy

Near the Sony store, Ron and Cynthia Havelka sat on a bench in a grassy area, studying a map of the outlet center. Their two sons, aged 9 and 12 , have scattered to the shops. They'll spend the weekend in San Marcos.

They live about 75 minutes away in Bandera, and Mr. Havelka agreed to the trip when his wife made an offer: They'd stay the night at a hotel, and he could spend lots of time at the nearby Bennigan's, watching sports on TV at the bar. "It worked," she said.

The shopping tab will be around $ 400, they figured. That amount would have been bigger, but they're saving for a down payment on a home.

The two aren't giving each other gifts this year, so the money will go for the sons' presents and maybe some things for home. Relatives are likely to get gifts bought at Target, Mr. Havelka said.

The competition

Executives at many outlet malls have no qualms about taking shots at the big department stores that anchor regional malls.

Among them is Nancy Braun, general manager of the Tanger Outlet Center in San Marcos, which has 75 stores and is expanding.

"At Dillard's, you get a small sampling of merchandise from different manufacturers," she said. "Here, instead of a few racks of Tommy Hilfiger, you have a 12,000-square-foot store."

Foley's, for one, doesn't appreciate such remarks.

"We've been around for so long. The store was founded in 1900. We've had a lot of time to build up its reputation and merchandise. And along with that, I'd say that we're well known for customer service. We are superior in that," said company spokeswoman Priscilla Thorne. Foley's offers "one-stop shopping, and that is probably our biggest edge."

At the Prime Outlets Center, sales during the post-Thanksgiving weekend were up 11 percent from last year, according to its survey of 47 stores.

A new outlet center in the Dallas area, Allen Premium Outlets, can't measure any holiday increase because it opened only three months ago. About 40 stores are open now.

No sniping about regional malls comes from the Allen center, which is closer to a bunch of regional malls than many of its counterparts.

The center's stores include **Nautica,** Timberland, Liz Claiborne, Perry Ellis, Tommy Hilfiger and Banana Republic Factory Store.

"We don't' see ourselves as working against" the regional malls. "We respect them," said Michele Rothstein, spokeswoman for the Allen center's parent company, Chelsea GCA Realty. The manufacturers and designer-name retailers "utilize the outlets to sell overstocks, excess inventory and previous season's merchandise," she said.

The malls, meanwhile, can be a bit snooty when it comes to outlet centers as holiday competitors.

"Our shoppers want the best selection, and they want the most current merchandise. That's who we draw," said Wally Brewster, vice president of General Growth Properties.

The Chicago company owns or manages 137 malls, including Stonebriar Centre in Frisco, Vista Ridge Mall in Lewisville, Town East Mall in Mesquite and The Parks at Arlington.

"Our customer isn't going shopping just based on price." And anyway, mall stores are offering a slew of price cuts this season, he said.

Mr. Brewster says he's not concerned. about outlet centers. "We don't consider them much competition."

GRAPHIC: PHOTO(S): 1. (Special to The Dallas Morning News: Jack Plunkett) Above: The parking lots fill up early these days before Christmas at the Prime Outlets Center in San Marcos. 2. (Special to The Dallas Morning News: Jack Plunkett) Left: Among the shopping crowd last Sunday were sisters-in-law Martha (left) and Aida Albana, visiting from Guatemala City, Guatemala.

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PERFUME IS SEXY AGAIN;This year's shoppers can choose from sensual spicy or floral fragrances The San Francisco Chronicle DECEMBER 19, 2000, TUESDAY,

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HEADLINE: PERFUME IS SEXY AGAIN;

This year's shoppers can choose from sensual spicy or floral fragrances

SOURCE: Chronicle Beauty Writer

BYLINE: Cynthia Robins

BODY:
Of all the seasonal gift-giving traditions, one of the most intimate is the gift of fragrance. More perfume is sold in the month of December -- about a third of the total sales for the entire year, according to the NPD Beauty Trends group -- than any other time of year, even Valentine's Day. And yet those who give fragrance to their mothers, sisters, gal pals and significant others can walk into a real trap, because fragrance is as personal to a woman as her brassiere size.

Men who buy these gifts for women fall into three categories: the Easily Led, who know nothing and rely on the salesperson for advice; the Mother's Memory Male, who will give every woman on his list the perfume he remembers his mother wore (Joy, Chanel No. 5, Arpege, fill in the blank); and the Scent-Smart Guy, who will actually ask the women in his life what they would like (a rare bird, he; hold on to him!).

This holiday season, fragrance givers are going to get an olfactory assault at the perfume counter. After years of faux fragrance -- the "lites," the voiles, the watered-down unisex musk and citrus (bye-bye cK1, we won't miss you) -- scent has followed its fashionable cousins in this age of go-go companies and economic upturn. Effusion and obviousness are back in.

Fragrance as well as clothing has become more obviously opulent and showoff-y. Color has returned to fashion. So has decoration. Sequins and spangles on cocktail dresses and even trousers equate to perfumes that have their own kind of excessive fizz and sparkle. And that equates to effusive florals and spicy orientals, the best of which come from fashion and jewelry houses such as Cartier, Burberry, Gucci, Calvin Klein and Vivienne Westwood.

For a while there, perfume lost its ability to finish a woman's careful preparation to face the day or the evening. Because she was treading on unsteady ground at work, the young woman feared that she would be telegraphing the wrong idea if her scents were considered provocative. So she shared her boyfriend or brother's citrus after-shave, which a canny Calvin Klein jumped on to create the feather-light cK1, which was sold even in Tower Records stores.

Now that what constitutes sexual harassment in the workplace has been codified, women are starting to get back to their sensual, sexy perfumes with no fear of being misunderstood. Opium, the salaciously

gorgeous scent from Yves Saint Laurent, is getting a second launch with accompanying ads featuring a provocative photograph of a quite naked Sophia Dahl; L'Air du Temps, Nina Ricci's spicy, effusive floral, has been repackaged in a millennium bottle emphasizing the grace and airiness of its original Lalique doves; and Bulgari, the jewelry house whose perfumes, thus far, have been infused with a calming base of black or green teas, has created the spiciest, sexiest new oriental of them all, Bulgari BLV (Blue).

While there are those few women and men who are allergic to perfume and other forms of scent, the NPD Beauty Trends group found in a recent survey that 82 percent of men say "they like women to wear fragrance," says NPD spokeswoman Keishi Fulton, "and 81 percent of women we surveyed said they liked their men to wear it."

So take heed. Perfume in its various strengths and forms is still one of those special Christmas gifts that can be a sensual experience for both giver and receiver. Trust your nose and your heart.

----------ON THE ASCENTThe following are some of this season's new or newly repackaged fragrances..

FOR MEN (eau de toilette, unless otherwise specified)

Burberry Touch Green and woodsy notes with warm heart of musk. 3.5 ounces. $60. Burberry Boutique, Saks Fifth Avenue, Sephora and Neiman Marcus.

Creed Green Irish Tweed Classic with cedar, vetiver and sandalwood notes. 4 ounces. $140. Neiman Marcus.

DKNY Men Bright, fruity top notes finish with sensual, woodsy dry-down. 100 milliliters, $45. Macy's, Neiman Marcus, Nordstrom, Saks Fifth Avenue or through www.sephora.com.

Gucci Rush Woodsy and sensual with lavender, cypress and cedar. 3.4 ounces. $55. Macy's.

Must de Cartier Pour Homme Fruity oriental with anise and ginger top and vanilla base. 3.3 ounces. $75. Cartier Boutique, Neiman Marcus and Saks Fifth Avenue.

Nautica Latitude Longitude Aromatic green with hints of water, moss and musk. 1.7 ounces. $32. Macy's.

Penhaligon English Fern Woodsy and masculine. Shower gel. $75. Saks Fifth Avenue.. FOR WOMEN Boucheron Initial A pure oriental with black currant leaf top, spicy center with Turkish rose and jasmine and an amber, honey and vanilla dry-down. 3.4 ounces. $115. Neiman Marcus, Nordstrom, Saks Fifth Avenue.

Bulgari BLV (Blue) Fizzy top with warm, sensual heart and oriental base. 2.5 ounces. $75. Bulgari Boutique, Neiman Marcus, Saks Fifth Avenue, Sephora.

Burberry Touch Luminous oriental with pepper, orange, rose and vanilla notes. 3.5 ounces. $75. Burberry Boutique, Saks Fifth Avenue, Sephora and Neiman Marcus.

Calvin Klein Truth Woodsy oriental with patchouli and vanilla notes. 3.4 ounces. $56. Sephora and Nordstrom.

Christian Lacroix Fruity, spicy floral with mandarin, coriander and jasmine notes. 2.5 ounces. $75. Saks Fifth Avenue and Nordstrom.

Escada Sentiment Rose-based floral oriental. 2.5 ounces. $80. Saks Fifth Avenue, Escada Boutique, Nordstrom and Sephora.

Giorgio Armani Mania Simple, light oriental with jasmine, incense and vanilla. 3.4 ounces. $65. Armani Boutique, Neiman Marcus, Sephora and Macy's.

Michael Kors Michael Flashy, effusive floral oriental with tuberose, musk and freesia. 3.5 ounces. $78. Saks Fifth Avenue, Sephora and Neiman Marcus.

Nina Ricci L'Air du Temps Classic spicy floral of jasmine, carnation and musk. Eau de toilette in redesigned bottle, 2.5 ounces. $62. Saks Fifth Avenue, Macy's, Nordstrom.

Penhaligon Violetta Sweet, soft, subtle single-note floral. Extract, 15 milliliters. $75. Saks Fifth Avenue.

Vivienne Westwood Boudoir Sexy, spicy oriental with Turkish rose, cardamom and cinnamon with vanilla base notes. 2.5 ounces. $84. Saks Fifth Avenue and Sephora.E-mail Cynthia Robins at crobins@sfchronicle.com.

GRAPHIC: PHOTO (4), (1) FRESH AIR: For the millennium, Nina Ricci redesigned the classic L'Air du Temps bottle., (2) NEW PAIR: Burberry's new scent, Touch, comes in men's and women's versions in wood-topped bottles., (3) SHAPELY: Package design is almost as important as the scent of the "juice" in the latest perfumes for women: At rear (from left) are Escada Sentiment, Bulgari BLV and Michael Kors Michael. In front are Giorgio Armani Mania, Calvin Klein Truth, Vivienne Westwood Boudoir, Penhaligon Violetta, Christian Lacroix and Boucheron Initial., (4) NOTED: Fragrances for men tend to be crisper and less provocative than women's. Some gift ideas: DKNY (on its side) and (from left) **Nautica** Latitude Longitude, Gucci Rush, Penhaligon English Fern, Creed Green Irish Tweed and Must de Cartier. / Photos by Jerry Telfer / The Chronicle

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European Luxury Goods Group LVMH Buys U.S. Designer Donna Karan CNN INTERNATIONAL December 19, 2000 Tuesday

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SECTION: NEWS; INTERNATIONAL

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HEADLINE: European Luxury Goods Group LVMH Buys U.S. Designer Donna Karan

BYLINE: Dalton Tanonaka, Susan Lisovicz

HIGHLIGHT:
The European luxury goods conglomerate LVMH is stepping up on the U.S. catwalk. The owner of upscale brands that range from Dom Perignon champagne and Tag Heuer watches is buying U.S. designer Donna Karan for $600 million.

BODY:
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DALTON TANONAKA, BIZ ASIA: The European luxury goods conglomerate LVMH is stepping up on the U.S. catwalk. The owner of upscale brands that range from Dom Perignon champagne and Tag Heuer watches is buying U.S. designer Donna Karan for $600 million.

Susan Lisovicz has the details.

(BEGIN VIDEOTAPE)

SUSAN LISOVICZ, CNN CORRESPONDENT (voice-over): American designer Donna Karan rules the catwalk, where she is admired for her cool, classic, comfortable fashions. But she has never been a good fit on Wall Street.

Since her much-publicized IPO in 1996, Donna Karan stock has lost more than two-thirds of its value. Now that's presented a buying opportunity for a man whose upscale acquisitions include Dom Perignon champagne, Givenchy apparel and Tag Heuer watches.

BERNARD ARNAULT, CHAIRMAN & CEO, LVMH: For us, it's clear in our strategy to expand in the U.S., where we were not as strong as we are in Europe or in the Far East.

LISOVICZ: Bernard Arnault's LVMH has an agreement to buy Gabrielle Studio, owned by Donna Karan and her husband, which owns the licenses to Donna Karan products. The rich fees the couple receives have been a sore point with investors, who say it's one reason why the stock has been losing value. The

separate offer to buy the Donna Karan company has to be approved by the company's board of directors.

WALTER LOEB, LOEB RETAIL LETTER: Gabrielle Studio and Donna Karan skim from the top. Basically, they take, for every sale Donna Karan gets her share of her profits, not from the bottom line. Gabrielle Studio being owned by LVMH no longer can do this, and the Donna Karan company can be profitable to a much greater extent than it ever has been before.

LISOVICZ: Women's Wear Daily editor Ed Nardoza talked to Donna Karan after the offer was made and says the designer believes she is misunderstood on Wall Street.

ED NARDOZA, EDITOR-IN-CHIEF, WOMEN'S WEAR DAILY: The fashion business is a creative, emotional business, and what Donna stressed with us is that it doesn't really operate on a quarterly basis.

There weren't a lot of designer companies that went public when she went public. In fact, she -- of the Americans, she was the first, and there's a learning curve there.

LISOVICZ (on camera): It hasn't been as difficult for some of Donna Karan's competitors even in this challenging market environment. **Nautica's** stock is up 30 percent year to date, and Ralph Lauren is up 25 percent.

Susan Lisovicz, CNN Financial News, New York.

(END VIDEOTAPE)

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GOING PLACES / KITTERY AND FREEPORT, MAINE;OUTLET TOWNS GREAT FOR SHOPPERS The Boston Globe December 20, 2000, Wednesday

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The Boston Globe

December 20, 2000, Wednesday ,THIRD EDITION

SECTION: LIVING; Pg. F7

LENGTH: 907 words

HEADLINE: GOING PLACES / KITTERY AND FREEPORT, MAINE;
OUTLET TOWNS GREAT FOR SHOPPERS

BYLINE: By Suzanne C. Ryan, GLOBE STAFF

BODY:
KITTERY, Maine - Imagine a holiday shopping excursion where parking spaces are available, sales clerks are idle and friendly, and 50-percent-off sales are the norm. Would you call that a winter wonderland?

Actually, you can find all of that here in Kittery and Freeport - Maine's outlet capitals.

Indeed, there is no blaring holiday music, no gaudy garland, no Santa Claus. Just discounted gift possibilities at more than 200 stores.

Is the shopping worth the long drive? (From Boston, it's about 75 minutes to Kittery and about two and a half hours to Freeport). The sacrifice depends on your holiday gift list, of course. But consider: Finding parking at a packed suburban mall could take 30 minutes.

In Freeport, there are $99 Coach pocketbooks and $20 Brooks Brothers men's sweaters. Kittery has Children's Place leather jackets for $5.99 and one-ounce Perry Ellis cologne for $18. Other stores have items such as compact discs, jewelry, and jeans.

To be sure, the prices at some outlets are only slightly lower than Boston area stores. Jones New York in Freeport, for example, is offering some of the same sweaters seen at Filene's in Boston for only about $20 less. Music 4 Less in Kittery wants $15.99 for the Britney Spears CD "Oops! I Did It Again," hardly a bargain.

Other outlets, such as the Coach Factory Store in Freeport, are offering significantly discounted goods but some of the designs are several years old. That's unacceptable for some fashion hounds.

And while the Brooks Brothers Factory Store clearance center in Freeport has marked everything down 50 percent, many of the sizes are either very small or very large.

Aside from these downsides, however, one must remember that any shopping spree is a hunt and a trip to Maine is certainly more pleasant than any trip to a suburban mall in December.

Driving north on I-95, visitors should begin their trip at a rustic lodge which houses the Maine Tourism Association just past Exit 3. There one can unwind (inhaling crisp air and observing the beauty of the surrounding white pine trees) before grabbing free maps detailing Freeport's almost 100 stores and

Kittery's 120 stores.

While both towns offer some of the same brands (Calvin Klein, Brooks Brothers, GAP, Jones New York, Polo Ralph Lauren), Kittery and Freeport offer very different shopping experiences for the stroller.

Kittery has a strip mall format, where shoppers drive from mini-mall to mini-mall on either side of Route 1.

While a visitor could walk the entire one-mile stretch of shops, there is no sidewalk set up for this purpose and the brisk Maine air also deters. So the day consists of jumping in and out of one's car, a strain for anyone with children.

Kittery's offerings include women's apparel brands such as Anne Klein and Dana Buchman and men's clothing options such as Casual Male Big & Tall and **Nautica.** Children's stores include Carter's Childrenswear and OshKosh B-Gosh. For accessories, there is Cole-Haan shoes, Sunglass Hut, and Zales Outlet.

Freeport, which has the distinction of being home to L.L. Bean, has more of a village feel to it. Most of the shops are located on or near Main Street. Visitors can park in one of many free parking lots situated around town and then walk from store to store.

The fashion options include Abercrombie & Fitch, Banana Republic Factory Store and Burberry. Accessory stores include a Nine West Outlet, a Coach Factory Store, and a Dooney & Bourke Factory Outlet. Freeport also boasts lots of specialized stores such as Birdwatcher and Gardener, Freeport Knife Co., and 20th Maine, a Civil War shop.

Shopping both towns in one day is an aggressive strategy. But if you leave early and stay late, you just might check off everything on your gift list. If you go KITTERY Directions: Take I-95 north to Exit 3 (Kittery/Coastal Route 1 North). Lunch: Two prominent restaurants on the strip are Burger King and McDonald's. But the Weathervane Seafood Restaurant is also popular. To avoid a long wait, put your name on the reservation list and then shop the nearby Polo Ralph Lauren store. Call 207-439-0330. Other attractions: Visit the Children's Museum of Portsmouth, N.H., 10 minutes from Kittery. The hands-on arts and sciences museum is for children of all ages. Tickets for the museum, at 280 Marcy Street, are $4 for adults and children. Call 603-436-3853 or check www.childrens-museum.org/ For more information: Log on to www.thekitteryoutlets.com or contact the Maine Tourism Association in Kittery at 207-439-1319 or the Kittery Outlet Association at 888-Kittery FREEPORT Directions: Take I-95 north to the Maine Turnpike, Exit 9. Follow the signs for I-95 north to Freeport. Take Exit 17, 19, or 20.

Lunch: The locals agree the Corsican Restaurant is a great choice for soups, chowder, lobster, sandwiches, and pizza. Call 207-865-9421.

Other attractions: See a live nativity scene at the First Parish Church Congregational U.C.C., where volunteers will be standing in as Mary, Joseph, and wise men and women. Sheep will be available for petting. Friday and Saturday 5 p.m. to 7 p.m. and Sunday 2 p.m. to 4 p.m. at 40 Main St., two blocks from L.L. Bean. Call 207-865-6022. For more information: Log on to www.Freeportusa.com or contact the Maine Tourism Association in Kittery at 207-439-1319 or the Freeport Merchants Association at 800-865-1994. rrSOURCE: William A. Davis

GRAPHIC: PHOTO MAP, 1. GLOBE PHOTOS/JD DENHAM/ Shoppers walk along Main Street in Freeport, Maine, while (at right) others visit The Maine Outlet mall in Kittery. 2. The outlet stores in Kittery are mostly in two strip-malls.

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ONE LINE IN THE NEWS Turkish Daily News December 26, 2000

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Global News Wire
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Turkish Daily News

December 26, 2000

LENGTH: 210 words

HEADLINE: ONE LINE IN THE NEWS

BODY:
Sahinler listed 26th biggest ready-to-wear manufacturer

Ankara - Turkey's Sahinler Holding is listed the 26th biggest company in the world in the ready-to-wear sector, according to textile sector magazine Wir Schafft. The holding ranks fourth in children clothing. Sahinler Holding President Kemal Sahin said that his company sells 50 million items of clothing in 306 stores in Europe and the United States every year. Adesa, Zutano, Mills for Kids, Mill Jeans, Bil kont jeans and Jeanthy Vestino are Sahinler's own brands. But the group also produces for leading brandnames such as Direktiouns, Oxide, Noxon, Vision, Fila, Puma, Walt Disney, **Nautica,** Polo, Otto, Gerry Weber, Furby, Action Men and Alberto.

Anatolian businessmen see a bleak year ahead

Ankara - A survey conducted by the chamber of commerce in the central Anatolian town of Kayseri showed that 95 percent of Turkish businessmen have rather dim expectations for 2001. They described 2000 as a year of frustration. According to the survey, 92 percent of Anatolian businessmen describe 2000 as a year of economic crisis. While 74 percent of them are found to have been affected by economic crisis adversely in 2000, 6 percent made use of opportunities emerging from the crisis.

JOURNAL-CODE: FTDN

LOAD-DATE: March 21, 2001

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On tap today Chattanooga Times Free Press (Tennessee) December 28, 2000, Thursday

Copyright 2000 Chattanooga Publishing Company
Chattanooga Times Free Press (Tennessee)

December 28, 2000, Thursday

SECTION: LIFESTYLE; Pg. E2

LENGTH: 728 words

HEADLINE: On tap today

BYLINE: Pierce, Susan

BODY:
LEISURE

* "A GRINNICH VILLAGE CHRISTMAS" --Chattanooga Choo-Choo, Centennial Theatre, 7 p.m., $14 adults, $10 children. 499-9977.

* CARPET CAPITAL CLASSIC -- Northwest Georgia Trade Center, Dalton, Ga., 4, 5:30, 7 and 8:30 p.m., 10 teams competing.

* CHOO CHOO SHAG CLUB --Chattanooga Billiard club, 7:30 p.m., open to public, dance to beach music.

* KENNY WAYNE SHEPHERD --Tivoli Theatre, 7:30 p.m., $24.50.

* ROUND DANCING --Good Shepherd Lutheran Church, 822 Belvoir Ave., 7 p.m. beginner's class, advanced dancing at 8:30 p.m., $4.

ATTRACTIONS

* IMAX 3D THEATER --201 Chestnut St. Located adjacent to the Tennessee Aquarium, this six-story theater combines lifelike images with digital sound to bring viewers into the movie. Now showing until Jan. 2 will be "Into the Deep," "Mysteries of Egypt" and "Nutcracker." Admission: $6.95 adults, $4.95 children 3-12. Aquarium/IMAX combo tickets: $16.25 adults, $9.95 children. Advance tickets may be purchased online at www.tnaqua.org or by calling 265-0695.

* INCLINE RAILWAY --3917 St. Elmo Ave. and 827 E. Brow Road atop Lookout Mountain. The world's steepest passenger railway, advertised as "America's Most Amazing Mile," travels from its station in historic St. Elmo to an observation deck, shops and nearby Point Park at the top of Lookout Mountain. Hours: 9 a.m.-6 p.m. daily. Round-trip tickets: $9 adults, $4.50 ages 3-12. 629-1411 or 821-4224.

* ROCK CITY GARDENS --1400 Patten Road, Lookout Mountain, Ga. See Rock City for a self-guided tour along the Enchanted Trail of natural rock formations and gardens, Fairyland Caverns and Mother Goose Village. This vacation classic is best known for its legendary view of seven states from Lover's Leap. Admission: $10.95 adults, $5.95 children 3-12, free for children under 2. Web site: www.seerockcity.com. (706) 820-2531.

* RUBY FALLS --1720 S. Scenic Highway, Lookout Mountain, Tenn. This 145-foot waterfall is deep inside

Lookout Mountain Caverns. Panoramic views of Chattanooga and the Tennessee Valley from Lookout Mountain Tower. Open 8 a.m.-6 p.m. Admission: $9.50 adults, $5 children 3-12, free for children under 3. Web site: www.rubyfalls.com. 821-2544.

* SOUTHERN BELLE RIVERBOAT --201 Riverfront Parkway. Ninety-minute lunch, dinner and sightseeing cruises on the Tennessee River depart daily aboard the 500-passenger riverboat. Live entertainment. Prices for dinner vary from $25 to $40; lunch cruises are $18. Sightseeing-only trips are $10 for adults and $5 for children. Web site: www.chattanoogariverboat.com. 266-4488 or (800) 766-2784.

* TENNESSEE AQUARIUM -- 1 Broad St. The largest freshwater aquarium in the world. Inside, are two living forests and more than 9,000 animals in natural habitats. "Venom: Striking Beauties" is featured exhibit. Hours: 10 a.m.-6 p.m. daily. Admission: $11.95 adults, $6.95 per child 3-12, free for children under 3. Aquarium/ IMAX combo tickets: $16.95 adults, $9.95 children. Advance tickets may be purchased online at www.tnaqua.org or by phone at 265-0695.

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. 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: January 3, 2001

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JEANS IS ON THE COMEBACK TRAIL The Times of India December 29, 2000

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The Times of India

December 29, 2000

LENGTH: 475 words

HEADLINE: JEANS IS ON THE COMEBACK TRAIL

BYLINE: SUJIT JOHN

BODY:
BANGALORE: Jeans is on the comeback trail. Barely a few months ago, the big story was about denim's decline and the shift in the youth wardrobe collection in favour of an assortment of other fabric and styles, notably khakis and cargos.

But the tide's turning again. Denim's very much on the revival path, though not in the same old fashion. No, the body hugging, tapered, faded, jaded and tough look is not the only kind which is carrying good old jeans forward. Softer feels, lesser weights, darker colours, cleaner and crisper looks and, yes, even flares and embroidered borders are now very much in.

"Across the globe, there is a tremendous resurgence in denim. It began a few months back in the US and it's now caught on in India. Since August this year, the amount of denim fabric we've sold each month has been the highest ever," says Govind Mirchandani, president of Arvind Clothing, India's largest manufacturer of denim fabric and the company that markets leading jeans brands like Lee, Newport, Flying Machine and Wrangler.

Levi Strauss India managing director CS Suryanarayanan echoes this. Says he, Just a year ago, people were advertising primarily non-denims. That's no longer so. Besides, denim is now increasingly becoming a fashion product. For a long while, the emphasis tended to be on marketing. But now product innovations have again come to the forefront and is driving the market."

And therein lies the bigger story. Jeans is no longer just about giving a rugged or casual look. It's also about making a fashion statement. And leading that trend are top US designers--Tommy Hil Figer, Ralph Lauren, **Nautica,** Calvin Klein, Kenneth Cole, all of whom have entered the jeans market at the top end. And the impact of that is being felt right down.

Among women, there is a growing preference for stretch denim, flairs and superflairs, low waisters, light weights, dark colours and embroidered borders. Among men, tapered cuts are out, boot cuts, straight cuts and low waisters are in, as are a variety of looks - the clean look, the tinted look, destroyed look, torn look, sprayed-paint look.

According to Mirchandani, denim manufacturers have lately done a lot towards innovating on fabric, and garment manufacturers on finishes and fits. We now use some 14 different fabric for jeans, while sometime ago, it was barely two or three," says he.

Adds Suryanarayanan, The possibilities that exist with denim are so many. However, I also believe that even though the fashion segment may be leading the revival today, the core of the market will remain the five pocket classic jeans because it blends so well with the lifestyle of the youth. You don't have to iron it or wash it for a long time, and it lends itself to so much use, misuse and abuse, something you just can't do with any other fabric."

JOURNAL-CODE: WTIN

LOAD-DATE: March 21, 2001

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Garment firms assured of gov't support; Business Manila Bulletin December 31, 2000

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Manila Bulletin

December 31, 2000

SECTION: Pg. NA

IAC-ACC-NO: 68561075

LENGTH: 428 words

HEADLINE: Garment firms assured of gov't support; Business

BYLINE: Lopez, Edu H.

BODY:
Local garments makers are assured of continued government support to be more competitive in the world market and help sustain its quota commitments.

Trade and Industry Acting Secretary Thomas Aquino has stressed the importance of enhancing the capabilities of the garments industry with the support of the Garments Textile Export Board (GTEB), an attached DTI agency.

Aquino said that large foreign buyers are willing to increase their purchases from the local garments manufacturers.

In the first nine months alone, the United States had imported a total of $ 1.7 billion worth of garments from the Philippines.

GAP, Inc., a leading USbased garments firm accounted for 12.14 percent of the total exports which amounted to $ 206.22 million.

GTEB which administers the Philippines' quota export reported that the US remains the biggest market for locallyproduced garments and products.

GAP tops the list of 30 leading American garments importers that sources their requirements from the Philippines.

Other top-ranking buyers include Wal-Mart ($ 43 million), Ann Taylor ($ 41.7 million), Liz Claiborne ($ 38 million), and Kasper ($ 36.4 million).

Ann Taylor, Polo Ralph Lauren and Warnaco exceeded their imports from the Philippines in the first three months of the year.

The top 30 American garments importers accounted for half of the total exports to the US market. The other leading buyers of Philippine garments include Jansport, Samsonite, Nike, Disney, Sears, Khol Department Stores, **Nautica** and J. Crew.

The GTEB noted that the Philippines ranked 10th in terms of value in a report by the International Business and Economic Research Corp. (IBERC) in the first half of the year.

IBERC is an American consultancy company that supplies commercial intelligence report on garments quota management.

Other American leading brands that buy their garments from the Philippines include, J.C. Penny ($ 35.5 million), Jones Apparel Group ($ 32.7 million), Phillips Van Heusen Corp. ($ 22.5 million), Federated Department Store ($ 22.2 million), Baby Togs ($ 21.4 million), Samsonite International Corp. ($ 17.4 million), Wear Me Apparel ($ 17.01 million), Sears Roebuck & Co. ($ 16.6 million), Disney Store, Inc. ($ 15.8 million), Dayton Industries ($ 15.24 million), Paragon Luggage, Inc. ($ 15.22 million), Osh Kosh B'Gosh, Inc. ($ 14.9 million), Nissho Iwai American ($ 11.7 million), Oxford Industries ($ 11.6 million), Levi Strauss ($ 11.4 million), Jordach Ltd. ($ 11.3 million), and Mast Industries ($ 10.4 million).

IAC-CREATE-DATE: August 15, 2001

LOAD-DATE: September 06, 2001

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

NAUTICA APPAREL, INC.,

Opposer,

v.

MARTANNA LLC,

Applicant.

Mark: GET NAUTI

Serial No. 78610037

Filed: April 15, 2005

OPPOSER'S SIXTEENTH 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 2001 that reference Opposer and/or Opposer's goods and/or services.

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

Dated: December 3, 2008

Respectfully submitted,

By: /Neil B. Friedman

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

CERTIFICATE OF MAILING

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

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

/Neil B. Friedman/
Neil B. Friedman

NAUTICA APPAREL, INC.

Jan – March 2001

Third Party Articles

Date	Publication	Page	Headline
1/1/2001	Cosmetics International Products Report	No.192,Vol.16,pg. 7	Nautica
Winter2001	Sports Illustrated	Pg. 176	Atlantis
1/10/2001	Business Wire	Not specified	Nautica Enterprises, Inc. Announces Third Quarter Fiscal Results
1/12/2001	Daily News Record	Pg. 6	Sticking to the basics
1/16/2001	Newsday	Pg. A 25	Outfitting the biggest of the big stars
1/23/2001	Asbury Park Press, Inc.	Pg. 1 D	A model life with upcoming appearances
1/31/2001	Daily News Record	Vol.31, No.14, pg.13	Barneys to open outlet store in Dallas
2/5/2001	The New York Post	Pg. O 38	Outdoor sportswear can activate returns
2/8/2001	Lexington Herald Leader	Pg. 7	Wake up and smell the choices
2/9/2001	Daily News Record	Pg. 6	New York 2001
2/10/2001	The New York Post	Pg. O 15	City Slicker
2/12/2001	The Washington Post	Pg. C 01	Menswear of every stripe
2/12/2001	Newsday	Pg. B 10	Style File
2/13/2001	The Vancouver Sun	Pg. A 12	New York opens achingly chic fashion week
2/13/2001	San Jose Mercury News	Lifestyle	Designers highlight comfort
2/14/2001	Buffalo News	Pg. 1 D	The world of men's fall fashion: neck and neck
2/15/2001	Marketing week	Pg. 9	MTV strikes Nautica jeans deal
2/22/2001	Business Wire	Not specified	Nautica Enterprises, Inc. to speak at Bear Stearns
2/26/2001	Business Week	Not specified	Why Nautica is zipping right up
3/1/2001	Soap & Cosmetics	No.3,vol.77,pg. 46	Unilever expands.
3/2001	Essence	Pg. 76	House of Style
3/1/2001	The Dallas Morning News	Pg. 3 C	Going Wide
3/1/2001	Childrens Business	No.3, Vol.16.,pg.66	Fall 2001 collections
3/2/2001	Design Week	Pg. 7	Nautica in Spain tries on Etherington Mas
3/4/2001	The Miami Herald	Pg. 9 C	Olympic medalists want Bacardi cup, too.

NAUTICA APPAREL, INC.

Jan – March 2001

Third Party Articles

Date	Publication	Page	Headline
3/4/2001	The Miami Herald	Not specified	Regatta set for Sunday
3/7/2001	The Gleaner	Not specified	The optical zone the best In eye care and wear
3/8/2001	Women's Wear Daily	Pg. 12	Brand's new plan: undercover
3/8/2001	The Toronto Star	Not specified	Zippers Toronto
3/12/2001	Women's Wear Daily	Pg. 23	Cure by the shore begins with auction
3/12/2001	Rochester Democrat	Pg. 1 C	Rainbow raingear
3/16/2001	The Wichita Eagle	Pg. 11 D	Fish gotta swim
3/16/2001	The Post Standard	Pg. C 1	CEO of Nautica to speadk at genet lecture series
3/18/2001	The New York Times	Sect.6,Part 2,Col.1, pg. 100	Tropical Punch
3/20/2001	Telegraph Herald	Pg. A 12	Regent thinks investments should be reviewed
3/23/2001	Women's Wear Daily	Pg. C 6	Nautica by the numbers
3/23/2001	The Post Standard	Pg. C 2	Nautica CEO cuts the ribbon to open design studio
3/25/2001	Chicago Tribune	Pg. 1	Hartmarx sports new casual approach3/26/2001
3/26/2001	The Atlanta Journal-Constitution	Pg. 3 JJ	Business in Gwinnett
3/29/2001	Women's Wear Daily	Pg. 10	Jackets get fall makeover
3/30/2001	Business Wire	Not specified	Nautica Enterprises, Inc. Announces fourth quarter

NAUTICA APPAREL, INC.

April – June 2001

Third Party Articles

Date	Publication	Page	Headline
4/1/2001	The Atlanta Journal-Constitution	Pg. 5 T	You've gotta have it!
4/3/2001	The Evening Standard	Pg. 38	Cutting a dash despite America's slowdown
4/5/2001	The Denver Post	Pg. F 01	Large guys getting choice of hip styles
4/6/2001	Daily News Record	Vol.31,No.42,pg.3	Nautica Enterprises
4/9/2001	Home Textiles Today	Pg. 4	Nautica to enter big boxes
4/9/2001	Daily News Record	Pg. 2	Nautica fluffs riverkeeper's sails
4/19/2001	Detroit Free Press	Pg. 1 C	Give new grads a hand
4/22/2001	The Denver Post	Pg. K 03	Retailers taking notice of teen's buying power
4/22/2001	The Denver Post	Pg. 18	Down to the knitty-gritty
4/23/2001	Home Textiles Today	Pg. 1	LNT shifts its strategy for textiles
4/25/2001	Wall Street Journal	Sect.C,Pg.13,Col.5	Nautica Enterprises, Inc.
4/25/2001	Daily News Record	Vol.31,No.50,Pg.4	Nautica drops anchor at Rockefeller Center
4/25/2001	The Detroit News	Not specified	Wheels sport new labels
4/26/2001	Newsday	Pg. B 26	Bargain Hunter
4/27/2001	Los Angeles Times	Part C, Pg. 2	Nautica to buy Earl Jean
4/30/2001	HFN Newspaper	Pg. 6	Linen's 'n Things reports the good over the bad
5/1/2001	Sports Illustrated for Women	Pg. 115	The 10 hottest men in Sports
5/1/2001	Playboy	No.5,Vol.48,pg.179	What's happening, where it's happening and who's making it happen
5/1/2001	Esquire	No.5,Vol.135,pg.84	The Esquire Guide
5/1/2001	Children's Business	No.5,Vol.16,Pg.52	Cool Blues
5/6/2001	The Post Standard	Pg. B 1	Hitch leaves sale without a stitch
5/7/2001	Chattanooga Times Free Press	Pg. E 6	On tap today
5/14/2001	The Miami Herald	Pg. 13 G	Stock analyst hangs out with free spending teenagers
5/14/2001	Home Textiles Today	Pg. 1	Nautica charts new retail waters
5/16/2001	Courier Post	Pg. 18	Full fashions for big teens
5/17/2001	The Dallas Morning News	Pg. 2 C	Sela sells sunglasses by the seashore

NAUTICA APPAREL, INC.

April – June 2001 Third Party Articles

Date	Publication	Page	Headline
5/21/2001	Home Textiles Today	Pg. 16	It's all about presentation
5/21/2001	Hartford Courant	Pg. B 1	Jazz, Incense, deep discounts draw shoppers
5/21/2001	Daily News Record	Pg. 55	All for Nautica
5/25/2001	Cosmetics International	No.565,Vol.25,pg.3	Nautica sails into the next year with flying colours
5/29/2001	Women's Wear Daily	Pg. 14,	Nautica Apparel taps Heyn for new post
6/1/2001	Children's Business	No.6,Vol.16,pg.9	What's your line?
6/1/2001	Playboy	No.6,Vol.48,Pg. 168	Where & how to buy
6/1/2001	Playboy	No.6,Vol.48,Pg.102	Grand Central Getaway
6/10/2001	Jewelers Circular Keystorne	Pg. 198	The Timepieces of Basel 2001
6/1/2001	Esquire	No.6,Vol.135,pg.77	The Esquire Guide: Denim
6/1/2001	Children's Business	Vol.16,No.6,Pg.10	Nautica Enterprises Inc.
6/3/2001	The Herald Sun	Pg. G 3	Magazines target professional students
6/4/2001	DSN retailing today	No.11,Vol.40,Pg.13	Nautica Apparel Stores, Inc. names Christopher Heyn president of licensing div.
6/4/2001	Daily News Record	Pg.7,	Anders named president of Nautica Retail
6/10/2001	The Baltimore Sun	Pg. 5 N	Suit yourself
6/15/2001	PR Newswire	Financial News	John Varvatos awarded menswear designer of the year award
6/18/2001	PR Newswire	Entertainment	Nautica Jeans Company supports Love Heals
6/18/2001	The New York Post	Pg. 038	Varvatos to woo women
6/18/2001	Crain's New York Business	Pg. 3	NY apparel outfits suit Wall Street
6/19/2001	Marketplace	Not specified	Denim resurfacing as fashions favorite fabric
6/22/2001	Women's Wear Daily	Pg. 1	Mass market retailers find spark with designer fragrances
6/25/2001	Daily News Record	Pg. 4	New Varvatos ad evoke old New York
6/25/2001	Cosmetics International	No.567,Vol.25,pg.3	UCI plans to cause more splashes with designers
6/28/2001	San Antonio Express News	Pg. 5 F	Haute Shots
6/30/2001	Chattanooga Times Free Press	Pg. E 2	On Tap Today

NAUTICA APPAREL, INC.

Jul – Sept 2001 Third Party Articles

Date	Publication	Page	Headline
7/1/2001	Pittsburg Post Gazette	Pg. G 10	Stars and Stripes Roundup
7/1/2001	Esquire	No.1,Vol.136,pg.59	The Esquire Guide
7/5/2001	Ventura County Star	Pg. E 01	Briefs: Reaping an answer
7/5/2001	Star Tribune	Pg. 1 E	Dollars & Sense
7/8/2001	Daily News	Pg. 12	Buylines
7/9/2001	Home Textiles Today	Pg. 1	BBB culture remains 'central' to its success
7/15/2001	The New York Post	Pg. 092	Rams mystery man
7/16/2001	Wall Street Journal	Sect.B,Pg.8, Col. 3	Nautica Enterprises, Inc.
7/16/2001	PR Newswire	Financial News	Nautica supports the 2001 Subaru Gorge Games
7/21/2001	New Straits Times	Pg. 5	Shades are made for these
7/23/2001	Home Textiles Today	Pg. 2	LNT gets set for second half
7/24/2001	The Honolulu Advertiser	Pg. 1 F	Island Style
7/24/2001	Het Financieele Dagblad	Not specified	First factory outlet to open Friday
7/27/2001	The Cairns Post/The Cairns Sun (Australia)	Pg. 23	Extravaganza of Eyewear
7/29/2001	The Kansas City Star	Pg. G 3	Return of Tradition
7/29/2001	Des.Moines Register	Pg. 2 F	Fall: Time to mix it up
7/30/2001	Daily News Record	Pg. 13	Belk Spending $30 M on flagship renovation
8/1/2001	Children's Business	No.8,Vol.16,Pg.S28	Dinnerwear manufacturers
8/2/2001	Women's Wear Daily	Pg. 1	Bigger Ad budgets
8/4/2001	Western Daily Press	Pg. 18	Nautical but nice
8/6/2001	Daily News Record	Pg. 21	Shirt Circuit
8/9/2001	Los Angeles Times	Part 5, Pg. 2	Design Notes
8/15/2001	Florida Times-Union	Pg. E 1	Country's in fashion
8/16/2001	The Post Standard	Pg. D 1	School Stylin'
8/18/2001	St. Louis Dispatch	Pg. 6	Calendar
8/20/2001	Newsday	Pg. B 03	Pure and Simple
8/20/2001	HFN	Pg. 62	Hot Per Suits
8/20/2001	Daily News of Los Angeles	Pg. L 5	Pulse
8/21/2001	Hill Shire Times	140 Words	Classic Gear
8/21/2001	The Cincinnati Enquirer	Pg. 1 C	Real Style
8/25/2001	The New York Post	Pg. 024	Prepping for fall
8/27/2001	The Miami Herald	Pg. 11 G	Perry Ellis distributor targets Target crowd
8/28/2001	The Advertiser	Pg. 30	Fitting out funky fathers
9/1/2001	Men's Fitness	No.9,Vol.17,pg.80	Serious business

NAUTICA APPAREL, INC.

Jul – Sept 2001

Third Party Articles

Date	Publication	Page	Headline
9/1/2001	Financial Times	Pg. 10	Get these blues
9/10/2001	Newsday	Pg. B 10	Fashion & Fitness
9/13/2001	The Houston Chronicle	Pg. 10	Tailored preppy looks carry spring shows
9/16/2001	South Bend Tribune	Pg. F 4	Menswear designers already planning spring break
9/17/2001	HFN	Pg. 8 S	Stepping Upstairs
9/20/2001	The Dallas Morning News	Pg. 7 F	Going Wide
9/20/2001	Birmingham Evening Mail	Pg. 32	Life: Lingerie is Moulin Mad
9/23/2001	Dayton Daily News	Pg. 5 E	Fall Fashion Preview
9/24/2001	Daily News Record	Pg. 23	Inside the Southpark flagship
9/25/2001	The Augusta Chronicle	Pg. O 01	Your Style
9/27/2001	Rocky Mountain News	Pg. 3 D	The shows go on
9/29/2001	The New York Times	Sect.C,Col.1,Pg. 3	A Nation Challenged

NAUTICA APPAREL, INC.

Oct –Dec 2001 Third Party Articles

Date	Publication	Page	Headline
10/1/2001	Home Furnishing Network	Pg. 17	Linens'n Things, BB&B already bedding down for winter
10/1/2001	Golf Digest	No.10,Vol.52,Pg.21	Cup couture
10/3/2001	The San Luis Obispo Tribune	Sports, Pg. C2	Two roadrunners win their age groups
10/5/2001	Courier News	Lifestyle; Pg. 6B	Adventures in shopping
10/10/2001	News & Record	Pg. B 6	Showroom will open to the public
10/16/2001	The Ottawa Sun	Pg. 34	Sizzling Style
10/22/2001	Home Textiles Today	Pg. 1	Bows initiatives for 4Q
10/22/2001	Daily News Record	Pg. 8	What's selling
10/31/2001	The Atlanta Journal Constitution	Pg. 2JJ	GwinEtc.
11/1/2001	China Post	572 words	TITAS 2001 Opens in Taipei today
11/1/2001	Children's Business	No.11,Vol.16, Pg.30	Opening doors
11/4/2001	Pittsburg Post-Gazette	563 words	Nautica and GQ magazine are presenting a dance
11/5/2001	Daily News Record	Pg. 8	Bon Marche unveils new prototype
11/11/2001	Pittsburg Post Gazette	Pg. G-12	Today's concept of business casual
11/15/2001	Canada Newswire	Financial News	Nautica latitude longitude wins for Website design
11/18/2001	The Atlanta Journal Constitution	Pg. 8M	Style: when fashion meets furnishings
11/19/2001	Tribune Business Weekly	Vol.12, no.32,pg.8	Finding a cozy niche in big and tall goods
11/22/2001	Sun Sentinel	Pg. 12 E	Between City and Country
11/25/2001	The New York Times	Sect.6,Col.1,Pg. 78	Fashion: the swimmer
11/26/2001	San Diego Business Journal	No.48,Vol.22, Pg. B1	The shops at Las America's grand opening
11/26/2001	Daily News Record	Pg. 15	The power 100
11/29/2001	The New York Post	Pg. O66	Parker is model guard for Fordham
1/29/2001	Contra Costa Times	Pg. C 05	Holiday Briefs
11/30/2001	Business Wire, Inc.	Business Editors	Linens N Things opens new stores
12/1/2001	Time, Inc.	Pg. 148	The Best Parkas
12/5/2001	Courier News	Pg. 4 B	Gifts on the Go.
12/6/2001	The Denver Post	Pg. F 01	Knit picks sweaters hot gift idea

NAUTICA APPAREL, INC.

Oct –Dec 2001 Third Party Articles

Date	Publication	Page	Headline
12/10/2001	Pittsburg Post-Gazette	Pg. D 3	Value in small stocks
12/10/2001	Maclean's	Pg. 8	True Progress
12/10/2001	Des Moines Business Record	Vol.17,no.49, pg. 12	Clothier returns to first love
12/15/2001	The New York Post	Pg. 029	Bay Ridge or Bust!
12/17/2001	Home Furnishing Network	Pg. 28	News Briefs
12/17/2001	Business and Industry	Vol.57,no.51,pg.2	Nautica Enterprises, Inc. Announces 3rd Qutr. results
12/21/2001	Tulsa World	Business Section	Shoppers take it to the wire
12/24/2001	Daily News Record	Pg. 5	Nautica launches underwear line
12/24/2001	Daily News Record	Pg. 19	Hugh had to be there
12/28/2001	San Jose Mercury News	Pg. 6E	Designer fashion via jean-splicing
12/28/2001	Los Angeles Times	Part 5, Pg. 1	PJs are climbing out of bed
12/31/2001	Daily News Record	Pg. 98	Clara Hancox interview

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)

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Nautica. Cosmetics International Cosmetic Products Report January 1, 2001

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Cosmetics International Cosmetic Products Report

January 1, 2001

SECTION: No. 192, Vol. 16; Pg. 7 ; ISSN: 1358-3387

IAC-ACC-NO: 69673065

LENGTH: 48 words

HEADLINE: Nautica.

BODY:
* **Nautica** gift packs based on the Latitude Longitude fragrance include Clean Adventure ($ 45) with the **Nautica** fragrance and a soap on a rope; Adventure Ready ($ 45) with both fragrance and deodorant and Destination Adventure ($ 58) containing fragrance, aftershave and deodorant.

IAC-CREATE-DATE: August 16, 2001

LOAD-DATE: September 10, 2001

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Atlantis;IT'S NOT THE LOST CONTINENT, IT'S THE BAHAMAS, AND ALL THAT'S EVER MISSING IS THE OCCASIONAL TOP...OR BOTTOM Sports Illustrated

Copyright 2001 Time Inc.
Sports Illustrated

Winter, 2001

SECTION: Pg. 176

LENGTH: 25 words

HEADLINE: Atlantis;
IT'S NOT THE LOST CONTINENT, IT'S THE BAHAMAS, AND ALL THAT'S EVER MISSING IS THE OCCASIONAL TOP...OR BOTTOM

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

BODY:
HAIR BY GUY LAURENT AT INDEPENDENT NEW YORK

MAKE-UP BY SUSAN GIORDANO FOR JED ROOT, INC.

LOCATIONS: ATLANTIS AND OCEAN CLUB AT PARADISE ISLAND

GRAPHIC: COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, YAMILA DIAZ-RAHI, SWIMSUIT BY AMBIKA, COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, VERONICA VAREKOVA, SWIMSUIT BY LISA CURRAN SWIM ($ 120, SPECIAL ORDER), COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, KIM LEMANTON, SWIMSUIT BY KEN KAUFMAN AND ISAAC FRANCO FOR ANNE KLEIN ($ 300), COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, YAMILA DIAZ-RAHI, SWIMSUIT BY RANDOLPH DUKE SWIM COUTURE ($ 275), COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, VERONICA VAREKOVA, SWIMSUIT BY CALVIN KLEIN SWIMWEAR ($ 159), COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, KIM LEMANTON, SWIMSUIT BY **NAUTICA** ($ 188), COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, VERONICA VAREKOVA, SWIMSUIT BY LA BLANCA BY ROD BEATTIE ($ 78), COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, KIM LEMANTON, SWIMSUIT BY KEN KAUFMAN AND ISAAC FRANCO FOR ANNE KLEIN ($ 600), COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, YAMILA DIAZ-RAHI, SWIMSUIT BY PAMELA DENNIS ($ 1,800, SPECIAL ORDER), COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, VERONICA VAREKOVA, SWIMSUIT BY RITCHIE SWIMWEAR ($ 79), COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, YAMILA DIAZ-RAHI, SWIMSUIT BY DELFINA SWIMWEAR ($ 200), COLOR PHOTO: PHOTOGRAPHS BY PATRIC SHAW, VERONICA VAREKOVA, SWIMSUIT BY KEN KAUFMAN AND ISAAC FRANCO FOR ANNE KLEIN ($ 300)

LOAD-DATE: March 7, 2001

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Date/Time: Tuesday, May 2, 2006 - 12:17 AM EDT

Nautica Enterprises, Inc. Announces Third Quarter Fiscal 2001 Results Business Wire January 10, 2001, Wednesday

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Business Wire

January 10, 2001, Wednesday

DISTRIBUTION: Business Editors

LENGTH: 1080 words

HEADLINE: Nautica Enterprises, Inc. Announces Third Quarter Fiscal 2001 Results

DATELINE: Jan. 10, 2001

BODY:
Nautica Enterprises, Inc. (NASDAQ: NAUT) today reported sales and earnings for its third quarter and nine months ended December 2, 2000.

For the third quarter, net sales increased 5% to $178.5 million from $169.9 million in the third quarter of last fiscal year. Net earnings were $16.5 million compared to $17.7 million in the prior year period. Diluted earnings per share increased to $0.50 from $0.48 and basic earnings per share increased to $0.52 from $0.51 in the third quarter of last year.

Additionally, the Company has decided to discontinue its NST brand sold through the athletic specialty chain channel and re-evaluate such brand's position in other channels of distribution. This move will enable the Company to focus its resources on its faster growing divisions. Excluding NST brand products for the third quarter of both the current and prior year periods, net sales would have increased 8%.

For the nine months ended December 2, 2000, net sales increased 11.3% to $469.1 million from $421.4 million in the same period last year. Net earnings were $33.0 million compared to $36.1 million in the prior year period. Diluted earnings per share increased to $1.00 from$0.98 and basic earnings per share remained constant at $1.03.

Harvey Sanders, Chairman and Chief Executive Officer of **Nautica** Enterprises, Inc. commented, "We are pleased with our overall results for the third quarter, which clearly reflect the broad-based strength across our businesses, as evidenced by the strong retail sell-throughs that we experienced during the Holiday season. The **Nautica** brand name continues to command widespread recognition among consumers resulting in double-digit growth in our jeanswear and sleepwear divisions, as well as heavy customer traffic in our retail stores. Additionally, sales trends among some of our newer growth vehicles, most notably John Varvatos and **Nautica** Europe, have outperformed our initial expectations."

Mr. Sanders added, "We continue to be encouraged by the performance of our brands at the retail level, despite what has been a challenging environment. As we look to the balance of fiscal 2001, we believe we will meet analysts' current consensus estimates for the fourth quarter."

Mr. Sanders concluded, "Overall, we have a sound growth strategy in place and remain committed to fostering the development of our new businesses. To support this growth, we are building a new 500,000 square foot distribution center in Martinsville, Virginia, a move that will enable us to double shipping capacity and eventually lower costs. While our results for fiscal 2002 will be impacted by costs associated

with this new distribution center, we expect to realize significant operating efficiencies that will support the long-term growth of the Company."

Nautica Enterprises, Inc. (NASDAQ: NAUT), through its subsidiaries, 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.

This press release contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These statements are based on the Company's current expectations and involve risks and uncertainties that may cause the Company's actual results, in future periods, to differ materially from those set forth in the forward-looking statements. These risks and uncertainties, as well as other factors, are disclosed from time to time in the Company's filings with the Securities and Exchange Commission, to which readers are directed. The Company undertakes no obligation to republish revised forward-looking statements to reflect events or circumstances after the date hereof.

NAUTICA ENTERPRISES, INC.
CONSOLIDATED CONDENSED EARNINGS SUMMARY
(all amounts in thousands, except per share data)

	Nine Months Ended		Three Months Ended	
	December 2, 2000	November 27, 1999	December 2, 2000	November 27, 1999
Net sales	$469,090	$421,407	$178,489	$169,917
Gross profit	194,382	179,251	74,326	73,033
Operating expenses	148,707	125,804	50,475	46,140
Net royalty income	6,256	4,534	2,559	1,693
Operating profit	51,931	57,981	26,410	28,586
Other expense	13	-	-	-
Investment income	2,038	1,386	575	538
Pre-tax earnings	53,956	59,367	26,985	29,124
Income taxes	20,935	23,272	10,470	11,417
Net earnings	$33,021	$36,095	$16,515	$17,707
Basic earnings per share	$1.03	$1.03	$0.52	$0.51
Diluted earnings per share	$1.00	$0.98	$0.50	$0.48
Basic weighted average shares	31,915	34,876	31,655	34,624
Diluted weighted average shares	33,179	36,836	32,948	36,579

NAUTICA ENTERPRISES, INC.
SELECTED FINANCIAL INFORMATION BALANCE SHEET DATA
(all amounts in thousands)

	(unaudited) December 2, 2000	(unaudited) November 27, 1999	March 4, 2000
Cash and short term investments	$52,628	$60,721	$61,134
Accounts receivable - net	91,749	107,280	88,784

Inventories	96,189	69,419	73,879
Working capital	166,805	172,682	168,231
Property, plant and equipment - net	85,246	76,229	81,674
Other assets	16,902	13,756	13,808
Total assets	362,022	341,319	333,113
Current liabilities	93,069	78,652	69,400
Long term debt	-	-	-
Stockholders' equity	268,953	262,667	263,713
Total liabilities and stockholders' equity	362,022	341,319	333,113

CONTACT: Morgen-Walke Associates
Investor Relations:
Stacey Bibl/Shannon Froehlich/Natasha Boyden
(212) 850-5600
or
Media Relations:
Michael McMullan/Eileen King
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LOAD-DATE: January 11, 2001

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STICKING TO THE BASICS; FIVE-POCKET LOOKS, VINTAGE FINISHES DOMINATE FALL COLLECTIONS.
Daily News Record January 12, 2001

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Daily News Record

January 12, 2001

SECTION: Pg. 6 ; ISSN: 1041-1119

IAC-ACC-NO: 69655998

LENGTH: 888 words

HEADLINE: STICKING TO THE BASICS; FIVE-POCKET LOOKS, VINTAGE FINISHES DOMINATE FALL COLLECTIONS.

BYLINE: Cunningham, Thomas

BODY:
As fall 2001 rolls around, don't expect any big surprises from jeans labels. As many -- but not all -- of the leading names work to recover from a difficult holiday, they are focusing on delivering understandable product at the right price.

That means that, by and large, basics are getting more play than fashion and what newness there is in the market is based around exploiting trends that have already been validated -- closer-to-the-body fits, five-pocket jeans, vintage looks and a shift to lighter-weight denims. Coated, slick and shiny denims are out. Now it's all about texture, meaning that sanded, sandblast, cross-hatch and streaky denims are in.

"We're making a very strong denim statement," said Paulette McCready, president of **Nautica** Jeans Co. "We don't have a lot of gimmicky stuff. Vintage, especially in our selvage jean, is very important to us. We are also doing more with lightweight denim. It seems to be everywhere right now."

"The carpenter is still the number-one category for Lee Dungarees, but the biggest category improvement is the five-pocket," said Gordon Harton, president of Lee, which is a division of VF Corp. "We're seeing a shift to lightweight denims, twills and cleaner looks. We're also trending towards a darker range in terms of denim washes."

"There is a move away from those techno, slick, coated denims to a more natural comfortable look," said Robert Arnot, chairman and chief executive of I.C. Isaacs, the U.S. licensee for Marithe + Francois Girbaud. "There is a trend towards cleaner styles that look slimmer but still have a relaxed fit."

Vintage is a key initiative virtually across the board. Makers such as **Nautica** and Edwin are capitalizing on the trend with their selvage-seam product, while most other labels are producing jeans in distressed, whiskered and abraded denims. To better exploit the trend, labels are also introducing lower-waisted and flared, or boot-cut, models.

"We're getting back to our roots as a great American denim brand," said Andy Hilfiger, vice-president of Tommy Jeans. "The '50s and the '60s -- that's where great denim came from. We've narrowed our

assortment and we're showing more basics."

Levi's is courting younger customers with a new look that incorporates "thin-twin," 1/4-inch-spaced, double-needle stitching and a new tan thread color. The look will be offered in three new fits, an oversized baggy, a boot cut and a "welder," which is an updated carpenter. In its more contemporary SilverTab label, Levi's is introducing laser-etched camouflage denim and an updated five-pocket with new pocket styling.

Diesel is leaping into an icy theme with green selvage seams, and is also continuing its immensely successful dirty denim, adding new washes and treatments. Guess is introducing two new silhouettes, "loose fit" with a low waist and full thigh, and "new classic," which has a low waist and a straight leg.

Polo Jeans is also introducing new fits: "low rider," a low-waisted five-pocket and a low-waisted boot-cut with a 19-inch leg opening. Fashion deliveries include jeans with leather details on pockets and waistbands, as well as Civil War-inspired jeans with ribbon stitched down the outside seam. Polo is also shipping its "extreme sandblast" jeans and corduroys, which have an almost bleached effect created by heavy sandblasting.

Calvin Klein is venturing into lighter fabrics with a new 11-ounce dark denim. The designer is also adding a new slim jean and a low-cut straight-leg model. For finish novelty, Calvin Klein is relying on overdyed denims, aged finishes and a broken twill denim.

For fall 2001, almost all of Lee Dungarees' fall line is in 12-ounce or lighter denims, with surface interest coming from cross-hatched or slubbed finishes to give the effect of ring-ring spun denim. Key products include a "carpo" (combination cargo and carpenter) and a "dungaree-khaki," which is a jeans silhouette in an 8 1/2-ounce twill cleaned up with welted back pockets and single-needle tailoring.

To expand its vintage-oriented offerings, **Nautica** is introducing a low-rise jean with a nine-inch front rise, and a boot cut with a 19-inch knee and leg opening. A new green-casted indigo dye called "six percent teal" and a denim that incorporates a copper-like metal thread also add newness.

Silver Jeans is continuing to push is "future-retro" look, which features single-needle tailoring in indigo and blue-gray denims in a clean finish, and is continuing with corduroy, which did well for holiday. Mavi is introducing a twisted-seam model, expanding its vintage line with a wider offering of cross-hatch denims and introducing a shantung cotton fabrication.

Edwin is looking to ride the retro fad with its vintage line and a new low-rise, boot-cut jean. For fall, Todd Oldham is sticking to lightweight 10- and 12-ounce denims in lighter shades and destructed washes, and adding a low-waist boot-cut silhouette.

Also jumping on the vintage bandwagon, Unionbay has produced a great-looking sanded and whiskered jean. The label is also focusing on lightweight and cross-hatched denims. Rapidly emerging young men's brand OTB is introducing a "formatic," twisted-seam model and a "triple-zip," nylon/cotton pant that can be zipped off to either flood pants or shorts.

IAC-CREATE-DATE: January 29, 2001

LOAD-DATE: January 30, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)

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Focus on Manhattan;One man's black and white look at a colorful city Newsday (New York) January 16, 2001 Tuesday

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Newsday

Newsday (New York)

January 16, 2001 Tuesday QUEENS EDITION

SECTION: NEWS, Pg. A25

LENGTH: 823 words

HEADLINE: Focus on Manhattan;
One man's black and white look at a colorful city

BYLINE: By Nancy A; Ruhling; STAFF WRITER

BODY:
In the black and white photograph, which was taken from the Queensboro Bridge, the skyline of New York is shrouded in wispy mist and fog on a snowy, cloudy day. When did the city last look like this? Was it the 1940s or the 1950s?

Another shot, a closeup of one of the bridge's steel girders defined by its simple geometry, symbolizes the strength of the city and those who made it great. You'd have to travel back in time - all the way to the Great Depression of the 1930s - just to recapture that scene.

Or you'd have to travel the city with Jefferson Hayman and his camera. Hayman lives in the here and now-in Long Island City-but his photographs live in and for the past. "Although New York City is the subject you see in the photos," says the 31-year-old photographer, "the real subject actually is nostalgia."

Hayman, an artist whose specialty was drawings and art history, rediscovered the old New York and began recapturing images of it on film about 2 1/2 years ago.

"I'd like to capture the mystery, the glory of early New York," he says. "One of my favorite things about New York is when it rains. I always walk in the mist and rain, and it always becomes the New York of the past because the fog covers the skyscrapers. I also like end-of-day shots because you can see layers of the city."

As Hayman flips through the images in his portfolio, New York of the past comes into sharp focus.

There is the Port Authority, reduced to what he calls a black evil square. There is a view of First Avenue at 34th Street, where the only objects in the camera's eye are trees rising out of the ethereal mist. There is an eastbound look at Macy's, flags whipping in the wind as a shadowy Empire State Building looms in the background.

And there is Hayman's photo of the Flatiron Building that evokes the famous 1905 photo image by Edward

Steichen. "I am haunted by Steichen," Hayman says, "and I avoided taking a photo of the Flatiron for a long time. I finally decided to shoot it while riding on the top of a double-decker bus on a cloudy day. The sun is in the background, but the clouds made it look like the moon."

To complete the nostalgic picture, Hayman, one of the gallery directors of Eli Wilner & Co. Inc., where his framed, limited-edition works, $3,500 to $ 8,500 each, are on exhibit, places each photo in a vintage frame. He says working for Wilner, who is responsible for making the world understand that antique frames are art, inspired his photography. "I hang the frames on the wall empty like sculpture just as Wilner does and I try to compose a photo to go inside each one of them," he says. "This is what the 19th Century academic painters did. I also fiddle with them in the darkroom. I discovered a trick that allows me to imitate the photos of an older time."

Hayman has had several shows recently, including one last month in SoHo, which sold out. His photographs are in many private collections, and four of Rockefeller Center were recently acquired by Nautica, which plans to put them in its flagship store that is being built there.

"Jefferson's photos are sublime," says collector Curt Johnson of Manhattan. "He is the Edward Steichen of our time. The photos evoke the true spirit of the city then and now. It's impossible to buy just one. When you see them, especially in their antique frames, you want the whole collection."

Sometimes it is what can't be seen that Hayman finds the most intriguing photographic subject. Blank billboards, for example, attract his and the camera's eye.

"It's kind of that vacancy, that kind of in-between New York," he says. "They are so rare because they disappear within a day. They could be movie screens waiting to be filled with old films."

Or he might add, with his own photographs.

In addition to his cityscapes, Hayman is working on some nostalgic still lifes and is starting a series on Zeppelins and one on bridges that connect Manhattan skyscrapers.

But his first love will always be New York, the city that inspired his art.

"I grew up in a farming community in Pennsylvania," he says. "I escaped from that and came here. It was always uninspiring to me, and the city and my art are my salvation."

His photographs, he says, are a way not only to show others the new New York, which is the old New York re-emerging, but also to say thank you to the city that he always dreamed of.

"I want to continue to document New York City because it is changing so quickly," he says. "I'm interested in the themes of construction and deconstruction. You don't know whether buildings are going up or down. I got great shots of the January snowstorm. I can't wait to get them developed because this is the first snowstorm that has happened since I became a photographer."

Jefferson Hayman's photographs are on exhibit at Eli Wilner & Co. Inc., 1525 York Ave., Manhattan, 212-744-6521.

LOAD-DATE: January 16, 2001

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Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)

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Outfitting the biggest of the big stars Asbury Park Press January 18, 2001 Thursday

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Asbury Park Press

January 18, 2001 Thursday

SECTION: T; Pg. 4T

LENGTH: 342 words

HEADLINE: Outfitting the biggest of the big stars

BYLINE: BRIAN DONAHUE/STAFF WRITER

BODY:
JOHNNY Cash, Darryl Dawkins, Clarence Clemons and an array of former New York Knicks have at one time or another walked through the doors of Frank's Big and Tall Men's Shop, Route 35 in the Ocean Plaza, but today it's 6-foot 3-inch Frank Haftl, of Little Silver, who's on the prowl for slacks.

"This is the best place in town," says Haftl, 66, explaining that he's been buying suits at Frank's for at least 15 years. "The tailoring is good, and they're family people. They get to know the customers."

Operations manager Ken Marowitz, 35, whose father, Hy, is the owner, looks on while a tailor assists Haftl. The store, he notes, is more than happy to outfit someone from head to toe, and they can do it in all the name brands - Polo, Tommy Hilfiger, **Nautica** and Levi Dockers. But there's just one hitch - the customer must in some way be, well, large.

"We're exclusively big and tall," Marowitz says. "You and I would be out of luck shopping here."

Pants sizes run from a 34 waist to an 80 waist, and most customers fall somewhere in the middle, he says. Suit jackets range from a 42 extra long to a 74 regular. And footwear sizes start at 91/2 and go all the way to 18.

Marowitz's late grandfather, Frank, a Russian immigrant, started the family business in the early 1900s when he opened a tailor shop in New Brunswick. His three sons, including Hy, now the sole owner, expanded the business after World War II, taking on the big and tall theme, and expanding the operation to include seven Frank's Big and Tall stores in New Jersey. The Ocean Township store opened in the 1960s, across the street from the present location.

"I believe we're the oldest big and tall men's store in the country," Ken Marowitz says. He adds with a laugh, "A bunch of short, little guys saw a need for it."

But only in recent years have big and tall shops been able to offer such varieties of clothing, according to Marowitz.

"Years ago, it was just polyester," he says. "And you could get anything you wanted, as long as it was black, navy or brown."

LOAD-DATE: February 6, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)

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A MODEL LIFE With upcoming appearances in a commercial and magazines, Hailey Steyn is poised for stardom Asbury Park Press January 23, 2001 Tuesday

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Asbury Park Press

January 23, 2001 Tuesday

SECTION: D; Pg. 1D

LENGTH: 985 words

HEADLINE: A MODEL LIFE With upcoming appearances in a commercial and magazines, Hailey Steyn is poised for stardom

BYLINE: PATTI MARTIN/WHATEVER WRITER

BODY:
IN many ways, Hailey Steyn appears to be a typical teen-ager.

She works at McDonald's, listens to Incubus and tries never, ever to miss "Roswell" on Monday nights. She's more Delia's than the Gap and works hard to maintain her honor-roll status.

On the other hand, how many teens end up placing in the Top 15 in the National Finals of the Ford Supermodel of the World Contest? Or get to do runway modeling for **Nautica?** Or find their faces in the pages of Italy's Amica magazine?

Within the next couple of weeks, Hailey seemingly will be everywhere. Her spot in the Philip Morris Anti-Smoking campaign commercial will debut during the Super Bowl. The photo shoot she did for Twist will be featured in next month's issue. She goes out for modeling interviews regularly and was one of two finalists for a foreign magazine cover (uber-model Kate Moss, who ultimately landed the cover, was the other finalist).

And did we happen to mention that Hailey, a freshman at Jackson Memorial High School, turns 15 tomorrow or that she only started in the modeling business 10 months ago?

So while she may appear to be just one of the gang, Hailey Steyn is poised for something bigger.

"The Look." Model Team Model Management President John Merriman knew that then-14-year-old Hailey had something special almost from the minute Hailey walked through the office doors last March. It was in the midst of the agency's open call, where Merriman and others would see nearly 2,500 people over a six-week period.

"She had a nice presence about her," Merriman recalled. "And she has a very timely look, an edgy look. I saw a spark in her and knew she wanted it."

For Hailey's part, the trip to the Ocean Grove-based agency was just one more thing to try. It was on the advice of her drama coach that Hailey gave Model Team a call.

"I loved watching the fashion runway shows on television," Hailey admitted. "They looked like so much fun.

So when my drama teacher said I should give it a try, I did."

Within a month, Hailey was part of the Model Team family.

"I really couldn't believe it," Hailey said. "I was excited but didn't make a big deal about it. I really didn't even tell many people, just a few close friends."

Model Team worked for several months, preparing her for the world of modeling and for the Showcase where she would be on view for industry giants, including the famed Ford Modeling Agency. Called "The Night Gallery," the showcase was an opportunity for the models to show what they were all about, said Merriman, who staged the event.

From there, the rest is history.

After visiting several agencies in New York, Hailey ultimately signed with the Ford Modeling Agency's Women's Division. Model Team acts as her booking and consulting agency.

Soon the jobs started pouring in - a YM fashion show, two runway shows for **Nautica,** Italy's Amica magazine, Seventeen, Twist and the anti-smoking television campaign.

"It's really fun, but it's really a lot of hard work," Hailey admitted. "It may look glamorous, but it's not."

Trips into New York and elsewhere for jobs create a juggling routine for Hailey - homework, modeling, school activities, after-school job and, of course, chores.

Hailey makes her bed every morning, helps around the house, banks her modeling money and uses her fast-food job money for daily expenses.

"I don't want other people to do for me, I want to do for myself," she said. "I don't want to be going to my parents to have them buy me this or that, and so that's why I have a part-time job."

The modeling money goes into a separate account for "important" things, such as a college education.

"I have every intention of going to college," said Hailey, whose favorite high school course is social studies. "And that's what that money is going to help me do - pay for my education."

Although she describes herself as shy, Hailey's mother, Petra, sees a different side to her youngest child.

"Hailey's a very level-headed person," Mrs. Steyn explained. "She has a sweet, genuine spirit. She cares about her family and she cares about her friends. The modeling really hasn't changed her at all."

Part of that has to do with her family, Hailey acknowledged, and part has to do with the group of friends she hangs out with.

"They don't let me get away with anything," Hailey laughed. "I have a best friend who will say things straight out to me. She's not afraid to speak her mind."

Little by little, students at her school are learning a little more about what she does in her spare time. She told close friends about the runway shows. More people heard about her foray into the contest world.

"It's not like you go up to people and say, 'Hey, I was in the top 15 of the (national finals of the) Ford Super Model of the Year Contest.' That's not who I am," Hailey said. "But some of my friends told other people and then some of my teachers heard about it."

While nerve-racking, the competition was a "once-in-a-lifetime" kind of experience.

"I just did it; I really didn't think about," Hailey said. "I took it seriously, but wasn't too serious about it. I wanted to have fun - and I did. I met some really great girls and I stay in touch with some of them."

Things might change slightly for Hailey once the TV commercial starts airing on Sunday, and Amica magazine hits the newsstand in the next week or so.

"I don't like a lot of attention," Hailey admitted, "and some people mistake my shyness for being stuck-up. That's just not the case, that's not who I am."

Who she is, she said, is just another teen who likes to listen to music, hang out with friends and indulge, every once and in a while in a piece of chocolate.

"I like who I am," she said. "I'm comfortable with how I look. And when I get turned down for a job, I don't take it personally. It's not me they're turning down, but rather that I'm not the right look for the job. So be it."

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Barneys to Open Outlet Store in Dallas DNR January 31, 2001

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DNR

January 31, 2001

SECTION: Vol. 31, No. 14; Pg. 13; ISSN: 1041-1119

RDS-ACC-NO: 02757954

LENGTH: 98 words

HEADLINE: Barneys to Open Outlet Store in Dallas

HIGHLIGHT:
Barneys New York is about to open 6,900 sq ft outlet in Dallas, TX, raising its outlet total to 11 units another outlet is planned for Leesburg, VA, shortly

BODY:
ALLEN, Texas -- Barneys New York will reenter the Dallas market with an outlet store at the Allen Premium Outlets here this weekened.

Barneys closed a full-price store at Dallas's NorthPark Center in 1997.

The 6,000-square-foot outlet will carry men's and women's apparel and accessories at 30-50 percent off regular price. Other high-end retailers at the center include Polo, Tommy Hilfiger, **Nautica** and Kenneth Cole.

This will be Barneys' 11th outlet and there are plans to open another outlet Leesburg, Va., on March 17. There are also seven full-price stores and one Co-op.

TYPE: Journal; Fulltext

JOURNAL-CODE: DNR

LOAD-DATE: February 12, 2001

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OUTDOOR SPORTSWEAR CAN ACTIVATE RETURNS The New York Post February 5, 2001, Monday

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The New York Post

February 5, 2001, Monday

SECTION: All Editions; Pg. 038

LENGTH: 788 words

HEADLINE: OUTDOOR SPORTSWEAR CAN ACTIVATE RETURNS

BYLINE: EMILY LAMBERT

BODY:
IS your portfolio active enough?

When Americans dissed desk culture, outdoor sportswear companies stepped in. Now some of those companies are styling the masses, and their stocks are on a massive upwards run.

In the past year, Columbia Sportswear Co. has jumped a whopping 183.59 percent. Timberland has risen 205.41 percent. **Nautica** - a more fashion-oriented company with a sportswear bent - is up to $19.25 from $11, or a respectable 108.11 percent.

On the other hand, many fashion companies haven't done as well. Guess is down 69.38 percent. Gucci is down 13.27 percent. Until Donna Karan announced her buyout, her company's stock was down 25 percent.

So while the fashionistas crowd into the tents at the 7th on Sixth shows in the next two weeks, smart investors will be ignoring the shows and their hype in favor of down-to-earth outdoorswear stocks and their to-the-heavens gains.

"In general, if you look at it, the outdoor casual sportswear companies have been picking up simply because of a taste shift," said John Taylor, sporting goods analyst at Arcadia Investment Corp.

But it's more than a fad. A cultural change, several years in the making, is towards "more individual types of sports and attitudes," according to David Campbell of Merrill Lynch.

After all, Taylor pointed out, "even Morgan Stanley allows people to dress business casual every day now."

And for some, even business casual can be too confining; think sweats or jeans.

"I think people got Gapped out," said Michael Shea, at D.A. Davidson & Co. "Athletic footwear in general is doing better because of the move towards denim and away from khaki. That's got to be part of the equation."

Urbanites are in on the action. New Yorkers have been seen navigating the concrete jungle in hiking boots and fleece jackets.

Several companies leading the charge are out of shareholders' reach. Eastern Mountain Sports, Patagonia and L.L.Bean, which sell outdoor gear as well as apparel, are privately held. REI (Recreational Equipment

Inc.) is co-operatively owned by its members.

But investors can get a crack at Timberland, traditionally a footwear company that's branched out into apparel. Analysts praised its strong fundamentals, good management and new products. Campbell said Timberland's new products account for 40 to 50 percent of its incremental revenue growth, more than double what they accounted for a few years ago. Lee Backus of Buckingham Research said the company's apparel lines are taking off, and several offerings on its expanded boot line - including its "work casual" boot - have proven to be very popular.

Portland, Ore.-based Columbia Sportswear is another favorite. Its foundation is outerwear, but it has been expanding its footwear and sportswear divisions. Outerwear demand has been unexpectedly strong, and Taylor said the company has had "minimal closeouts and minimal moves to push end-of-season goods through."

And analysts said Columbia has made some good investments. Among them, it bought bootmaker Sorel last year for a steal, almost doubling its footwear business overnight. It paid $8 million for the bankrupt company, which Shea said had about $60 million in revenues last year.

Both Timberland and Columbia have been aided not only by changes in taste but also by (what has become) unusually cold weather - and by the disintegration of The North Face, a popular brand that proved the "outdoorsy" label is no guarantee of success. It was bought up by VF Corp., home to Wrangler and Lee.

Both Timberland and Columbia Sportswear reported strong earnings last week.

The Big Three sportswear companies - Nike, Adidas and Reebok - have also been helped by a dress-down, although its effects may have been diluted. Campbell said an increasing focus on outdoor sports and fashions has drawn interest away from team sports, which are the Big Three's bread and butter.

Backus stressed that there's more behind the successful companies than Americans' fashion sense. And, he said, other solid, more traditional fashion companies are also benefiting from casualization - but they haven't yet attracted the same level of investor attention that Timberland has.

Kenneth Cole, for example, was at $29.25 in January 2000 and is at $38.63 now. Ralph Lauren has jumped from $17.44 to $24.30. Backus said Columbia and Timberland are great companies pretty well valued, while the others could be more of a bargain.

"Ralph Lauren certainly makes suits and dress shirts, but the majority of their line is casual sportswear," he said, adding that not everyone brings the outdoors inside. Even now, "a person is more apt to wear Kenneth Cole or Ralph Lauren to the office."

LOAD-DATE: February 5, 2001

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WAKE UP AND SMELL THE CHOICES Lexington Herald Leader (Kentucky) February 8, 2001 Thursday FINAL EDITION

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Lexington Herald Leader (Kentucky)

February 8, 2001 Thursday FINAL EDITION

SECTION: FASHION; Pg. 7

LENGTH: 207 words

HEADLINE: WAKE UP AND SMELL THE CHOICES

BYLINE: Herald-Leader Wire Services

BODY:
The old traditional gift of perfume or cologne for your sweetheart doesn't have to be old or traditional because several new fragrances and creative packages are on the market.

Among the choices are:

* Escada Tropical Punch, a fragrance fueled by exotic fruit scents and hibiscus.

* Naomi Campbell Fragrance, with floral top notes, fruity middle and a sweet, amber base.

* Manhattan, a soft musk scent customized by actress Kristin Davis; Savoir Faire, an ocean-mist fragrance by Allison Janney; and Wild Flower, a mix of roses, raspberry and violets by Daisy Fuentes. Proceeds benefit the American Heart Association; available exclusively from Reflect.com.

* DKNY Energizing Fragrance Oil, to use on the body, in the hair, in the bath or to scent drawers.

* **Nautica** Latitude Longitude, which is packaged in a Splash Essentials gift set with a 1.7-ounce spray, a 6.7-ounce body wash, and travel-size containers of after-shave gel and cleansing scrub.

* L'Eau d'Issey and L'Eau d'Issey pour Homme in heart-shaped, steel cases with miniature bottle of fragrance inside. Also available for Le Feu d'Issey and Le Feu d'Issey Light.

* Elizabeth Arden Green Tea Intense Eau de Parfum, which promises uplifting and feel-good benefits.

LOAD-DATE: November 2, 2001

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NEW YORK 2001. Daily News Record February 9, 2001

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Daily News Record

February 9, 2001

SECTION: Pg. 6 ; ISSN: 1041-1119

IAC-ACC-NO: 70497370

LENGTH: 706 words

HEADLINE: NEW YORK 2001.

BODY:
The first day of men's New York runway shows didn't exactly rock fashion's world. On the heels of the Parisian dramas, American designers played it simple, safe and salable for fall 2001.

Nothing was risky, even denim behaved itself. The American trend is no trend, just personalized style -- which can be a good thing.

But don't mistake the serene for a want of vision. Companies like **Nautica** and Tommy Hilfiger have to play their best hand for fall if they want to recapture the fleeting affections of retail and Wall Street. Both wisely capitalized on their strengths -- Tommy continued to wave his preppie flag, while David Chu championed outerwear as the piece to build a man's wardrobe around.

Nautica turned out one of its best shows in seasons, combining the rugged with the refined. Chu was involved in every step of the runway show and it showed.

The designer handpicked pieces from his luxe-based **Nautica** Europe line to combine with tailored clothing, jeans and functional outerwear. What made the show stand out was how it was styled to how real men dress without losing runway polish. A long shearling duffel coat was worn over a jeans-jacket and felted wool pants; a peacoat-inspired sport coat was paired with a chunky turtleneck and wool pants with topstitched pockets and adjustable cuffs.

For once, models looked at home in these clothes. And it was nice to see a show about strong, real clothes -- not a flight of fancy, a women's wear afterthought or a half-baked presentation thrown together to get press assembled.

Without **Nautica** Enterprises, men's runway wouldn't really exist this season. Indeed, **Nautica and Nautica**-backed John Varvatos are among the few men's names that pop out on the anemic Mercedes-Benz Fashion Week roster.

And all the accolades Varvatos has garnered in the last year has fueled -- competitively, or friendly we don't know -- Chu's design talent and attention to detail.

Tommy Hilfiger pulled together a tight representation of jeans and sportswear that reflected his renewed design philosophy -- create what you do best and stick with it. The overdone, too trendy pieces of seasons

past have been replaced with classic, modern sportswear.

However, classic does not mean hackneyed. Painted suede shirts, rugby shirts and Nantucket-like pinwale corduroys with the most discreet logo made straightforward sportswear look good-boy sexy. Very student council president.

Stripes, paisleys and leathers found their way into layered sportswear. A fine-striped turtleneck was worn under a bolder-striped suede shirt, while a zip-front sweater with a perforated leather inset was combined with a camel hair blazer and velvet pants printed to look like a donegal tweed.

Tommy Jeans had a youthful, all-American look, but it was not exclusive to the young-only. These were pieces for any regular guy.

Smartly, Tommy didn't leap on one denim trend and overplay it -- the look for fall is any wash and available in any fit that suits a man's style. Workwear, rock-and-roll and classic Western Americana all inspired this season's jeans in a subtle way. Tommy pulled everything together from disparate edges of pop culture and was able to create a concise theme that looked natural and easy.

"The jeans are eclectic," said Hilfiger, who sold his preppie point by wearing his father's repp tie to his fashion week presentation. "It's about a man interpreting them in his own way — in his own colors and the way he likes to live."

Ron Chereskin, too, borrowed from the modern idea that classic tailored clothing and sportswear can live together happily and look good. He was right in some instances, and very wrong in others.

First the right. Chereskin deftly paired his sportswear looks, like luxe shetland sweaters with distressed suede pants or a fair-isle sweater with clean white denim pants. But sweaters have always been Chereskin's strong point.

The designer fell short when pairing sport coats with sportswear. The jackets were ill-fitting and looked uncomfortable on the runway.

And when making a first, strong, formalwear statement -- stick to it. Mixing formalwear pieces with liquid leather jeans and velvet is a bit premature.

IAC-CREATE-DATE: February 16, 2001

LOAD-DATE: February 17, 2001

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CITY SLICKER The New York Post February 10, 2001, Saturday

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The New York Post

February 10, 2001, Saturday

SECTION: Late City Final; Pg. 015

LENGTH: 56 words

HEADLINE: CITY SLICKER

BODY:
""

GRAPHIC: Fashion, not rain, was in the forecast yesterday at Bryant Park as models - this one wearing a yellow slicker by **Nautica** - kicked off the fall 2001 New York Fashion Week shows. The Post will have a full report of the men's shows tomorrow, and complete coverage of the women's shows starting Monday.N.Y. Post: David Rentas

LOAD-DATE: February 12, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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Menswear of Every Stripe; From Varvatos, a Seamless Blend of Masculine and Chic The Washington Post February 12, 2001 Monday

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HEADLINE: Menswear of Every Stripe;
From Varvatos, a Seamless Blend of Masculine and Chic

BYLINE: Robin Givhan, Washington Post Staff Writer

DATELINE: NEW YORK

BODY:

Nowhere has the conundrum of running a profitable fashion company been more evident than in the fall 2001 menswear shows. It's a stretch to even call it a seasonal preview, since it only lasted three days -- Thursday to Saturday. And some of the more influential companies -- such as Calvin Klein and Ralph Lauren -- did not participate. For menswear, Klein has given up New York for Milan and Lauren prefers not to present his men's collection on a runway. Other designers did not show because they are going about the exhausting task of trying to find financial backing to keep their businesses afloat.

Yet despite all of that, this season was rich with wearable, elegant and bodacious menswear. Afro-British designer Ozwald Boateng offers proof that men can wear colors such as lavender and chartreuse and still appear masculine, reliable and professional. Joseph Abboud and John Varvatos explore earthy textures and the muted tones of the forest, the desert and the sea. John Bartlett links clothes to the emotions. And Sean "Puffy" Combs proves that bad publicity and the allure of tight security can fill the house like nothing else.

It would be an exaggeration to call this a Golden Age of menswear, but it certainly represents a bright, shining and unforgettable moment.

Perhaps what makes this seem like such an optimistic time for men's fashion is the rise of Varvatos. He has been in the menswear industry for years, but he has only recently launched his own collection. His is the sort of clothing that attracts a variety of men with its easy cuts, its luxurious fabrics and the confident styling that is both of-the-moment and timeless. His simply cut camel car coat could just as easily be worn by an investment banker, an advertising executive, a senator or a survivor of the dot-com wars. The beauty of it comes not from elaborate cuts and distracting details but rather from the elegance of the fabric

and the way it drapes across a man's shoulders.

The clothes are manly in a way that has not been chic in recent years. The garments celebrate muscles and broad shoulders -- the lean sort achieved by those with a devotion to the gym. But they are also kind to the physique of a man who gives up his bench press time to put in a few extra hours at the office.

Varvatos's collection is filled with touchable items such as chocolate brown suede trousers and fitted ribbed sweaters. His coffee-brown striped suit is reserved but slightly eccentric. It has the look of a treasure one might discover hidden in the back of grandfather's closet. And his shearlings have the impact of luxury without the weight of ostentation.

Varvatos inhabits that elusive ground where restraint meets indulgence, gay meets straight and fashion savvy is indistinguishable from effortlessness.

John Bartlett celebrates manliness. He always has. He has analyzed its many facets, from the way in which the feminine informs the masculine to the hyper-masculinity of Tom of Finland's sketches of burly woodsmen. But he always seems to come back to the idea of man as protective, heroic, brave and vulnerable. That is, man as soldier.

Bartlett didn't stage a formal runway presentation. Instead, he created a living tableau -- a makeshift army hospital -- in his showroom. Models lay on cot after cot in a darkened room. A single, low-wattage bulb illuminated each immobile man. Overhead lights flashed on and off, in sync with the hypnotic, desperate wheezing of a respirator. The effect was of a walk through battlefield triage. And if a model should move suddenly or if his eyes should flicker open, there was a sense that one had intruded. That one was caught in a moment of voyeuristic embarrassment shamelessly admiring these wounded young men.

But one was forced to stare, to wait patiently for the next flash of light just to determine if the stripes on a red ribbed sweater were woolen or suede or perhaps leather. (They seemed to be suede.) Belts and waist wraps were modeled after elastic bandages that might stabilize broken ribs. Woolen trousers had large cargo-style pockets. Heavy navy coats had sturdy metal buckles. Sweaters were heavily ribbed or adorned with a buckle or a camouflage lining or some other reference to a uniform.

It was impossible to discern how these clothes might drape, since all the models were stretched out face up or face down and some were completely covered by one of Bartlett's army blankets. From a practical standpoint, that was certainly frustrating. But it was also clear that this was not a collection about silhouette as much as it was of details -- the pin-tucking in a shirt, the industrial zipper on a pair of leather trousers or the covered buttons at the hem of another pair of pants.

Bartlett says he has lost his fervor for fashion shows -- never mind how financially draining they can be for a cash-strapped company. (He is not designing a womenswear collection for fall 2001. Instead, he's taking the season off to reorganize and find a financial backer.) "I just wanted to do something different," he says. "I've been inspired by art lately and we've been talking about doing something like this for years."

Joseph Abboud has also given up on fashion shows -- at least for a while. And while he did not dabble in installations or happenings, he organized a cocktail party. And while loft space and sober musings might reflect the point of view of Bartlett, flowing champagne and the cool sex appeal of his co-host, actress Kim Cattrall, is more in keeping with Abboud's devotion to glamour. "Men are getting dressed again," he says. "This whole casual thing, I think it's done." It is a wish as much as an observation.

So there are his men in their shades of camel or forest green and their mixture of tweed and moleskin and wool and suede. The two-button suits and the turtlenecks are not particularly flashy or the sort of pieces that turn up on the covers of magazines with buzz. But they are luxurious and elegant and slightly formal, and now as dot-coms are going bust and President Bush is proclaiming the White House a more formal place, the clothes seem just right.

In the midst of so much formality and restraint -- testosterone wrapped in cashmere and tied off with a silk

four-in-hand -- one wonders what became of the urban movement, that hip-hop, logo-driven, attitude-laden style spawned by black men that has dominated these runways in past seasons.

It has grown up. Matured. Gotten smarter and more mannered. Marc Ecko of Ecko Unlimited has blended African chic with American street and preppy reserve to emerge with a style that included navy blazers with skull-and-crossbones crests and torn argyle polo shirts. Fabrics with patterns inspired by mudcloth have been transformed into shirts and trousers that have been piled onto the body in the manner of a global nomad.

Tommy Hilfiger has turned in his street credentials -- they were really just on loan, after all -- and gone back to a preppy aesthetic. David Chu at **Nautica** is focused on giving customers more of the reassuring sportswear that already hangs in their closets: toggle coats, worn-out sweaters, cargo pants.

The black man's urban athlete persona has been traded in for the black man as object of glamour. Designer Ozwald Boateng offered a British take on this high-wattage style by applying Savile Row tailoring techniques to his mod silhouettes and his acid color palette. Why is it that purple suits or chartreuse overcoats always seem to have a pimpish look? Most likely because they're poorly made. Rarely does a master tailor apply his techniques to suits the color of a fresh clementine.

Boateng does. His devotion to traditional British tailoring lends soothing gravitas to his chartreuse windowpane one-button suit. He lines his black evening suits with violet satin. He keeps the cut lean so there's never too much purple wool flopping about. And he keeps the styling conservative. Who needs double-wide lapels when those very lapels are the color of a ripe raspberry?

The finale to the menswear shows here was, for all intents and purposes, the runway presentation of Sean John, the line from Sean "Puffy" Combs. They say there is no such thing as bad publicity. And indeed, the media attention devoted to Combs's trial on charges of gun possession and attempted bribery only increased the interest in his show, which was also being broadcast live on cable.

There are no official records on this topic as far as we can tell, but one could probably safely assume that the Sean John show may represent the first time that a designer's criminal defense attorneys occupied front-row seats -- Johnnie Cochran and Benjamin Brafman attended Combs's presentation. As for the specter of the trial hanging over the Saturday night show, "It's an interesting time. Ben and I are very supportive of him. That's why we're here," Cochran said. "But we still worked today!" (One assumes the fashion show hours were not billable.)

Combs proved he is an unflappable showman. His video screen backdrop flashed New York street scenes, historical civil rights movement footage as well as bits of performances from folks such as the Notorious B.I.G. His musical medley pumped up the enthusiasm and offered a reminder of just how he managed to build a multimillion-dollar music empire.

And the clothes. There were dark baggy jeans with matching jackets; bleached-out denims with suede patches; sequined muscle T-shirts with the images of Notorious B.I.G., Jimi Hendrix and others. There were navy pinstriped suits bearing the Sean John label as well as dress shirts and ties.

But what distinguishes this line is the fur. The models -- wrapped in pelts of every variety, shape and color -- looked like trappers stalking in from a fresh kill. Lynx trailed from beneath denim jackets; brawny shoulders were wrapped in fox stoles; a pair of fur pants hung tauntingly low on a naked torso. Indeed, fur trousers seem to be a staple in the Sean John line.

Who will want to wear these ostentatious shearlings and sheared mink bathrobe coats? Most likely those folks who aspire to the champagne-swilling lifestyle in which no person, no indulgence is farther than a beeper or cell phone call away. The point of all of this excess is to brag about new wealth, the ability to buy anything, to go anywhere, to do anything. It is a glorification of the black man as glamorous, powerful, wealthy, celebrated.

Those simple elements were cheered in overt and ironic ways. A white model offered a black power salute and another white model's torso was covered in the graffiti message "black power." Essence magazine was elevated to the front row. A rapper on the show's soundtrack asked, "Why do I call myself nigger?" just before black men stormed the runway in Wall Street banker suits, thus confronting a stereotype and deflating an epithet.

One couldn't help but marvel at the showmanship, the skill and the intelligence of Combs. Was the fashion worth applauding? Well, no, not really. Because what was truly wearable -- the jeans, trousers and suits -- wasn't particularly notable. And well, what man really wants or needs a floor-length mink kimono?

By the end of the presentation, when Combs emerged to take his bows dressed like a recent Ivy League graduate in a navy sweater pulled over a white shirt, you could at least fathom why he received a standing ovation from his admirers. Everyone else, you assume, just found the show entertaining.

The last image on Combs's screen was a quote from Maya Angelou: "You may trod me in the very dust, but still like dust I'll rise." Combs waved to the audience, hugged his mother and retreated backstage.

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STYLE FILE; FASHION & FITNESS;FALL 2001 MENSWEAR;NY fashion week ***N****ewsday (New York) February 12, 2001 Monday*

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SECTION: PART II, Pg. B10

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HEADLINE: STYLE FILE;
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NY fashion week

BYLINE: By Francine Parnes; Francine Parnes is a freelance writer

BODY:

WHILE most men haven't a clue what they're going to wear tomorrow, designers have already figured out how guys will dress come fall.

Males bent on looking up-to-the- nanosecond might slip into Wall Street-worthy pinstriped suits with pocket squares-but crank up the cool quotient by adding heavy black combat boots. Or perhaps the man of style might reach for a suit in screaming green, or with enough sparkly metallic thread to light up the night.

But wait. After three days of menswear shows in and around Manhattan's Bryant Park, it's clear that fall also will usher in plenty of reality- grounded, easy styles that don't walk the wild side or scream "trend." The season brings rustic textures, be they softly constructed tweed sport jackets or the ubiquitous corduroy suit; any color as long as it's an earth tone, and cozy clothes including chunky sweaters handknit with matching scarves.

But for entertainment value, the must-see show (which plenty of people did see, since it was televised live Saturday night) belonged to Sean Combs, better known as "Puffy." Although the rap mogul's news coverage lately has had more to do with the courtroom where he's standing trial on gun-possession and bribery charges than the runway, he is the chairman and CEO of a hip-hop fashion company called Sean John (his first and middle names). Playing to an audience that included Busta Rhymes, Faith Evans, Bobby Brown, Steven Baldwin, Tina Louise and Combs lawyer Johnnie Cochran, Combs sent out business suits with combat boots and bandannas tied at the ankles, underscoring his theme of "Revolution." Make that a rich revolution, where rebels wear military dog tags studded with rhinestones. After all, when you drop nearly $1 million on a show, including $60,000 on brushed-metal invitations, it's only natural to show $28,000 genuine alligator jackets and denim shirts with inside pockets for the necessary cell phone.

"For some of the stuff, we'll see if people have the heart to wear it," said Combs backstage after his extravaganza, which included bare-chested models dripping in long mink coats. "To put some of it on, you can't be scared. You've got to have ...chutzpah."

Designer John Varvatos seems to have one foot in the world of fine tailoring and the other in rugged country looks. His chocolate tweed suits, hooded sweaters with elbow patches and antiqued leather belts coordinated with his rustic wooden runway crafted from 200-year-old floorboards from Vermont.

Touchable textures likewise fuel fall. Handknit sweaters in oatmeal shades "bring us back to traditional roots in America," said Ron Chereskin. His $150 to $350 turtlenecks and crewnecks are made individually on big looms by New York-area knitters.

The military mood isn't retreating anytime soon, judging by distressed leather bomber jackets, pea coats and BCBG's calf-high military boots- with pants tucked in. And there are still plenty of big-pocketed pants in a number of collections, meaning you don't need to rotate your cargo pants to the back of the closet yet. Also with a military feel: Varvatos' sweeping coats with 6-inch-wide cuffs replicated from a 1930s moth-eaten military coat he unearthed at a London flea market.

Designer John Bartlett likewise thinks "the most chic and elegant men's clothes come from military uniforms because the details are so functional, while the designs have authority, masculinity and power." His military-like blankets with old army stamps are worn as serapes with matching belts. In a dramatically disquieting presentation, Bartlett showed his line of combat-influenced clothes on models laid out on military cots in a barracks-like room with bleak lights.

David Chu, designing for **Nautica,** is inspired by naval notions. His yellow hooded rain jacket, a "foul-weather ocean breaker," is seaworthy yet stylish, matching his taxi-yellow laces on hiking boots.

Besides military men, the shows revealed another American archetype, the prepster. Tommy Hilfiger reprises the rugby-shirt-and-penny-loafer squadron in a collection that brings to mind that Ivy League anthem "Love Story" (which he just happened to have passed around to his design team).

Showing in a room aptly named the Education Center at the clubby Morgan Library, Hilfiger returned to his roots (well, a short stint at Cornell, anyway) with argyle sweaters and varsity jackets emblazoned with a maroon "H"-that would be for "Hilfiger," not Harvard.

Hilfiger smartly stayed the course of his $1.9-billion wholesale empire with the sort of clothes that first made him famous. "When you think of college campuses from the '70s, full of tweed blazers and shetland sweaters, people cared about the way they dressed," said Hilfiger, looking pretty preppy himself in pink shirt, striped tie, navy blazer and green cords. "Now it's so nonchalant and relaxed, it's a different world."

Just when men think they've mastered casual dressing, designers like Joseph Abboud begin predicting that the pendulum's swinging back.

"With the demise of dot-coms, the days of men thinking they would stay home making fortunes in their slippers and bathrobes are over," said Abboud. "I had lunch at the Four Seasons the other week, and it looked so refreshing to see all these power brokers and image makers observing style in dark tailored suits, crisp dress shirts and simple ties."

Abboud's "dressed-up sportswear" includes camel hair suits that look office-worthy with a same-color cashmere turtleneck. "Men shouldn't think of their suits as a suit of armor," he said. "The suit is a terrific sportswear opportunity to dress up or dress down."

You don't even have to choose between a turtleneck or a shirt and tie. If you're a fan of designer Gene Meyer, you wear both together. Scoring points for offering the latest look you didn't know you needed, Meyer layers stretch turtlenecks under dress shirts with striped neckwear. Well, it does show a spin on the regulation business uniform.

Novel fabrics, likewise, lend an update to mainstays of menswear. It takes a bit of confidence to wear one of the season's velvet jackets, a bit more to carry off a suit in cranberry satin or all-over metallic from BCBG.

When it comes to colors, there's more to fall than black and gray. Savile Row designer Ozwald Boateng, who has outfitted Mick Jagger in lime green or purple suits costing upward of $3,000, rolls out impeccably tailored British suits in a blaze of pink, orange, mustard and acid lime.

"Color is just a tool I use to revitalize something that is old and traditional," said Boateng.

GRAPHIC: 1) Newsday Photo / Bruce Gilbert - Gene Meyer's variation on the shirt-and-tie theme. 2) Newsday Photo / Bruce Gilbert - David Chu for **Nautica's** foul-weather hooded jacket. Photos by James Patrick Cooper - 3) Above, slick leather jacket with textured turtleneck by Max Azria for BCBG. 4) At right, and knit textured crewneck and scarf by Ron Chereskin. 5) From Tommy Hilfiger's collegiate collection, a down jacket with striped knit trim worn with a striped log rugby shirt and khaki pants. 6) At Sean (Puffy) Combs' Sean John show Saturday, boots complement a three-piece suit. 7) Newsday Photo/Ari Mintz - Above, John Varvatos' military-style coat was modeled after one he found in a London flea market. 8) Photo by Rover Spencer - At left, dressed-up sportswear at Joseph Abboud includes a zip-front sweater worn wit shirt and tie.

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New York opens achingly chic Fashion Week: Hilfiger leaves ethnic look behind in favour of tradition The Vancouver Sun (British Columbia) February 13, 2001 Tuesday

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HEADLINE: New York opens achingly chic Fashion Week: Hilfiger leaves ethnic look behind in favour of tradition

BYLINE: Virginia Leeming

SOURCE: Vancouver Sun

DATELINE: NEW YORK

BODY:
Let the oohing begin. From an exhibition of Marilyn Monroe's personal belongings to All-American Boy Tommy Hilfiger's ready-to-wear show, New York's achingly chic Fashion Week got under way to a flurry of praise.

"Tommy's soooo wearable," declared Phillip Bloch, stylist to stars such as Courtney Love, Jim Carrey and Halle Berry, at the arrival of Hilfiger's signature collection and his Tommy Jeans line at The Hudson Library at 36th Street. Bloch was head to toe in Hilfiger, natch -- jeans with frayed edges and a big puffy jacket with a copper zipper, from the last collection. "I love the frayed edges. Aren't they great? It would take me years to get them like that," he giggled.

Hilfiger himself explains that the jeans range is aimed at young men with active lifestyles who board, skate, listen to music and want to express themselves as individuals. But he hopes that the jeans wearer will eventually graduate to the classic look in his sportswear line, designed for more mature, slightly more sophisticated individuals who may be married, secure, and who love classics.

After a pummelling on the market and shrinking sales, Hilfiger is leaving the ethnic look to others, while he serves up what he knows best -- classics with a twist. Using colour to punch up a look, he adds maroon stripes to grey and navy, combines navy, burgundy, tan in a layered outfit for an eye-pleasing effect.

Jim Moore of GQ, who thought it was a fantastic range, noted that Hilfiger has gone back to his roots, the all-American look he began with before branching out into the baggy clothing adopted by hip-hop kids and black urban shoppers. Orange showed up on several outfits as an accent. Of course his signature red, white and blue combos, which reflect the star-spangled banner are still in evidence. "Sometimes I think it's hard for men to accept colour, but the way he does it, it is weathered," said Moore. "It's weathered barns and Nantucket," he added, nostalgically.

Hilfiger later expanded on this East Coast theme. Where are all the colour combinations coming from, I

asked. "I love colour, so it's easy to put colour into the collection," said Hilfiger. What about the orange Hs embroidered on to the classic pants, or the little crests on another style? "That's very Nantucket, very traditional, very New England," he said, adding that people dress like that during summer in holiday resorts on the East Coast.

Asked about the reflection of his roots in the new collection, he said, "I think they (customers) want change but they are afraid to change. We have to bring them in slowly but surely to get them into a colour, a trend, a new look." Highlights of the autumn line include varsity jackets, waxed leather jackets, cargo pants, hooded jackets, T-necks, and suede shirts. Multicoloured scarves give a dashing finish.

David Chu's **Nautica** collection and Everett Hall's signature line both looked great on the runway in the tents set up at Bryant Park. Chu presented nautical-inspired looks meant for the streets, rugged styles in smooth colours. Consider ice grey and ash grey teamed with off white. Silver grey and off white with a dash of orange, stone with off white. The pieces, including hooded jackets, shearlings, wool flannel trousers, cashmere sweaters and pea coats, were ideal for any sophisticated wardrobe, but never uptight. Lots of layering shown here, too. Unbuttoned style.

Although Hall also has some unbuttoned looks -- for instance, he likes coloured T-necks with many of his broad-shouldered jackets and suits -- he excells at tailoring. Luxury is his signature, cashmere, camel hair, silk and woollens that reflect their European origins. Chalk stripes in lilac, aqua or burgundy contrasted on grey wool used in tailored pieces. Shirts or T-necks in the same colours tied the look together.

Hall's customer list includes high achievers in many walks of life; Nelson Mandela, Stephen Baldwin, Sugar Ray Leonard, and Maury Povich among others.

A trip uptown to Sotheby's famed auction house was a prefect way to finish off a day in the Big Apple. The 10th floor was devoted to display cases containing mementos sent by Marilyn Monroe to her half sisters Bernice and Mona Miracle.

It was a touching and nostalgic look at the private side of this film icon. A case of junky costume jewellery, nude calendars and signed photos of the star were reminders that her life was not just on the silver screen. Her eyelet wedding dress shown in a black and white photo with first husband James Dougherty in 1942 was long to the ankle. But the dress itself on a mannequin was cut short, to be worn again, a practical move for the not-yet-successful young woman who broke into modelling by posing for department store ads. A spectacular sequined long dress in gold reminded us of her more glittering side.

The auction on Sothebys.com ends March 1.

GRAPHIC: Color Photo: Richard Drew, Associated Press ; Designer Tommy, Hilfiger poses with models from his men's Fall 2001 collection. ;, Color Photo: Suzanne Plunkett, Associated Press ; Ariel wears a, black parka over a black turtleneck at the **Nautica** Fall 2001 fashion, show. ; Color Photo: Suzanne Plunkett, Associated Press ; ...James, wears a grey shearling coat over an off-white cashmere cardigan with, a grey wool pant.; Color Photo: Suzanne Plunkett, Associated Press ;, Ryan wears a yellow jacket over a navy sweater with a navy pant and, ...

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Designers highlight comfort, ease for men this fall San Jose Mercury News February 13, 2001, Tuesday

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HEADLINE: Designers highlight comfort, ease for men this fall

BYLINE: By Mary Gottschalk

BODY:
NEW YORK _ As the fall 2001 men's fashion shows wind down and the women's collections begin, it's clear there are shows about clothing and one about image.

Sean "Puffy" Combs is garnering most of the publicity, but few men are going to feel comfortable walking around in a floor-length scarf made of coyote skins, and rare is the guy willing to wear knickers made of curly lamb.

Combs, who took time out from his trial on gun possession and bribery charges to stage a show of his Sean John label, did include some suits, shirts and ties. However, the wearable clothes were overshadowed by a soundtrack filled with obscenities and racial slurs, as well as a video whose scenes ranged from civil rights protests to Combs' girlfriend, Jennifer Lopez, frolicking on the beach and massaging herself on the sand.

Combs himself skipped his usual runway look of full-length white mink coat and mounds of gold and diamond neck chains in favor of slacks and a crew-neck sweater over an open-collar white shirt.

Other designers with broader appeal are offering up clothes that are both comfortable and warm for fall. Think turtlenecks, full and easy shapes, cozy sweaters and jackets in suede, leather and fur.

In casual clothing, pants are loose, bordering on the baggy in some cases, and often in corduroy or denim. Cords come in narrow pinwales as well as more familiar widths, and are in almost every collection. Tommy Hilfiger's are in caramel and ivory, Ron Chereskin offers them in burgundy, Gene Meyer likes pearl and white, R. Scott French offers them in black and Salvatore Cesarani has them in dark aubergine.

Alternatives include wool flannels from David Chu for **Nautica** and Joseph Abboud, cotton moleskin and suede from John Varvatos, cashmere from Meyer and Everett Hall, and traditional black leather pants in several collections. Cuts are either straight or full, and many casual pants have cargo pockets or carpenter pant details.

Sweaters, particularly textured hand knits, are popular. There's a smattering of sweater vests, including some Fair Isle and plaid patterns for casual wear. Jackets are dominated by parkas, pea coats and suede shearlings, with military and motorcycle looks thrown in for good measure. Overcoats remain traditional in cut and are mainly in wool. Zippers are used on many sweaters and jackets.

Turtlenecks are plentiful in both casual and dress. With jeans, they're worn under shirts, often turning shirts into jackets. Turtlenecks are also being shown with suits, giving a casual touch while remaining professional-looking. Hall showed more of his dress suits with turtlenecks than he did with shirts and ties.

Single-breasted suits range from boxy to semi-fitted with a high gorge and some peak lapels, mostly with two and three button closures. The newest look is placket jacket fronts, hiding the buttons. For the man looking to make a real fashion statement, Hall has some placket-front suits with peak lapels and asymmetrical closures. French also offers some asymmetrical jackets and coats, which offer an almost double-breasted silhouette.

Suit pants are also cut straight and loose. The question of cuffs is about even. Cesarani cuffed every pant in his show except his cords, while Abboud cuffed none.

Suiting fabrics include traditional dark solids and pinstripes with some interesting color and pattern combinations. Hall puts a deep burgundy pinstripe on a midnight blue three-piece suit, and his glen plaid sport coat combined with houndstooth pants work beautifully because of the pattern proportions and identical navy shadings.

British designer Ozwald Boateng, showing his Bespoke Couture label for the first time here, makes dramatic color statements with a lime-green suit with purple besom pocket trim and purple elbow patches on an orange jacket. For men too shy for such bold statements, Boateng also has impeccably tailored suits in dark tones. One of his fans is actor Dylan McDermott, who wears his suits on "The Practice" and attended the show.

Meyer, known for his creativity with color, also takes a flashy turn with lime-green cracked leather in a choice of blazer or pants, which he wisely did not combine on the runway. At BCBG, Azria infused cranberry wool blazers and jackets with sparkling lurex threads.

The overall message here, though, is one of reality. His observation was in keeping with what the designers themselves are saying.

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THE WORD ON MEN'S FALL FASHION: NECK AND NECK Buffalo News (New York) February 14, 2001, Wednesday, FINAL EDITION

Copyright 2001 The Buffalo News
Buffalo News (New York)

February 14, 2001, Wednesday, FINAL EDITION

SECTION: LIFESTYLES, Pg. 1D

LENGTH: 917 words

HEADLINE: THE WORD ON MEN'S FALL FASHION: NECK AND NECK

BYLINE: SUSAN MARTIN; News Style Writer

DATELINE: NEW YORK

BODY:
Leather pants with tuxedo jackets. Shirts and ties layered under soft-collar shirts. Velvet suits with a suggestion of shine.

And turtlenecks, turtlenecks, turtlenecks.

Oh, what the fashionable fellow will be wearing next fall.

It's Fashion Week in the Big Apple, and the clothing world is looking ahead to September. It's all part of the semiannual unveiling here of designer collections, beginning last Thursday with men's wear and ending Friday with the last women's show.

This year's nine-day fashion extravaganza, named Mercedes-Benz Fashion Week after its title sponsor, features more than 90 shows staged primarily by American designers but also by talents from Russia, Finland and elsewhere.

While some designers prefer to unveil their collections in their showrooms or other spots around Manhattan, the majority of shows are scheduled almost hourly in one of four tents put up in a patch of green known as Bryant Park, a short walk from Times Square.

Many names are familiar - Ron Chereskin, **Nautica,** Ralph Lauren, Diane von Furstenburg, Betsey Johnson - while others are new to the scene.

And what a scene it is, with hundreds of retailers and media gathered here from around the world to track the trends as well as celebrities and VIPS with fashion on their minds.

The men's shows ran through the weekend, with the fashion world's equivalent to the Super Bowl occurring Saturday night.

That's when rapper Sean "Puffy" Combs unveiled the collection he calls Sean John. No standard fare here.

Picture mink-lined ostrich coats; "sand-blasted" five-pocket jeans; curly lamb cut-offs worn over black thermal long johns, and black combat boots anchoring everything from bleached denims to pinstriped suits.

Media hype was heightened by the fact that Combs is currently on trial here on gun possession and bribery charges from a 1999 shooting at a Manhattan nightclub. His lawyer, Johnnie L. Cochran Jr. of O.J. Simpson trial fame, sat in the front row of the show.

Not that Cochran might appear anytime soon wearing Combs' mink vest with corduroy cargo pants.

"I saw a couple suits I could wear," said Cochran, when asked after the show if he would wear any of his client's creations.

Before he could be questioned about whether or not he would wear them with combat boots, however, he was ushered backstage.

But while many of the outfits seen here are designed more for theater than real life, Fashion Week sets the tone - and the trends - for things to come.

The main message for men: Give those khakis a rest. It's time to dress up again.

But don't panic. As Nautica designer David Chu wrote in his program notes: "This does not mean uncomfortable and staid."

It does mean the continued fusion between tailored clothing and sportswear and a few new ideas about how men can pull themselves together for work or play.

The colors to watch for: Orange, in varying degrees from bright to russet. Olive, plum, cranberry and burgundy also made strong showings.

The must-have piece for fall: The turtleneck, from fine-gauge for under jackets to chunky to wear solo with trousers.

The comeback suit: Double-breasted.

And the comeback accessory: The necktie.

That's right, the tie. Although many men were unaware of its endangered species status, the fashion world has been talking about the tie's demise for years.

Now, designers are showing it again - but in more casual ways.

"The tie is back. We don't want to lose the tie from men's wardrobes. We don't have that many things to begin with," said designer Joseph Abboud, who mingled with reporters during his informal fashion presentation.

Abboud added a wool knit tie to an olive cotton shirt, zip-front cardigan and flannel trousers, for example.

He also showed a black and gray wool knit with a gray pinstriped shirt, charcoal wool trousers and a black leather jacket.

Veteran designer Salvatore J. Cesarani had another approach: He layered a shirt and tie under a soft-collar shirt and sportcoat, combining muted windowpanes, tartans, checks and stripes from the season's popular plum and olive palette.

"I want to see the tie come back. There's a need for it. I don't want men to forget formality. I showed a whole age group (of models) up here; there is a flexibility to these clothes - by the way the wearer does it," said Cesarani, after his fashion show.

As mentioned, turtlenecks are everywhere from sporty (Tommy Hilfiger's thin-striped turtleneck under rugby shirt) to dressy (**Nautica's** orange turtleneck under suit).

Leather showed up in new ways as well, from trims and accents to innovative looks in evening wear. Ron Chereskin paired black leather pants with a black crepe tuxedo jacket - complete with white tuxedo shirt - and also reversed the look by pairing a burgundy patent leather tuxedo jacket with black tuxedo pants.

Notable, too, was designers' use of fabrics with varying degrees of shine. Chereskin showed a shiny olive velvet suit. BCBG's men's collection included Lurex trousers and satin jackets. And a designer known as R. Scott French used the same sparkle suiting fabric for men's tuxedo jackets and trousers as he did for women's evening dresses.

Talk about his-and-her fashion!

TOP 10 TRENDS for men Turtlenecks, dressy and casual Corduroy pants Fabrics with shine Orange, all shades Plum and burgundy Olive and moss green Three-quarter-length jackets Casual ties Long hair (think Fabio), or shaved heads Double-breasted suits

GRAPHIC: Sean "Puffy" Combs' new collection features a mink-lined ostrich coat.; Sean "Puffy" Combs, above, took time to direct models wearing his Sean John line of clothing. Turtlenecks, like the one from **Nautica,** left, were worn with suits. **Nautica** also showed off a bick parka, below.

LOAD-DATE: February 15, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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MTV strikes Nautica Jeans deal Marketing Week February 15, 2001

Copyright 2001 Centaur Communications Ltd.
Marketing Week

February 15, 2001

SECTION: Pg. 9

LENGTH: 271 words

HEADLINE: MTV strikes **Nautica** Jeans deal

BODY:
MTV UK & Ireland has signed a 12-month deal with US menswear brand **Nautica** Jeans, to create MTV-branded merchandise, including jeans and jackets.

Nautica Jeans is also expected to open its first standalone store in London in early April, with a view to rolling out a chain of stores across the UK.

The deal, understood to be worth up to GBP 1m, forms part of **Nautica** Jeans' through-the-line sponsorship of MTV UK & Ireland's live music shows and events.

The partnership will result in the company sponsoring MTV Live - an hour-long programme that is broadcast every Monday evening at 11pm.

The sponsorship of MTV Live, which will begin later this month, will coincide with the **Nautica** Jeans' retail launch in the UK next month. The co-branded merchandise will be rolled out at the start of the second quarter.

This is also the first time that **Nautica** Jeans has included TV sponsorship in its marketing strategy.

The sponsorship will be advertised at five special MTV Live concerts across the UK over the next 12 months. **Nautica** Jeans will launch promotions in its UK stores, offering customers the chance to win VIP tickets to the MTV events.

Nautica Jeans general manager April Singer says: "By launching **Nautica** Jeans in the UK we are looking for brand awareness, but also credibility and acceptance from our most likely consumers. Music, fashion and brands all influence young adults, and this sponsorship will allow us to tap into the hearts of these genres."

An online campaign on the mtv.co.uk and nauticajeans.co.uk websites will also be launched, as part of the sponsorship deal.

LOAD-DATE: February 19, 2001

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

Nautica Enterprises, Inc. to Speak At Bear Stearns Retail & Apparel Conference Business Wire February 22, 2001, Thursday

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Business Wire

February 22, 2001, Thursday

DISTRIBUTION: Business Editors

LENGTH: 219 words

HEADLINE: **Nautica** Enterprises, Inc. to Speak At Bear Stearns Retail & Apparel Conference

DATELINE: NEW YORK, Feb. 22, 2001

BODY:
Nautica Enterprises, Inc. (NASDAQ:NAUT) today announced that Harvey Sanders, President and Chief Executive Officer, and Wayne Marino, Chief Financial Officer, will deliver a presentation on behalf of the Company at the Bear Stearns Retail & Apparel Conference. The presentation is scheduled for Monday, February 26, 2001 at 9:00 a.m. Eastern Time at the Hotel Intercontinental in New York.

The audio portion of the presentation will be webcast live and archived for a period of 3 months and is available to the general public. To access the audio portion of the presentation, log onto http://www.bearstearns.com/conferences/retail. The powerpoint presentation can be accessed on the Company's web site at http://www.**Nautica**.com.

Nautica Enterprises, Inc. (NASDAQ:NAUT), through its subsidiaries, 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.

CONTACT: FOR: **Nautica** Enterprises, Inc.
Wayne Marino, Chief Financial Officer, 212/541-5757
or
Morgen-Walke Associates
Investor Relations:
Shannon Froehlich/Natasha Boyden/Priya Akhoury
Media Relations:
Michael McMullan/Eileen King
212/850-5600

URL: http://www.businesswire.com

LOAD-DATE: February 23, 2001

WHY NAUTICA IS ZIPPING RIGHT UP Business Week February 26, 2001

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BusinessWeek

Business Week

February 26, 2001

SECTION: BUSINESSWEEK INVESTOR; Inside Wall Street; Number 3721; Pg. 125

LENGTH: 222 words

HEADLINE: WHY **NAUTICA** IS ZIPPING RIGHT UP

BYLINE: By Gene G. Marcial

BODY:
For a company that makes mostly-for-men classic apparel, **Nautica** Enterprises (NAUT) is exuding uncommon flair -- on Wall Street, that is. Its shares have been on fire, climbing from 8 in June to 18 on Feb. 14. The Street is catching on that **Nautica's** look isn't fashion-sensitive or faddish, observes Gene Fox of Cardinal Capital Management. "**Nautica** makes clothes that appeal to a wide range of people," says Fox, whose firm has accumulated 400,000 shares. **Nautica** promotes an active, outdoor image for its brand, says Fox. Helping lift the stock is a switch in market sentiment: Investors have fresh eyes for lower-valued stocks -- and for consumer cyclicals that respond well to Fed rate cuts, says Janet Kloppenburg of Robertson Stephens, who rates **Nautica** a buy, with a 12-month target of 24.

Expected to boost 2001 sales is **Nautica's** John Varvatos unit, a more pricey menswear line that's doing well in test markets. "It should add a lot to **Nautica's** earnings," says Fox. Varvatos is something **Nautica** has developed along with other new products to widen its demographic appeal, says CEO Harvey Sanders. The Varvatos line is selling at upscale stores such as Bergdorf Goodman, he says. **Nautica,** which posted earnings of $ 1.26 a share in 2000, should earn $ 1.37 this year and $ 1.47 next, figures Kloppenburg.
URL: http://www.businessweek.com/index.html

GRAPHIC: Illustration: Chart: UNCOMMON FLAIR CHARTS BY ERIC HOFFMANN/BW

LOAD-DATE: February 22, 2001

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UNILEVER EXPANDS; Unilever Cosmetics International ; Brief Article Soap & Cosmetics March 1, 2001

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Soap & Cosmetics

March 1, 2001

SECTION: No. 3, Vol. 77; Pg. 46 ; ISSN: 1523-9225

IAC-ACC-NO: 73836037

LENGTH: 144 words

HEADLINE: UNILEVER EXPANDS; Unilever Cosmetics International ; Brief Article

BODY:
Unilever Cosmetics International (UCI) announced a new board-level executive structure to support its rapid expansion. UCI now includes Calvin Klein Cosmetics, the Unilever Prestige brands, which includes **Nautica,** Vera Wang, BCBG and Max Azria and European Designer Fragrances which manage the fragrance collections of Lagerfeld, Chloe, Cerutti, and Valentino. Paulanne Mancuso, president and CEO of UCI noted, "this executive structure has been designed to respond to the business environment and support our newly expanded portfolio." The structure has three new units; business units, responsible for sales and profit across all brands in their respective markets; global marketing units, responsible for product development and marketing for their specific brands; and corporate units, which manage support functions across the entire organization.

IAC-CREATE-DATE: May 4, 2001

LOAD-DATE: May 05, 2001

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Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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Date/Time: Monday, May 1, 2006 - 11:39 PM EDT

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HOUSE OF STYLE Essence March, 2001

Copyright 2001 Essence Communications, Inc.
Essence

March, 2001

SECTION: LIFESTYLE; Home; Pg. 76

LENGTH: 568 words

HEADLINE: HOUSE OF STYLE

BYLINE: BY JORGE ARANGO

HIGHLIGHT:
Top designers bring fashion from the runway into the home

BODY:
Donna Karan, an early fashion pioneer in the field of home design, began with basic candles (top left) and home fragrances and has quickly moved on to bedding, baskets, towels and other goods. Candles will remain a big feature, but this spring will also see the first major release of her new line of bath products, pillows and sheets. These will be showing up at major department stores such as Bloomingdale's, Macy's and Marshall Field's. Like her clothes, they display her predilection for vibrant colors. She's also been planning a chain of home stores, something that looks more likely now with the infusion of cash from the recent purchase of her company by Louis Vuitton.

Joseph Abboud, primarily a menswear designer, has also leaped into home furnishings with a look that mirrors his fashions. Monochromatic schemes with attention to interesting textures and weaves are as important in his plush bath towels (middle) as they are in an Abboud jacket or slacks. The designer may be a new player in home decor, but his plans are no less ambitious for that fact. He has launched lines of decorative fabrics, floor and wall coverings, tabletop, bedding and even a plush mattress.

Nautica, the fashion house that David Chu built, is quickly evolving into a complete lifestyle brand name with apparel and fashion accessories, fragrances, bedding, china, glassware, wall coverings and more. What interests Chu most has always been an exotic multiculturalism. Asian simplicity informs his designs for dinnerware manufacturer Pfaltzgraff, which include his Island Shore collection of stoneware, glazed in cool hues of mossgreen, pool-blue and sand (left).

Calvin Klein is known for impeccably tailored lines, simply classic patterns and a minimum of glitz. So why should his home designs be any different? His bedding, which includes Window Pane for The Khaki Collection (left), is crisp and fitted, combining grid and plaid patterns with no-nonsense, canvas-colored sheets for a luxurious contemporary look.

Versace is all about over-the-top Italianate splendor. Where Calvin or Abboud keep it cool and simple, Versace explodes with complex patterns and an abundance of neoclassical motifs. Typical examples are Donatella Versace's Marqueterie porcelain china for Rosenthal and Gianni's signature Medusa flatware (inset left), which comes in both silver- and gold-plated finishes. *Bellisima!*

Ralph Lauren is a ubiquitous presence in the forum of home couture and is arguably the most prodigious of the fashion designers to delve into this area of style. He has worked in practically every conceivable design

vernacular, including Southwest, Spanish, Art Deco, American Colonial and Chinese. For his new Irish Coast collection, Lauren draws inspiration from the Emerald Isle with this china hutch (left). The fluted pilasters give it a classical profile, yet the hand-waxed finish on the glass doors and the use of pine impart a comfortable informality.

Tommy Hilfiger may be best known for his distinctive flag logo and goods in a red-white-blue-and-khaki color scheme, but that's not where his head was when he designed his Dune Road bed (bottom, left). Instead, he took his cue from the bright atmosphere of summer in the Hamptons, New York's upper-crust beachside playground. Gingham and florals in blue and yellow are a frilly complement to his trademark preppie style.

GRAPHIC: Photos 1 through 7, no caption, ALL PHOTOS COURTESY OF MANUFACTURERS

LOAD-DATE: February 28, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
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going wide The Dallas Morning News March 1, 2001, Thursday

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The Dallas Morning News

March 1, 2001, Thursday THIRD EDITION

SECTION: TEXAS LIVING; Pg. 3C

LENGTH: 69 words

HEADLINE: going wide

BODY:
Roomy, relaxed, natural: Wide legs are a signal that menswear, from suits to sportswear, is loosening up and snug synthetics are starting to wane

Trousers are still tailored, but there's a definite billow to the leg; flared is too far

Denim does it, too - the season's wide-leg jeans look good topped with cabled or cardigan sweaters

Pattern gets some play - think loose-leg, windowpane-check pants

GRAPHIC: PHOTO(S): 1. SEAN JOHN. 2. GENE MEYER. 3. EVERETT HALL. 4. **NAUTICA.** 5. JOHN VARVATORS.

LOAD-DATE: March 2, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
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FALL 2001 COLLECTIONS: USA. Children's Business March 1, 2001

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Children's Business

March 1, 2001

SECTION: No. 3, Vol. 16; Pg. 66 ; ISSN: 0884-2280

IAC-ACC-NO: 72051855

LENGTH: 328 words

HEADLINE: FALL 2001 COLLECTIONS: USA.

BYLINE: Johnson, Lynda M.; Wright, Rashida

BODY:
LIZ CLAIBORNE

THE LOOK: Cool, modern dresswear. This season you'll find dressy polyester/rayon bottoms, printed textured woven tops, fine gauge acrylic knit sweater vests and suit separates in classic black, beige and camel.

SIZE RANGE: 4-20

PRICE POINTS: $ 7-$ 40

THE CONTACT: Dan George 212-868-7920

DKNY KIDS

THE LOOK: An urban fashion fantasy Everything from the jeans, mini skirts and motorcycle jackets in leather and faux suede to the novelty letter sweatshirts with scarf-trim ties have a hip sensibility

SIZE RANGE: Girls 0-16

PRICE POINTS: $ 10-$ 100

THE CONTACT: Karen Hilton 1-877-DKNY KID

BETSEY JOHNSON

THE LOOK: Classic Betsey Johnson. Florals, funky geometrics and animal prints show up on silks, taffeta and cotton jersey The biggest news in girls' this season is coordinated sportswear accented by faux fur coats.

SIZE RANGE: 7-14

PRICE POINTS: $ 24-$ 69

THE CONTACT: Lauren Angowitz 212-244-0843

TOMMY HILFIGER

THE LOOK: Ivy League Cool, This season look for lots of denim, fleece and corduroy mixed with traditional tartans in classic color combos and silhouettes.

SIZE RANGE: 0-20 (boys), 0-16 (girls)

PRICE POINTS: $ 7-$ 30

THE CONTACT: Todd Howard 212-840-8888

RALPH LAUREN

THE LOOK: Preppy Chic. This season sweaters are paired with tailored shirts and corduroy pants for both boys and girls, In a twist on tradition, classic plaids, stripes, colorblocking and Fair Isle motifs, are given impact when teamed with forward suede and leather pieces.

SIZE RANGE: 0-20 (boys), 0-16 (girls)

PRICE POINTS: $ 5-$ 150

THE CONTACT: Anthony Sala 212-564-5925

NAUTICA BY DAVID CHU

THE LOOK: Active. David Chu stays true to his active past, pairing tops and bottoms in high-tech performance fabrics with denim and woven cotton separates for a clean, sophisticated sporty look.

SIZE RANGE: 4-20

PRICE POINTS: $ 8-$ 55

THE CONTACT: Anthony Finamore 212-563-1010

IAC-CREATE-DATE: March 22, 2001

LOAD-DATE: March 23, 2001

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Nautica in Spain tries on Etherington Mas Design Week March 2, 2001

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Design Week

March 2, 2001

SECTION: Pg. 7

LENGTH: 118 words

HEADLINE: **Nautica** in Spain tries on Etherington Mas

BODY:
Etherington Mas Associates is helping to launch US fashion brand **Nautica** in the Spanish market for a fee of "around GBP 90 000", according to EMA founding partner Tim Etherington.

The consultancy will apply the interior retail concept, brand identity, graphics, lighting and furnishings to two stores in Marbella and Palma de Mallorca, which are expected to open in March.

"The idea is to keep the integrity of the **Nautica** brand that exists in the US. It's very American and is better launched as a US brand (rather than) trying to give it a Spanish feel," says Etherington.

EMA will work on brand implementation for further stores in Spain later in the year, claims the consultancy.

LOAD-DATE: March 5, 2001

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OLYMPIC MEDALISTS WANT BACARDI CUP, TOO The Miami Herald March 4, 2001 Sunday FINAL EDITION

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The Miami Herald
Found on Miami.com
The Miami Herald

March 4, 2001 Sunday FINAL EDITION

SECTION: SPORTS; Pg. 9C

LENGTH: 327 words

HEADLINE: OLYMPIC MEDALISTS WANT BACARDI CUP, TOO

BYLINE: SUSAN COCKING, scocking@herald.com

BODY:
Of the 85 international teams expected to start the 74th Bacardi Cup Star-Class Regatta at noon today, one has nothing left to prove.

Skipper Mark Reynolds, 45, of San Diego and crew Magnus Liljedahl, 46, of Coral Gables sail into Biscayne Bay on the crest of a wave few sailors experience in their careers, much less in one year.

The team won the gold medal in the Star class in the Olympic regatta at Sydney, Australia, last summer. They topped a fleet of 112 boats in the 2000 **Nautica** Star World Championship. And they shared the Rolex Yachtsman of the Year Award.

But both still want to win the Bacardi Cup - Liljedahl for the fourth time and Reynolds for the seventh.

"I always look forward to it, even though it's the year after the Olympics," Reynolds said. "It's good competition, great racing. Olympic year or not, it's a race everybody wants to do."

The two climbed into their 22-foot Star keelboat Saturday for their first sail together in a month. Reynolds spent part of last week coaching the crew of Pegasus, a Farr 40 competing in the Acura SORC off Miami Beach. Liljedahl, a yacht broker in Fort Lauderdale, was busy looking for a new home and photographing boats.

"This is an off-year, so you can get away with a little less effort," Liljedahl said. "We still have a lot more time in the boat than the others do. I don't think anyone coming to the starting line has done more than us. It would be almost unfair for us to practice in the boat for a couple of weeks."

Starting at noon each day, sailors will compete in one race daily through Friday over a 10.5-mile Biscayne Bay course.

The team with the best finishes in five of six races will win the 2001 Trofeo Bacardi, a heavy silver cup filled with rum.

Last year's winners were Canadians Ross Macdonald and Kai Bjorn - their second consecutive win and fourth overall.

"Bacardi puts on a show," Liljedahl said. "And we hope they'll keep it going forever and ever."

NOTES: OUTDOORS

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Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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Regatta set for Sunday The Miami Herald March 4, 2001, Sunday

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Knight Ridder/Tribune News Service
The Miami Herald

March 4, 2001, Sunday

SECTION: SPORTS

KR-ACC-NO: K4067

LENGTH: 346 words

HEADLINE: Regatta set for Sunday

BYLINE: By Susan Cocking

BODY:
MIAMI _ Of the 85 international teams expected to start the 74th Bacardi Cup Star-Class Regatta at noon Sunday, one has nothing left to prove.

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THE OPTICAL ZONE THE BEST IN EYE CARE AND WEAR The Gleaner March 7, 2001

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The Gleaner

March 7, 2001

LENGTH: 279 words

HEADLINE: THE OPTICAL ZONE THE BEST IN EYE CARE AND WEAR

BODY:
THE OPTICAL Zone, located at Shop 14, York Plaza offers a comprehensiverange of products and services for testing and meeting your needs for eye care. Their thorough eye examinations include tests for glaucoma, cataracts and other common complaints.

According to Ian Lawson, manager of The Optical Zone, We specialise in contact lenses. Therefore, patients can access all types of contact lenses whether hard, soft, disposable, coloured or clear. We also store solutions that complement the sale of these products.

Additionally, customers can get minor repairs oen frames and auxiliary parts for their eye wear at the store. Top designers such as Giorgio Armani, Tuscany, Sophia Loren and **Nautica** are featured in the convenient dispensary, which has hundreds of frames.

After being examined by the doctor, patients are then passed on to a customer representative who patiently helps to outfit him/her with the right frame to suit their features.

Mr. Lawson seems particularly proud of the service offered by his staff. We offer personalised service and erven special discounts to all teachers and students within the country, he remarked.

We also have a short time turn-around time (on average three to four days) between order and down payment and collection of prescription glasses, Mr. Lawson added. There is also a same day or next day express service for an additional fee.

The Optical Zone, is striving to offer the best in eye care and wear for the

diverse Jamaican market. They stick very closely to the appointment schedule, soa there is no long waiting period before the fashionable glasses or contact lenses you desire are finally yours.

JOURNAL-CODE: WGLE

LOAD-DATE: March 19, 2001

BRANDS' NEW PLAN: UNDERCOVER; athletic sportswear companies, marketing strategies WWD March 8, 2001

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WWD

March 8, 2001

SECTION: Pg. 12 ; ISSN: 0149-5380

IAC-ACC-NO: 71629803

LENGTH: 1126 words

HEADLINE: BRANDS' NEW PLAN: UNDERCOVER; athletic sportswear companies, marketing strategies

BYLINE: Feitelberg, Rosemary

BODY:
NEW YORK -- Athletic companies are trying to show teens they know what's **up.**

In an effort to be more in the know and less in your face, activewear makers are brushing up their images with a low-key approach. The aim, of course, is to attract ever-fickle teenagers who are less interested in labels than their elders are.

In other words, "Kids don't like to be walking billboards," said John Shanley, senior vice president of First Security Van Kasper.

Action sports brand Vans earns high marks from him for making a point of not using its brand name distinctively in advertising and marketing. Quiksilver, which hasn't lost its edge despite the tidal wave of surf-inspired brands, also picked up an honorable mention from Shanley.

On the other hand, Nike and Reebok have been too heavy-handed with their sport-specific marketing featuring high-profile athletes, executives said. That strategy does not compute with the kids in the skateboard park or riding BMX bikes, who favor individualism instead of team sports, they added. Playing up a lifestyle instead of a brand is more in sync with Gen Yers' mind-set, Shanley said.

"Retailers are really fostering the change, by asking manufacturers to be less obvious. Teenagers don't want overplayed logos on their apparel or shoes," Shanley said. "What they're really doing is taking a potshot at the Nikes of the world that believe the brand name is first and the product and lifestyle are secondary."

Through a new three-year deal, NBC Sports will air the Vans Triple Crown Series, an action sports competition, for the first time. This year, 10 hour-long programs are scheduled to run from May through the end of December. The event will feature skateboarding, wakeboarding, surfing, snowboarding, BMX, freestyle motocross and supercross.

Vans solidified its ties to the birth of skateboarding, when the documentary "Dogtown and Z-Boys" picked up two awards at this year's Sundance Film Festival. Stacy Peralta, the film's director who won the

Documentary Director Award, used to be a Vans-sponsored athlete. Vans helped finance the film.

Sean Penn -- who's character Jeff Spicoli in "Fast Times at Ridgemont High" was known for his black-and-white checkered Vans sneakers, as well as his classroom pizza deliveries -- narrated the film. Peralta's reaction to the documentary's success echoes Vans commitment to the formerly outcast action sports market.

"I am completely blown away by the audience's response to the culture we presented in the film," she said. "Here we were, a bunch of losers that stuck to what we believed in, and are getting rewarded for it down the road."

Gary Schoenfeld, president and chief executive officer of Vans, said the company's support of the film "further distinguishes its unique heritage."

When working on its debut apparel line, Salomon designers opted for embossed and tonal logos placement, said Lisa Vinciguerra, apparel category manager. The collection ships to stores this fall.

"The idea was not to scream Salomon," she said. "We wanted it to be a discovery. When someone says, 'Nice jacket,' they can say, 'Oh, it's Salomon.'"

Big mountain skier Jonas Soderqvist, a Salomon-sponsored athlete, said his friends seek items they can wear walking down the street or right off the hill. He also said several people have approached him and said, "Where did you get that? It's sweet."'

Janet Freeman, co-owner of Betty Rides, a snowboard label, said the best way to be cool is to be true to your brand.

"There is no strategy to being cool here," she said. "We advertise in snowboard magazines. That's it. We're a small company. We do what we do. Small, independent ski stores are the backbone of our company."

Freeman speculated that Nike's decision to pour millions of dollars into athlete sponsorships and hefty advertising budgets has come back to "haunt" them in the form of consumer backlash.

The real trick is to appeal to women on different levels, since they have such varied interests.

Emily, a label produced by San Francisco-based Cosmic Debris, is popular with skate shops and goth shops, said Matt Reed, co-founder. The latter refers to stores that specialize in gothic-type apparel such as drapy black skirts and long velvet coats. Emily, an image of a brooding dark-haired girl who favors black and has a posse of cats, is imprinted on T-shirts with such sayings as "Disobey," "Problem Child," "I Want You to Leave Me Alone," and "Be All You Can't Be."

Skateboarders, snowboarders, surfers and other action sports athletes relate to that attitude, since they enjoy what used to be sports dominated by boys, Reed said.

"Emily represents this attitude lifestyle that can't be pigeonholed," he said. "That appeals to girls, not just skaters and goth girls."

Emily stands to gain more fans once Chronicle Books publishes an "Emily" book in August. Miramax Films initially approached Cosmic Debris about making an Emily action film, but Reed insisted on an animated one, so talks fell apart, he said.

For back-to-school, Hot Topic will run a major program with Emily, plugging the apparel, accessories and new book.

A few seasons back, New Balance followed the recommendation of a buyer from The Sports Authority and scaled back its logo placement and the reception has been "terrific," said Judson Van Corps, apparel

product manager for New Balance. The company expects women's apparel sales to increase by 150 percent this year, he said.

"Consumers didn't want to be screaming a brand name," he said.

When its used, the New Balance logo is about two inches instead of three. The use of heat-applied reflective logos or embroidered ones lend themselves to smaller sizes, Van Corps said.

In addition, women are wearing more revealing single-layer items like bra tops and tanks to work out, and they don't want logos that draw attention to their chests or hips, he added.

Even **Nautica** has taken a more low-key approach with logos on its **Nautica** Blue swimwear. For the first time this year, the company designed an image of a sailboat to use on the line. Tonal logos are also used more prominently instead of on the brand's name.

Lynn Koplin, president of swimwear firm Apparel Ventures, the maker of **Nautica** licensed swimwear, said, "It's a little more understated. We don't want to blast the name on anyone."

Deemphasizing logos makes sense, since most teens shop for fashion first, according to Kevin Umeh, president of Element, an online service that tracks teen trends.

"If you're not on trend, you're losing the battle and no amount of advertising or marketing will compensate for that," he said. "Teenagers have their own style and they want to own it."

IAC-CREATE-DATE: March 15, 2001

LOAD-DATE: March 16, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, May 1, 2006 - 11:30 PM EDT

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ZIPPERS TORONTO The Toronto Star March 8, 2001, Thursday, Edition 1

Copyright 2001 Toronto Star Newspapers, Ltd.
The Toronto Star

March 8, 2001, Thursday, Edition 1

SECTION: LIFE

LENGTH: 640 words

HEADLINE: ZIPPERS TORONTO

BODY:

Canadian police seized $800,000 worth of clothing this week with counterfeit Tommy Hilfiger, Calvin Klein and other designer labels at the stores of Cohoes, a Quebec retail chain.

The Royal Canadian Mounted Police said more than 9,000 articles of clothing from Cohoes stores in Montreal, Trois Rivieres and a warehouse were examined by experts from Tommy Hilfiger, Chaps Ralph Lauren, Calvin Klein, Nike , Timberland, Levi's, **Nautica,** Gap, Old Navy and Banana Republic. Cohoes president of operations, Ami Kaminsky, said he was troubled by the seizures and denied he knew that the chain, founded in 1980, was knowingly selling counterfeit goods.

Kaminsky is co-operating with the Mounties, who are investigating Cohoes' suppliers, police Sergeant Gilles Blanchet said.

The maximum penalty for forging trademarks in Canada is a fine of $1 million and/or five years in jail.

DESIGNER'S WEB SITE HONOURED A Canadian fashion designer's Web site finished among the top five finalists in the e-commerce division of the prestigious Flash Film Festival, held in San Francisco on Feb. 12.

Minimidimaxi - The Canadian Fashion Stage, created the site for Toronto fashion designer Ula Zukowska. Minimidimaxi (minimidimaxi.com) is an electronic marketplace for Canada's dynamic fashion and apparel industry.

The festival competition and gala held during "Flash Forward 2001" conference honoured the best creative work on the Web using the well-known Flash animation software. A jury of top Flash designers and developers chose Zukowska's site www.ula2.com from more than 1,500 nominations.

Zukowska's fall/winter 2001 collection fashion show and Ula2 furniture will be showcased at 2 p.m. on March 21 at the Bata Shoe Museum.

A multimedia presentation, prepared by Minimidimaxi, will feature highlights of the ula2.com Web site. To attend RSVP by March 20 to 416- 348- 3007.

DIGGING FOR A DIAMOND? According to Canadian jewellers, fancy shaped diamonds are increasing in popularity as women seek a twist on the classic solitaire. Here's a list of diamond shapes and what they apparently say about the woman who wears them.

Round: The stone of choice of an empathetic dependable woman whose first priority is always her husband, children and family.

Marquise: Women attracted to the marquise are sexy, outgoing, impulsive and zestful with a passion for life's challenges. This oblong stone's pointy ends indicate a sharp temper.

Square: A woman drawn to the clean lines of the princess or emerald cut, is an efficient leader who is disciplined and highly organized, if not a little stubborn.

Oval: The choice of the individualistic and creative woman who is at her best when employing her artistic talents. She is organized and disciplined and not afraid to let loose and show her wild side.

Pear: The woman who sports the tear-drop pear is an adventurous, gregarious type, who likes to be liked and has a wide circle of friends and acquaintances. Once community and social obligations have been met, she likes to unwind in the comfort of home.

London

LOPEZ CLOTHING LINE Jennifer Lopez is planning to follow in the footsteps of her ex-boyfriend Puff Daddy, aka Sean Combs, by moving into fashion design, Vogue UK reports.

The curvy Latina singer, whose plunging forays into the fashion world have more than once landed her on the front pages, (most notably when she wore that Versace dress to last year's Grammy Awards), has hooked up with Andy Hilfiger, to launch her latest project. Andy, younger brother to all-American style maker Tommy, has engaged Lopez to create a line of women's clothing for his new company, Music Entertainment Fashion Inc. He is hoping to clinch some of the hip young things who were once such fans of his brother.

LOAD-DATE: March 8, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
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CURE BY THE SHORE BEGINS WITH AUCTION; Brief Article WWD March 12, 2001

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March 12, 2001

SECTION: Pg. 23 ; ISSN: 0149-5380

IAC-ACC-NO: 72509853

LENGTH: 289 words

HEADLINE: CURE BY THE SHORE BEGINS WITH AUCTION; Brief Article

BYLINE: Hessen, Wendy

BODY:
NEW YORK -- Lilly Tartikoff may have been stranded in Los Angeles, but about 200 accessories executives managed to get to one of the few events that wasn't canceled because of last week's snowstorm that wasn't.

They braved the inclement weather to kick off QVC's fourth annual "Cure by the Shore," scheduled to air live from Monte Carlo on the TV shopping channel on May 19. The sale benefits the National Women's Cancer Research Alliance, which was cofounded in 1997 by Tartikoff and the Entertainment Industry Foundation to support leading-edge research in early diagnosis and treatment of all women's cancers.

In its capacity as the event's major benefactor this year, Marchon Eyewear joined forces with the Accessories Council and the Monaco tourist board to host the kick-off party. At least part of the reason for the strong turnout could be attributed to all the designer merchandise available for purchase through a silent auction.

While a pair of acrobats performed overhead in Marchon's penthouse showroom, guests bid on 24 lots, including luggage from Fendi, Prada and Lambertson Truex; handbags and accessories from Chanel, Christian Dior, Louis Vuitton and Cartier; store gift certificates from Calvin Klein, Donna Karan, Nike, **Nautica** and Manolo Blahnik; lunch for two at Alain Ducasse; four nights for two in Monte Carlo; a pair of Knicks tickets, and a full day at the Avon spa.

The top-selling item, and one of the biggest bargains for the evening, was also one of the most unusual offerings: a full-page ad from Departures magazine, valued at $ 49,500, was sold for $ 14,000, according to an Accessories Council spokeswoman, who noted that the auction raised a total of $ 29,000 for the NWCRA.

IAC-CREATE-DATE: March 30, 2001

LOAD-DATE: March 31, 2001

RAINBOW raingear Rochester Democrat and Chronicle March 12, 2001 Monday

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Rochester Democrat and Chronicle

March 12, 2001 Monday

SECTION: ROCHESTER LIVING; Pg. 1C

LENGTH: 595 words

HEADLINE: RAINBOW raingear

BYLINE: Robin L. Flanigan, Staff

BODY:
New colors in coats, hats and umbrellas are sure to brighten a soggy day

BY STAFF WRITER

ROBIN L. FLANIGAN

April's inevitable showers may not be the best pick-me-up after months of bitter-cold temperatures and recent heavy snowfalls.

But at least this spring's rain gear comes in refreshingly vibrant colors and playful designs.

Bold, tropical palettes cover coats, hats and umbrellas modeled after the latest clothing styles. Even rugged, waterproof wear at Henrietta's Eastern Mountain Sports, which specializes in outdoor outfits, come in citrus, kiwi and Bali blue.

While single shades are shocking enough for many Rochesterians used to winter whites and grays, less-conservative shoppers are drawn to a cacophony of color in geometric patterns.

"We're seeing very retro, very graphic, '60s and '70s types of prints," says Ann Headley, director of product development at Totes Isotoner, which makes weather-related accessories. "It's a trend that's been creeping up on us."

The Ohio-based company dabbles in polka dots, plaids and flower motifs this season, but expects a psychedelic design influenced by the late Emilio Pucci to be one of its biggest umbrella sellers. The famed Italian designer - credited with making it acceptable, even fashionable, for women to wear pants - was known for his tight-fitting, bright-colored garments.

High-end fashion designers Donatella

Versace and Tom Ford for Gucci showed Pucci-inspired collections at their shows last fall. And plans for a string of Pucci boutiques at pricey resorts worldwide - Las Vegas and Los Angeles are possibilities - will likely mean more imitation in the future.

More raincoats are being made with microfiber, an increasingly popular material that repels water, drapes

nicely and resists wrinkles.

Microfiber fabrics, made from extra-fine fibers two times finer than silk and three times finer than cotton, have been around for about 10 years but are finally edging out cotton as a base material in most apparel lines, says Fredrick Hackett, director of merchandising and marketing at London Fog.

Belted trench coats for both genders are strong this spring, with deeper pockets reinforced and conveniently located for storing cell phones, PalmPilots and other compact technological gadgets.

According to London Fog, headquartered in Seattle, women are wearing trenches at the knee, while men's lengths are shorter and more versatile than usual.

"It allows you to wear it by day to the office, and it goes easily into the evening and weekend," Hackett says of the male version.

Bad news for those who thought animal prints were on their way out: Extinction's still a long way off.

"I keep expecting them to die any second," Headley muses.

But with four patterns this season - leopard, zebra, python and abstract spots - and interest from stores for more, Headley doesn't see this fad's life span ending soon.

Crocodile, giraffe, leopard and zebra prints will cover much of the company's accessories next fall.

Oh, dry up!

Choosing the right rain-gear fabric depends on where you're planning to wear it. Here's a quick guide from www.rei-outlet.com:

Water- resistant/breathable: Perfect for arid or warm conditions - places where heavy precipitation is unlikely.

Waterproof: Used most often when temperatures and activity levels are low, but the likelihood of heavy rain is high.

Waterproof/breathable: This material has millions, even billions, of micro-pores big enough to let vaporized moisture from your body escape but small enough to keep out liquid molecules.

GRAPHIC: Make a splash in this bright purple raincoat for girls. $39.50 GapKids; A shocking array of colorful circles, Target's trademark pattern, give spring rains a retro welcome. $29.99. Target; Trench coats in stark colors and vibrant umbrellas to match are big this season. Coat by Gallery, $160; Totes umbrella, $22. ANNETTE LEIN staff photographer; This boy's coat from Protection System is water-repellent and breathable. It retails for $26.99. CARLOS ORTIZ staff photographer; Though often less colorful, men's coats are still trendy, with belts and pockets for gadgets. This Nautica trench retails for $275.

LOAD-DATE: October 19, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
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FISH GOTTA SWIM The Wichita Eagle March 16, 2001 Friday MAIN EDITION

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Found on WichitaEagle.com

The Wichita Eagle

March 16, 2001 Friday MAIN EDITION

SECTION: 2001 A FASHION ODYSSEY; Pg. 11D

LENGTH: 71 words

HEADLINE: FISH GOTTA SWIM

BYLINE: Bonnie Bing, The Wichita Eagle

BODY:
Novelty prints are just right for the casual wear that warm weather brings. Whether it's fish or fowl, the colors are bright and the look is whimsical. On the left, a shirt with tropical fish, $65, to wear buttoned or with a bright cobalt T-shirt, $25. Fish swim across the body of the white cotton shirt on the right, $59, with orange T-shirt, $25, worn underneath. All by **Nautica,** all from Dillard's.

NOTES: Full cutline

GRAPHIC: PHOTO

LOAD-DATE: November 29, 2001

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CEO OF NAUTICA TO SPEAK AT GENET LECTURE SERIES The Post-Standard (Syracuse, NY) March 16, 2001 Friday Final Edition

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

March 16, 2001 Friday Final Edition

SECTION: CNY; Pg. C1

LENGTH: 78 words

HEADLINE: CEO OF **NAUTICA** TO SPEAK AT GENET LECTURE SERIES

BODY:
Harvey Sanders, chairman and chief executive officer of **Nautica,** the clothing company, speaks at 3:30 p.m. Thursday at Syracuse University as part of the Genet Lecture Series. His topic is "Developing New Business."

The talk is in Room 108 of Slocum Hall and is free and open to the public. Earlier that day, Sanders will cut the ribbon on the new **Nautica** Design Studio in Slocum Hall, the result of a gift from **Nautica** to SU's College of Human Development.

LOAD-DATE: January 22, 2003

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Tropical Punch; FIESTA WEAR The New York Times March 18, 2001 Sunday

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The New York Times

March 18, 2001 Sunday
Late Edition - Final

SECTION: Section 6; Part 2; Column 1; Men's Fashions of The Times Magazine; Pg. 100

LENGTH: 24 words

HEADLINE: Tropical Punch;
FIESTA WEAR

BODY:

It's time to take a break from monochromatic shirts and ties and head for Puerto Rico, where the salsa and merengue rip full tilt until dawn.

URL: http://www.nytimes.com

GRAPHIC: Photos: At the bars on the beach at Pinones, a few miles east of San Juan, the scene heats up at midnight. Perfectly matched to the merengue rhythms are dancers In, from left, a silk graphic print shirt, $426, Sandy Dalal. At Bagutta, 402 West Broadway. Bergdorf Goodman. Cotton floral-print shirt, $515, Dolce & Gabbana. At Hirshleifer's. Saks Fifth Avenue. Cotton batik shirt, $70, Claiborne. At Lord & Taylor. Macy's.; It's all about Helmut.Silk crepe top, $790, and beaded and embroidered silk skirt, $8,945. At Valentino Boutique, 747 Madison Avenue; Beverly Hills, Calif., and Palm Beach, Fla. Patent-leather coat-cape from Boudicca. Hair by Guy-Laurent for Bumble and Bumble. Makeup by Ayako for Nars.; At the bars on the beach at Pinones, a few miles east of San Juan, the scene heats up at midnight and doesn't cool off until dawn. Perfectly matched to the merengue rhythms are dancers In, from left: silk graphic print shirt, $426, Sandy Dalal. At Barneys New York. Bergdorf Goodman. Bagutta, 402West Broadway. Cotton floral print shirt, $733, Dolce and Gabbana. At Saks Fifth Avenue. Hirschleifer's. Cotton batik print shirt, $70, Claiborne. At Lord & Taylor. Macy's.; Milano Miranda, 20, a student at the University of Puerto Rico and a member of its tennis team, was hanging out with his classmate Alba and her dog, Ricky, in the parking lot of a club called Soleil. "I don't go out with any guy Ricky doesn't like," Alba says. If Ricky doesn't like Miranda's textured stretch-nylon shirt, $295, and cotton twill pants, $285, that Chihuahua has no taste. At Calvin Klein, 654 Madison Avenue. Hat, Kangol.; It's all about Helmut.Silk crepe top, $790, and beaded and embroidered silk skirt, $8,945. At Valentino Boutique, 747 Madison Avenue; Beverly Hills, Calif., and Palm Beach, Fla. Patent-leather coat-cape from Boudicca. Hair by Guy-Laurent for Bumble and Bumble. Makeup by Ayako for Nars. It's all about Helmut.Silk crepe top, $790, and beaded and embroidered silk skirt, $8,945. At Valentino Boutique, 747 Madison Avenue; Beverly Hills, Calif., and Palm Beach, Fla. Patent-leather coat-cape from Boudicca. Hair by Guy-Laurent for Bumble and Bumble. Makeup by Ayako for Nars.; It's all about Helmut.Silk crepe top, $790, and beaded and embroidered silk skirt, $8,945. At Valentino Boutique, 747 Madison Avenue; Beverly Hills, Calif., and Palm Beach, Fla. Patent-leather coat-cape from Boudicca. Hair by Guy-Laurent for Bumble and Bumble. Makeup by Ayako for Nars. It's all about Helmut.Silk crepe top, $790, and beaded and embroidered silk skirt, $8,945. At Valentino Boutique, 747 Madison Avenue; Beverly Hills, Calif., and Palm Beach, Fla. Patent-leather coat-cape from Boudicca. Hair by Guy-Laurent for Bumble and Bumble. Makeup by Ayako for Nars.; No need to sing the blues when you're

wearing a cotton floral-print shirt, $515, Dolce & Gabbana. At Hirshleifer's. Saks Fifth Avenue. Jeans, $68, the **Nautica** Jeans Company. At Lord & Taylor. Macy's. Cotton geometric-print shirt, $150, Moschino Jeans Uomo. At Marshall Field's. Cotton shorts, $50, Tommy Hilfiger. At Lord & Taylor. Macy's. Cotton floral-print shirt, $230. At Paul Smith, 108 Fifth Avenue. Jeans, $59, Tommy Jeans. At Lord & Taylor. Macy's. Cotton shirt, $32, OP. At Foot Locker, Junction City, Kan. Surf's Up, South Padre Island, Tex.; It's all about Helmut.Silk crepe top, $790, and beaded and embroidered silk skirt, $8,945. At Valentino Boutique, 747 Madison Avenue; Beverly Hills, Calif., and Palm Beach, Fla. Patent-leather coat-cape from Boudicca. Hair by Guy-Laurent for Bumble and Bumble. Makeup by Ayako for Nars. It's all about Helmut.Silk crepe top, $790, and beaded and embroidered silk skirt, $8,945. At Valentino Boutique, 747 Madison Avenue; Beverly Hills, Calif., and Palm Beach, Fla. Patent-leather coat-cape from Boudicca. Hair by Guy-Laurent for Bumble and Bumble. Makeup by Ayako for Nars.; It's all about Helmut.Silk crepe top, $790, and beaded and embroidered silk skirt, $8,945. At Valentino Boutique, 747 Madison Avenue; Beverly Hills, Calif., and Palm Beach, Fla. Patent-leather coat-cape from Boudicca. Hair by Guy-Laurent for Bumble and Bumble. Makeup by Ayako for Nars. It's all about Helmut.Silk crepe top, $790, and beaded and embroidered silk skirt, $8,945. At Valentino Boutique, 747 Madison Avenue; Beverly Hills, Calif., and Palm Beach, Fla. Patent-leather coat-cape from Boudicca. Hair by Guy-Laurent for Bumble and Bumble. Makeup by Ayako for Nars.; Luis Vega stops on his way to catch lizards in the jungle, sporting his Sandy Dalal shirt, $426. At Bagutta, 402 West Broadway. Bergdorf Goodman.; Opposite, clockwise from top left: There are no wallflowers when the jukebox jumps at the bar Los Migueles, just flowered shirts like this silk twill shirt, $950, Gucci. At Gucci, selected stores.; These two sisters were stylin', but no match for their three dates, wearing, from left: shirt, $260. At Paul Smith, 108 Fifth Avenue. Shirt, $69, Perry Ellis; www.perryellis.com. Shirt, $100. At New Man, Costa Mesa, Calif.; Jimmy Santiago stands proud in front of La Bandera Bonita in his shirt, $59, Tommy Hilfiger. At Lord & Taylor's. Macy's.; In her Kenneth Cole hot pants and leather jacket, Katiria P 1/8rez is serenaded by a merengue musician, Hector Rivera, in his Chereskin shirt, $75. At Uno Mundo, 23 East 20th Street.; Vinny Matteo, from New Jersey, visiting Pinones for the first time, looks rakish in his silk shirt, $98, from Tommy Bahama. At Nordstrom. Hat, Makins Hats.; "Sundays, everyone goes to the beach," says Santiago, opposite far left, with his friends at Condado beach. Chilling never looked better than in this tank top, $90, Tony Melillo. At Barneys New York. Shorts, $70, Tommy Hilfiger. At Lord & Taylor. Macy's. Shirt, $32, Ocean Pacific. At Lo-man Outdoor Store, Babylon, N.Y. Sleeveless geometric-print top, $85, Moschino Jeans Uomo. At Moschino, 803 Madison Avenue. On her: dress, Dolce & Gabbana.; It's all about Helmut.Silk crepe top, $790, and beaded and embroidered silk skirt, $8,945. At Valentino Boutique, 747 Madison Avenue; Beverly Hills, Calif., and Palm Beach, Fla. Patent-leather coat-cape from Boudicca. (Photographs by Ben Watts)

LOAD-DATE: March 18, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
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Regent thinks investments should be reviewed Telegraph Herald (Dubuque, IA) March 20, 2001, Tuesday

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March 20, 2001, Tuesday

SECTION: Pg. a12

LENGTH: 224 words

HEADLINE: Regent thinks investments should be reviewed

BYLINE: ASSOCIATED PRESS

BODY:
IOWA CITY (AP) - Investments by the Board of Regents should be reviewed regularly to ensure that they don't include stocks or bonds in companies with questionable business practices, a board member said.

"We ought to take a look at this," said David Neil, a regent from La Porte City.

At issue are bonds held by the University of Iowa and Iowa State University with companies that do business in Burma, against which the United States imposed trade sanctions in 1997 because of its poor human-rights record.

Since then, such companies as Wal-Mart, Kmart, Jordache and **Nautica** helped boost Burma's garment industry exports to the United States by 372 percent, according to State Department data released last week by Sen. Tom Harkin, D-Iowa.

The United States imported $ 403 million worth of apparel from Burma last year, up from $ 168 million in 1999, Harkin's office reported.

The University of Iowa and Iowa State University own $ 2.2 million worth of corporate bonds in Wal-Mart. Company officials say they have not imported clothing from Burma to their U.S. stores in three years.

ISU and Iowa also have bonds worth $ 522,000 in Unocal, which holds one-third interest in a natural gas pipeline in Burma. The Free Burma Coalition has reported that Unocal knowingly uses slave labor on projects related to the pipeline.

LOAD-DATE: March 20, 2001

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NAUTICA BY THE NUMBERS CHIEF EXECUTIVE OFFICER OF THE RETAILING GIANT DETAILS COMPANY'S GROWTH The Post-Standard (Syracuse, NY) March 23, 2001 Friday Final Edition

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The Post-Standard

The Post-Standard (Syracuse, NY)

March 23, 2001 Friday Final Edition

SECTION: CNY; Pg. C6

LENGTH: 523 words

HEADLINE: NAUTICA BY THE NUMBERS CHIEF EXECUTIVE OFFICER OF THE RETAILING GIANT DETAILS COMPANY'S GROWTH

BYLINE: Jim Reilly Staff writer

BODY:

Harvey Sanders might make his living selling style to America's young and not-so-young people, but Thursday at Syracuse University, the chairman and chief executive officer of **Nautica** Enterprises Inc. was all business.

Sanders spoke on campus as part of the Sue Ann Genet Lecture Series, sponsored by the College for Human Development. He brought along his chief financial officer, Wayne Marino, and a carousel of slides heavily weighted toward figures, but not the model kind.

Sanders wanted to impress on people how a $1.85 billion retailing giant such as **Nautica** keeps itself healthy, profitable and growing. He did it by the numbers: sales figures, percentages, target customer ages, total number of "doors" (stores) carrying particular product lines.

Sanders says the key to his company's success has been controlled growth, a tight rein on product quality and image, and diversification.

From a company known primarily for its nautical-themed outerwear, **Nautica** has grown into a "lifestyle brand," selling everything from sleepwear to cologne. Not to mention watches, tableware and furniture.

"People don't know we're into those things," Sanders says of the latter two, flashing slides of bowls and plates and a woman in a bathrobe sitting on a wooden chair. "We are now."

Sanders started out as a sales trainee for a bathrobe company named State-O-Maine and was its CEO by the time he ran into David Chu, owner of a small outerwear company called **Nautica,** in the early 1980s.

Thursday, Sanders outlined how Chu's designs and his vision - "**Nautica** could be a jacket, a watch, a shoe" - helped build the company into a retailing powerhouse. State-O-Maine bought **Nautica** and, in 1993, changed its name to **Nautica** Enterprises Inc.

Today, Sanders says, **Nautica** is in thousands of stores around the world, including 106 **Nautica** outlets, and continues to grow by introducing new product lines and buying others. For instance, **Nautica** got into

golf in 1997, when it bought E. Magrath, a golfing sportswear company. Golf legend Byron Nelson is the line's spokesman.

In the fall of 1999, **Nautica** introduced a new line of tailored men's clothes by John Varvatos, a former Polo designer.

"You'll notice Leon Genet is wearing merchandise from our new John Varvatos collection," Sanders says, gesturing toward the SU grad (Class of'53) and benefactor of the lecture series, an auditorium and a gallery, all named for his late wife. Genet smiles and does a half turn, modeling.

Sanders says introducing new lines of men's and women's jeans, sleepwear and even underwear helps diversify products and customer base.

"We just launched boxer shorts for spring," he says. In response to a question, Sanders says "Casual Friday is here to stay" and notes that most of the sales growth in tailored men's clothing is at the upscale, high-priced end - $1,000 suits, $200 shirts, $500 sweaters - targeted by **Nautica's** John Varvatos line.

At lecture's end, he has hats for everybody. They bear **Nautica's** new icon: the familiar sailboat, but with simpler, sleeker lines, designed to make a more "contemporary" statement.

LOAD-DATE: January 22, 2003

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Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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Source: News & Business > Combined Sources > News, All (English, Full Text) | i
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NAUTICA CEO CUTS THE RIBBON TO OPEN DESIGN STUDIO HARVEY SANDERS, ON CAMPUS TO SPEAK, TOURED THE FACILITY HIS COMPANY DONATED The Post-Standard (Syracuse, NY) March 23, 2001 Friday Final Edition

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

March 23, 2001 Friday Final Edition

SECTION: LOCAL; Pg. C2

LENGTH: 370 words

HEADLINE: NAUTICA CEO CUTS THE RIBBON TO OPEN DESIGN STUDIO HARVEY SANDERS, ON CAMPUS TO SPEAK, TOURED THE FACILITY HIS COMPANY DONATED

BYLINE: Jim Reilly Staff writer

BODY:
Two top executives from **Nautica** Enterprises Inc., the clothing design company, came to Syracuse Thursday to cut the ribbon on the **Nautica** Design Studio at Syracuse University.

Harvey Sanders, chairman and CEO of **Nautica,** said he has been impressed with the design program in SU's Retail Management and Design Technologies department, part of the College for Human Development.

"We have SU students come down to work at our New York studios in the summer as interns," Sanders said. He and **Nautica** Chief Financial Officer Wayne Marino toured the new design studio Thursday, wending their way past tables, lockers and a loom as students drew, cut and painted, busy with projects.

Nautica's gift of $150,000 helped turn a classroom in Slocum Hall into an airy studio. "It's a really wonderful space for us," said Karen Bakke, chairman of the design department. "In order to do good work, you have to have a decent place to do it."

Bakke, who's taught textile and fashion design and other courses at SU since the 1970s, said she's taught classes "with chairs I picked up on the loading dock, one sink and no storage place for supplies." The new studio has plenty of new chairs, four sinks, and 150 lockers. "And the light is good," Bakke added.

Sanders, wearing a navy blue **Nautica** sweater, stood before a large framed picture of a J-class sailboat as he flipped through a scrapbook of student design projects. He murmured approvingly. Marino said the sailboat will be on the cover of **Nautica's** annual report.

Nautica's connection to SU is the friendship between Sanders and Leon Genet, an SU grad (Class of'53) and benefactor of the Sue Ann Genet Lecture Series. Sanders was the guest speaker Thursday afternoon.

"Harvey is just a real good guy. There's nobody nicer than him," said Genet, who accompanied Sanders and SU design faculty on the tour. Genet said his five children - and one son-in-law - all graduated from SU. Sanders has been on campus three times since 1995.

He said **Nautica's** gift was an effort "to repay the hospitality" SU has shown him over the years. He noted that **Nautica** clothing is popular with students, and "it doesn't hurt that Carousel mall is one of our best-selling areas."

LOAD-DATE: January 22, 2003

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HARTMARX SPORTS NEW CASUAL APPROACH Chicago Tribune March 25, 2001 Sunday

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March 25, 2001 Sunday
CHICAGO FINAL EDITION

SECTION: BUSINESS; ZONE: C; Pg. 1

LENGTH: 1539 words

HEADLINE: HARTMARX SPORTS NEW CASUAL APPROACH

BYLINE: By Susan Chandler, Tribune staff reporter

BODY:

Don't blame Hartmarx Corp. Chief Executive Bert Hand if he shudders when he sees a high-powered investment banker wearing a wrinkly pair of khakis and a sweater to the office.

The casual dressing revolution drove his Chicago-based company to the brink of extinction in the early 1990s and has plagued its turnaround efforts ever since. After all, the tailored men's suit has been the lifeblood of Hartmarx for 129 years, which makes any move from formal workplace dressing almost heresy to Hand, who favors gray pin-striped suits and two-tone shirts for his office attire.

Hartmarx's longtime CEO finds himself in the distinct minority these days.

It's hardly news that suit sales have declined steeply in the past decade. Many men now don them only for the occasional funeral, wedding or job interview. Somewhat reluctantly, Hand decided to transform Hartmarx into a maker of sportswear in the late 1990s, an evolution that has proved an uncomfortable fit for the Chicago-based apparel manufacturer.

To be sure, Hartmarx's foray into the casual world has been more talk than action. Some 70 percent of its sales still come from tailored clothing, years after Hartmarx launched casual lines such as Bobby Jones golfwear and created casual collections to extend its two best-known suit brands, Hickey-Freeman and Hart Schaffner & Marx.

Even those efforts have yielded spotty results. One sportswear collection would win raves from retail buyers, but it wouldn't be delivered on time. Next season, the goods would be shipped on schedule but the colors and designs weren't what customers were looking for.

"We tried to build a sportswear business with people who had spent their careers in the tailored business. It wasn't happening fast enough," Hand concedes.

But that transition period is over, he promises.

Last year Hartmarx took a big step forward by creating a completely separate sportswear division based in New York, far from Hand's office at 101 N. Wacker Dr. It also hired Jay Friedman, the head of Liz

Claiborne's menswear, to run it. Friedman, whose career has centered on sportswear, has brought in more than a dozen sportswear executives to handle everything from clothing design to sourcing to distribution.

If anyone doubts Hartmarx's commitment to the sportswear business, they need only glance at the glossy spring catalog for its very upscale Hickey-Freeman line. Instead of the typical $1,900 gray three-button Hickey suit, the cover sports a $995 tan suede jacket, a $50 pale blue cotton T-shirt and a $175 blue silk-cotton blend sweater. Sportswear also is front and center in the spring collection of Hart Schaffner & Marx, the company's slightly less expensive, but still upscale, men's line.

Count David Trahan as a believer. He owns Galdry's, an upscale menswear retailer in Louisiana that has been buying from Hartmarx for 50 years.

When he placed his spring orders for the Hickey-Freeman and Hart lines, "It was very easy to write the order," Trahan said. "The line they are delivering right now and the one for fall are right on the money."

The "money" in this case means classic sports coats and dress pants in high-quality fabrics, accented with a few splashes of bright pink, the season's hot color. Hartmarx got it right by not overdoing pink, Trahan says, because his customers--doctors, lawyers and business owners--don't want to look like Easter eggs. Other sportswear lines such as Ike Behar overdid the color thing, and Trahan walked away placing no orders.

Still, no one can blame Hartmarx investors for being skeptical that their beleaguered company is on the right track.

Hartmarx stock trades around $3 a share, less than half of the company's $6.69 book value, and far from its high of $10 a share in 1997. As a result, the company's market capitalization now stands at a modest $91.1 million.

Wrinkles for high-end suits

More distressing, perhaps, is the continued shrinkage in Hartmarx's top line revenue. Sales last year declined 6 percent to $680.6 million.

Net income soared more than five-fold to $8.8 million, or 30 cents per diluted share, but that was mostly because prior-year results were dragged down by a $6.9 million one-time charge related to pulling the plug on a systems project. Without that 1999 charge, Hartmarx's 2000 net income would have been up 4 percent, hardly enough to wow Wall Street.

Still, Hartmarx made substantial progress last year, Hand says, because it paid down $45 million in debt, leaving the company with a very respectable debt-to-total capital ratio of 37 percent.

It wasn't all that long ago that towering levels of debt threatened to sink Hartmarx for good. Debt mounted along with losses from Hartmarx's giant retail division, which had gotten its start back in the Great Depression when the company's retail customers turned over the keys to their stores because they couldn't pay for the merchandise they had ordered.

In the decades that followed, especially the fast-growing 1950s and '60s, Hartmarx added to its retail presence, stitching together a patchwork of regional chains that included Baskin in Illinois, Wallachsin New York, Raleighs in Washington, D.C., and Zachary in Florida.

But the power suit of the 1980s did a fast fade after the 1987 stock market crash, and Hartmarx began to lose big money at retail. It wasn't just the economy that was causing the pain. At the high end of the suit business, Hartmarx's stiff styling was losing ground to the soft sculptured look popularized by Italian Giorgio Armani. At the low end, Men's Wearhouse arrived on the scene and began doing a better job of selling inexpensive suits and sport coats than Hartmarx's Kuppenheimer chain.

By 1990, Hartmarx began closing stores. In 1992, it gave away its ailing specialty store division to a company executive in exchange for a $34 million note "valued at zero on Day 1," Hand said. Its retreat from retail carried a high price tag. Hartmarx's debt soared to $325 million, or 82 percent of total capital.

Meanwhile, its equity shrank to $100 million, $30 million of which came from a Saudi Arabian investor. That emergency cash infusion allowed Hartmarx to avoid a bankruptcy filing, which could have dragged down its profitable manufacturing business. But Hartmarx was left with little financial room to maneuver.

"We were in a tight spot," Hand said.

They still are, retail experts say.

The market for Hartmarx's big-ticket suits continues to shrink, while the business at the moderate-priced level is so competitive, the company decided to phase out some brands altogether. Meanwhile, plenty of apparel companies are competing for a share of the men's casual business that Hartmarx wants a bigger piece of. The big three: Polo Ralph Lauren Corp., **Nautica** Enterprises and Tommy Hilfiger Corp.

But the news isn't all grim. None of the three are playing at the top of their game right now. Tommy Hilfiger lost its urban cachet as it overexpanded its number of lines and stores. **Nautica** has missed earnings expectations amid slower sales at department stores, its key channel of distribution. And Ralph Lauren has struggled with disappointing sales at its own chain of Polo stores while its preppy English look has grown slightly stale.

Importing British designs

That lack of newness in the sportswear market may be a boon for Hartmarx, which recently signed a deal to be the North and South American licensee for Ted Baker, the hip British clothing designer and retailer.

The agreement gives Hartmarx the right to sell the same high-tech, colorful products Ted Baker is marketing in Britain as well as additional items that Hartmarx will manufacture for American distribution.

The Ted Baker line has tremendous potential for Hartmarx, retail consultants say, because the brand is relatively unknown in the U.S. market. That also means it's not a sure thing.

"It's a pretty gutsy move," said Bob Siegel, a managing director of Kurt Salmon Associates, who has worked on strategy with Hartmarx for two years. "It's going to take a lot of work and care. But it shows their commitment to being a long-term player in sportswear."

Surprisingly, the Ted Baker line also provides Hartmarx the chance to do what it does best: sell suits. British Prime Minister Tony Blair recently wore a Ted Baker "endurance" suit to pay a visit on President Bush. The high-tech, wrinkle-proof wool suit is "the perfect 21st Century suit for the likes of Tony Blair," said Hartmarx spokeswoman Adriana Payne. "You can get right off the plane and go to a meeting looking very fresh and polished."

If Hartmarx is going to capitalize on Ted Baker and other licensing agreements, it will be up to Friedman, who heads the New York-based sportswear group. His first efforts won't be visible until July, when the fall line starts arriving, but Friedman promises more pulled-together collections that are easy for men to wear.

"Everything in the line has to have a reason to be there," Friedman said. "You want the customer to wear the pants with the shirt with the sweater."

Sounds simple. But it has taken Hartmarx a long time to get its casual business on track notes Chicago retail consultant Neil Stern. "I don't think they've screwed up. They've recognized the trend, but it's been hard to turn the ship around."

GRAPHIC: PHOTOPHOTO (color): Hartmarx Corp. CEO Bert Hand shows a shirt from the upscale Hickey-

Freeman clothing line that the suitmaker offers along with its Hart Schaffner & Marx brand of menswear. Photo for the Tribune by Yvette Marie Dostatni.

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BUSINESS IN GWINNETT: Psycho Sisters offers an alternative to the malls;Resale business growing fast
The Atlanta Journal-Constitution March 26, 2001 Monday,

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The Atlanta Journal-Constitution

March 26, 2001 Monday, Home Edition

SECTION: Gwinnett Extra; Pg. 3JJ

LENGTH: 608 words

HEADLINE: BUSINESS IN GWINNETT: Psycho Sisters offers an alternative to the malls;
Resale business growing fast

BYLINE: Kimberly H. Byrd

SOURCE: AJC

BODY:
Armed with an interest in nothing in particular, Jenny Reaser stepped inside Psycho Sisters Consignment Boutique in Lilburn and began her weekly ritual of browsing.

She flipped through a rack of blue jeans, passing on those that carried such designer labels as Ralph Lauren, Tommy Hilfiger and **Nautica.** She then snatched a multicolored, short-sleeved, polyester blouse for $6.99 off a mannequin, and picked up a sheer Victoria's Secret nightie. In the vintage section of furs, wool coats and back-in-the-day knee-length dresses, she zeroed in on a leather-looking jacket that turned out to be a tad too big.

"Most consignment shops have clothes that no one wants," Reaser said. "But here, the selection is nice, and it changes every week."

What really moves the 22-year-old Reaser is the fact she often finds nearly new pieces from some of her favorite stores like the Limited, Express and Banana Republic, at a fraction of the costs.

"I can't afford the mall," Reaser said matter-of-factly. "So I come in here and get the same things I would find there at a really discounted price. And, they're worn in, just like I like them. So why go to the mall?"

Amanda Self's sentiments exactly. She opened Psycho Sisters Consignment Boutique seven years ago and viewed it as an alternative to mall shopping. It was the second Psycho Sisters store to open in metro Atlanta. However, she's an independent owner and operator.

Her 1,050-square-foot store sits in a strip mall on Indian Trail in Lilburn. The merchandise there runs the gamut, from the sequined, floor-length dress and powerhouse business suit to the most basic T-shirt in a range of sizes that span decades of trends. There's jewelry, shoes, handbags, incense, oils, books, crystals and CDs. There is even a casual men's wear section.

"I've got the grooviest store," said Self, dressed in bellbottomed, patchwork, corduroy jeans, a fitted T-shirt and platform sandals. "I've got suits and clothes for the professional woman and funky, far-out stuff for the teenagers and young at heart. I've got something for everybody."

According to the National Association of Resale & Thrift Shops, resale is one of the fastest growing segments of the retail industry. The organization estimates there are more than 15,000 resale shops across the country, peddling everything from precious antiques and artwork to jeans.

"My God, the dollar is not worth very much anymore," Self said. "If you don't spend it wisely, I think you're nuts. If you don't buy second-hand, I think you're an idiot."

Self's shop differs from most consignment outlets, as she buys items outright from sellers. That said, she says she has to be selective and in-the-know relative to fashion trends. Most days, she offers her customers a percentage off the prices, and there's always a $2 rack.

"In my seven years, I've seen consignment shops come and go," Self said. "It's because they don't have a clue about what's in style, and their prices are too high."

The wall near the store's register is covered with awards and plaques that list Psycho Sisters, including in some instances other stores that carry the same name, as the best consignment shop and best vintage store in metro Atlanta or Gwinnett County.

"The clothes are usually more interesting than what you'd find at thrift shops," said Katie Tsocanos, as she tried on a flimsy, oversized hat. "You can best believe there's always something here that you won't find in any other place."

Self's point exactly.

Psycho Sisters Consignment Boutique is located at 900 Indian Trail, Lilburn. To reach the store, call 770-923-5228.

GRAPHIC: Photo:
In addition to a range of shoe styles, Psycho Sisters carries dresses and business suits for any occasion, plus T-shirts and jewelry. / T. LEVETTE BAGWELL / Staff Photo:
Amanda Self, owner of Psycho Sisters consignment boutique in Lilburn, shows off a pair of shades and a funky dress. She's been in business there for seven years. / T. LEVETTE BAGWELL / Staff

LOAD-DATE: March 26, 2001

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JACKETS GET FALL MAKEOVER; Brief Article WWD March 29, 2001

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March 29, 2001

SECTION: Pg. 10 ; ISSN: 0149-5380

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LENGTH: 735 words

HEADLINE: JACKETS GET FALL MAKEOVER; Brief Article

BYLINE: Caplan, David Grant

BODY:
NEW YORK -- Seeking to continue the strong sales that denim jackets enjoyed last year, for fall, jeans vendors are trotting out a variety of new jacket silhouettes as alternatives to the classic, fitted, waist-length look.

The category needs an infusion of new ideas to keep its momentum, vendor executives acknowledged.

"I am seeing a slowdown in the traditional denim jacket because every customer pretty much has one now," said Kimberly Hill, vice president of sales at Polo Jeans Co. "So in order to take it to the next level, it's being done in different bodies."

Polo Jeans, a division of Sun Apparel Corp., for the fall is offering a denim duster. The company will also increase its use of embellishments, such as studs and leather trimming, on its basic jacket styles.

"We all have the classic jeans jacket in our closet, so the whole idea is how do we make it new, exciting and different without losing the fact that it is a jeans jacket," said Polo Jeans creative director Chris Leba.

North of the border, Bullet Blue Jeans co-owner Roger Vignales said the Montreal-based company "needed to do something else in jackets for fallto stimulate jacket sales by offering innovation."

Bullet Blue Jeans' offerings for fall include a three-quarter-length belted coat with a sherpa-style fleece collar and a jacket with fake-fur trimmed cuffs and collar.

DKNY Jeans president Susan Davidson said, "There will always be a market for the traditional, classic, jeans jacket, but to broaden the appeal now, the definition of the jeans jacket must broaden."

She said "the sales have pretty much stayed the same for traditional denim jackets and that is probably due to the different washes and fits that we offer every season."

DKNY Jeans, for fall, is showing a fitted duster, a 3/4-length jacket, a fitted denim blazer and a motorcycle-style jacket made from denim and leather. The line's junior collection will include a pea coat with a detachable fake-fur collar and cuffs.

Sandra Campos, senior vice president of the women's division at **Nautica** Jeans Co., said the company will offer, in the fall, an expanded selection of denim jackets, including a blazer and trench coat.

"The customer is still wearing denim and buying denim, but she's looking for newness in denim," she said. "You see it in bottoms and you see the same thing in jackets."

Campos said the proliferation of denim offerings from designer labels, such as Chanel, Marc by Marc Jacobs and D&G, has made it easier for status brands to offer dressier denim items.

"Everyone's doing denim in some shape or form," she said. "It definitely brings it to a more aspirational level, as opposed to just being something that's worn everyday."

Even relative newcomers to the denim game are turning to updated jacket styles as the key to catching consumers' eyes.

At contemporary resource ABS by Allen B. Schwartz, which also produces Allen B., president of sales Lloyd Singer said, "we have tweaked all of our jackets that are classic in one way or another to make them more of-the-moment."

The company's fall offerings include a stretch peplum denim jacket from Allen B. and a stretch denim trench coat with leather trim from the ABS by Allen Schwartz line.

Jill Stuart Jeans, which is produced by New York-based Alpha Garment, will also tweak its jacket offerings for fall.

"Denim is a category still on fire and people certainly still need to wear jackets, but they can't possibly continue to keep buying one silhouette over and over again," said president Charles Jebara. "What we're trying to do is sort of reinvent the category through fabrications and washes and bodies."

For its inaugural spring season, Jill Stuart Jeans' denim offerings included a two-button blazer and a classic jacket in various washes. For fall, it will offer a belted barn jacket, baseball jacket, motocross jacket, ranch jacket and a short leather-trimmed blazer.

Jordache Enterprises Ltd.'s Jordache Originals line, is also seeking to re-energize the category with fashion-forward jackets.

"The jeans jacket category definitely needs an infusion of creativity since most consumers already own a basic, rigid, jeans jacket," said Jordache Originals design director Stephen Whitney Baum.

Baum said the line, which launched last November, will include, for fall, a belted duster and a coatdress.

IAC-CREATE-DATE: April 10, 2001

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Nautica Enterprises, Inc. Announces Fourth Quarter and Year-end Results Conference Call Business Wire March 30, 2001, Friday

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March 30, 2001, Friday

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LENGTH: 184 words

HEADLINE: **Nautica** Enterprises, Inc. Announces Fourth Quarter and Year-end Results Conference Call

DATELINE: NEW YORK, March 30, 2001

BODY:
Nautica Enterprises, Inc. (NASDAQ: NAUT), invites investors to listen to a broadcast of the Company's conference call to discuss fourth quarter and year-end results. The call will be broadcast live over the Internet on Tuesday, April 24, 2001 at 9:00 a.m. (EST) at http://www.**nautica**.com and http://www.streetfusion.com.

An online archive of the broadcast will be available within one hour of the completion of the call and will be accessible on the http://www.**nautica**.com and http://www.streetfusion.com websites until Tuesday, May 8, 2001.

Nautica Enterprises, Inc. (NASDAQ: NAUT), through its subsidiaries, designs, sources, markets and distributes apparel under the following brands: **Nautica; Nautica** Competition; **Nautica** Jeans Company; John Varvatos; E. Magrath; and Byron Nelson.

CONTACT: **Nautica** Enterprises, Inc., New York
Wayne Marino, 212/541-5757
Chief Financial Officer
- or -
Investor Relations:
Morgen-Walke Associates, New York
Shannon Froehlich/Natasha Boyden/Priya Akhoury
Media Relations: Michael McMullan
212/850-5600

URL: http://www.businesswire.com

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YOU'VE GOTTA HAVE IT: accent on color;SPRING EDITION: fashion atlanta ***The*** *Atlanta Journal-Constitution*
April 1, 2001 Sunday,

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April 1, 2001 Sunday, Home Edition

SECTION: Features; Pg. 5T

LENGTH: 30 words

HEADLINE: YOU'VE GOTTA HAVE IT: accent on color;
SPRING EDITION: fashion atlanta

BYLINE: Marylin Johnson

SOURCE: AJC

BODY:
Color adds pizazz to just about everything --- black and white clothing in particular. For spring, bold accessories make bright statements while pastels paint a fresh picture.

GRAPHIC: Photo:
Happy-hued bags from front: Nine West's faux croc lavender bag ($98), at Lord & Taylor; Esprit's bright green "coconut" bucket bag ($52), at Rich's; Coach's canvas tote with blue accents ($228), at Coach stores. / PHIL SKINNER / Staff Photo:
Carol Dauplaise rhinestone bracelets ($15 each), at Rich's. / PHIL SKINNER / Staff Photo:
Savannah's large raffia tote with pompoms ($72), at Beth Ann Image & Accessory Boutique. / PHIL SKINNER / Staff Photo:
Pretty pastel glasses, clockwise from bottom left: Rose-colored Ralph by Ralph Lauren specs ($78), at Rich's; black rubberized Reaction glasses ($38) with orange lenses, at Lord & Taylor; Perry Ellis blue lens glasses ($24.99) and Kenneth Cole's lavender lens glasses ($50), both from Rich's; Reaction's rubberized glasses with yellow lenses ($38), at Lord & Taylor. / PHIL SKINNER / Staff Photo:
Cookie's pearl and crystal necklace ($150), Swarovski's leaf pin ($125) and Miriam Haskell's butterfly pin ($150). All at Lord & Taylor. / PHIL SKINNER / Staff Photo:
Slides (clockwise from bottom left): Nine West's lavender faux croc ($85); Bebe's thongs in pink or green ($110) and DKNY's red/gold slide ($168). All at Lord & Taylor. / PHIL SKINNER / Staff Photo:
Gerda Lyngard's topaz necklace with black closure ($275), at Beth Ann Image & Accessory Boutique. / PHIL SKINNER / Staff Photo:
Nautica's poplin lavender shirt ($39.50) and coordinate Lauren by Ralph Lauren tie ($39.50). Both at Lord & Taylor. / PHIL SKINNER / Staff Photo:
Timepieces: Fossil watches with bold colored faces ($65). All at Rich's. / PHIL SKINNER / Staff Photo:
Lauren by Ralph Lauren faux croc loafers in turquoise, pink and green ($90 a pair). At Lord & Tayor.
Fringed linen scarf ($50), at Rich's. / PHIL SKINNER / Staff Photo:
Finishing touches: Echo's bold-print scarf ($45), from Lord & Taylor and faux croc Liz Claiborne belt ($22), at Rich's. / PHIL SKINNER / Staff

LOAD-DATE: April 02, 2001

Cutting a dash despite America's slowdown The Evening Standard (London) April 3, 2001

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The Evening Standard (London)

April 3, 2001

SECTION: Pg. 38

LENGTH: 747 words

HEADLINE: Cutting a dash despite America's slowdown

BYLINE: Lauren Chambliss

BODY:

CHICAGO retail consultant George Rosenbaum says the entire apparel market should get a lift this spring when travel picks up during the holiday season.

"When people travel, especially when they go on vacation, they generally buy new clothes," he says. "If travel plans hold up as they have been, it is good for apparel makers."

Last spring, the fashion marketers misjudged demand and were forced into heavy discounting to move merchandise. That wrecked profit margins. This year, inventories are in good shape, says CSFB analyst Dennis Rosenberg. At price-earnings multiples of between 12 and 14, except Ralph Lauren, which is trading much higher, the big names remain well shy of the multiples of 20 or more that proved unsustainable in the early Nineties.

Analysts say the sector's shares are very attractive but Liz, Ralph and Tommy's ability to live up to the hype depends on two very fickle forces - the US economy and consumer tastes.

The worse the US economy gets, the more investors love Tommy, Liz, Ralph and Jones.

Fashion designers who cater to the masses, such as Tommy Hilfiger, Liz Claiborne, Polo Ralph Lauren and Jones New York, may not be setting the fashion world on fire, but they are still standing on Wall Street's catwalk as the stock market stumbles.

So-called fashion-vendors,

the firms that typically sell fashion apparel through their own outlets, big US department stores and global retail chains, are expected to outperform the general market this year and possibly next.

Shares in popular clothes makers such as Jones New York and **Nautica** are only slightly off recent highs, while others, such as Hil-figer, Claiborn and Lauren, have fallen 5% or more in recent weeks, but are still well above 52-week lows.

"I upgraded the sector at the end of November and even though the stocks have done well, they are still cheap," says CSFB analyst Dennis Rosenberg.

"It's a mature industry with good cash flows, generating earnings growth in double digits and selling at reasonable multiples."

When the Federal Reserve cuts interest rates, it is generally good news for consumer cyclicals, especially apparel makers. A study by Standard & Poor's, reviewing Fed rate cuts for the past 30 years, found apparel manufacturers' shares rose an average of 14.7% in the six months after a Fed move, against an average 12.3% gain for the S&P 500. With the Fed having cut rates three times so far this year, analysts are looking for a rebound in a sector not doing too badly anyway.

"People have been holding back on spending but that isn't going to last," says George Rosenbaum of Chicago's Leo Shapiro & Associates.

"Despite economic worries, incomes have generally been holding up. There is a feeling that this spring there is going to be a big improvement in apparel buying."

Some consumers never stopped shopping, especially for Polo Ralph Lauren, which beat Street earnings estimates with a 58% increase in fiscal third-quarter profits. It is doing so well in US and European upscale markets with an "American lifestyle luxury brand" that it is reducing distribution to US discount retail chains.

Shares in **Nautica,** which makes mostly male apparel with a sailing motif, have more than doubled to $ 18 in the past six months. Looking for a port in the storm, analysts see a safe harbour in its look, which is less fashion sensitive than most.

Falling foul of trends was part of the problem at Tommy Hilfiger last year, but the company is now being overhauled.

In the quarter to last December, earnings fell 28% to $ 42 million (£30 million). Though still beating analysts' expectations, profit margins shrank as Hilfiger engaged in steep discounting to move merchandise during the sluggish holiday season.

Hilfiger is ditching its cool, hip-hop image to return to its preppier roots by focusing on red, white and blue clothes themed as a "family brand", 49-year-old Tommy Hilfiger said in a recent interview.

Hilfiger, which last month used Lauren Bush - niece of President George W Bush - to model its collection in London, is rolling out 25 boutiques by next March, in the middle of an economic slowdown, but most analysts rate Hilfiger a "buy" or "strong buy".

Its sportswear business is said to be receiving spring orders that will bulk up sales and, at about $ 12, Hilfiger's share price is almost double its 52-week low of $ 6.31, though it has fallen from $ 17.25 in recent weeks.

GRAPHIC: HILFIGER MODEL LAUREN BUSH, NIECE OF THE US PRESIDENT MAN OF THE CLOTH: RALPH LAUREN'S CLOTHES HAVE BEEN SELLING SO WELL THE FIRM HAS REDUCED DISTRIBUTION TO DISCOUNT CHAINS

LOAD-DATE: April 4, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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Date/Time: Monday, May 1, 2006 - 6:39 PM EDT

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)

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Large guys getting choice of hip styles from top designers The Denver Post April 5, 2001 Thursday

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The Denver Post

April 5, 2001 Thursday 2D EDITION

SECTION: SCN; Pg. F-01

LENGTH: 606 words

HEADLINE: Large guys getting choice of hip styles from top designers

BYLINE: Suzanne Brown,

BODY:
Big guys no longer have a slim selection of clothing. Today, they can choose suits from Canali and Zegna, sportswear from DKNY and Polo Ralph Lauren, and footwear from Ferragamo or Kenneth Cole.

It wasn't always this way, retailers say.

'I got tired of having the Rodney Dangerfield reputation in the clothing industry-offering expensive clothes of lesser quality,' said Sam Kaufman of Kaufman's Tall and Big Shop in Englewood. He co-owns the store with his father Fred, who opened it in 1958.

They also have a store in Bellevue, outside Seattle, which opened in 1995.

'For years I've traveled extensively to get quality merchandise and overcome that stigma,' he says.

Big and tall men-whether they're musicians or politicians or bricklayers-just want to dress the same way as every other guy, he says. Among Kaufman's customers are Denver Mayor Wellington Webb; Keli McGregor, vice president of the Colorado Rockies; Raef LaFrentz of the Denver Nuggets and Matt Lepsis of the Denver Broncos.

'It has been difficult to convince some upper-end manufacturers to make our sizes, but more are waking up to it,' Kaufman says, naming Tommy Hilfiger, **Nautica,** Levi's, Pelle Pelle and Sean John as labels represented in his store.

(Among the holdouts are Kenneth Cole and Tommy Bahama, who still aren't making large sizes, he says)

Bob Sockolov, president and CEO of Rochester Big & Tall, which has 21 stores in the United States, agrees that merchandise selection for their stores has improved dramatically.

'We used to be the last thing on the cutting table, and we were a season or two behind. We're proud of the fact that we're now up at the fashion forefront,' he says.

'Manufacturers are seeing the light. Two years ago Ralph Lauren decided to get into the business. Before that, they didn't think we were their customer,' Sockolov says. 'Now, many of the items we're getting are exclusives or special cuttings, from (Ermenegildo) Zegna or Versace. They'll make it according to our specifications.'

Both Kaufman and Sockolov say that while the casual movement has been strong in recent seasons, they are getting more requests for suits and tailored sportswear.

'Nationwide, we have seen the effects of casual Friday, but I truly think that as the dot-com industry has suffered, there will be a spike in tailored clothing,' Kaufman says.

Sockoflov agrees. 'There was a real slowdown in suits for part of last year. It hasn't changed appreciably in 2001, but sport coat and slack business (is) picking up. People are starting to dress up for meetings again, and more people are looking for jobs.'

Big, bigger, biggest

For more information, contact:

Kaufman's Tall & Big Shop, 3395 S. Broadway, Englewood, 303-761-6000, or visit kaufmans.com. The store carries better and designer merchandise for tall, big and athletically built men who are at least 6 feet tall and/or weigh 200 pounds. Suits are in regular sizes 48 to 56, longs from 46 to 68, and extra longs in 42-60.

Rochester Big & Tall, 2770 E. Second Ave., Denver, 303-355-8130. For a catalog, call 800-282-8200, or you can send e-mail to rbtcatalog@aol.com. Rochester sells better and designer merchandise to customers who are typically at least 6 feet tall and/or weigh 200 or more pounds. Tall sizes are from 38 extra long, and suits vary from 46 to 60 regular, long and portly.

Casual Male, multiple locations, call 800-844-6524.

Repp Ltd. Big & Tall, multiple locations, www.reppbigandtall.com.

GRAPHIC: PHOTOS: Fashions

LOAD-DATE: April 05, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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Nautica Enterprises DNR April 6, 2001

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DNR

April 6, 2001

SECTION: Vol. 31, No. 42; Pg. 3; ISSN: 1041-1119

RDS-ACC-NO: 02849828

LENGTH: 198 words

HEADLINE: Nautica Enterprises

HIGHLIGHT:
In 2001, **Nautica** Enterprises expects to reach $625 mil in revenues and a $7.2 mil operating profit

BODY:
Nautica Enterprises said it expects its full-year earnings per share to match or come in slightly below Wall Street expectations.

In a presentation to investors, CFO Wayne Marino said the company expects to Post 2001 earnings per share of $1.38. The consensus estimate among analysts polled by First Call is $1.39. The company also said it expects to report earnings per share of $1.48 in 2002.

Marino also said **Nautica** expects 2001 operating profit of $7.2 million on revenues of $625 million. For 2002 the New York-based company is targeting revenue growth between 8 and 10 percent, and EPS growth of 6 to 8 percent.

Harvey Sanders, president and CEO, said the company has been able to sustain two years of growth through diversification and leveraging the **Nautica** brand. He noted that while in the past its men's sportswear business has been a driving force behind its success, he expects sales here to fall to 49.3 percent from 69.8 percent of the total, offset by growth in other areas including sleepwear and women's jeans.

Nautica is expected to open the doors of its new flagship store in New York's Rockefeller Center April 21.

--JENNIFER WEITZMAN

TYPE: Journal; Fulltext

JOURNAL-CODE: DNR

LOAD-DATE: April 24, 2001

Nautica to enter big boxes Home Textiles Today April 09, 2001

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Home Textiles Today

April 09, 2001

SECTION: News; Banc of America Conference; Pg. 4

LENGTH: 198 words

HEADLINE: **Nautica** to enter big boxes

BYLINE: By Andrea Lillo

BODY:
NEW YORK -- Though **Nautica** focused on its apparel business at Banc of America's Consumer Conference last week, it did announce that its home textiles line will debut in the big-box, specialty retailers at the end of this month.

"We're very excited," said Harvey Sanders, chairman, president and ceo, speaking to analysts, adding that the new distribution channel will strengthen and extend the brand.

Previously the **Nautica** home collection, consisting mostly of bedding, had been in department stores. And though it still has a "mature business" with several department store retailers, he said, "we have not gotten the support of the department stores in the past." The lack of appropriate space to display the collection was a problem, he said. "When you come out with nice things, you want it to be seen. We want to stay in business."

Sanders continued, "We will have a nice presentation in the big boxes." However, the collection won't expand too quickly. "We're concentrating on controlled growth."

Though apparel will be the focus of the first retail store in Rockefeller Center in New York, opening this month, he didn't rule out adding the home line in the future.

LOAD-DATE: April 12, 2001

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NAUTICA FLUFFS RIVERKEEPER'S SAILS. Daily News Record April 9, 2001

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Daily News Record

April 9, 2001

SECTION: Pg. 2 ; ISSN: 1041-1119

IAC-ACC-NO: 73555317

LENGTH: 255 words

HEADLINE: NAUTICA FLUFFS RIVERKEEPER'S SAILS.

BYLINE: Dodd, Annmarie

BODY:
Keeping the Hudson River clean and Riverkeeper in business attracts the most interesting and impressive group of supporters. Aside, of course, from the Kennedy family and its obvious connection to the environmental protection group through Robert F. Kennedy Jr., Riverkeeper's chief prosecuting attorney.

Among the boldface names in the crowd for the group's annual fundraiser last week at Chelsea Piers were: Queen Noor of Jordan, Bob Pittman, co-COO of AOL Time Warner, Glenn Close, Christopher and Dana Reeve, Chevy Chase, Dan Aykroyd, Patty Hearst, designers David Chu and wife Gina and Kenneth Cole and his wife, Maria Cuomo Cole, John Mellencamp and a handful of cast members from HBO's Sex and the City and way-hot The Sopranos.

The event's annual Riverkeeper Award was given to Louis Bacon, chairman and CEO of Moore Capital Management and chairman of The Moore Charitable Foundation. More than $ 2.3 million was raised for the Hudson River effort between the fundraising dinner and auction; items up for bids included opening-night tickets to the upcoming Harry Potter movie, a Hudson River tour with RFK Jr. and a package of tickets to four summertime concerts, including N'Sync and U2.

The Riverkeeper's annual "Fisherman's Ball" was sponsored and hosted, in part, by **Nautica,** thanks to Chu's blossoming friendship with Kennedy. When you're listed as a top sponsor, you're certain to get one of the best tables in the house. Among those sitting with Chu for the night, Kennedy, Close and the Reeves.

IAC-CREATE-DATE: April 23, 2001

LOAD-DATE: April 24, 2001

GIVE NEW GRADS A HAND, OR MAYBE A DISCO BALL Detroit Free Press APRIL 19, 2001 Thursday METRO FINAL EDITION

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Detroit Free Press

APRIL 19, 2001 Thursday METRO FINAL EDITION

SECTION: FEATURES; Pg. 1C

LENGTH: 623 words

HEADLINE: GIVE NEW GRADS A HAND, OR MAYBE A DISCO BALL

BYLINE: HOLLY HANSON FREE PRESS SHOPPING WRITER

BODY:
It's graduation time, and you know what that means. Gifts!

Sure, you could go the responsible route and get a time-honored present like a briefcase or a fountain pen. Those might be practical, but they're not much fun.

Fortunately, you can find graduation gifts that are not only useful, but fun and trendy, too.

MyFreakyFamily.com offers a very cool selection of French-press coffeemakers, flower-strewn monitor covers, lava lamps, disco balls and plastic chairs shaped like giant hands. Certainly every dorm room needs at least one of these.

Prices range from $4.99 for a handy cooking guide that can be stuck to the refrigerator to $169.95 for the hand-shaped chair. And if you can't make up your mind, you can always send an e-gift certificate, allowing your favorite graduate to choose his or her own gift.

Surf to

www.myfreakyfamily.com.

Over the river

Windsor Crossing Premium Outlets in Windsor has added three new stores to its roster.

The Body Shop Depot, which opened April 7, offers 30 percent to 75 percent discounts on natural skin and hair care products from the Body Shop. Call 519-966-8850.

George Richards Big and Tall Menswear, which also opened April 7, is the outlet for a well-known Canadian menswear chain. The store carries sizes 1X to 6X in both regular and tall versions, while pants come in waist sizes ranging from 36 to 66. Featured brands include Tommy Hilfiger, Chaps by Ralph Lauren and

Nautica. Call 519-969-0923.

Hugo Boss, which opened in February with a selection of discounted menswear, has just added women's wear to the mix. In addition, the store carries merchandise for all four seasons, all year round. Call 519-967-1919.

Windsor Crossing is at the intersection of Sandwich West Parkway and Highway 3. Hours are 10-9 weekdays, 9-6 Saturday, 10-6 Sunday. Call 519-972-7111 anytime or surf to for more information.

Picture, please

Bare walls got you down?

Colorworks Design Studio, with its home-decor boutique, Colorworks Uncommon, will host its an annual fine-arts event April 26-28.

The show will include unframed fine art prints, serigraphs, lithographs and etchings on paper and canvas. Hours are 5-8 p.m. April 26, noon-7 April 27 and noon-5 April 28.

Colorworks Design Studio and Colorworks Uncommon are at 32506 Northwestern Hwy. in Farmington Hills. Call 248-851-7540, or surf to

www.colorworksstudio.com

Beauty picks

Looking for the best in beauty? Here's what's on the list for 2001 from specialty stores and mass marketers, as chosen by Cosmetics Executive Women, a national group of 1,300 beauty experts.

Best new facial skin-care products: Estee Lauder Idealist Skin Refinisher and Olay Daily Facials cleansing cloths.

Best new makeup products: Lancome Photogenic Skin-Illuminating Makeup SPF 15 and L'Oreal Feather Lash Softly Sweeping Mascara.

Best new sun products: Estee Lauder Go Bronze Tinted Self-Tanner and Avon Skin-So-Soft Blue Blast Moisturizing Suncare Disappearing Color, SPF 30.

Name a winner

Each month, the Free Press awards a Service Star to deserving salespeople who provide great service. We need your help.

Tell us about a particular example of fine service that you experienced yourself. Identify the salesperson by name, the store in question and what he or she did to make your shopping experience so pleasant.

Don't nominate your boss, coworker or relative, no matter how fabulous they may be. We want those who've received great service to tell us all about it.

Include your name and a daytime phone number or e-mail address so that we can contact you for more details.

By e-mail: shopping@freepress.com

By fax: 313-222-5397

By mail: Attention, Shoppers

Detroit Free Press

600 W. Fort St., Detroit, MI 48226

NOTES: ATTENTION SHOPPERS

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Retailers taking notice of teens' buying power The Denver Post April 22, 2001 Sunday

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The Denver Post

April 22, 2001 Sunday 2D EDITION

SECTION: BUSINESS; Pg. K-03

LENGTH: 848 words

HEADLINE: Retailers taking notice of teens' buying power

BYLINE: By Kelly Pate, Denver Post Business Writer,

BODY:
Today's teenagers are making headlines because of their generation's record size, handle on technology and - the big carrot for retailers - buying power.

One analyst, Jeff Klinefelter, is forming stock recommendations based partly on what styles and brands teens like, the stores where they shop and how much money they spend on clothes.

Klinefelter, a senior research analyst with U.S Bancorp Jaffray in Minneapolis, last month rounded up high school kids from nine U.S. cities, including Denver, and took them to their local malls. Klinefelter tracks chain stores that sell apparel.

Nearly 300 teens, ages 17 and 18, took part in the study, including about three dozen Denver high school students who toured stores in Cherry Creek.

'We believe a closer look at the 'Echo Boom' or 'Generation Y' demographic is more relevant than ever considering the prospects for a slower overall economic growth rate,' writes Klinefelter in his report, which was released last week. Generation Y covers people born in 1982 or later.

Lisa Herzlich, Cherry Creek mall's marketing manager, said smart retailers are embracing high school-aged consumers because they've become 'a true economic force.'

'This group makes their own choices, they have disposable income and they make their own value judgment on how fashion, price and brand meld together,' she said.

Research indicates that half the money teens spend in malls is their own, while the other half comes from their parents, a change from the past when about 70 percent of teen's spending money came from parents.

Teens involved in the U.S. Bancorp study learned theories about what affects consumer buying decisions and how fashion cycles fit into stock valuations. They were asked about their spending patterns and whether they perceived certain stores to be expensive or inexpensive. And once in the stores, the students recorded the lowest and highest prices on clothing. Again they were asked about their impressions of price in those stores.

From the study, Klinefelter gleaned some valuable information.

U.S. teenagers told him they go first to the The Gap, Abercrombie & Fitch and Express. Gap was cited for relatively affordable prices on a broad assortment of basics. Despite a recent decline in sales growth, Abercrombie remains popular, which Klinefelter attributes to the store's strong brand. And teen girls said Express has the latest styles at prices they can usually afford.

Among Denver teens, top destinations were Hot Topic, Mervyn's and Express.

Klinefelter said more teens than he expected say they shop department stores. 'It happened more consistently in smaller communities and urban communities where you have easier access to department stores or a narrower selection of specialty stores,' he said.

'It also tells me brand awareness is transferring down a generation,' he said referring to the buying habits of Gen Y's parents. 'The wide assortment of independent and national brands is their biggest strength going forward and opportunity to keep teen market share.'

Herzlich said Polo, Tommy Hilfiger and **Nautica** are hot brands among teens, and those clothing lines are sold in large volumes from department stores such as Foley's, Lord & Taylor, Dillard's and others.

So what does all this mean for investors?

Klinefelter looks for stores that manage their stream of inventory efficiently and where customers can find the brands they want when they want.

He said retailers must find a way to get cost-conscious customers to buy their store brands or other brands they carry - even if they're a bit more expensive. In other words, if the brand is strong enough, shoppers who set out to spend no more than $ 60 on a new pair of jeans will pay more when they find a brand they like.

'Once you have consumers' interest, you can identify opportunities for margin expansion over time,' Klinefelter said.

Abercrombie & Fitch, one of the stocks he tracks, did just that.

'They gradually gained more awareness and increased their retail pricing and expanded their margins. They were tremendously popular,' he said.

But Abercrombie took that strategy a little too far and scared some shoppers away with higher prices. To compensate, Abercrombie last summer started adding some lower-priced products, including T-shirts, to its selection.

A few other findings:

Denver teens reported the highest spending among nine cities, with an average of $ 149 a month, compared with $ 110 nationally going toward clothing. At the low end, Des Moines teens reported spending only about $ 60 a month.

Half of U.S. teens surveyed said they prefer specialty stores, while department stores won 39 percent of the vote and discount stores 11 percent, with Denver close to that average. Denver teens reported the most mall visits per month, averaging 4.1. The national average was 2.5 trips.

LOAD-DATE: April 23, 2001

DOWN TO THE KNITTY-GRITTY Spring sweaters in every color and style at a steep discount Daily News (New York) April 22, 2001, Sunday

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Daily News (New York)

April 22, 2001, Sunday SPORTS FINAL EDITION

SECTION: LIFELINE; Pg. 18 ON SALE!

LENGTH: 549 words

HEADLINE: DOWN TO THE KNITTY-GRITTY Spring sweaters in every color and style at a steep discount

BYLINE: BY MILA ANDRE

BODY:
COLORFUL YARN Supplement your wardrobe with a few new spring sweaters from erik stewart, which will hold its 2001 sample sale April 30-May 9. You'll find V-necks, tank tops, loop fringe styles, chunky basics, classic cables, needle ribs, dip dyes, silk, Lycra blends and 100% cotton and cotton blends in a rainbow of colors all at reduced prices. Sexy sleeveless Shaker-knit turtlenecks or cardigans in cotton, silk and Lycra, regularly $50-$200, are $20-$90. These come in flame, lime, strawberry, turquoise, bubblegum pink, pink sachet and deep sky. Chunky cables and boucle tweeds, usually $100, are $50; twin sets, usually $180, are $90. All sweaters come in small, medium and large and in addition to the colors mentioned black and burlap.

erik stewart, 1441 Broadway (between 40th & 41st Sts., 34th floor); (212) 944-9096. Hours: Mon.-Fri., 9 a.m.-5:30 p.m.

DRESS FOR LESS Nothing beats getting a gorgeous gown at a great price. Pay-Le$$ Dressy Dresses is the place where you can find just what you want and each costs $69.99. The choice is tremendous: More than 7,000 cocktail, evening and special-occasion dresses by the likes of J.R. Nites, Morgan and Co., Cache, Ever Beauty, Jump and Zum Zum selling elsewhere for $250-$678 are going on sale tomorrow through May 5 at three locations. There are sleek silver Empire gowns; velvet, silk, taffeta, georgette and chiffon in all lengths and the hottest colors of the season gray, burgundy, gunmetal, gold and royal blue. For larger sizes (up to 26), there are Kelly Bishop dresses and Karen Miller suits with pearl-studded lapels.

Pay-Le$$ Dressy Dresses, Main Warehouse, 55-55 59th St. (ground floor), Maspeth, Queens; (718) 326-1016. Hours: Mon.-Sat., 10 a.m.-6:30 p.m.; Sun., 10 a.m.-4:30 p.m.

* In Staten Island

1462 Hyland Blvd.; (718) 351-8134. Hours: Mon.-Thurs. & Sat., 10 a.m.-7 p.m.; Fri., 10 a.m.-8 p.m.; Sun., 11 a.m.-6 p.m.

* In Brooklyn

2259 59th St. (between Bay Parkway & 23rd Ave.); (718) 331-2724. Hours: Mon.-Thurs. & Sat., 10 a.m.-7 p.m.; Fri., 10 a.m.-8 p.m.; Sun., 10 a.m.-6 p.m.

DESIGNER WARE The names read like a Who's Who of couturiers Prada, Fendi, Armani, Karl Lagerfeld,

Freelance, Helmut Lang, Robert Clergerie. These are just some of the designer brands of apparel, shoes, handbags, accessories, and linens you can buy below wholesale May 1-3 at Ashley Reed Trading. Thousands of shoes, boots and sandals from Prada, Freelance, Karl Lagerfeld, Charles Jordan, Robert Clergerie (sizes 5-12), usually $299 and up, are $15-$75. Current collections of designer apparel from Prada, Miu Miu, Jil Sander and Helmut Lang are $75-$200 (usually $300-$2,800). Handbags and accessories from Prada, Fendi and DKNY are $100 and up, and a full line of home accessories sheets, comforters, duvets, covers, linens, etc. from Frette, Polo Home, **Nautica** and Charisma is reduced 75%. New merchandise will arrive daily, including some for men, too.

Ashley Reed Trading, 401 Seventh Ave. (Hotel Pennsylvania, between 32nd & 33rd Sts.; ground floor); 1-888-937-9006. Hours: 8 a.m.-8 p.m.

To be listed, please fax DETAILED information to Mila Andre at (212) 210-1604 or (212) 210-2203 at least THREE WEEKS in advance. *

GRAPHIC: THOMAS MONASTER DAILY NEWS TOP CHOICE Spring sweaters at erik stewart.

LOAD-DATE: April 23, 2001

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LNT shifts its strategy for textiles Home Textiles Today April 23, 2001

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Home Textiles Today

April 23, 2001

SECTION: News; Pg. 1

LENGTH: 470 words

HEADLINE: LNT shifts its strategy for textiles

BYLINE: By Andrea Lillo

BODY:
CLIFTON, NJ -- Linens 'N Things hopes to resuscitate its textiles area -- the category that it had counted on to provide more than 60 percent of sales during the recently concluded first quarter -- with three new initiatives, announced last week.

"Our core textiles category was disappointing, reflecting an overall weakness in the industry," said Steven Silverstein, president. "The performance of textiles had a significant impact on overall sales."

Though he didn't delve into details, Silverstein said that it is taking several steps to improve the textile category. First, **Nautica** Home was just launched in the stores, he said. Traditionally **Nautica** has been a department store brand, and this is the first time it's entering big boxes such as Linens 'N Things.

In addition, Silverstein announced a "new and improved" solid-color bath towel program. In the bedding area, it plans to strengthen promotional items.

All of these initiatives are part of Linens' overall goal to increase store productivity and the average store transaction. The company has set a target of achieving sales of $150 to $175 per square foot, he said. As previously announced, the percentage of proprietary product is still expected to reach 15 percent by the end of fiscal year 2001, he added.

However, Linens will not concentrate heavily on driving additional traffic into the store, Silverstein said. Instead, it looks to improve sales by increasing the average transaction and its productivity within the stores. Consequently, the advertising budget will remain flat compared to last year, company ceo Norman Alexrod said.

Analysts liked the addition of a name brand to the stores but hesitated on the other initiatives. It was "impressive that they got the **Nautica** brand," said Shelly Hale, analyst, Banc of America, San Francisco. "Though it's not exclusive, it is a well-known brand," and a good step forward. The textiles category is a mature business, she said, and one that hasn't had strong growth in a number of years, making it a difficult category for retailers.

"Clearly, they're looking for a catalyst for reviving that area of business. **Nautica** might not solve all of the problems, but it is a good start," Hale added.

Joan Bogucki, analyst, WedBush Morgan Securities, Los Angeles, felt that the **Nautica** addition was

positive, but wasn't sure whether it would solve the real problem, she said. "It's always important to change the merchandise, but you should always do that ... Fundamentally, I think it's a merchandising issue."

Increasing the proprietary percentage of the merchandise will also be "challenging," she said, as Linens tries to develop new international sources. "They still need to gain experience in that area. Crate & Barrel and Pottery Barn do an excellent job of this."

LOAD-DATE: April 25, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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Date/Time: Monday, May 1, 2006 - 5:53 PM EDT

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NAUTICA ENTERPRISES INC WALL STREET JOURNAL April 25, 2001, Wednesday

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WALL STREET JOURNAL

April 25, 2001, Wednesday

SECTION: Section C; Page 13, Column 5

LENGTH: 25 words

HEADLINE: NAUTICA ENTERPRISES INC

JOURNAL-CODE: WSJ

ABSTRACT:

Nautica Enterprises Inc reports net income of $13.1 million for fiscal fourth quarter ended March 3, up 30% from $10.1 million a year earlier (S)

LOAD-DATE: April 25, 2001

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Nautica Drops Anchor at Rockefeller Center DNR April 25, 2001

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Business and Industry
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DNR

April 25, 2001

SECTION: Vol. 31, No. 50; Pg. 4; ISSN: 1041-1119

RDS-ACC-NO: 02870374

LENGTH: 928 words

HEADLINE: Nautica Drops Anchor at Rockefeller Center

HIGHLIGHT:
Nautica is opening a 14,000 sq ft store at Rockefeller Center it expects to achieve between $10 mil and $12 mil in earnings during the store's first year

BODY:
Company's 14,000-sq.-ft. flagship expected to earn $10M-$12M in first year

BY ANNMARIE DODD

Rockefeller Center is a New York City destination solidly built on contrasts. It is a landmark for both culture and megabranding. It was built on lofty architectural ideals, but with hade-edged commerce to exercise. It's classic, yet modern.

And because of this endearing split personality, it is the perfect backdrop for **Nautica** to open its most ambitious and adventurous retail venture to date.

Moving from a quiet Upper West Side corner shop to a Rockefeller Center anchor store doesn't go without meticulous planning -- or without a real reason for being there. **Nautica,** one of the biggest brands in men's collection, quietly opened its first flagship Sunday at 50 Rockefeller Center (at East 50th Street) as the final piece to the company's even subtler rebranding strategy.

The 14,000-square-foot, two-level store -- made up of men's, women's and boy's wear -- is so important to **Nautica's** new look and business plan that David Chu, CEO, president and designer of **Nautica** International Inc., has been involved with every step of the store's design, planning and merchandising process. Chu designed the store with the Vandam Street firm Tsao & McKown.

Nautica's shop at West 69th Street and Columbus Avenue closed last February due to the brand's Rock Center plans.

photos omitted

"We've never done anything this big. I've never done anything this big," said Chu. "This store is the final piece to how we position and evolve the **Nautica** brand. We've been through major phases with creating a new logo, new advertising, a fresher attitude in the design of the collection, and this is the final piece to the

puzzle."

Nautica creatively combined its store from two distinct pieces of Rockefeller Center -- the Bank of Boston branch, located next door to The Associated Press's offices, and the old Walter Reade Theatre. The store's first-year volume is estimated between $10 million and $12 million.

Harvey Sanders, CEO of **Nautica** Enterprises, would not give an exact figure on the cost of the building.

"It was a pretty penny. A very pretty penny." Sanders said. "And it is worth it, because this is the first time for us to showcase all we can do and almost all of our licensed products."

"Business in the first two days has been booming, considering it was a very soft opening and we didn't tell anyone we were opening the doors. Women's swimwear, especially, has been flying out the door."

The store's sign isn't even up yet. A theater marquee refurbished to look like the one that hung outside the Reade Theatre in the 1930s will be put up before the store's grand-opening party next month.

Men's wear occupies the store's first floor, with sportswear and tailored clothing taking up the front of the stores in the old bank space, and boy's wear, **Nautica** Competition and **Nautica** Jeans occupying the Reade Theatre. A walk-through alley between the two spaces is reserved for men's accessories and fragrance.

Tsao & McKown and Chu paid homage to the landmark buildings, incorporating the art-deco front door and the floor slanted for theater seating into the retail space. Sailcloth has been draped at the theater stage's edge to create two billowy dressing rooms for **Nautica** Jeans.

The store will serve as a model for future **Nautica** freestanding stores -- with the next one scheduled to open in May in Portofino, Italy.

The 4,000-square-foot mezzanine floor is made up of women's **Nautica** Jeans, swimwear sleepwear and a small collection of luxury sportswear designed by Chu.

photos omitted

The upscale men's **Nautica** Europe collection will be added to the store's mix next month. The designer said he will be creating special men's and women's sportswear groupings for the store each season.

Constant change and the brand's evolution are felt in every corner of the store. Blonde ash and brushed-steel fixturing are modular and movable to create and redraw the retail floor. Most of the store has been styled for its opening to show off **Nautica's** signature navy-and-white.

In an innovative merchandising move, a 10x10-foot room has been broken away from the main part of the women's wear area to showcase a theme, or to reinforce a singular design statement.

Right now, the room features everything colored white within **Nautica's** women's collections -- from swim to bucket hats, leather pieces and a long linen blazer. Swimwear is whimsically displayed on ring that flip, similar to the way poster shops show off lithograph prints.

Chu said the store's selection will be constantly remerchandised to keep up with trends -- and the crowds in Rockefeller Center. The store, Chu and Sanders agree, provides **Nautica** with an unfettered relationship with its customers. From this, Chu believes, his collection can only grow stronger.

"We are getting strong feedback already. We can already see and hear what items the customer is responding to. What they like and dislike," said Chu. "Together with having all these products in the same location and seeing how well they tie together only makes us better."

"This is how we see the collection," he said. "Sometimes department store presentations leave out a collection's reference point for the customer. This is a new position with the brand and we are a little more modern in feel, and we want to show that. We want the image to be true **Nautica** and not what people can see uptown at Bloomingdale's and downtown at Macy's. We are giving them reasons to come to this store, too."

TYPE: Journal; Fulltext

JOURNAL-CODE: DNR

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Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)

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Wheels sport new labels;Popular retail brands invade cars, trucks The Detroit News April 25, 2001 Wednesday No dot Edition

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The Detroit News

April 25, 2001 Wednesday No dot Edition

SECTION: AUTOS; - 2002 North Face Avalanche2001 Subaru Outback H6-3.0 L.L. Bean Edition -; Pg. 1F

LENGTH: 1170 words

HEADLINE: Wheels sport new labels;
Popular retail brands invade cars, trucks

BYLINE: Anita Lienert

BODY:
Not too long ago, Chevrolet engineers went snowshoeing in Aspen, Colo., with a group of designers and athletes from The North Face, the San Leandro, Calif. maker of rugged outdoor gear and apparel.

On the challenging trek, they bonded and brainstormed about co-creating the ultimate outdoor vehicle.

"It would be pretty cool," said Tony Posawatz, assistant vehicle line executive on the 2002 Chevrolet Avalanche, who attended the unusual business gathering. The group's fantasy vehicle "would have things like a built-in bug zapper. It would have a satellite dish for global positioning out in the woods. There would be an aerodynamic tent that stays attached to the back, even at speeds of 80 miles an hour."

Those flights of fancy have yet to make it beyond the middle-of-the-woods talking phase. In the meantime, Chevrolet and the outdoor supplier came up with The North Face edition of the Avalanche, a new crossover that converts from a six-passenger sport-utility vehicle to a full-size pickup.

Chevrolet has had links with non-automotive firms in the past, from Ducks Unlimited to GT Bicycles, but this is one of the first efforts in recent memory to result in the development of an actual product, according to Posawatz. The North Face had turned down offers from other automakers to partner in the past. But they jumped at the chance to work on the Avalanche, because they were included two years ago during the design process, when they could have a greater influence on the end product. Both say they hope the Avalanche is the beginning of a long relationship.

"We expect there to be more collaborations with The North Face in the future," Posawatz predicted.

Adds Victoria Hernandez, director of brand management for The North Face: "It's a natural fit and helps us to reach a broader audience than we would reach with our own marketing."

The North Face Avalanche is the latest in a string of so-called affinity marketing vehicles that seem to be infiltrating the automotive marketplace. Often, outdoor outfitters are the most natural partners for the makers of SUVs and trucks. Ford was one of the first to capitalize on this trend in the 1990s, with offerings like the popular Eddie Bauer edition of the Ford Explorer. Chrysler followed suit with an Orvis model of the Jeep Grand Cherokee.

Apparel makers are another favorite partner. Witness the **Nautica** version of the Mercury Villager minivan. More recently, Japanese automaker Subaru debuted a 2001 L.L. Bean edition Outback wagon, linking up with the Maine outdoor retailer.

But there are unexpected pairings, too.

Bugs Bunny is featured prominently in the Warner Brothers edition of the Chevrolet Venture minivan, which offers families a built-in video entertainment system. Lexus linked up with leather-goods manufacturer Coach to create the latest in a series of special-edition ES 300 sedans. In the 1980s, Chrysler had a similar arrangement with Mark Cross.

More recently, Lincoln unveiled the $58,800 Neiman Marcus Edition of its all-new 2002 Blackwood luxury truck. Customers will be able to order the special-edition Blackwood starting on May 4.

The special-edition Blackwood features headrests adorned with the Neiman Marcus logo and entertainment elements like a built-in DVD player with Panasonic wide-screen monitor.

"That one in particular takes excessiveness to the limit -- in a fun way," said Jeff Schuster, director of North American forecasting for J.D. Power and Associates in Troy. "You take an upscale truck and you put an upscale retail image with it. It creates a buzz for both brands. But the brands must complement each other. You wouldn't want a Target edition Blackwood. It's not the right image."

Matchmaking between automakers and retail brands is a trend that is only just beginning. To make it work, the two audiences must be similar, say experts inside and outside the auto industry. If the alliance works, it expands the consumer base for both brands. Because of their money-making potential, the pairings are likely to continue.

"Consumers will see more of their favorite brands linked up with vehicles in the future," said Schuster. "There's a move to market more toward individuals, as opposed to just selling mass-production vehicles. Co-branding is one way to achieve this, although it does command a premium price tag."

The 2002 Ford Explorer XLT 4WD is priced at $29,745, while the Eddie Bauer version of the same vehicle retails for $34,055.

A base 2001 Lexus ES 300 has a $31,395 sticker price. The Coach edition costs another $3,000 on top of that and adds upscale items like a Coach duffel bag, Coach logos inside the cabin, plus perforated-leather seats and bird's-eye maple trim.

A base Subaru Outback wagon starts at $22,895. We tested the L.L. Bean edition with a $29,990 price tag and a new 3.0-liter six-cylinder engine. L.L. Bean logos are splashed all over the wagon, from the seats to the fenders and floor mats. It also has luxury amenities like an eight-way power driver's seat, two-tone leather-trimmed upholstery and a security system.

There's plenty of attention to branding inside the Outback, but we were disappointed that at least one critical feature was overlooked. If the front passenger flips down her visor, it hits and jars the rear-view mirror -- a distressing situation for the driver. We loved the looks of the L.L. Bean edition, but wondered how a wart like the errant visor got by Subaru and the L.L. Bean people.

As Schuster warned, we were hard pressed to find any bargains among the co-branded vehicles we checked.

A base four-wheel-drive Avalanche starts at $33,965. The North Face Avalanche is priced at $37,465. Granted, it does have some unusual touches. The special-edition Avalanche comes with an exclusive sage green exterior and a cabin that is decked out with The North Face logo everywhere, from the white instrument cluster to the floor mats and green-and-black seats. Also included are two day packs that hook onto the backs of the front seats, plus two waterproof duffel bags that the retailer made exclusively for

Chevy.

An engine-block heater and standard four-wheel drive are part of The North Face package, along with a premium off-road suspension and a high-capacity air filter. Chevrolet says this special edition will be available by August.

Like the snowshoeing partners, we did some brainstorming of our own.

Anyone up for a Godiva Edition Saturn?

Automotive newlyweds

Name: The North Face

Founded: 1968 in San Francisco's North Beach

Description: Retailer and maker of performance clothing, for outdoor enthusiasts.

Product highlights: 1969 Sierra parka, 1975 Oval Intention Tent based on R.Buckminster Fuller design, 1976 Back Magic backpack.

Name: Chevrolet

Founded: 1911 in Detroit

Description: Long-time General Motors division with a reputation for making dependable vehicles with an emphasis on value.

Product Highlights: 1915 Chevrolet 490, 1950 Bel Air, 1967 Camaro.

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BARGAIN HUNTER Newsday (New York) April 26, 2001 Thursday

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Newsday (New York)

April 26, 2001 Thursday NASSAU EDITION

SECTION: HOME & GARDENS, Pg. B26

LENGTH: 665 words

HEADLINE: BARGAIN HUNTER

BYLINE: By Dan Feinstein; Dan Feinstein is a freelance writer

BODY:

Technicolor Knits

Next week's showroom sale at this Fashion District sweater house is focused on the bright side of spring, offering fresh-looking women's designs in a rainbow of seasonal shades. Color selections range from sky blue to turquoise, coral, scarlet, lime, flame and bubblegum pink, along with cooler neutral tones like classic black and burlap, and the styles are equally plentiful: There are rib knits, cable knits, cardigans, V-necks, halters, silk-lycra blends, twin sets and more; normally $50-$200, most now are reduced to $20-$90.

ERIK STEWART, 1441 Broadway (between 40th and 41st streets), 34th floor, Manhattan, 212-944-9096. April 30-May 9, Monday-Friday, 9 a.m. to 5:30 p.m.

Rush-Hour Rewards

Plan on taking a later train home next Tuesday through Thursday, because this upscale warehouse sale is a commuting consumer's dream. In a new space across the street from Penn Station, a sample sale specialist is bringing together an incredible array of high-end designer apparel, footwear, accessories and home furnishings-and offering them all at savings of 60 to 80 percent below retail. The wearables here are mostly for women (though there should be some men's merchandise), including clothing from Helmut Lang, Prada and Mui Mui, along with shoes, boots and sandals from the likes of Robert Clergerie, Charles Jourdan and Freelance. Handbag selections are by Prada, Fendi and DKNY, while sheets, duvets, towels and other home designs bear such prestigious labels as Frette, Polo Home and **Nautica.** Apparel will be priced mostly from $20 to $200, shoes from $39 to $69, and accessories from $30 to $450.

ASHLEY REED TRADING SALE, Event Center at Hotel Pennsylvania, 401 Seventh Ave. (between 32nd and 33rd streets), ground floor, 888-937- 9006. May 1-3, Tuesday-Thursday, 8 a.m. to 8 p.m.

Art and Soul

Since charity auctions are held to raise money for good causes, they might sound like bad places to find

bargains. But the opposite is true: Except for a few highly contested items, it's possible to pick up most lots for well below typical gallery price. This year's auction at the Garden City Jewish Center includes lithographs, serigraphs and original works from such well-known artists as Jane Wooster Scott, Norman Rockwell, and Leroy Neiman, and also features a selection of film animation cels and sports memorabilia. All works are custom-framed, matted and ready to hang, and opening bids start at up to two-thirds less than the gallery price. The $5 admission fee benefits local churches and synagogues, and includes refreshments, hors d'oeuvres and desserts.

SEVENTH ANNUAL ART AUCTION at the Garden City Jewish Center, 168 Nassau Blvd., Garden City, 516-294-4634. Saturday, April 28, preview, 7-8 p.m.; bidding at 8 p.m.

Crafts and Collectibles

While April's weather hasn't been entirely spring-like, this weekend brings some signs that the season is under way: The 20th annual Spring Antiques Show heralds the start of the Hamptons' antique fair season, with a one-day show featuring furniture and collectibles. Meanwhile, back in the Big Apple, the Spring Crafts on Columbus festival sets up this Saturday for the first installment of its three-weekend run, and showcases everything from fashion and jewelry to ceramics, toys, photography and fine artwork.

20th ANNUAL SPRING ANTIQUES SHOW, Bridgehampton Community House, Montauk Highway (Main Street), Bridgehampton, 516-868-2751. Saturday, April 28, 10 a.m. to 5 p.m.; admission, $5.

SPRING CRAFTS ON COLUMBUS, Columbus Avenue from 77th Street to 81st Street and on 81st Street toward Central Park West, Manhattan, 212-866-2239. April 28-29, May 5-6 and 12-13, Saturday-Sunday, 10 a.m. to 6 p.m., rain or shine. Free admission.

Send suggestions at least five weeks in advance to: Bargain Hunter, Newsday, 235 Pinelawn Rd., Melville, N.Y. 11747, or e-mail him at libargains@yahoo.com.

LOAD-DATE: April 26, 2001

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CALIFORNIA; SOUTHLAND FOCUS; NAUTICA TO BUY EARL JEAN Los Angeles Times April 27, 2001 Friday

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April 27, 2001 Friday
Home Edition

SECTION: BUSINESS; Part C; Financial Desk; Pg. 2

LENGTH: 192 words

HEADLINE: CALIFORNIA;
SOUTHLAND FOCUS;
NAUTICA TO BUY EARL JEAN

BYLINE: Marla Dickerson

BODY:

Nautica Enterprises Inc. has agreed to buy trendy Los Angeles jeans maker Earl Jean Inc. in a cash-and-stock deal potentially worth about $ 65 million. Publicly traded **Nautica** will pay $ 45 million in cash and 1.12 million new shares of stock, according to a news release by the New York-based apparel company.

Based on Thursday's closing price of $ 17.61, the stock portion of the deal would be worth $ 19.7 million. The deal is expected to close by early May.

Founded in 1996, Earl Jean's $ 100 low-rise flared denims became the must-have jeans for affluent teens and young women, who snapped them up from high-end boutiques such as Fred Segal. Sales were $ 28.9 million in 2000, more than double 1999 sales of $ 13.8 million. The brand also is hot in Europe, Canada and Japan, which account for about half the company's sales.

Earl Jean will operate as a wholly owned subsidiary of **Nautica,** and co-founders Benjamin Freiwald and Suzanne Costas Freiwald will continue to oversee day-to-day operations. **Nautica** sells and designs a variety of sportswear. The company reported fourth-quarter net income of $ 13.1 million, up 30% from the previous year.

LOAD-DATE: April 27, 2001

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LINENS 'N THINGS REPORTS THE GOOD OVER THE BAD. HFN The Weekly Newspaper for the Home Furnishing Network April 30, 2001

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HFN The Weekly Newspaper for the Home Furnishing Network

April 30, 2001

SECTION: Pg. 6

IAC-ACC-NO: 74572472

LENGTH: 521 words

HEADLINE: LINENS 'N THINGS REPORTS THE GOOD OVER THE BAD.

BYLINE: Nicksin, Carole

BODY:
CLIFTON, N.J.-Despite a 1.8 percent decline in comparable-store sales, Linens 'n Things had some good news in its first-quarter results.

The company expanded its gross margin by 50 basis points, and is making several changes in its merchandising strategy that may have a positive impact on its numbers for the remainder of the year.

Linens 'n Things' improvement in its gross margin is attributable in part to the company's long-term efforts to improve its logistics, having added a second distribution center in 1999. A reduced January clearance event was also a contributing factor, as were the better buying terms that the retailer can negotiate as its market share increases, according to a report by analyst Dan Wewer of Deutsche Banc Alex. Brown.

Other positives included an increase in average tickets. "As we look inside our four walls, we're encouraged by an increase in average transaction of 1 percent," said Steve Silverstein, president of Linens 'n Things.

And while the liquidation sales at 38 HomePlace units, half of which were in overlapping markets with Linens 'n Things, had a negative impact on the quarter, in the long term the retailer stands to gain from the decreased competition. "We're already seeing positive comp-store sales in those areas," Silverstein said.

The company opened 11 new stores in the first quarter, including one Canadian unit. The second quarter will see the opening of 16 new units that will be ready for the lucrative back-to-school season.

New stores are performing better than the plan of $ 150 to $ 175 per square foot, according to Bill Giles, vice president and chief financial officer. Giles said the strong showing is due to three initiatives: opening the stores with experienced staff, enhancing the grand opening marketing campaign and a better in-stock position.

The company has been remerchandising its stores, introducing some new categories while working to improve others. In a conference call for investors, Silverstein said that casual furniture and specialty foods, both new rollouts, were performing well. Decorative accessories are undergoing an overhaul, which is expected to be complete within the next eight to 10 weeks. "We saw a major opportunity to key into wall

decor and some other businesses," said Silverstein. "You'll see major changes in those areas."

The company continues to expand its private-label program, and looks to reach its previously stated goal of 15 percent penetration by the end of 2001. "It will increase sales and improve margins," Silverstein said. "The focus of the proprietary business is to fill in gaps in the assortment, and to fill in areas not served by domestic suppliers. The expansion of the proprietary business is on plan and has been well received by guests."

Although the company does not break out numbers by category, it did state that textiles sales have been weak. It is implementing three strategies in an effort to bolster sales, including the introduction of **Nautica** Home, a new private-label solid-color towel program and strengthening the promotional offering in bedding.

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SPORTS ILLUSTRATED FOR WOMEN

May, 2001 / June, 2001

SECTION: SPECIAL BONUS SECTION; Pg. 115

LENGTH: 10 words

HEADLINE: The 10 Hottest Men In Sports**LEXIS-NEXIS Related Topics** ♦ Full Article ♦ Related Topics Overview

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BODY:
[This article consists of photographs--see below]

GRAPHIC: COLOR PHOTO: COVER PHOTO OF A.J. WOOD OF THE MLS KANSAS CITY, WIZARDS BY REGGIE CASAGRANDE, COVER INSET, SIZZLING SWIMSUIT SPECIAL!, SOCCER STAR A.J. WOOD, COLOR PHOTO: PHOTOGRAPHS BY REGGIE CASAGRANDE, BONUS: Sizzling Swimsuit Special! We lured the 10 hottest guys in sports to beaches in the British Virgin Islands and Miami, and photographed them in all their buffed glory. It's a special, girls-only bonus swimsuit section. Yeah, baby! [T of C]; COLOR PHOTO: PHOTOGRAPHS BY REGGIE CASAGRANDE, Jason Sehorn DEFENSIVE BACK, NEW YORK GIANTS, Swimsuit by Quiksilver ($ 48; www.quiksilver.com) Photographed at Spring Bay, Virgin Gorda, British Virgin Islands.; COLOR PHOTO: PHOTOGRAPHS BY REGGIE CASAGRANDE, Jan-Michael Gambill TOP 20 PRO TENNIS PLAYER, Swimsuit by Quiksilver ($ 48; www.quiksilver.com) Photographed at Boca Raton Resort and Club, Boca Raton, Fla.; COLOR PHOTO: PHOTOGRAPHS BY REGGIE CASAGRANDE, Blaine Wilson FIVE-TIME MEN'S NATIONAL GYMNASTICS CHAMPION, Swimsuit by **Nautica** ($ 82; 877-**NAUTICA)** Photographed at Biras Creek Resort, Virgin Gorda, BVI.; COLOR PHOTO: PHOTOGRAPHS BY REGGIE CASAGRANDE, Jason Taylor DEFENSIVE END, MIAMI DOLPHINS, Swimsuit by Rusty ($ 46; www.rusty.com) Photographed at Biras Creek Resort, Virgin Gorda, BVI.; COLOR PHOTO: PHOTOGRAPHS BY REGGIE CASAGRANDE, A.J. Wood PRO SOCCER FORWARD, KANSAS CITY WIZARDS, Swimsuit by Robin Picone ($ 80; 877-669-6702) Photographed at Biras Creek Resort, Virgin Gorda, BVI.; COLOR PHOTO: PHOTOGRAPHS BY REGGIE CASAGRANDE, Keith Malloy PRO SURFER, Swimsuit by Hurley ($ 47; www.hurley.com) Photographed with his brothers, (from left) Dan and Chris, at Biras Creek, Virgin Gorda, BVI.; COLOR PHOTO: PHOTOGRAPHS BY REGGIE CASAGRANDE, Brady Anderson OUTFIELDER, BALTIMORE ORIOLES, Swimsuit by Rietveld USA ($ 48; www.rietveldusa.com) Anderson wears his own sunglasses by Armani. Photographed at Crandon State Park, Key Biscayne, Fla.; COLOR PHOTO: PHOTOGRAPHS BY REGGIE CASAGRANDE, Sabir Muhammad SWIMMER, U.S. RECORD HOLDER, 50-METER BUTTERFLY, Wet suit ($ 95) and BC Vest ($ 485), both by SeaQuest (800-854-7066) Photographed at Spring Bay, Virgin Gorda, BVI.; COLOR PHOTO: PHOTOGRAPHS BY REGGIE CASAGRANDE, Michael Budnik IN-LINE STREET AND VERT SKATER, Swimsuit by Volcom ($ 46; www.volcom.com); sunglasses by **Nautica(**$ 160; 877-**NAUTICA)** Photographed at Leverick Bay, Virgin Gorda, BVI.; COLOR PHOTO: PHOTOGRAPHS BY REGGIE CASAGRANDE, Maurice Greene WORLD'S FASTEST MAN, 100-METER GOLD MEDALIST IN SYDNEY, Swimsuit by Tavarua ($ 43; 949-369-8870) Photographed at Anegada, BVI. Catamaran courtesy of The Moorings. Biras Creek Resort info: 800-223-1108; www.biras.com The Moorings charter info: 800-521-1198

WHAT'S HAPPENING, WHERE IT'S HAPPENING AND WHO'S MAKING IT HAPPEN : SAVING FACE; Brief Article Playboy May 1, 2001

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ASAP
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Playboy

May 1, 2001

SECTION: No. 5, Vol. 48; Pg. 179 ; ISSN: 0032-1478

IAC-ACC-NO: 85409840

LENGTH: 207 words

HEADLINE: WHAT'S HAPPENING, WHERE IT'S HAPPENING AND WHO'S MAKING IT HAPPEN : SAVING FACE; Brief Article

BYLINE: Richardson, Donald Charles

BODY:
If you shave every morning, do it right. A sterling silver safety razor that costs as much as a color TV starts your day with panache. (The one pictured here takes a Gillette Mach 3 blade.) Or for more heft, try the Vision, a German-made double-edged stainless-steel razor by Merkur. It's built like a Mercedes-Benz. Lathering up with a badger-bristle brush and lavender, mandarin orange or avocado oil soap in a bowl is a pleasant alternative to a palm full of aerosol foam. To put your best face forward, buy a two-sided mirror with magnification. You'll be surprised at how many whiskers you're missing. Braun's rechargeable model 7570 Syncro shaver is cordless and self-cleaning. It also features a digital display that alerts you to the number of minutes left on the charge (50 is max). There are face lotions and potions galore. We've selected some of the best, including Dr. Harris and Co.'s Arlington preshave ("a classic English fragrance for gentlemen"), Geo F. Trumper's West Indian Extract of Limes skin food and **Nautica's** aftershave gel (it comes in a tube that you can hang in the shower). If you sport whiskers, trim them with a pair of Corrado's supersharp mustache and beard scissors, which comes in a fitted case.

IAC-CREATE-DATE: November 14, 2002

LOAD-DATE: November 19, 2002

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THE ESQUIRE GUIDE: Warm-Weather Travel Gear; Brief Article Esquire May 1, 2001

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Esquire

May 1, 2001

SECTION: No. 5, Vol. 135; Pg. 84 ; ISSN: 0194-9535

IAC-ACC-NO: 74011834

LENGTH: 823 words

HEADLINE: THE ESQUIRE GUIDE: Warm-Weather Travel Gear; Brief Article

BODY:
PROKARYOTIC BACTERIA reside in pools of water at Yellowstone Park whose temperatures can reach higher than 194 degrees. Humans, on the other hand, need a slightly more moderate environment. And since skin can go only so far, clothing has to step in to provide the necessary amount of comfort and protection. When you're in a location where thermostats are scarce, what kind of attire you bring can be the difference between actually enjoying the ancient ruins, or the boat ride down the river, or the hike through the forest, and being laid up in your hotel room with heat rash. These clothes help keep you comfortable by incorporating a number of useful features, like mesh linings, quick-dry fabrics, and ventilated backs. Until we evolve some more, wearing apparel like this is our best defense against some relatively inhospitable environments.

1 This pack melds the world of camping and that of the modern networked traveler. To wit, an internal pocket that is padded for your laptop. Not to mention another padded place for your PDA, a padded back, padded straps, and a belt to keep the things you carry in place. Nylon backpack ($ 75) by Timberland.

2 The world's a rough place, particularly where the feet meet the street--or the hiking trail. The multiple-density foam in the innersole of this shoe makes sure that your foot gets what it needs, where it needs it, when it hits the ground. Leather sneakers ($ 80) by Skechers.

3 This combo's good for a hike through Yellowstone or a hike to the video store. Multiple pockets on the pants and vest give you plenty of places to stow whatever you need to bring along with you, while serious cross-country shoes keep you on firm yet comfortable footing. Polyester fleece vest ($ 69), cotton T-shirt ($ 25), and cotton-and-nylon pants ($ 79) by Nautica; leather sneakers ($ 65) by Skechers.

4 Mesh pockets, like those featured on these trunks, may not seem like an important detail, but after you've been tossed around in the sandy surf, you'll appreciate how quickly they drain. And if you feel like letting your friends know how impressed you are with such utility, use this souped-up walkie-talkie, which has a range of up to two miles. Cotton-and-nylon swim trunks ($ 52) by Timberland; two-way radio ($ 75) by Motorola.

5 Instead of constantly replacing one season's au courant sunglasses with another, why not just buy a pair that look good all the time? And by the way, unless you're in the America's Cup, no Croakies. Tortoiseshell sunglasses ($ 130) by Timberland.

6 These long-sleeved polo shirts don't just look good, their breathable cotton pique knit will help keep your climate controlled. Cotton V-neck shirts ($ 30 each) by Eddie Bauer.

7 Even when it's sunny outside, your clothes should be more functional than the usual shorts, T-shirts, and flip-flops are. This jacket, while made out of your basic cotton, has been waxed to keep you dry. The boat shirt shown used to be all the rage in the '20s and '30s; it now has more-modern styling touches, like a fluorescent seam at the bottom. The way these shorts mix cotton and linen makes for a perfect blend of comfort and utility, not to mention the large patch pockets with extrawide openings that make getting your handheld GPS, multitool, or zinc oxide in and out of them much easier. And these sandals are meant for more than just a dash to the parking lot. With three different adjustable straps, finding the perfect fit is a cinch, and the ventilated toe, midsection, and heel offer enough drainage so that you can wear them both in and out of the water. Zip-front waxed-cotton jacket ($ 165), cotton crewneck ($ 50), and cotton-and-linen shorts ($ 60) by Tommy Hilfiger; running sandals ($ 100) by Teva.

8 Waterproof closures at the waist and cuffs have long been appreciated by paddlers. The neoprenelike material, along with Velcro, ensures that everything inside this pullover remains dry, no matter what the situation is outside. Grommeted pockets on these shorts mean that water escapes from them with ease. The fact that these grommets are brass, and not just stitched, means they'll never unravel and become a hole in your seat. Nylon-and-polyester windbreaker ($ 98) and cotton-and-nylon drawstring shorts ($ 55) by Polo Sport; cotton polo shirt ($ 53), Polo by Ralph Lauren.

NIGHT TIME

Most watches have to be "charged" by daylight for their hands to glow. Others employ a button that can illuminate them temporarily. This little number uses micro gaslights made out of borosilicate glass capsules that illuminate the face continuously for twenty-five years. It was apparently nifty enough to capture the attention of the U. S. Navy SEALs, who have made it their standard-issue timepiece. Water-resistant watch ($ 270) by Luminox for L. L. Bean.

FOR STORE INFORMATION SEE PAGE 151. THE GUIDE ONLINE, WITH INFORMATION ON DESIGNERS AND STORES: ESQUIRE.COM/GUIDE.

IAC-CREATE-DATE: June 15, 2001

LOAD-DATE: June 16, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, May 1, 2006 - 5:45 PM EDT

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Source: News & Business > Combined Sources > News, All (English, Full Text)
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COOL BLUES. Children's Business May 1, 2001

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Children's Business

May 1, 2001

SECTION: No. 5, Vol. 16; Pg. 52 ; ISSN: 0884-2280

IAC-ACC-NO: 74694541

LENGTH: 184 words

HEADLINE: COOL BLUES.

BYLINE: Johnson, Lynda M.

BODY:
PHOTOGRAPHS BY WAI NG

SINCE DENIM IS A FASHION staple in most boys' wardrobes, keeping things fresh is a challenge every season. For Fall 2001, designers deliver an offering of cool denim jeans, jackets and shirts on the cutting edge. What's new? Articulated knee details, worn and tinted finishes and cleaned up styling, such as designs with fewer pockets or more streamlined pockets.

--Lynda M. Johnson Grooming by Ralph Castelli For Oerrella Management

JNCO's cotton interlock T-shirt featuring a front screenprint, paired with dark stonewashed jeans featuring articulated knees and novelty-shaped front and back pockets

PACO's cotton interlock long sleeve logo T-shirt, paired with dark stonewashed jeans featuring an embroidered tattoo design on the knee and a curved yoke back with a long tab that snaps onto the patch back pocket

NAUTICA's dark indigo denim loose fit jean featuring a side pocket with intricate lacing detail. Sneakers by VANS

UNIONBAY's cotton 1 by 1 rib knit top with side striping, paired with dark stonewashed jeans featuring a carpenter's pocket

IAC-CREATE-DATE: May 18, 2001

LOAD-DATE: May 19, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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Date/Time: Monday, May 1, 2006 - 5:45 PM EDT

HITCH LEAVES SALE WITHOUT A STITCH GARMENT SHOPPERS COMPLAIN OF BEING MISLED WHEN CLOTHING VENDOR SKIPS ONCENTER EVENT. The Post-Standard (Syracuse, NY) May 6, 2001 Sunday Final Edition

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The Post-Standard

The Post-Standard (Syracuse, NY)

May 6, 2001 Sunday Final Edition

SECTION: LOCAL; Pg. B1

LENGTH: 367 words

HEADLINE: HITCH LEAVES SALE WITHOUT A STITCH GARMENT SHOPPERS COMPLAIN OF BEING MISLED WHEN CLOTHING VENDOR SKIPS ONCENTER EVENT.

BYLINE: Luis Perez Staff writer

BODY:
Jessica Sullivan of Liverpool heard the advertisements all week.

Name-brand clothing from $10 and up, a fast-talking radio voice blurted out. Then came the list of well-known designers and brands - Tommy Hilfiger, **Nautica** and others. Shoes, electronics, video games, computers, the excited voice continued.

That's what Sullivan, Brittany McKenney and Cecelia Grenga, both of Cicero, expected entering the World Discount Club sale Saturday at the Convention Center at Oncenter. They walked out without buying a thing, disappointed and feeling misled by the ads.

"I came for the clothes," Sullivan said. "I didn't expect to pay $5 to get in, or $4 to park."

Scores of customers leaving the sale expressed the same sentiment, some even after buying merchandise.

"It seemed to me like it was a Family Dollar Store in there," said Rynell Calloway, after walking out with a bag full of sheets and a painting.

The clothing vendor didn't show up, said Dipak Saga, show manager for the Michigan-based World Discount Club.

"Everybody here is an independent vendor," Saga said. "They tell us they're going to be here, and we advertise. If they don't show up, we're up a creek."

Saga refunded about $150 to people who complained, mostly because they came to buy clothing and it wasn't available, he said. About 2,300 people paid to enter the sale on Friday, which continues today. With five hours left before closing Saturday, another 1,900 customers had crossed the door.

On Friday, a sign outside the exhibit hall warned customers that there was no clothing, Saga said. He had an emergency shipment sent overnight to sell Saturday, he said.

But it wasn't what was advertised.

The Oncenter leased the space to the discount club and requires only that it follow the complex's rules, said Jerry Keohane, vice president and director of sales and marketing for the Oncenter. It had nothing to do with the marketing of the event. Keohane said he was aware of only one complaint, and that person received a refund.

Sullivan and her friends, who were looking for summer clothes, said the sale was a waste of time.

"We're going to the mall," she said, heading to the parking lot.

LOAD-DATE: January 22, 2003

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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On tap today Chattanooga Times Free Press (Tennessee) May 7, 2001, Monday

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Chattanooga Times Free Press (Tennessee)

May 7, 2001, Monday

SECTION: LIFESTYLE; Pg. E6

LENGTH: 718 words

HEADLINE: On tap today

BYLINE: Pierce, Susan

BODY:
LEISURE

* BOOK SIGNING --Chattanooga State Technical Community College, Humanities Building, 12:30 p.m., free, John Stigall signing his book, "Subjects for Other Conversations."

* "CLUE" --Oak Street Playhouse, First-Centenary United Methodist Church, 7 p.m., $7. 756-2021.

* FIRST-CENTENARY SINGLES _ First-Centenary United Methodist Church, 6 p.m. dinner, $5, 7 p.m. programs. Chattanooga Christian Singles' program on six-minute dating. Positive Christian Singles will attend a performance of "Clue." 756-2021.

* LOOKOUTS BASEBALL -- BellSouth Park, 7 p.m., Lookouts vs. Jacksonville, general admission $4 adults, $2 children.

* SENIOR NEIGHBORS --10th and Newby Street Center, 10:30 a.m. AARP meeting, 10 a.m. Senior Games brunch, 3 p.m. new computer lab opens. 755-6122.

MARK YOUR CALENDAR

* CHADD -- Tuesday, Hickory Valley Christian School, 6605 Shallowford Road, 6:45 p.m., free.

* CRAFT SHOW --Saturday, Rock Spring Athletic Association, Rock Spring ballfields at corner of Highway 27 and Highway 95, 9 a.m. opening.

* DULCIMER FESTIVAL --Saturday, Red Bank Elementary School, 1100 Mountain Creek Road, 9 a.m. to 5 p.m., free, sponsored by Dulcimer & Accompaniment Association. 820-0275.

* FAMOUS CHICKEN -- Friday, BellSouth Park, Lookouts vs. Jacksonville, $4 adults, $2 children.

* FOOD DRIVE -- Saturday, Citywide, National Letter Carriers Food Drive, residents asked to leave bag of food by mailbox for pickup.

* GPS ALUM ART SHOW -- Friday-Saturday, Girls Preparatory School, noon to 3 p.m. Friday, 10 a.m. to 1:30 p.m. Saturday, show and sale of art by GPS alumnae.

* HISTORICAL HIKE -- Saturday, South Cumberland State Park, Highway 41 between monteagle and Tracy City, 9 a.m., free, meet Tim at beach parking lot at Grundy Lakes for easy, two-mile hike. (931) 924-2980.

* HOLOCAUST SPEAKER -- May 14, Regional History Museum, 7 p.m., "An Evening with Leonard Chill, Holocaust Survivor."

* LEADERSHIP CATOOSA --Thursday, Ringgold United Methodist Church, 11:50 a.m., $9, graduation luncheon for members of Leadership Catoosa class. Reservations may be made by calling 965-5201.

* LIBRARY ASSOCIATION -- Thursday, Southern Adventist University, 6:30 p.m., Karin Glendenning speaker.

* PRATER'S MILL --Saturday-Sunday, Georgia Highway 2, Dalton, Ga., gates open 9 a.m. both days, $5 ages 12 and up. (706) 694-MILL.

* REUBIN CARTER --May 14, Tivoli Theatre, 7 p.m., $50, $25 and $15. Chattanooga Endeavor's fund-raiser featuring former boxer whose wrongful imprisonment was chronicled in the movie, "The Hurricane." 642-TIXS.

* RHYTHM & NOON --Friday, Miller Plaza, noon, The Melody Makers Chorus from King Springs Elementary School.

* UTC SCHOLARS --Tuesday, UTC University Center, Signal Mountain Room, 1 p.m., Dr. Bill Stacy is speaker. 886-5375.

* WELLNESS TALK -- Tuesday, Erlanger Family Practice Center Conference Room, 1100 E. Third St., 6-7 p.m., Dr. Mitchell Mutter speaks on automated external defibrillators. 778-LINK.

SHOPPING

* EASTGATE TOWN CENTER -- 5600 Brainerd Road. Small, indoor shopping mall featuring Goody's, 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: May 9, 2001

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STOCK ANALYST HANGS OUT WITH FREE-SPENDING TEENAGERS The Miami Herald May 14, 2001 Monday FINAL EDITION

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The Miami Herald

May 14, 2001 Monday FINAL EDITION

SECTION: BUSINESS MONDAY; Pg. 13G

LENGTH: 654 words

HEADLINE: STOCK ANALYST HANGS OUT WITH FREE-SPENDING TEENAGERS

BYLINE: ELAINE WALKER, ewalker@herald.com

BODY:
With a population of more than 55 million and a buying power projected to reach up to $250 billion in the coming years, U.S. teens represent a major market for retailers.

That's why analyst Jeff Klinefelter is trying to get a handle on the buying preferences of the so-called Generation Y, which includes everyone born since 1978.

In an unusual move for a stock analyst, Klinefelter of U.S. Bancorp Piper Jaffray went on trips to the mall with about 300 high school students from 11 cities around the country, including Miami.

Klinefelter hopes that by learning what retail stores and brands teens prefer, he can stay a step ahead of the stock market.

"It seems to me that in today's competitive market, the best way to get an edge is to go right to the source: in this case, the teen consumers," said Klinefelter, who spent six years with Target Stores before becoming an analyst.

On his visit to Miami, Klinefelter took a group of students from Miami Senior High School to Aventura Mall. Both before and during the trip to the mall, the students were asked about their impressions on teen retailers like Gap, Limited, Pacific Sunwear, Guess, J. Crew, American Eagle, Bebe and Abercrombie & Fitch.

But the Miami teens seemed to buck many of the trends. The majority - 55 percent - said department stores are their favorite place to shop, compared with 31 percent for specialty stores and 14 percent for discount retailers. They rated their top three retailers as Burdines, Sears and Macy's.

Nationally, Klinefelter's survey found that 50 percent of teens prefer shopping in specialty stores, compared with 39 percent for department stores and 11 percent for discount retailers. They rated their top shopping destinations as Gap, Abercrombie & Fitch and Express.

Klinefelter was surprised by the popularity of department stores, which he discovered in both urban

markets like Miami and smaller markets like Des Moines, Iowa. He attributed the popularity to convenient locations, heavy use of promotions and availability of premium brands like **Nautica,** Tommy Hilfiger and Polo.

"The message is that teens are not turning their backs on department stores," Klinefelter said. "If you have proprietary brands and they're well-positioned, you can attract these shoppers."

While teens considered Abercrombie & Fitch and Banana Republic as the most expensive apparel retailers, they were willing to pay the higher prices. The reason: They say the stores offer the latest in fashion trends.

That's particularly good news for retailers.

"These teens are well-educated consumers," Klinefelter said. "But as long as you're considered fashion-forward, you can warrant a higher price point."

The most popular fashion trends among teens: lots of denim in all washes and styles, halter tops and capri pants, 1970s and '80s retro, suede pants and the "preppy" look.

Other findings from Klinefelter's survey:

* Teens nationwide spend $110 per month on shopping. Miami teens spend $129, the second-highest in the survey behind Denver.

* Parents contribute about 50 percent toward teen apparel purchases. In Miami, the percentage of parental contribution was the highest of any market at 67 percent.

* Teens visit the mall only 2.5 times per month. Miami was slightly higher at 2.9 trips per month.

What does all this mean for Klinefelter and the stock market?

Based on his research, he is sticking with a strong buy rating on Abercrombie & Fitch and banking on a turnaround by the Gap during the second half of 2002.

He's also planning to conduct these surveys once every six months. US Bancorp Piper Jaffray may also launch a survey to check out the buying habits of "soccer moms." These women aged 35-55 represent one of the most sought-after demographic groups.

Elaine Walker's column on the retail and restaurant industries appears every other week.
e-mail: ewalker@herald.com

NOTES: RETAIL

LOAD-DATE: November 5, 2001

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Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)

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Nautica charts new retail waters Home Textiles Today May 14, 2001

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Home Textiles Today

May 14, 2001

SECTION: News; Pg. 1

LENGTH: 902 words

HEADLINE: **Nautica** charts new retail waters

BYLINE: By Andrea Lillo

BODY:
PARAMUS, NJ -- Previously a department store brand exclusively, **Nautica** is now charting new waters in the big box channel as its revamped home collection rolls out in Linens 'N Things and Bed Bath & Beyond simultaneously.

The timing of the program, hitting Bed Bath and LNT in early May, offered a rareopportunity for a side-by-side examination of their merchandising philosophies and execution. HTT visited LNT locations in Paramus and Totowa, NJ, a Bed Bath unit in Paramus and Bed Bath's 60th Street unit in Manhattan

While both retailers carry nearly identical pricing on the line and offer many of the same skus, the merchandising treatment suggests that **Nautica's** place in their assortments serves different strategic ends for the rival chains.

As seen at both retail locations, **Nautica** is treated variously as a high-profile collection (LNT) or salted throughout the bedding department to broaden the scope of brand offerings (Bed Bath).

Linens 'N Things, which is installing **Nautica** as one of three key initiatives to drive top-line sales and boost margin in the textiles department, carries seven patterns at its Paramus location. The **Nautica** section is given high visibility, with placement off to the right of the main aisle of the store, and called out with suspended signage.

The heart of the **Nautica** section is a 20-foot long, floor-to-ceiling bay with three freestanding, double-sided 5' by 3' displays, and a display bed featuring the St. Tropez pattern. St. Tropez is also the lead pattern shelved on the bay, being placed nearest to the aisle, and followed by South of France, a bright blue floral; Crew, a red plaid; and Blackwatch, a blue and green plaid. Each has 4 feet of space stocked with coordinating sheets, comforters, decorative pillows, shams, cases and window treatments -- tab-top drapery for Blackwatch and valances for St. Tropez. Bedding from Croscill and Richloom lines the opposite run.

Three double-sided freestanding gondolas hold additional patterns. Montana, a red plaid pattern, faces the aisle and is merchandised with black denim items. A pinstripe pattern called Boardroom has duvets and shams and a coordinating blue window plaid 210-count sheet ($49.99 for a queen sheet). A 190-count coordinate to the 310-count St. Tropez sheet is also found here. The sides of the freestanding units display coordinating sheets and shams.

Nautica also makes an appearance in the general bedding area of the store, where a display bed dressed with the Cambridge plaid pattern is accompanied by a sign introducing the collection.

The **Nautica** set in Totowa is virtually identical, although its two dressed beds are featured back to back. Neither store had received the bath portion of the program at the time of HTT's visit.

In the nearby Bed Bath, the store calls attention to the arrival of the collection right at the front entrance, with a stand-alone sign introducing **Nautica,** above another sign introducing Wamsutta's Supima Cotton 320-count sheets.

Although Bed Bath puts **Nautica** on more beds than LNT -- four displays as opposed to two -- those beds are spread throughout the bedding department. Individual components such as sheets and comforters are merchandised by pattern in the vicinity of each display bed; but here, too, they are interspersed among bedding collections from other manufacturers, including Bay Linens, Laura Ashley and Sheridan.

The format suggests that Bed Bath is using **Nautica** to help pull traffic through the department rather than throwing a spotlight on the label as a featured brand.

However, the Paramus presentation stands in stark contrast to Bed Bath's merchandising of the program in Manhattan. There **Nautica** is given the department store treatment, merchandised in a stand-alone section approximately 16-feet wide and 12-feet deep, and anchored by a single bed dressed in the Blackwatch pattern. The Manhattan store carries more bedding patterns than the Paramus unit -- eight vs. five. And the store's four-sku program of shower curtains is cross-merchandised on one side of a four-way pole display in the bedding area. In addition, the Manhattan store's bath department features the **Nautica** program prominently, merchandising the shower curtains alongside two collections of **Nautica**-branded coordinate bath accessories.

In a further contrast, the Paramus store also offers several **Nautica** quilt patterns in the quilt area, something not seen in the Manhattan unit.

The bath collection in Paramus is not called out in any way in the bath area. The Cambridge and Indigo Blues fabric shower curtains fill almost three shelves, and the Ottoman, offered in white or navy twill, is stocked on a separate shelf. The store carries no bath accessories or window treatments.

Nautica pricing at both big boxes is similar, with pricing on twin sheets ranging from $9.99 to $14.99 and retail on queens from $31.99 to $44.99. The sole exception is the pricing on king-size shams, which LNT prices $5 less than Bed Bath's $49.99.

The program is still rolling out at both retailers, as well as at department store accounts, so the extent to which each treatment will ultimately differ from the other remains to be seen. As both companies weave the program into the mix, tweaking is likely to continue. But the early results suggest that **Nautica** is settling comfortably into its new channel.

LOAD-DATE: May 16, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, May 1, 2006 - 5:39 PM EDT

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Full fashions for big teens Courier-Post (Cherry Hill, NJ) May 16, 2001 Wednesday

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Courier-Post (Cherry Hill, NJ)

May 16, 2001 Wednesday

SECTION: Pg. 18

LENGTH: 726 words

HEADLINE: Full fashions for big teens

BODY:
By LORRAINE AGNEW

Courier-Post Staff

For teen-agers, looking and dressing cool is important.

And for those who are full-figured, teen fashions are becoming more readily available.

Take, for example, Plus Elegance in Mount Laurel. Owner Lois Moskowitz, 56, says her designer fashions for young girls are new to South Jersey.

'I came across a line of teen fashions I thought would be suitable for my granddaughter who is full-figured,' says Moskowitz, whose store opened in 1999, dedicated to women's fashions.

'This is a new concept in this area and I am the first one to do it,' she claims. 'And I want to remain exclusive for as long as possible.'

These fashions, she says, are in demand and they don't stay in her store long because they are so popular.

At Verenique boutique in Collingswood, owner Carol Girardi of Pennsauken, says many of her styles, although not specifically designed for teens, would be suitable for teen-age girls.

'I carry one of the young designers, Donna Ricco. Her designs incorporate a lot of ruffles, a lot of color.'

Girardi, a former plus-size model, adds that today's young women who are more athletic, for instance, don't fit into many of the tiny prom dresses found in shopping malls.

'We carry the most extensive amount of prom dresses. There are about a hundred to choose from.'

As far as teen-oriented casual styles go, Moskowitz boasts of having a wide assortment.

'We have jeans, bib-front overall shorts, jogging suits, tie-died shirts and skirts decorated with nice touches, like beads,' she says.

Although her line is mostly casual, last year she too carried a line of prom dresses that was so popular that she decided to try it again this year.

With shops like Plus Elegance and Verenique, there is no longer a need for today's teens to bury their bodies beneath oversized T-shirts and baggy jeans, both Moskowitz and Girardi say.

Although other stores like J.C. Penney and Sears carry Girls Plus and Boys Husky sizes, and Lane Bryant has Teen Plus, Moskowitz believes teens are still somewhat uncomfortable shopping these chains.

'At that age, they are intimidated' by having to shop among people who are two aisles away, searching through racks of size 6 jeans, she says.

'It's difficult to find upscale fashions for the full-figured,' Moskowitz says, adding that women bring their daughters and granddaughters from as far away as Philadelphia and Chestnut Hill to shop at her store specifically for that reason.

Because of the success of her teen-plus fashions, Moskowitz says she hopes to relocate soon to a larger space in the shopping center. There, she will have a section totally dedicated to teen-age girls, which she'll call Marlee's Closet.

Girardi, meanwhile, wants to help the young girls feel good about themselves. 'And,' she adds, 'we get a kick out of the young faces when they find a dress they really look good in.'

But what about the guys?

Although Sears and J.C. Penney, for example, carry a husky line for boys, the largest is size 20. Where do they go from there?

'As boys, they can shop chains that carry husky sizes. However, as teens they begin to dress differently,' says Jack Herschlag of the National Association of Mens Sportswear Buyers in New York City. 'For anything they need in tailored garments, they would go where their fathers shop - most likely men's big and tall stores. But if their choice of dress is basic, baggy pants, cargo pants, sweatshirts, things like that, they can go to most menswear stores and find what they are looking for.'

As far as designer fashions are concerned, Mark Rosenfeld of Torre Menswear in Philadelphia says, 'Today's young men want to dress nice. We carry designers like Tommy Hilfiger, **Nautica** and Sean John, the hottest line in the country today.'

At Torre, 'where size matters' as their logo claims, Rosenfeld says the store has the widest size range in the country, from a size 36 to 78.

'Young men seem to like vibrant sweaters like those designed by Coogi,' says Rosenfeld. He adds that at Torre, teens can purchase jeans made by the Polo Jean Company, as well as other designer fashions from the popular Mecca and Fubu Platinum lines. And for leather fashions, men of all sizes can purchase Pelle Pelle designs, he adds.

So, no matter what your size is, the opportunity to dress well is out there.

LOAD-DATE: September 30, 2003

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, May 1, 2006 - 5:37 PM EDT

Sela sells sunglasses by the seashore The Dallas Morning News May 17, 2001, Thursday

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The Dallas Morning News

May 17, 2001, Thursday THIRD EDITION

SECTION: TEXAS LIVING; Pg. 2C; THE BUZZ

LENGTH: 80 words

HEADLINE: Sela sells sunglasses by the seashore

BYLINE: Tracy Achor Hayes

BODY:
Sunglasses and accessories from designer labels including Donna Karan, Calvin Klein, Kenneth Cole and Fendi will be sold for half price this weekend during the Q VC shopping network's fourth annual Cure by the Shore. The event, airing live from Monaco Saturday from noon to 3 p.m., benefits the National Women's Cancer Research Alliance, and has raised more than $ 2.8 million for the organization in its first three years. Sela Ward returns as host.

Tracy Achor Hayes

GRAPHIC: PHOTO(S): Look cool, fight cancer: (from top) **Nautica,** cK Calvin Klein, DKNY, **Nautica** and Fendi sunglasses sell for half of normal retail price and benefit the National Women's Cancer Research Alliance during Q VC's Cure by the Shore on Saturday. ; LOCATION NOTE: This photo was not archived.

LOAD-DATE: August 4, 2001

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It's all about presentation Home Textiles Today May 21, 2001

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Home Textiles Today

May 21, 2001

SECTION: Opinion Today; Pg. 16

LENGTH: 370 words

HEADLINE: It's all about presentation

BYLINE: Carole Sloan, founding editor-in-chief

BODY:
Random notes from wanderings across the retail landscape...

It's a fascinating time to shop the world of home textiles retail stores and departments.

What better time than when the long-awaited national launch of Donna Karan Home is rolling out. And what a difference in presentation and emphasis. Many involved in the launch report that the merchandise is selling extremely well. And these results come from a less-than-awesome rollout of the physical presentation -- due in part to lateness in construction.

The walls of stores are not made of elastic, and the shops for Donna's stuff had to be shoehorned into existing departments with some other items losing space and still others disappearing completely.

But still the overall impact of the presentation, with few exceptions, has not produced the WOW factor that one would expect from a collection of this caliber. Among the exceptions in presentation are Burdines at Dadeland and Macy's West.

Once again, signage and references to products available in other areas were the elements most often lacking. How is one to guess that a gorgeous bed might also have accessories or bath products as companions? We're looking forward to seeing the others in a completed state.

Similarly, the dual rollout of **Nautica** Home at both Linens 'N Things and Bed Bath & Beyond has produced some wide variables in presentation.

Unfortunately, neither of these powerhouse retailers put all their potential muscle behind the first real design program they have marketed.

Neither of these retailers used the **Nautica** brand to communicate the broad coordination and/or product availability within the stores.

Overall, a tour including stores in Chicagoland, Atlanta, Miami and Dallas, as well as the New York metro area, showed that Bed Bath was a tad ahead in terms of creating impact for bed and bath. LNT hung the shower curtains with other shower curtains, and in a number of stores, the bath products hadn't arrived. And, surprise, LNT also had a selection of tabletop, found only in that department.

Hopefully, as these retail giants become more adroit in making the most of multi-product programs, they will give the department stores a run for their money.

LOAD-DATE: May 24, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
View: Full
Date/Time: Monday, May 1, 2006 - 5:35 PM EDT

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JAZZ, INCENSE, DEEP DISCOUNTS DRAW SHOPPERS TO OUTLET Hartford Courant (Connecticut) May 21, 2001 Monday, 1S NEW HAVEN COUNTY/SHORELINE

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Hartford Courant (Connecticut)

May 21, 2001 Monday, 1S NEW HAVEN COUNTY/SHORELINE

SECTION: TOWN NEWS; Pg. B1

LENGTH: 556 words

HEADLINE: JAZZ, INCENSE, DEEP DISCOUNTS DRAW SHOPPERS TO OUTLET

BYLINE: Kendra Ranelli

BODY:
If you saw a 75 percent-off sign in front of a nice clothing store, you might be tempted to stop and shop. Although there's no such sign outside North Country Outlet on Boston Post Road in Westbrook, the deep discounts are easily found inside.

The clothes at North Country are many of the same featured in upscale catalogs such as J Jill, L.L. Bean and Eddie Bauer. A $200 L.L. Bean cashmere coat is marked down to $79, for example, and a $159 canvas barn jacket for $69. A J Jill cotton summer dress that retails for $139 goes for $39 at North Country. Leather belts from Field & Stream are $13. The labels are well known; Talbots, Abercrombie & Fitch, Express, **Nautica** and Calvin Klein.

"It's your average working class person's store because they get a lot of bang for their buck," said owner Elizabeth Rosenbloom. "It's product they're used to buying."

The savings become obvious when shoppers see a catalog clipping of the very same merchandise displayed next to the item on the Westbrook store rack. And nearly 99 percent of the outlet's merchandise is first quality, Rosenbloom said. She purchases clothes, bed linens and home decorative accessories from vendors, some of whom have exclusive contracts with popular retail chains.

The vendors have the first rights to buy merchandise that the retailer has bought too much of or is not selling as well as expected. Sometimes the labels are taken out of the merchandise before it gets to North Country Outlet but nevertheless it's usually easy to identify where it's from if you're a somewhat savvy shopper.

Stock turns over quickly. So what you find there this month will most likely be gone the next.

"I have people who like shopping in my store but wouldn't go to any outlet because it doesn't feel like an outlet store," Rosenbloom said.

Unlike T.J. Maxx, Marshalls and other discount clothing stores, there is a sensory appeal to shopping at North Country. On a recent visit to the store, shoppers could smell the aroma of peach incense, move to cool jazz tunes on the CD and run a hand across the smooth, 18th-century furniture from Mexico used for display.

"I think it's important to have one's surroundings be peaceful -- light, texture and scent are a part of

someone's surroundings," Rosenbloom said.

It's a place she and her business partner, Rick Woodruff, are proud to have created because it's the type of store in which they like to shop.

"I could never work at a job where there wasn't passion involved," Rosenbloom said. "I'm passionate about my surroundings and I love to create."

When Rosenbloom opened the store last year, she threw herself into the venture without any worry of failure. She opened a North Country Outlet in Great Barrington, Mass., in August 1999, then the Westbrook store last year, at 1551 Boston Post Road in front of Water's Edge. She forged ahead in the retail business after her recent divorce and the need, she said, to support her children. Her smart business sense was honed after a stint as owner of the Penny Back Clothing Outlet in Torrington. But her tenacity and trail-blazing enthusiasm were most likely inherited.

"My great-aunt says I'm a throwback to my great-grandfather, Fred Barhoff," she said. "He developed the way to light up Niagara Falls and engineered ways to put lighting in trains and cars."

GRAPHIC: PHOTO; 1 Color; BOB MACDONNELL / THE HARTFORD COURANT; ELIZABETH ROSENBLOOM and Rick Woodruff are co-owners of North Country Outlet in Westbrook. The store, which opened last November, sells discounted clothing from well-known makers such as L.L. Bean and Abercrombie & Fitch. Rosenbloom also owns another outlet store in Great Barrington, Mass.

COLUMN: Shopping Around

LOAD-DATE: May 21, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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ALL FOR NAUTICA; IT WAS SAILS, BUT NO SALES, AT NAUTICA'S OFFICIAL GRAND OPENING OF ITS ROCKEFELLER CENTER STORE. Daily News Record May 21, 2001

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Daily News Record

May 21, 2001

SECTION: Pg. 55 ; ISSN: 1041-1119

IAC-ACC-NO: 75905935

LENGTH: 294 words

HEADLINE: ALL FOR **NAUTICA;** IT WAS SAILS, BUT NO SALES, AT **NAUTICA'S** OFFICIAL GRAND OPENING OF ITS ROCKEFELLER CENTER STORE.

BYLINE: LIPTON, BRIAN SCOTT

BODY:
Harvey Sanders was only half joking. "I think I made one mistake tonight," said Sanders, the CEO of **Nautica** Enterprises, as he surveyed the crowd at the official opening party of the new **Nautica** store in Rockefeller Center on Thursday night. "I should have opened up the cash registers. I think we could have made a lot of sales."

Indeed. If all the fingering and fondling of **Nautica's** spring/summer merchandise was any indication, the gold cards would have been flying. Although the store opened its doors a month ago, the party marked the first visit for much of the star-studded crowd. The truly eclectic mix included Robert Kennedy Jr., football greats Boomer Esiason and Michael Strahan, style expert Elsa Klensch, news anchor Chuck Scarborough, Law & Order: SVU star Dann Florek, CFDA executive director Fern Mallis and Puffy's "Momma," Janice Combs.

Not to mention a virtual who's who of the men's fashion magazine world: Esquire's David Granger and Stefano Tonchi; GQ's Jim Moore; Maxim's Lance Ford, Stan Williams and Deborah Gould Rubin; and Men's Health's Brian Boye.

And the talk was as much about the space as it was about the merch. "I love the architecture; it's techy, but not too much," said Men's Journal fashion director John Mather of the 14,000-square-foot, bi-level emporium, adding that he was quite excited at the prospect of meeting the store's architect, Calvin Tsao.

"It was quite an undertaking. We took over two spaces," said David Chu, CEO, president and designer of **Nautica** International, who greeted guests in the men's area in back, which was once the Walter Reade Theater. (The rest of the space was fashioned from the old Bank of Boston building.) "But I'm very pleased and everything's coming along nicely."

IAC-CREATE-DATE: June 26, 2001

LOAD-DATE: June 27, 2001

Nautica sails into the next year with flying colours; Nautica Enterprises Inc. reports fiscal year 2001 net sales; Brief Article; Statistical Data Included Cosmetics International May 25, 2001

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Cosmetics International

May 25, 2001

SECTION: No. 565, Vol. 25; Pg. 3 ; ISSN: 0963-6137

IAC-ACC-NO: 75497322

LENGTH: 188 words

HEADLINE: **Nautica** sails into the next year with flying colours; **Nautica** Enterprises Inc. reports fiscal year 2001 net sales; Brief Article; Statistical Data Included

BODY:
Nautica Enterprises Inc has reported increases for fiscal year 2001, ended 3 March. Net sales increased 11.1% to $ 627.7mn for the year, and 10.6% for the fourth quarter. The company implemented a series of strategic initiatives 'designed to position the business for long term growth', resulting in additional expenses and flat earnings of $ 46.1mn. Earnings per share on a diluted basis grew 10.3% to $ 1.39, from $ 1.26 the prior year.

Harvey Sanders, chairman and ceo of **Nautica** Enterprises, commented,"During fiscal 2001 we remained focused on further building the **Nautica** brand and diversifying our business using a disciplined approach. In line with this strategy, throughout the year we made substantial investments in our future growth by launching various collections which are already contributing to our sales mix."

Sanders says he expects fiscal 2002 to reap substantial benefits for the company. "Looking to fiscal 2002, as the year progresses we expect to realise substantial benefits from our strategic initiatives and stand to gain operating leverage from the roll out of our new businesses."

IAC-CREATE-DATE: June 15, 2001

LOAD-DATE: June 16, 2001

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NAUTICA APPAREL TAPS HEYN FOR NEW POST; Christopher Heyn joins Nautical Apparel Inc.; Brief Article
WWD May 29, 2001

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WWD

May 29, 2001

SECTION: Pg. 14 ; ISSN: 0149-5380

IAC-ACC-NO: 75636554

LENGTH: 257 words

HEADLINE: NAUTICA APPAREL TAPS HEYN FOR NEW POST; Christopher Heyn joins Nautical Apparel Inc.; Brief Article

BYLINE: Larson, Kristin

BODY:
NEW YORK -- Christopher Heyn has joined **Nautica** Enterprises in the new post of president of **Nautica** Apparel, the licensing division of the company.

In a sense, this marks a homecoming for Heyn, who previously worked with the **Nautica** brand while at Kellwood Corp.

In his new role at **Nautica** Apparel, Heyn will be charged with identifying new licensing opportunities and enhancing the division's overall contribution to the company and will report to David Chu, president and chief executive of **Nautica** International.

Heyn brings more than 20 years experience in the apparel industry to his new job. Most recently, he served as the senior vice president of global merchandising for the National Basketball Association where his responsibilities included global product development, merchandising, licensing, sales development, marketing and direct-to-consumer initiatives.

Prior to the NBA, Heyn worked at Kellwood Corp. as president of men's wear marketing. At Kellwood, he was responsible for men's private label products and its **Nautica** licensed business.

In addition, Heyn's resume includes management positions as president and chief executive officer of the Salant Menswear Group and, at Warnaco, president of the C.F. Hathaway unit and executive vice president of Christian Dior Sportswear.

In a statement, Chu said, "With his vast experience in the world of apparel and licensing, he will play an integral role in further developing **Nautica's** licensing programs. He is sure to prove an asset to the company."

IAC-CREATE-DATE: June 21, 2001

LOAD-DATE: June 22, 2001

What's your line? Hot kiss; Hot copy: an industry update. Children's Business June 1, 2001

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Children's Business

June 1, 2001

SECTION: No. 6, Vol. 16; Pg. 9; ISSN: 0884-2280

IAC-ACC-NO: 80503692

LENGTH: 272 words

HEADLINE: What's your line? Hot kiss; Hot copy: an industry update.

BYLINE: Clack, Erin E.

BODY:
Popular Los Angeles-based junior apparel label Hot Kiss is set to take on the 'tween marketplace for the first time. The company plans to launch a small test collection of sportswear, denim separates and dresses this fall, to be followed up by a gradual expansion into a full-fledged offering in coming seasons. Targeted expressly to fashion-minded girls, sizes 7 to 16, the new Hot Kiss line highlights shrunken versions of key looks direct from the junior collection. Retail partners already on board include Bloomingdale's and Velvet Pixies, among others. Wholesale price points range between $ 10 and $ 25. Industry vet Stacia Diamond, whose resume boasts previous positions with such hot fashion brands as Wanted and Dollhouse, will helm the sales effort for the new children's wear division. In addition, Hot Kiss plans to produce a small 4 to 6X line, available exclusively through Bloomingdale's. (213-488-8400) ... **Nautica** Enterprises, Inc. recently announced the expansion of its licensing agreement with California-based manufacturer Apparel Ventures to now encompass the category of girls' swimwear. Apparel Ventures currently holds the **Nautica** women's swimwear license. According to **Nautica** founder David Chu, the move comes in an effort to consolidate and streamline the company's licensing activities. The new girls' swimwear offering, just like its women's counterpart **Nautica** Blue Collection, highlights classic, feminine looks in the true **Nautica** spirit. Available through both better department and specialty stores nationwide, the line will premiere during the Cruise 2002 season. (212-541-5757) ...

IAC-CREATE-DATE: December 4, 2001

LOAD-DATE: December 05, 2001

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WHERE & HOW TO BUY. Playboy June 1, 2001

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June 1, 2001

SECTION: No. 6, Vol. 48; Pg. 168 ; ISSN: 0032-1478

IAC-ACC-NO: 85473601

LENGTH: 643 words

HEADLINE: WHERE & HOW TO BUY.

BODY:
WIRED

Page 37: Radio service: XM Satellite xmradio.com. Sirius Satellite, siriusradio.com. Radios: Sony, 800-222-7669. Panasonic, 800-211-7262. Pioneer, 800-746-6337. Alpine, 800-257-4631. Wireless: Home RF, homerf.org. Wi-Fi, wi-fi.org. Receivers: Intel, 800-628-8686. 3com, 3com.com. Software: redfac tion.com. Speakers: www. si-5.com.

MANTRACK

Page 54: Hotel, 877-600-9011. Flute bar, 212-529-7870. Protection device, 800-962-2611.

FASHION

Pages 102-103: Shirt, tie, jacket, trousers, by Brioni, 212-376-5778. Belts: By Kenneth Cole, 800-KEN-COLE. By DKNY, 800-231-0884. Watches: By Pulsar, pulsarwatches. com. By Timex, timex.com. By Seiko, seiko usa.com. Glasses: By Oliver Peoples, 212-925-5400. By Giorgio Armani, giorgio armani.com. T-shirt by DKNY Jeans, 800-231-0884. Pants by Ted Baker, 212-343-8989. T-shirt, pants, sports coat by Paul Stuart, paulstuart.com. Briefcase, bag by Valextra, 212-246-6724. Shirt, jacket, trousers by Corneliani, 800-222-9477. Bags: By CK, 800-294-7978. By Burberry, 800-284-8480. Page 104: Shirt by Gianni Versace, 888-3-VERSACE. Pants by Prada, 888-977-1900. Watch by Kenneth Cole, 800-KEN-COLE. Cardigan, halter by Easel, 888-327-6020. Shorts by Joop, 305-674-7874. Shoes by Les Tropeziennes, from Otto Tootsi Plohound, 212-925-8931. Sunglasses by Polo Jeans, polo.com. Bags by Louis Vuitton, 800-847-2956. Page 105: Shirt, shorts by Louis Garneau, 215-794-9600. Glasses by Oliver Peoples, 212-925-5400. Shoes by Carnac, 215-794-9600. Helmet by Bell, bell bikehelmets.com. Shirt, jacket, shorts by Hugo Boss Sport, 800-HUGO-BOSS. Sneakers: By **Nautica, nautica**.com. By Tommy Hilfiger, 800-TOMMY-CARES. T-shirt, shirt, shorts by OP, www.opmag.com. Anorak by Columbia Sportswear, columbia.com. Backpack by Eddie Bauer, eddiebauer.com. Sunglasses by Black Fly, flys.com. Bike by Pinarello, pinarello.com. Page 106: Shirt by Ted Baker, 212-343-8989. Shorts by Emporio Armani, 212-317-0800. Sandals: By Helmut Lang, helmutlang.com. By **Nautica, nautica**.com. Watches: By Seiko, seikousa.com. By Timex, timex.com. Shorts, shirt, sandals by John Varvatos, johnvarvatos.com. Sweater, cardigan by Easel, 888-327-6020. Shorts by William B, williamb.com. Shoes by Les Tropeziennes, from Otto Tootsi Plohound, 212-925-8931. Bag by Samsonite, samsonite.com. Shirt, shorts, sandals by Polo Jeans, polo.com. Shirt by Emporio Armani, 212-317-0800. Pants by Prada, 888-977-1900. Page 107: Jeans: By Diesel, diesel.com.

By Gucci, 212-826-2600. By Levi's, 800-USA-LEVIS. By D&G, 212-965-8000. Sneakers: By Fila, fila.com. By Tommy Hilfiger, 800-TOMMY-CARES. Backpack by Eddie Bauer, eddie bauer.com. Shirts: By Force, from Gerry's Menswear, 212-243-9141. By Puma, puma.com. Shirt, sneakers by **Nautica, nautica**.com. Watch by Timex, timex.com. Shoes by Dexter, dextershoe.com. Belts by CK Bradley, 888-422-6005.

HAULIN' ASS

Pages 126-128: Cadillac, cadillac.com. Toyota, toyota.com. Dodge, 4adodge.com. Nissan, nissandriven.com. Ford, fordvehi cles.com. Chevrolet, chevrolet.com.

DADS AND GRADS

Pages 130-131: Stereo, 847-299-9380. Watch, 800-283-7236. Picture frame, 800-343-5000. Knife, 800-442-2706. Bag, 800-943-9463. Dart set, playboystore.com. Cell phone, 800-229-1235. Organizer, 877-234-2426. Internet, 800-222-7669. Pages 132-133: TV, 800-211-7262. Watch, 800-962-2746. Knife, 800-521-5152. Camera, 800-343-5000. Messenger, 800-668-6765. Carry-on, 888-909-9376. Phone, 888-735-7888. Tennis, 800-946-6060. Computer, 800-538-9696. Robot, 888-917-7669.

ON THE SCENE

Page 191: Wine safe, 800-943-9463. Book, at bookstores. DVD, 800-746-6337. Headphones, 860-434-9190. Case, cdprojects. com. Grill, 800-364-5442. Footwear, grav isfootwear.com. Books, fodors.com. Camera, www.sealife-cameras.com. Telephone, 800-344-4444. GPS system, garmin.com. PS one, 800-345-7669. Monitor, 407-333-1392.

IAC-CREATE-DATE: November 14, 2002

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GRAND CENTRAL GETAWAY : Racing out of town? Nothing tests a man's style sense like the summer weekend. start light and smart; fashion; Brief Article Playboy June 1, 2001

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HEADLINE: GRAND CENTRAL GETAWAY : Racing out of town? Nothing tests a man's style sense like the summer weekend. start light and smart; fashion; Brief Article

BYLINE: DE ACETIS, JOSEPH

BODY:
Summer is all about weekends. During those brief, blistering months we probably spend more time planning our two- and three-day breaks than we do working. Which means weekend activities like swimming and surfing, hiking and biking, and drinking and screwing put maximum stress on a guy's summer wardrobe and overnight bag. The best way to pack a sports coat (critical if you're in pursuit of the species feminus fabulous—Latin for the high-tailed Tawny) is to not pack it at all. Wear it to the office, then head to the train station, airport or SUV at maximum speed. Get ready to light up the clubs with these iridescent jackets. From left, Craig wears a dress shirt, rep tie, linen jacket and light trousers, all by Brioni. His belt is by Kenneth Cole, his watch is by Pulsar, his glasses are by Oliver Peoples and his bag is by CK. Next guy: That's a DKNY Jeans T-shirt and a pair of Ted Baker pants on Anthony. He wears a Timex watch. His glasses are Giorgio Armani. Fernando de la cell phone gets great reception on his outfit by Paul Stuart (cotton T, pants and sports coat). He's in possession of a DKNY belt, a gold Seiko watch and a briefcase by Valextra. For the finale, we have Dylan in a Corneliani combo of linen shirt, jacket and trousers. He has a bag by Valextra in his hand; the other is by Burberry.

Some rules about traveling with women: (1) Bring plenty of cash. (2) Never, ever allow her to get a sunburn (no nooky till it heals). (3) Don't bring pajamas. (4) She's going to pack about 70 pounds of bikinis and makeup, and won't carry an ounce of it. (5) Make out in the water. (6) She's not cooking squat. (7) You make the plans, she breaks them. (8) You're putting up with all this for a reason. (9) Dress well. Like Anthony here. He wears a shirt by Gianni Versace, pants by Prada and a Kenneth Cole watch. Dune is hotter than July in a cardigan and halter by Easel, shorts by Joop, shoes by Les Tropeziennes and sunglasses by Polo Jeans. The bags are by Louis Vuitton.

Weekend workouts often begin with a light round of train trotting. Hoofing on the left is Craig the cyclist. His shirt and shorts are by Louis Garneau for Evolution. He's wearing Oliver Peoples glasses and bike shoes by Carnac. The helmet is a Bell. Fernando follows in a techno shirt, zip-front jacket and red shorts, all by Hugo Boss Sport. Those are **Nautica** sneakers. The dude on the right wears an OP T-shirt, plaid shirt and shorts. Columbia Sportswear made his hooded anorak and the backpack is from Eddie Bauer. His sneakers are by Tommy Hilfiger. His sunglasses are by Black Fly. That's a Pinarello bike and a Rawson surfboard.

Understand this: If you want her to show skin, you have to lighten up, too. Start with footwear--this season designers bet that real men will wear sandals. Craig (left) is in a Ted Baker shirt, Emporio Armani shorts and Helmut Lang sandals. That's a Seiko watch on his wrist. Above him, Dylan wears shorts, shirt and sandals by John Varvatos. Dune slinks down the stairs in a sweater and cardigan by Easel, shorts by William B and shoes by Les Tropeziennes. She carries a Samsonite bag. Greeting her top right is Fernando in shirt and shorts from Polo Jeans. His sandals are **Nautica,** his watch is a Timex. That's an Emporio Armani shirt, a pair of Prada pants and Polo Jeans sandals on Anthony.

Drain before you train, particularly if you've filled up at the Oyster Bar (to which we owe special thanks). Chances are you haven't been comparison shopping for jeans lately. Don't worry--you're in luck. Keeping things minty fresh, from left to right: Craig wears a pair of long-legged Diesels. The slim cut of the ankle on the pants shows off his Fila sneakers. His shirt is by Force and his backpack is by Eddie Bauer. The wide-leg bottoms on Fernando's jeans are the perfect trendy compromise for guys who were raised on baggy, hip-hugging hip-hoppers. Plus, all the ladies will know you're wearing Gucci. His sneakers are by Tommy Hilfiger, and his shirt is by Puma. He's wearing a Timex. Anthony is straight-edging it in Levi's, a shirt by **Nautica** Jeans and shoes by Dexter. All set for a memorable weekend, Dylan has jeans by D&G and a shirt by Force, and he's wearing **Nautica** sneakers. All the belts, by the way, are by CK Bradley.

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The Timepieces of Basel 2001: Colorful, Sparkling Women's Wear;Women's watches--brightly dressed, designed for varied lifestyles, and decked with diamonds--are the stars of this year's freshman timepieces.
JCK-Jewelers Circular Keystone June 01, 2001

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Women's watches--brightly dressed, designed for varied lifestyles, and decked with diamonds--are the stars of this year's freshman timepieces.

BYLINE: By William George Shuster, Senior Editor

BODY:
Three strong trends stood out in the new watch crop at Basel 2001, trends often converging in the same collection:

*Many, many more watches designed specifically for women.

*Strong use of color (including straps and colored gems).

*Extensive use of diamonds, or a "diamond look" on watches.

This year's fair also was notable for its innovative and unusual watch designs and horological marvels, the spotlight on tourbillon watches, and the number of watchmakers adding their own jewelry collections. In addition, several brands celebrated important anniversaries, marking the events with the introduction of new or collectible watches.

These highlights, plus the luxury watch shows held in Geneva, Switzerland, will be reported on in the July issue of JCK. This month, we look at the colorful and glittering trends in women's watches at Basel 2001, the largest timepiece fair in the world.

"Ladies everywhere!" "There are ladies all over the place!" exclaimed one American watch vendor, and even a cursory glance confirmed that was true. He meant, of course, not just the many female visitors, but the unusually large number of watches for women unveiled at Basel 2001. As Hugues-Olivier Bores, the new president of the Committee of Swiss Exhibitors at Basel, noted, there was "a clear trend toward

'feminine-style' products."

"Ladies' watches were definitely the stars of the 2001 edition [of the show]," added a Swiss watch industry report later. Many brands enriched their collections with not only colorful fashion and diamond-set dress models for women but even new mechanical complications. Ironically, at a time when more women wear men's watches, and "men's" and "women's" watch sizes are less frequently used (many vendors prefer "small," "mid-size" or "unisex," and "large"), more watches than ever are being produced specifically for women. The focus on women's watches is so intense that some watchmakers even unveiled smaller versions of their successful women's watches to fit smaller wrists. Examples include Patek Philippe (Twenty-4), Corum (mid-sized Bubble), Hermes (mini-Belt), and Bertolucci (Serena), and Swiss Army's "extra-small" versions of its watches for women who "prefer a more traditionally feminine-sized timepiece."

Ladies' choice. Many new women's watches appeared, of course, in collections that included models for both women and men, such as Bonneville's new Bonspeed line of watches and Swiss Army's broader, redesigned collections of sport, classic, and professional watches.

Other 2001 horological debutantes are downsized versions of--or complementary to--existing men's models. For example, Jaeger-Le Coultre's new Ladies Duo, a dual timer, is a feminine edition of its men's Duo. Bonneville has added a women's version of its "2.4.8" chronograph, on a shining red strap. Zodiac's Ladies Astrographic is the distaff rendering of its popular Astrographic (revived last year), while Ventura's sleek, stainless-steel Sparc Lady joins the two-year-old curved case Sparc collection, the world's first watch driven by a micro-generator.

The influence of fashion also was evident in Basel, with many women's timepieces doing double duty as jewelry. Elegant eye-catchers included Cyma's supple Mystique diamond buckle watch in white or yellow 18k; Ebel's steel Beluga Manchetta, now with straps in glamorous black satin (a popular material for many women's lines this year); Tissot's T4, with muted-color dial set with six diamonds and a graphic bracelet incorporating its signature "T"; and Omega's new Constellation bangle series, in white or yellow 18k, with or without diamonds.

For the more fashion forward, there was Hamilton's Gramercy, with its curved inward case and open links; cK's slender Chain Link (with lacquered dial in polished rectangular case); Tommy Hilfiger's Bar Harbor collection with petite double-H case and open link bracelet, all of stainless steel; and Dior's Diorific Trailer cuffwatch bracelet, with perforated white leather strap and red reflecting dial.

For women only. But many of 2001's women's watches are neither downsized versions of men's nor petite jewelry watches. These timepieces were designed with women's lifestyles and fashion preferences in mind. Examples include the new mid-priced Gabriele Sabatini Timepieces collection (made for the Argentinean tennis star/businesswoman by Swiss watchmaker Delma), which offers both classic and fashion-styled watches. Designer Henry Dunay's steel Medea Ladies Sport watches come with colorful grosgrain straps and matching color dials. Fendi's colorful Selleria line--a nod to Fendi's top-stitched leather bags--features sleek steel cases and a bottom hinge on a top-stitched leather strap, and Coach's equestrian-inspired Signature collection uses buckle-shaped cases hinged to a brushed steel contoured bangle or a leather strap.

Examples further up the price ladder include Rolex's new round Lady Datejust, with self-winding mechanisms and oscillators (innovative in women's wristwatches); a slightly rounded crystal; dials of black, white, pink, or yellow mother-of-pearl; and Oyster bracelets in 18k white, yellow, or pink gold. Swiss luxury watchmaker Fr d rique Constant debuted his "extra-flat" quartz stainless-steel Highlife Ladies Round. Luxury jeweler Harry Winston paid homage to women with the gorgeous quartz Lady Premiere--an elegant white 18k case set with 108 diamonds, anti-glare crystal, and a dial with 76 near-colorless diamonds set as half-circles on either side, on a black saddle-sewn crocodile strap.

A feminine focus. Many new watches for women come from companies better known for their men's, pilot's, or sport lines. They recognize women's interest in multifunctional watches and mechanical complications but design these new women's watches, as one watchmaker put it, with "trendy feminine aesthetics."

Luxury brand Blancpain, for example, known for its exquisite horological complications, is "putting more focus on women," says a company spokeswoman. The new self-winding 18k Pastel Flyback chrono, bezel-set with 32 brilliant diamonds (2.6 cts. t.w.) on a light-gray satin strap, "is sized and styled especially for women who enjoy wearing chronographs," she says.

Fortis, known for its pilot and cosmonaut timepieces, this fall will introduce a line of square-cased women's watches with diamond bezels on light-blue crocodile straps. And Omega, whose Speedmaster has long been used by auto racers and NASA astronauts, debuted the Speedmaster Automatic with diamonds--a new series of mid-sized (35.5 mm) chronos with "a feminine interpretation of traditional mechanical watchmaking," said a spokesman. Chase-Durer, known for its chronos and pilot's watches, offered two new chrono collections for women--Windstar and Ladyhawke. Both offer vibrant Popsicle-colored polymer straps, diamond bezels, and prices ranging from low mid-market to luxury.

The increased focus on style and fashion also is evident in Japanese brands, traditional leaders in high-tech watches. Seiko issued new jewelry bangle watches with eye-catching "cross-weave" metal bracelets, while Citizen introduced Firenza, a collection with 12 diamonds on stainless-steel bezels at Citizen's highest-ever price point ($595).

Innovation. Many of the women's watches are innovative as well. St. Honore's Lunatik (in steel or gold plate) is "one watch, two options," according to its designers: One side is a bracelet with square links and smooth case for daytime; the other is a dressy bracelet of small links and a case set with 40 diamonds. A crocodile cover is available to protect the side not in use.

One of the most innovative women's watches seen at Basel 2001 was Delance's "My Mother's Watch," by designer Gisele Rufer. Birthstones of a woman's children can be set on the 18k or steel diamond-shaped case at the hours of their births. A second ring can be set for grandchildren, and a third for great-grandchildren. A portion of each sale is donated to the Women's World Summit Foundation, which helps women in developing countries create their own companies.

The interest in women's watches--and small thin watches--extended to new calibers, too. The Swatch Group's ETA debuted its Flatine "autoquartz" lady 83/4. Ronda AG, an independent Swiss movement maker, presented its new 1.9 mm-wide slim calendar movement, the world's first with date and second hand in so small a caliber. The overall height of the watch is less than 2 mm. (Ronda also is providing the movements for the new Tommy Hilfiger watch line of the Movado Group.)

Tints and Hues

William George Shuster

With women's watches so prevalent at Basel 2001, it's not surprising that the other big style stories at the watch fair were color and diamonds.

Virtually every brand and new collection--regardless of price or national origin--offered timepieces with vibrant colors or pastel tints, evidence of the impact of Paris fashion runways on the global watch industry.

The palette of colorful straps--often silicone or satin on leather--included orange, yellow, lilac, green, pink, blue, fire red, and other hues. These colors were found on both dials (often mother-of-pearl) and straps in many watches and--more often than not--even crown cabochons.

Some examples: Versace's trendy unisex Character 2001 puts a highly polished steel case on pink or blue python skin (snakeskin straps being another watch fashion trend) with matching pearly dials. Krieger and La Coste, though at very different price levels, were among many watch brands using colorful silicone straps, while French watchmaker Regnier offered red, green, yellow, or white interchangeable leather straps in its fashionable Cadrage series.

Concord's La Scala Chronograph 2001 series, with diamonds on dial and bezel, put pastel dials of silver, pink, or blue ("to enhance appeal to women," said a spokesperson) on straps of green, blue, pink, or black. In contrast, the Ophelia cuff watch series of Paris's St. Honore was simply designed, with dials (in rhodium or gold-plated cases) and matching bracelets of royal blue, turquoise, yellow, or bright red.

Basel's riot of color made the occasional use of white even more effective, as in Dior's Diorific Trailer cuff watch with red reflecting dial on a perforated ivory leather strap. Ditto for subtle uses of color, such as the red edge on the wide leather strap of the new Bally Fast Time watch.

Dials and Gems. Color in 2001's timepieces wasn't limited to straps. A number of brands spotlighted their dials with solid colors to contrast with steel cases and bracelets, such as Tissot's Bellflower Steel, Hublot's Super Professional (fuchsia pink), Victorinox's V-7 Basic T-watch (bright red or blue), Juvenia's Contresens (red or blue), or Movado's SE Blue (electric blue).

Colored gems and crystals also were used effectively on bezels and even straps in many new collections. Saint Honore's elegant Sapporo frames its pearly dial with a bezel studded with 36 pink or blue sapphires. French Faconnable's limited-edition Acquadiamonds Dream chrono--on opaque, colored silicone straps and set with 91 diamonds (1.3 cts. t.w.)--were enhanced with gemstones at 3, 6, 9 and 12 o'clock on the bezel, matching the strap and dial colors. TechnoMarine's Techno Lady Heart (with white diamonds in bead setting on the bezel and interchangeable leather or satin straps) featured rubies on heart-shaped hour indexes on a mother-of-pearl face. Corum's fashion-forward petite Sugarcube had a thumbnail-sized steel case with a colored crystal, matching strap, and cabochon, while Bertolucci's Serena Joaillerie series added pink and pastel blue sapphires to its curved cases and colored straps.

But one of the most striking examples was Cyma's L'Electrik collection, the result of a year's work. The stainless-steel watches featured a colored faceted crystal on the dial and squared colored gems set in the center of each square link in the bracelet.

Use of color in men's watches was more muted but still effective, as seen in IWC's automatic GST Chrono-Rattrapante (in steel or titanium) with dials in rhodium, black, or salmon. Michele's Urban stainless-steel chronograph sported a copper-brown dial and sub-dials under a bubble crystal, while the men's steel tank-style watches in the new Tommy Hilfiger Nantucket Collection (by Movado) skillfully used a dark-blue-on-blue design on dial and strap.

A Glitter of Diamonds

William George Shuster

To paraphrase the song, diamonds are a watchmaker's best friend--at least, they were at Basel 2001. Diamonds (or the "diamond look") glittered everywhere, showing up not only on their traditional companion--gold--but also serving as an effective counterpoint to the sheen of ubiquitous stainless-steel cases and bracelets.

The diamond look was available at all major price levels. At the high end were Boucheron's magnificent Diamant collection and Patek Philippe's new Twenty-4 Haute Joaillerie collection, in white or rose 18k, set with 671 flawless diamonds on a fully pav d case, dial, and bracelet.

Omega's new Constellation bangle series in white or yellow 18k featured bezel-set diamonds framing its square dial. Longines's Dolce Vita Diamonds Collection was done in 18k with some 30 rectangular and square models in five sizes for women and men and five settings of near-colorless diamonds. Michele's Ultimate Diamond CSX-Chrono collection offered 100 single cut white diamonds on a stainless-steel case, with mother-of-pearl dials in five different pastel shades and interchangeable metal bracelets or colored straps. Festina's new under-$200 Crystal Collection featured a palette of bright and pastel colored dials framed by cases set with sparkling Austrian crystals for a rich diamond look.

Parallel diamond tracks framing a dial (sometimes extending into accents on the lugs) was a common

design motif, as exemplified by Ebel's Beluga Manchetta, Faconnable's Mezza Luna Diamonds, and Clerc's C125's steel bracelet watch. One captivating variation was Jacquar's Lady Sophia Collection, with its dual "S" curve enhancements (with 60 diamonds) framing white, black, or blue dials.

The traditional boundaries between diamonds and colored gems--on watches at least--are being blurred by more frequent use of colored diamonds. Several watchmakers at Basel 2001, including Cyma, TechnoMarine, and Concord, introduced timepieces with bezels set with black diamonds, alternating with white ones or as case accents. Concord even unveiled a La Scala Chrono with brown diamonds on the bezel and a brown leather strap.

Not for Women Only

William George Shuster

Women didn't have it all in Basel. There were plenty of sporty, masculine watches. The pathfinding Nomade Compass, Hermes's first watch with an autoquartz movement, had a high-precision compass under the hinged dial. The Swiss Army SE collection had a flip-up bezel with a solar compass. Oris's new 42.5-mm TTI Chronograph sported an aerodynamic case of stainless steel, framed by a vulcanized rubber top ring, a caseback window in which the "high-mech" movement can be viewed, and a metal or rubber strap.

French watchmaker Faconnable offered the Mezza Luna XL, an allsteel men's automatic chrono in an "extra large" version, increased from 30 mm to 35 mm wide. Its curved case and slightly domed sapphire crystal add a geometric look.

Other eyecatchers included **Nautica's** mid-priced Halyard collection of chronographs and analog date watches, Seiko's new stainless-steel Arcadia perpetual calendar with pale blue dial; the Volla Chrono with steel on colored leather straps, from Hong Kong firm Intertime (Far East) Inc.; and French watchmaker Yema's spare Nordic-style Arvika steel collection with several dial colors.

In a reversal of watchmaking tradition, Maurice Lacroix introduced a man's version of its popular women's Intuition model. Intuition Men features an elongated case and Art Deco look with two large numerals at 12 and 6 o'clock and an open-end rigid black rubber bracelet. Similarly, Hermes offered a new quartz version of its Cape Cod Double Tour (with wraparound bracelet) for men.

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The Esquire Guide: Denim. Esquire June 1, 2001

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BODY:
THERE HAS NEVER BEEN, nor may there ever be, a piece of clothing more identified with America than blue jeans or their many relatives. They're right up there with the '57 Chevy Bel Air, the Golden Arches, and the red stitching and white leather of a Rawlings baseball. We didn't borrow them from the British or steal them from the Italians. Ever since Levi Strauss made his now-famous trek out West to follow the Gold Rush, denim has been at the undeniable center of American style. What we'd like to do on the following pages is make that center a little larger. Are there times when denim isn't appropriate? Sure, but increasingly there are times when it is. The trick is breaking denim out of its traditional boundaries. Mixing it up with other types of clothes to strike a casual yet stylish balance. Fortunately, today's designers have made that much easier to do. They have worked with denim to change its shape and feel. The result is clothing far more tailored and sophisticated than those dungarees you used to wear while cleaning out the basement.

They may be singular classics, but that doesn't mean they all have a singular look. Varieties of shade and texture can distinguish one item from the next. That said, never wear any of these together unless you work at a dude ranch. Denim shirt ($ 38) by Levi's; denim shirt ($ 78) by A/X Armani Exchange; denim shirt ($ 58) by DKNY Jeans; denim jeans ($ 82) by Lucky Brand Dungarees; denim jeans ($ 45) by Gap; denim jeans ($ 78) by Lucky Brand Dungarees; denim jeans ($ 82) by Lucky Brand Dungarees; denim jacket ($ 98) by Polo Jeans Co.

SO YOU KNOW the whole denim story, right? It comes from the French fabric serge de Nimes, named after the town where locals wove a very durable yet very comfortable cotton fabric. Now, as far as "jeans" are concerned, well, some say they go back to a type of fabric worn in the eighteenth century by sailors out of the Italian port of Genoa. Also a rugged fabric, jean was different from denim, but the public began to conflate the two. It was only in 1960 that Levi Strauss & Company began to refer to its "waist overalls" as "jeans," making the misnomer official.

1. It has a certain L. A. studio-exec vibe to it, doesn't it? Like you'd throw this on to swing by the Brentwood Country Mart. No matter what your locale, a light combination like this one never confuses what is casual with what is sloppy. Two-button single-breasted cotton-and-rayon sport coat ($ 595) by Calvin Klein; cashmere cardigan ($ 795) by Marc Jacobs; cotton shirt ($ 250) by Ermenegildo Zegna; denim jeans ($ 48) by CK Calvin Klein Jeans; leather belt ($ 68) by Torino.

2. Yeah, we liked Rebel Without a Cause, too. And, sure, when Plato got shot down by the cops, we got a little lump in our throat, but the whole red-jacket-and-jeans look is taking it a bit too far. These items are a

far sleeker alternative. Zip-front leather jacket ($ 1,795), cotton sweater ($ 155), and cotton shirt ($ 165) by Armani Collezioni; cotton-and-nylon denim trousers ($ 88) by A/X Armani Exchange; suede loafers ($ 450) by J. M. Weston.

3. If you have to have just one suit, it should probably be navy blue. Why? Because it's generally agreed that everyone looks good in navy blue. That being the case, why not import that wisdom to a more relaxed wardrobe, as these dark jeans and sport coat exemplify? Three-button single-breasted wool-and-mohair sport coat ($ 895), cashmere sweater ($ 780), and cotton shirt ($ 235) by Salvatore Ferragamo; silk tie ($ 75), Polo by Ralph Lauren; button-fly denim jeans ($ 45) by Levi's.

4. Blue denim has always had a natural affinity for khaki. Wearing this light-weight dusterlike raincoat with a pair of jeans references denim's western roots without making you look as if you just got back from driving cattle over the prairie. Cotton raincoat ($ 125) by Polo Jeans Co.; cotton sweater ($ 198), Polo by Ralph Lauren; cotton shirt ($ 98), Polo by Ralph Lauren; denim jeans ($ 78) by Polo Jeans Co.

1. Denim should be paired with complementary textures. This vintage-style cowboy shirt is too tough to go with lightweight pants. Better to wear these sturdy khakis that were designed to U. S. Army specs back during World War II. Denim shirt ($ 92) by Lucky Brand Dungarees; cotton crew-neck ($ 350) by Etro; cotton trousers ($ 65) by Dockers; cashmere sweater ($ 397), Polo by Ralph Lauren; nylon belt ($ 19) by Club Monaco.

2. An insouciant mix of men's-wear classics. Pairing pinstripe pants from a suit with a classic denim jacket may seem like a radical combination, but the natural attributes of each work far better than the bad-polo-shirt-and-khaki uniform that passes for business casual. Denim jacket ($ 90) by Tommy jeans; cotton shirt ($ 295) by Borrelli; wool pinstripe trousers ($ 125) by Tommy Hilfiger; leather loafers ($ 275) by Cole Haan; leather belt ($ 68), Polo by Ralph Lauren.

Denim Lineage

WHEN COLUMBUS set sail to find a passage to Asia, he outfitted his boats with the most durable materials available. Legend has it that the fabled explorer made his voyage with sails of denim.

THE STITCHING on the back pocket of Levi's had to be painted instead of sewn on during World War II. Our strategic reserves of thread had to be carefully rationed so that we could fight the Jerries.

BY THE MID-FIFTIES, there was growing concern that blue-jean-clad kids would tear this country apart. Levi's countered with an ad campaign that touted how "neat for school" its seemingly rebellious garb really was.

Well, the bluejean bop is the bop for me, It's the bop that's clone in a dungaree, You flip your hip, free your knee, Squeal on your heel baby, one-two-three. --GENE VINCENT, "BLUEJEAN BOP," 1956

IN 1951, Bing Crosby was turned away from a Canadian hotel because he was wearing jeans. When Levi Strauss caught wind of this, it made a tuxedo jacket out of denim and gave it to him.

PRIOR TO SEX KITTENS like Brigitte Bardot, blue jeans were considered rugged, functional pants. After she was seen in tight numbers like this pair, denim's sex appeal was unleashed upon an unsuspecting nation. Sales of "designer" jeans skyrocketed.

THE COVER of the Rolling Stones' 1971 release Sticky Fingers featured a photo of a pair of jeans, as well as a working zipper down the front. The cover was designed by Andy Warhol, himself no stranger to denim.

INMATES serving time in Oregon's big house produce their own line of blue jeans called Prison Blues. Their slogan: "Made on the inside, to be worn on the outside."

INSTANT HISTORY. That's what you can get these days. Once upon a time, jeans were as stiff as Orrin

Hatch and as blue as a Buddy Hackett routine. Nowadays, you have the choice of what kind of preworn look you'd like your jeans to have, including the choice to have none at all. Chemical processes and bizarre methods of torture are inflicted upon these pants to give them a softer hand that makes each new pair seem like a hand-me-down from your cousin who rode the combine out in Nebraska.

1. Untreated raw denim has an inky blueness as well as a stiffness that, admittedly, will take a couple of wearings to break in--but that's the point. No prefab heritage here, just jeans designed as they were first crafted out in the Wild West. Classic denim jeans ($ 140) by Helmut Lang.

2. We almost didn't believe it, but it's true: The lightblue jean has returned. This example from Calvin Klein has been bleached to almost white, a shade we haven't seen since we were wearing them to Journey concerts way back when. The moral? Don't stop believin'. Denim jeans ($ 54) by CK Calvin Klein Jeans.

3. There's always been an obsessive attention to detail over at Polo. These jeans prove to be no exception: Already-stonewashed denim is hand-sanded to help wear in the fabric, as well as to fray the seams of the pockets and the waistband. Denim jeans ($ 58) by Polo Jeans Co.

4. An American classic, redefined and restyled to capture its past. The venerable 501, the granddaddy of all jeans, has spawned a relative called the Homage jean. Available in a number of shades, this version is known as Worn '66 and features a striated finish that is shinier and stiffer than the original cloth. Denim jeans ($ 78) by Levi's.

5. Jeans from **Nautica** have been available for only a few years, but you wouldn't know it based on this current offering. The denim has been treated so that it has an unrivaled softness, as well as stripes where the bleach settled in a wrinkle or fold. Denim jeans ($ 69) by **Nautica** Jeans Co.

6. It's amazing what denim is put through for a particular look. Some jeans are baked in the sun. Others are dipped in chemicals to impart a different hue. This Italian-made pair has been hand-filed and beaten with metal whisks to give it a super-stonewashed appearance. Denim jeans ($ 125) by Diesel.

IAC-CREATE-DATE: September 12, 2001

LOAD-DATE: September 13, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)
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Nautica Enterprises Inc. (Hot copy: an industry update) Childrens Business June 2001

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Business and Industry
Childrens Business

June 2001

SECTION: Vol. 16, No. 6; Pg. 10(2); ISSN: 0884-2280

RDS-ACC-NO: 3153579

LENGTH: 146 words

HEADLINE: **Nautica** Enterprises Inc. (Hot copy: an industry update)

HIGHLIGHT:
Apparel Ventures will produce **Nautica** girls' swimwear under a licensing agreement with **Nautica** Enterprises

BODY:
Nautica Enterprises, Inc. recently announced the expansion of its licensing agreement with California-based manufacturer Apparel Ventures to now encompass the category of girls' swimwear. Apparel Ventures currently holds the **Nautica** women's swimwear license. According to **Nautica** founder David Chu, the move comes in an effort to consolidate and streamline the company's licensing activities. The new girls' swimwear offering, just like its women's counterpart **Nautica** Blue Collection, highlights classic, feminine looks in the true **Nautica** spirit. Available through both better department and specialty stores nationwide, the line will premiere during the Cruise 2002 season. (212-541-5757)Copyright 2001 Fairchild Publications, Inc., a subsidiary of Advance Publications, Inc.Copyright 2001 Fairchild Publications, Inc., a subsidiary of Advance Publications, Inc.94

TYPE: Journal; Fulltext

JOURNAL-CODE: CHILBUSI

LOAD-DATE: January 25, 2005

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Magazines target professional students; MBA Jungle and JD Jungle aim to deal with relevant market issues
The Herald-Sun (Durham, NC) June 3, 2001 Sunday

Copyright 2001 The Durham Herald Co.
The Herald-Sun (Durham, NC)

June 3, 2001 Sunday
Final Edition

SECTION: UNIVERSITY; Pg. G3

LENGTH: 943 words

HEADLINE: Magazines target professional students;
MBA Jungle and JD Jungle aim to deal with relevant market issues

BYLINE: By JENNIFER CHORPENING jlc@herald-sun.com; 419-6601

BODY:

power lunch doesn't begin when you arrive at that ritzy restaurant. It actually starts in the months before, when a smart businessperson curries a relationship with waiters, managers and the chef. Go early in the week when the staff isn't so busy; tip at least 20 percent; and after a few visits, offer to buy the kitchen staff a round when it finishes work.

That's the first suggestion in an article in the May issue of MBA Jungle, a magazine aimed at the future high rollers of the global business economy. The goal? To show the person you're trying to woo that you wield the power at the power lunch - and that the chef knows your name.

"If you ask the chef to prepare his favorite dishes on occasion, he might stop by the table to see how everything was," the article on the "Art of the Meal" says. "In the eyes of your tablemates, nothing can make you look more important."

MBA Jungle, started last September, and its sister publication JD Jungle, started in April, were created by a bunch of MBAs, including Jon Housman, chief executive officer.

"Basically ... we felt like there was a real need in the market for a magazine and a Web site that dealt with these issues in a way that was relevant to us," he said. Their target audience: 30-year-old MBA students or recent grads making six figures, interested in getting ahead in the workplace, but also playing hard during vacations to Bali while wearing expensive suits and using expensive electronics equipment.

"Typical GQ or Esquire readers have salaries in the 40s or 50s [thousand]. Here, our audience makes two, three times that. Who is going to buy a $1,000 suit? It's our readers," he said.

The May issue of MBA Jungle featured sassy articles on the 25 dumbest business decisions of all time - New Coke was No. 6, the South's seccession No. 1 - how to take advantage of the dot.com bust and how to spend a million bucks.

The May issue of JD Jungle has articles on first job success, the execution of Timothy McVeigh, hot young

lawyers and a column by Harvard Law Professor Alan Dershowitz on the Supreme Court.

MBA students and law students get the magazine for free at school, including at Duke and UNC, but the magazines are also sold at about 1,200 Barnes and Nobles stores nationwide. The magazines have two main types of advertisers: companies looking to sell something to MBA and law types, such as Ralph Lauren and **Nautica,** and companies looking to hire them, such as Korn/Ferry International.

The May issue of MBA Jungle even features an ad from UBS Warburg, an investment bank, announcing its MBA hires for this year, including five from Duke's Fuqua School of Business.

One of MBA Jungle's loyal readers is recent Duke graduate Dan Burnett, who earned both his MBA and M.D. at the university. Burnett, a young entrepreneur, got more out of the magazine than just information. He and a few other Duke MBAs won the first MBA Jungle business plan contest, netting $25,000 for Burnett's plan to revolutionize corrective eye surgery.

Burnett has invented and patented a way to improve a person's vision without invasive LASIK surgery, which works by slicing off a little flap of the front of the cornea, then folding that back and using a laser to shape the underlying stroma of the cornea.

Most complications in the procedure come from the healing and cutting of the flap, including halos, night blindness and eye irritation, Burnett said. His procedure, which will move to animal testing this fall, works by releasing a special liquid into the eye that can move to the stroma layer, where it is activated to break down the collagen causing poor vision. Then, the substance is extracted, without any cutting of the eye.

The earliest this technique could be used on human patients would be 2003, he said.

Burnett patented the technique and started looking for business-plan competitions. He found MBA Jungle's by flipping through the magazine that company reps put in his school locker. His company, called NovOcull, won first place in that competition in May, as well as second place in a competition at Duke, and third place at a competition in Oregon. Those three wins have brought in $56,000 in initial funding.

Venture capital judges in the MBA Jungle contest were so impressed with the plan, they offered Burnett $250,000 in angel funding. But Burnett said he's going to wait until more research is completed, which should increase the company's valuation and improve the deal they'll get on angel funding.

"MBA Jungle is doing a bang-up job. The people who are in charge of the magazine who arranged the competition brought in pretty fantastic judges," Burnett said. And the magazine itself is really interesting too, he added.

"It's much more readable for me than the New York Times or even Business 2.0. It has real quality articles in it. A really interesting theme a few weeks ago was about why this is the best time for an entrepreneur, because services and equipment are going very cheaply, and there's lots of executive talent as well," he said.

"And the magazine is my favorite price: free."

Subscribers, nonlaw or business students, can get eight issues of the magazine for $15.

Burnett's team members were Joseph Hewitt, Loy Hong Chia and Joseph Walker from Duke's Fuqua School of Business, and Andy Rubinson from MIT's Sloan School of Business.

So what are the other rules of a power lunch? Have your guest sit with his back to the door; mirror your guest's requests, such as ordering a cocktail if he orders a cocktail, but don't copy; ignore the bread; listen more than you talk and bring up the business topic early.

For more information on the magazines, see mbajungle.com or jdjungle.com.

LOAD-DATE: August 18, 2004

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
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Nautica; Nautica Apparel Stores Inc. names Christopher Heyn president of licensing division; Brief Article
DSN Retailing Today June 4, 2001

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DSN Retailing Today

June 4, 2001

SECTION: No. 11, Vol. 40; Pg. 13

IAC-ACC-NO: 75452746

LENGTH: 33 words

HEADLINE: Nautica; Nautica Apparel Stores Inc. names Christopher Heyn president of licensing division; Brief Article

BODY:
Nautica has shipped in a new president for its licensing division. Christopher Heyn will preside over **Nautica** Apparel Inc., with responsibility for identifying new opportunities for the brand.

IAC-CREATE-DATE: June 12, 2001

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ANDERS NAMED PRESIDENT OF NAUTICA RETAIL. Daily News Record June 4, 2001

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Daily News Record

June 4, 2001

SECTION: Pg. 7 ; ISSN: 1041-1119

IAC-ACC-NO: 76162408

LENGTH: 62 words

HEADLINE: ANDERS NAMED PRESIDENT OF **NAUTICA** RETAIL.

BODY:
NEW YORK -- Richard Anders, president of retail for J. Crew Group, is leaving the specialty chain to become president of **Nautica** Retail, a division of **Nautica** Enterprises.

Anders will oversee the expansion and management of the company's outlet and retail stores in the United States and will report to Harvey Sanders, chairman and CEO of **Nautica** Enterprises Inc.

IAC-CREATE-DATE: July 3, 2001

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Suit yourself; Buying swimwear can be less traumatic if you pay attention to your body type; FOCUS ON SWIMSUITS The Baltimore Sun June 10, 2001 Sunday

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The Baltimore Sun

June 10, 2001 Sunday FINAL EDITION

SECTION: HOME & FAMILY, Pg. 5N

LENGTH: 1052 words

HEADLINE: Suit yourself;
Buying swimwear can be less traumatic if you pay attention to your body type;
FOCUS ON SWIMSUITS

BYLINE: Tricia Bishop

SOURCE: Sun Staff

BODY:
Please, no," they whisper as they head out to the mall. "Not again."

Each spring, it seems, women's swimsuit designers unveil creations meant for rail-thin pre-adolescents. And each spring, real women with real shapes get stuck either putting on the same, threadbare suits they've been wearing for years, or else stuffing themselves sausage-like into whatever is the season's hot thing.

But this summer promises a glimmer of hope.

"Women tend to view swimsuit shopping as painful and traumatizing," says Suze Yalof Schwartz, executive fashion director at Glamour magazine. "But it doesn't have to be."

She points to this year's offerings. Every style of suit since the advent of the bikini is on the market, from low-slung '60s hip riders to '50s halter tops and sturdy '80s sports suits. Black and white, bright colors, metallic fabrics, fruit patterns, animal prints, florals, sequins -- they're all trends, Schwartz says, lending a rare something-for-everyone feel to this season's selections.

The trick, however, is in finding the right one for you.

At Glamour, they tried out 800 suits on 75 women to figure out what looks best on which bodies. Then they road-tested the results in Miami with random beach makeovers for their annual May swimsuit issue. They found a lot of don'ts.

"Most people are wearing the wrong bathing suit for their body type," says Schwartz, who uses the ubiquitous boy-short trend as an example. "They're best suited for people with long and thin legs and a very perfect behind. Most people can't wear them. Don't pay attention to trends as much as you pay attention to your figure."

Kim Ross, a senior merchandiser and designer for Lands' End swimwear, which codes its suits according to

whom they best flatter, breaks the female population into five body-shape categories. She says knowing your category, what works with it and what doesn't, can make swimsuit-shopping much less distressing -- maybe even easy.

THE TRIANGLE

Bottom half is wider than top half

Bottom-heavy triangles (aka pear shapes) should build up their tops and minimize their bottoms to look more proportionate, Ross says. The idea is to try to create the illusion of the hourglass figure and draw attention away from not-so-hot spots.

Dos: Bright patterns and color-blocks across the chest to keep the focus upward; slimming black on the bottom; full blouson suits and halter necklines (they push up and in, Schwartz says). Suits with hidden underwires and padding also boost the bust; look for separates so you can properly fit your halves.

Don'ts: Skirted suits and boy shorts (the more fabric, the larger something looks); shapeless tops that flatten the chest.

THE INVERTED TRIANGLE

Top half is wider than bottom half

Inverted triangles, whether they're top-heavy because of their bust or their brawn, should try to do the opposite of triangles: Build up the bottom and slenderize the top. Ross makes these suggestions:

Dos: Flirty skirted bottoms and boy shorts to add to the rear, and underwire tops or those with keyhole backs for extra top support. Halter tops and those with wide, square necklines make broad shoulders look more narrow.

Don'ts: Mini bottoms; ruffled detailing on the top, plunging V-necks.

THE RECTANGLE

Balanced hips and shoulders with little to no waist definition

Straight, boyish, rectangle shapes want to minimize their midriffs. Ross says the "little details" do it best.

Dos: Princess seams, piping and ribbing make fake curves, and one-pieces with sheers or gathers across the midriff trick the eye into seeing a waist. A-line suits work as well, and so do tankinis, which have the comfort of a two-piece with a little extra in the modesty department.

Don'ts: Schwartz says the best way to define the waist is to stay away from anything striped unless it's a diagonal stripe. Avoid bold patterns right across the gut.

THE CIRCLE

Midriff is wider than hips and shoulders

Like the rectangles, circles want to define their waists. Try the tips for rectangle shapes and look for suits with tummy controls built in, Ross says.

Dos: Draw attention to your face with sweetheart necklines, ruffles at the collar and V-necks. Use vertical lines to slim and lengthen the torso. Swim dresses are flattering, too, as are all-over (small) patterns. Also try Miracle Suits; they have stomach control panels sewn in.

Don'ts: Big patterns (the bigger the pattern, the bigger you look); horizontal lines; solid colors.

THE HOURGLASS

Defined waist between balanced hips and shoulders

OK, so you're the shape we're all trying to achieve. Big deal. After all, how much fun can it really be finding suits that look right on the first try? There's no thrill in the chase, no victorious "I finally found one that fits!"

Schwartz says for those with the perfect hourglass shape -- that perky-everything bod -- there's one ultimate suit for you this season. She calls it the "Jennifer Lopez dress in bathing-suit form." It's basically two strips of material strategically placed across the top that drop low to your navel, become one, wrap under your rear (like a diaper, Schwartz says) and tie in the front.

Don't plan on swimming in that one.

FOR FIT AND FLATTERY

Shopping for a swimsuit can be overwhelming, Ross says. "Make it fun. The most important thing is to find a swimsuit that you're going to be comfortable and confident in."

Here are a few simple tips:

* Use the blink test, says Ross. Put on a suit, then shut your eyes and open them. Wherever you look first is likely the body part that the suit draws attention to. Make sure it's one you want to accentuate.

* A higher-cut brief makes legs look thinner and longer.

* Women with long torsos should avoid string bikinis, unless they're paired with a bandeau top (they break up the torso). Try a tankini, or the new shape, a camikini (camisole-like top). Short torsos will look longer in hip-hugger suits instead of high-cut ones.

* You're usually two sizes higher in bathing suits than in clothes Schwartz says, "so don't get depressed."

* Try everything on to find out what works and doesn't work for you. Not quite ready to do it in person? Check out Landsend.com. The site has a built-in virtual model you can customize to your size and dress in different suit styles.

-- T.B

GRAPHIC: Photo(s), 1. Tankinis: They have the comfort of a bikini with the, modesty of a one-piece (left). The V-neck in this DKNY suit draws the, eye up to the face; hip-slung briefs lengthen a short torso.; , 2. Beach blessing: Draping at the midriff on this Miracle Suit slims, the waist (right); light colors draw the eye up, while dark ones, minimize hips.; , 3. For the gamine: Mossimo's boy-cut brief (right) is best for a, woman with slim legs and a small derriere.; , 4. Even things out: For pear shapes, the Lands' End blouson suit, (second from left) adds fullness to the torso, minimizing the rear, end.; , 5. Wild thing: Animal prints are back, and Mossimo's suit (second, from right) also features a halter top, which maximizes the bust and, narrows shoulders.; , 6. Break it up: The **Nautica** Swim Cruise 2001 collection's high-cut, bottoms make legs look longer and leaner.; , 3. & 5. Target

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Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)

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John Varvatos Awarded Menswear Designer of the Year At The Council of Fashion Designers of America's Fashion Awards PR Newswire June 15, 2001, Friday

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PR Newswire

June 15, 2001, Friday

SECTION: FINANCIAL NEWS

DISTRIBUTION: TO FASHION, RETAILING AND BUSINESS EDITORS

LENGTH: 200 words

HEADLINE: John Varvatos Awarded Menswear Designer of the Year At The Council of Fashion Designers of America's Fashion Awards

DATELINE: NEW YORK, June 15

BODY:
The John Varvatos company is pleased to announce that John Varvatos is the recipient of the Council of Fashion Designers of America's (CFDA) Menswear Designer of the Year award.

Announced last evening at the annual CFDA American Fashion Awards, the recipients were determined by vote from a selection committee comprised of top magazine editors, journalists and retailers. This is Mr. Varvatos' second win, an accomplishment unprecedented in the menswear category. Last year he was awarded by the CFDA the Perry Ellis Award for Menswear, an honor presented to promising new talent.

John Varvatos first launched his collection for Fall 2000. Offering tailored clothing, outerwear, footwear and leather furnishings, it is a lifestyle collection which bridges "old world craftsmanship with contemporary lines and attitude."

John Varvatos is a division of **Nautica** Enterprises, Inc.

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SOURCE John Varvatos

CONTACT: Guillermo Zalamea, Vice President of Communications of **Nautica** Enterprises, Inc., 212-812-8008

URL: http://www.prnewswire.com

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Nautica Jeans Company Supports Love Heals, The Alison Gertz Foudation for AIDS Education;Saturday, June 23rd Luna Farm, Sagaponack, NY PR Newswire June 18, 2001, Monday

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June 18, 2001, Monday

SECTION: ENTERTAINMENT, TELEVISION, AND CULTURE

DISTRIBUTION: TO FASHION AND ENTERTAINMENT EDITORS

LENGTH: 508 words

HEADLINE: **Nautica** Jeans Company Supports Love Heals, The Alison Gertz Foudation for AIDS Education; Saturday, June 23rd Luna Farm, Sagaponack, NY

DATELINE: NEW YORK, June 18

BODY:
Nautica Jeans Company has partnered with Love Heals, The Alison Gertz Foundation for AIDS Education, for the 2nd Annual Mercedes-Benz Rocks Love Heals at Luna Farm to be held on Saturday, June 23rd. The event includes music, fashion and fun as The Go-Go's get the beat going with a live musical performance and celebrity DJ Samantha Ronson spins into the night. The benefit also includes a silent auction featuring amazing products from several select fashion, beauty and lifestyle sponsors. Special auction items include **Nautica** Jeans items "designed" by celebrities, such as Heidi Klum and MTV's Molly Simms. We hear that Heidi is into rhinestones, but that's all we can say!

In addition to creating 600 customized goody bags for all guests and dressing the wait staff for the day of the event, **Nautica** Jeans Company has designed an exclusive women's **Nautica** Jeans/Love Heals shirt to be sold the week prior to the event at the following retail locations: Scoop Beach, Bloomingdale's, Macy's, Lord & Taylor and **Nautica** Rockefeller Plaza store. Proceeds from the **Nautica** Jeans Company/Love Heals shirt go directly to Love Heals.

"We are delighted that **Nautica** Jeans Company is joining Love Heals in its efforts raise awareness of the very real threat that HIV/AIDS poses to America's young people," says Jasmine Nielsen, Executive Director of Love Heals. "Love Heals has raised the bar regarding HIV/AIDS consciousness in the United States. We could not be more thrilled than to participate in the 2nd Annual Love Heals at Luna Farm and hope to continue the relationship in the future," notes Paulette McCready, President of the **Nautica** Jeans Company, "we hope that the **Nautica** Jeans/Love Heals tee shirt proves to be a great success."

Love Heals, the Alison Gertz Foundation for AIDS Education, was founded in 1992 to carry on the work of the late AIDS activist Ali Gertz, who was infected, with HIV at the age of 16. Love Heals' mission is to educate young people about HIV and AIDS, enabling them to make informed choices that can save their lives. To this end, Love Heals operates a speaker's bureau that has directly reached more than 100,000 young people throughout the New York City metropolitan area.

Nautica Jeans is a subsidiary of **Nautica** Enterprises, Inc. 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.

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SOURCE **Nautica** Jeans Company

CONTACT: Amy Glickman of **Nautica** Jeans Company, 212-841-7165; or Matt Helen of Harrison-Shriftman Public Relations, 917-351-8613, for Love Heals-Event

URL: http://www.prnewswire.com

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VARVATOS TO WOO WOMEN; MENSWEAR DESIGNER HAS A NEW LINE The New York Post June 18, 2001, Monday

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The New York Post

June 18, 2001, Monday

SECTION: All Editions; Pg. 038

LENGTH: 429 words

HEADLINE: VARVATOS TO WOO WOMEN; MENSWEAR DESIGNER HAS A NEW LINE

BYLINE: LISA MARSH

BODY:
John Varvatos, the hottest thing going in menswear, is launching a women's line, The Post has learned.

"It is on our docket for fall 2003," the designer said.When he's going to start, he added, is "the biggest question I hear every day."

Varvatos won the Menswear Designer of the Year award at the American Fashion Awards at Lincoln Center Thursday night. It came just a year after he won the Perry Ellis Award for Menswear, a recognition for new design talent.

The unprecedented one-two punch had Varvatos' friends asking if he would go after the award for accessories next year. Though he has a thriving line of shoes and accessories, it is the potential of a women's collection that has him excited.

"Women's is what drives the fashion business," he said, adding that the move is a natural progression. "There are so many women interested in what we're doing."

His menswear is known for being functional yet luxurious. His debut collection included staples - peacoats, shearlings and crew-neck sweaters. However, these items were in plush, tactile fabrics with details that set them apart.

He has said he designed his menswear collection to fill the void between the classics and the very fashionable. Expect his women's wear to do the same.

"Sometimes, women's designers try way too hard."

Varvatos actually has a sort of mini-laboratory operating already.

"I wish I had a dollar for every time a woman has been here [in his showroom] and said she wanted something from the line." In fact, he has outfitted some women by taking items from his men's collection and tailoring them.

Though this designer's own label is new on the scene, Varvatos is not. He has paid his dues and learned from the best American fashion has to offer, spending years working for Calvin Klein and Ralph Lauren.

And he is backed by **Nautica** Enterprises, no strangers to the apparel industry.

It is this experience that has earned Varvatos the right to be called "a 17-year overnight success," by GQ magazine.

Also in the future for Varvatos: more stores.The designer currently has a wildly successful store on SoHo's tony Mercer Street with more planned.

"By early next year, we will have one more store - possibly two," Varvatos said. "We're looking at real estate," though not necessarily only in the U.S.

GRAPHIC: EXPANSION: Having won critical acclaim and commercial success with men's design such as the one shown above, John Varvatos (left) is going to the heart of fashion: women's clothing.Model - N.Y. Post: Don Halasy; Varvatos - Fashion Wire Daily

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NY apparel outfits suit Wall Street; Profits, growth strategies propel shares to new highs; return of preppy
Crain's New York Business June 18, 2001, Monday

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Crain's New York Business

June 18, 2001, Monday

SECTION: Pg. 3

LENGTH: 819 words

HEADLINE: NY apparel outfits suit Wall Street; Profits, growth strategies propel shares to new highs; return of preppy

BYLINE: catherine curan

BODY:
Late last month, the official opening of **Nautica's** spacious new Rockefeller Center flagship drew quite a crowd. Celebrity athlete Boomer Esiason and Puffy's mother, Janice Combs, mingled with fashionistas sipping nautical-blue cocktails and browsing among the denim jackets and striped sweaters.

These days, midtown is not the only place where **Nautica** is drawing a crowd. Down on Wall Street, investors have flocked to the company's stock, making it one of a handful of well-known New York fashion names, including Liz Claiborne, Phillips-Van Heusen and Polo Ralph Lauren, which have unexpectedly slipped back into vogue among investors. Since late May, all have seen their stocks hit new 52-week highs.

Analysts say that the renaissance reflects rock-bottom valuations, savvy growth strategies and renewed investor interest in old-economy companies with real profits. Even shifting fashion trends are playing a role. With a Republican in the White House and formerly dressed-down dot-commers donning business suits for job interviews, the sort of preppy traditionalism all four firms specialize in is staging a comeback.

Bargain basement

"Last year, these stocks got ridiculously cheap," says analyst Lee Backus of Buckingham Research Group, adding that Polo Ralph Lauren Corp. and Liz Claiborne Inc. are "well-managed companies whose earnings have come through pretty nicely."

Despite investors' rediscovery of fashion, many concerns remain, particularly after last month's dismal retail apparel sales figures. It's unclear whether they will improve, as many expect, in the second half of the year.

In addition, not all fashion stocks are catching fire. Kenneth Cole Productions Inc. isn't a highflier last year, it hit a 52-week low on March 22 after slashing estimates for this year's earnings per share. And just last week, Warnaco Group Inc. filed for bankruptcy, the victim of a heavy debt load and a difficult retail climate.

Durability factor

Even if the economy continues to cool, analysts forecast that fashion's group of four should outperform others within the sector, thanks to strong brand names and solid cash flows. They also note that each

company has already taken moves to shore up its position in a competitive retail marketplace.

Liz Claiborne, for example, has diversified from traditional women's careerwear into a wide swath of businesses through acquisitions. Its most recent deal, the purchase of Dutch apparel maker Mexx Group, should add about 5 cents to earnings per share. Its stock hit a 52-week high of $53.50 on June 1.

The picture at **Nautica** is much the same. It, too, has been branching into new product lines through acquisitions and internal diversification. The company recently bought trendy denim brand Earl Jean and has scored success with the relaunch of **Nautica** men's denim and a new brand, John Varvatos. These moves make **Nautica** less reliant on the men's sportswear business. "We don't have all our eggs in one basket," says Chief Financial Officer Wayne Marino.

Investors have taken note of the changes. Ben Andrews of Liberty Acorn Funds in Chicago has been acquiring shares of **Nautica** for the past year. He first looked at the stock when minimalist, urban contemporary designs like Kenneth Cole's were in vogue and sales of the traditional big three menswear names-Tommy Hilfiger, Ralph Lauren and **Nautica**-slowed.

Buying opportunity

When **Nautica** stock hit about $8 last June, a major bargain considering the company's financial strength, he began buying. Since then, it has climbed to a 52-week high of $21.65 on June 6. "It was just a matter of time before the classic look came back," he says.

At Phillips-Van Heusen Corp., Chief Executive Bruce Klatsky has been turning around the company for the past several years, making acquisitions to gain market share in dress shirts, shutting down unprofitable outlet stores and revitalizing the ailing Bass shoe division. His efforts are paying off with stronger revenues and operating margins that put P-VH back in the black in the latest quarter, ended May 6, following a large loss the prior year.

Mr. Marotta expects revenues to grow about 5% this year, and earnings per share to jump by 17%. The shares reached a 52-week high of $18.74 on May 22.

Analyst Thomas J. Lewis of CL King & Associates says P-VH is well-positioned now that dressing up is fashionable again. "We're in an economic situation where the boss can say, 'Go home and come back wearing something with a collar.' We didn't have that a year ago."

If any company stands to benefit from the return of preppy chic, it's Polo. The company also has benefited from a major makeover under the leadership of apparel industry veteran Roger Farah, who joined as president last year. Mr. Farah has refocused the firm on its higher-margin products. Shares of Polo hit a 52-week high of $31.34 on May 29.

LOAD-DATE: June 21, 2001

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DENIM RESURFACING AS FASHION'S FAVORITE FABRIC MARKETPLACE June 19, 2001, Tuesday

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MARKETPLACE

SHOW: MARKETPLACE (6:30 PM ET)

June 19, 2001, Tuesday

LENGTH: 678 words

HEADLINE: DENIM RESURFACING AS FASHION'S FAVORITE FABRIC

ANCHORS: DAVID BRANCACCIO

REPORTERS: CINDY BEMEL

BODY:
DAVID BRANCACCIO, anchor:

They were found in a pile of mud with a few holes and a rip and probably sold originally for $ 1.25, but just a few weeks ago, the oldest pair of Levi jeans, leading back to a 1880s mining town, fetched more than $ 46,000 when they were auctioned off by eBay and The History Channel. New designer denims aren't quite that steep, but as Cindy Bemel reports, denim has resurfaced as fashion's new favorite fabric.

CINDY BEMEL reporting:

Levi Strauss' jeans started off 148 years ago as practical and durable pants for the gold rush miners. Worn by soldiers in the Civil War, farmers in the '20s and adopted by the Beat generation of the '50s, jeans have moved from work-a-day wear to haute couture. What is it about denim?

Ms. SUZANNE SEEWOLD (Earl Jeans): Three-quarters of the mornings that I get dressed, I just throw my jeans on. And I--you know, that's what I wear. They're casual, but sexy. You don't look like you're trying too hard.

Are we going to be able to have these done soon, so we can get them out?

Unidentified Man: Yes. We want them...

Ms. SEEWOLD: I want to get them out for today.

Unidentified Man: Yeah, we...

Ms. SEEWOLD: OK. Thanks.

BEMEL: Suzanne Seewold, a lifetime lover of denim, is the designer and founder of Earl Jean, which last year did $ 42 million in sales. And just recently, Earl Jean finalized a merger with New York apparel-maker **Nautica** Enterprises for $ 86 million, a long way for 35-year-old Seewold, who was restyling vintage jeans a mere five years ago to fit her own slim figure.

Ms. SEEWOLD: On hindsight, it--it kind of turns out it's the first low-rise, dark-denim, boot cut jean, kind of

a--a slim cut that's now, like, the new, you know, paradigm in denim. Stores just kind of jumped right on it. Barney's ordered it immediately and Fred Segal, all the kind of hip stores. I think the denim companies just got a little sleepy and really weren't minding their fit.

BEMEL: Denim designers, like Earl, Diesel, Chloe and Marc Jacobs, might think, 'Great, but you have to have fairly deep pockets to afford a pair.' A hundred dollars is the standing price tag, and it can go as high as $ 350, and that's not including the cute little denim skirt or basic jean jacket.

Custom designer and celebrity stylist Michelle Reedy says think of it as an investment.

Ms. MICHELLE REEDY (Designer): They're going to be in your closet forever. It's not like some, like, pair of hose where you're going to buy it every week, you know. It's--it's a pair of j--jeans. You find a great pair of jeans that fits you, you will wear that for years and years to come. It's not going to be out next year. What jewelry can you buy for $ 100 that's going to be around that long?

Ms. LISA SIMPSON (InStyle Magazine): We haven't even seen this trend even be in its height yet.

BEMEL: Senior correspondent for InStyle magazine Lisa Simpson says that denim has been superhot on the high fashion runways the past two seasons and attributes the ...(unintelligible) in denim demand caused, in part, by the easing of formality in fashion.

Ms. SIMPSON: High-end designers or just designers are listening to consumers and customers, and we want to be comfortable. I mean, let's face it, it's more fun to be comfortable and look hot than be, like, dressed up to the nines but so uncomfortable.

BEMEL: For retail apparel brands, like Gap and Levi, the denim craze has saved them from financial trouble. They continue making classics like 501 and Easy Fits, and they're also keeping an eye towards the trends.

Jimmy Hennerhan, director of product publicity for Levi Strauss, explains you don't stay in business this long by being stagnant.

Mr. JIMMY HENNERHAN (Levi Strauss): We have continued to move the product forward and continued to make it current and relevant and new and hip-huggers and flairs and superlow-rise. And all of those things that we've made with product, we've constantly kept it current with the trends.

BEMEL: Embellished with rhinestones, fringe and graffiti, designers are pushing denim to its limits. There's new variations on washes and fabric blends, and customers are craving more. Again, custom stylist Michelle Reedy.

Ms. REEDY: If you get a good-fitting jean and it's just--you've worn it a couple days and it's stretched to your butt and everything, it's the best thing. It's that classic line that Geena Davis says when her--in "Thelma & Louise" when Brad Pitt is walking away. I mean, he's wearing that denim jacket and--and jeans, and she goes, 'I love to watch that man walk away.' It's like it's--that's what it's about, the new denim. It looks just as good walking away at--as it does coming at you.

BEMEL: Reporting from Los Angeles, I'm Cindy Bemel for MARKETPLACE.

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MASS MARKET RETAILERS FIND SPARK WITH DESIGNER FRAGRANCES. WWD June 22, 2001

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WWD

June 22, 2001

SECTION: Pg. 1 ; ISSN: 0149-5380

IAC-ACC-NO: 76162372

LENGTH: 1198 words

HEADLINE: MASS MARKET RETAILERS FIND SPARK WITH DESIGNER FRAGRANCES.

BYLINE: Klepacki, Laura

BODY:
NEW YORK -- Selling prestige fragrances at mass may no longer be taboo. At least, not for Wal-Mart, the world's largest retailer.

Equipped with a new successful selling model, mass merchants have been showcasing designer scents with a fervor not seen in years and getting positive results. Even press-shy Wal-Mart remarked that sales of an eight-month-old designer miniatures program have been "excellent." The chain is now adding a program of full-sized bottles.

And if the giant retailer decides to merchandise prestige scents more aggressively, it is likely an industry sea change could be at hand.

The new blueprint looks like this: Take a designer fragrance, enclose it in hard plastic along with a theft-prevention tag and present it to consumers in an open-sell environment.

That, at least, is the model that has recently been working for Target and Wal-Mart. And in April, Kmart got into the act with a test program for Mother's Day and Father's Day. The three chains have been dabbling in two types of designer programs -- full-sized bottles and miniatures.

Last October, Wal-Mart began the rollout of a program of designer miniature fragrances into most of its 3,100 U.S. stores, and company spokeswoman Susanne Decker said last week that sales have been "excellent." The one-foot-wide displays hold three mini fragrances from side to side and nine from top to bottom, for a total 27 facings. Items are line-priced at $ 6.96 each for bottles that average 2.5 to four milliliters. The company has offered miniature designer scents for at least three years, but like its full-sized counterparts, they had been merchandised in locked glass cases.

But the miniatures are just the beginning.

In new and remodeled stores, Wal-Mart is now offering full-sized designer fragrances in the hard plastic packaging and displaying them upright on open shelves. In its Saint Clair, Pa., store, which opened in April, designer scents are merchandised on seven shelves across a four-foot-wide space. The prestige scents are immediately adjacent to a section of traditional mass brands, including Coty and New Dana items, which

are allotted eight feet of space. According to Wal-Mart, Coty brands still represent the largest percentage of the chain's fragrance sales.

Wal-Mart's designer program offers a broad selection of brands, including Yves Saint Laurent's Opium, Shalimar from Guerlain and Acqua di Gio by Giorgio Armani. The outer packaging has been created to fit the individual fragrance package. For instance, **Nautica** Competition is enclosed in a triangular case. A silver and blue sticker denotes whether the scent is for men, women or unisex.

As reported, Target moved its designer fragrance assortment from a locked case in its jewelry department to a hanging peg-rack wall display in its beauty department earlier this year. Target declined to comment, but an executive at Elizabeth Arden (formerly French Fragrances Inc.), the company responsible for the Target program, described the business as "huge, huge." Arden executives declined to comment further.

Kmart's first attempt to remove designer fragrances from under lock and key came this spring in a Mother's Day and Father's Day promotion. The fragrances were hung on a one-foot-high spinning rack placed on an endcap. A Kmart spokeswoman said the company was still evaluating results and did not know if the program would be resumed. Harold Ickovics, director of sales at Quality King, a fragrance distributor that worked with Wal-Mart on its miniatures program, said sales are "through the roof." It is now working to develop a larger miniatures presentation for Wal-Mart that could include a separate display for men. Quality King's miniatures collection, initially exclusive to Wal-Mart, will now be opened up to other retailers. Meanwhile, eyeing Target's early success with its full-sized designer sets, Ickovics said his company is putting the finishing touches on its own program that will roll out in September. Like Target, its program is built on a peg-rack wall display and will feature slightly different looks for men's and women's scents.

Retailers will be offered a selection of 70 to 80 stockkeeping units for their store planograms. Quality King representatives will present the concept to drugstore retailers at the National Association of Chain Drug Stores (NACDS) Marketplace, which begins June 29.

Ickovics said these clamshell programs have helped retailers renew prestige fragrance programs, which have languished in recent years because they address two key concerns: shrink and service.

According to Information Resources Inc., sales of perfumes and cologne in supermarkets, drugstores and mass merchants fell 4.5 percent, to $ 638 million, for the year ended May 20. But a breakout of the top 10 vendors showed that while sales fell for Coty, Parfums de Coeur, New Dana Perfumes and Revlon, volume rose double-digits for secondarily sourced Calvin Klein and Liz Claiborne scents.

Merchandising prestige fragrances in mass-market outlets has been a thorny issue. Fearing their brands would lose cachet, manufacturers have resisted selling directly to discount and drugstore chains. Instead, mass retailers have accessed the brands through secondary sources and even overseas suppliers. And there have been legal challenges to restrict distribution. A 1995 case waged by Parfums Givenchy against Drug Emporium nearly went to the Supreme Court when the drugstore chain appealed a victorious Givenchy verdict.

But increasingly, the lines of distribution are blurring, concedes Annette Green, president of the Fragrance Foundation. "I know there is a big question mark hovering over the subject," she said. Opportunities to buy fragrance in untraditional outlets have exploded, such as the Internet, she noted. "Sometimes, there are forces that move us even when we don't want to move."

She said that the Fragrance Foundation, which sponsors the FiFi Awards, is constantly reevaluating how to define class of trade categories. She said the industry has to be aware of what is pertinent to the consumer.

Many prestige manufacturers contacted Thursday did not immediately respond to requests for comment.

Candace Corlett, a partner at WSL Strategic Retail, a retail consulting firm, said in developing these programs, mass merchants have taken a page from warehouse clubs, which began the practice of

merchandising pricy beauty products in plastic packaging.

Because the fragrances are not sourced directly, inventory can vary. But Corlett said that can actually entice some mass-retail shoppers. "It adds to the mystery of shopping and the thrill of the hunt. They may have CK One on Tuesday, but they may not have it for another three months."

Corlett assesses that gray-market fragrances are going the way of gray-market salon products. Pointing to Sebastion and Paul Mitchell as examples, those brands, she said, "went from black to gray" and now are readily available. Having prestige items in mass chains "definitely detracts from the brand," she said. "But there is that lure of all those doors carrying all of your products."

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NEW VARVATOS ADS EVOKE OLD NEW YORK. Daily News Record June 25, 2001

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Daily News Record

June 25, 2001

SECTION: Pg. 4 ; ISSN: 1041-1119

IAC-ACC-NO: 76585561

LENGTH: 296 words

HEADLINE: NEW VARVATOS ADS EVOKE OLD NEW YORK.

BYLINE: CUNNINGHAM, THOMAS

BODY:
NEW YORK -- Designer John Varvatos has developed a fall advertising campaign to reinforce his label's image of Old World elegance combined with a modern edge.

The campaign was produced in conjunction with Michael Toth of Toth Brand Imaging, who also works with Varvatos's parent company, **Nautica.** The advertising will run in GQ, Details, Esquire and Maxim's fall fashion book, starting in September.

The black-and-white photographs were shot by Richard Phibbs and feature Ford model Travis Cambern, who has appeared in all three of Varvatos's campaigns.

"We've only had two seasons of ads in front of consumers," Varvatos said. "It was important for us to continue the personality and handwriting of the brand. The look this season is much more architectural. We're not as easy and loose as we used to be. In this campaign you're going to see more than just Travis in a suit with wide-cuffed trousers. We're zeroing in on the detail of the product, like shoes, to show the handiwork and the artisan details."

The locations -- on New York's Upper East Side and a house on Long Island -- are intended to evoke turn-of-the-century New York, said Robert Fouhy, group account director at Toth.

"During the launch the brand was equated to an Old World sensibility. This year we wanted to not be too old-fashioned or antiquated, so we used pre-war New York as an inspiration. It's not ultra-modern -- it's still a time when things were well made -- but it doesn't feel quite as European."

Although Toth has provided creative input to earlier campaigns, this was the first advertising handled start to finish by the Boston-based creative firm, said Kendall Griffin, publicity manager at John Varvatos. This fall will be Varvatos's third season at retail.

IAC-CREATE-DATE: July 17, 2001

LOAD-DATE: July 18, 2001

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Terms: nautica and date(geq (1/1/2001) and leq (6/30/2001)) (Edit Search | Suggest Terms for My Search)

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UCI plans to cause more splashes with designers; Unilever Cosmetics International to distribute Nautica fragrance; Brief Article Cosmetics International June 25, 2001

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June 25, 2001

SECTION: No. 567, Vol. 25; Pg. 3 ; ISSN: 0963-6137

IAC-ACC-NO: 76551968

LENGTH: 155 words

HEADLINE: UCI plans to cause more splashes with designers; Unilever Cosmetics International to distribute **Nautica** fragrance; Brief Article

BODY:
Unilever Cosmetics International (UCI) has announced that it has secured the rights to distribute **Nautica** Clothing's new fragrance Latitude Longitude for the UK market.

The new fragrance will bow in August, and will be sold by the Calvin Klein Cosmetics teams. It will, according to the company, have the same distribution of the Calvin Klein brands.

Teresa Townsend, the new md said, "We've already had an amazing success with the launch in the US, where Latitude Longitude was the No1 men's launch at the end of last year. With this strength and the history behind the American brand we currently represent, we see this as a driving force in men's grooming and have tremendous confidence in equalling the US success."

This is a recent addition to UCI's portfolio, which includes Calvin Klein Cosmetics, Parfum International fragrances, **Nautica** and also further designers to be announced in the near future.

IAC-CREATE-DATE: July 17, 2001

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Haute Shots San Antonio Express-News (Texas) June 28, 2001, Thursday

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San Antonio Express-News (Texas)

June 28, 2001, Thursday , METRO

SECTION: S.A. LIFE; Pg. 5F

LENGTH: 486 words

HEADLINE: Haute Shots

BODY: Patriotic colors

Declare your independence from complicated packing and base your summer vacation wardrobe around easy pieces in red, white and blue. The patriotic colors easily mix and match. Here's what to pack:

White pants that can go with dressy sandals or tennis shoes.

A versatile white skirt.

Blue jeans chic enough to go dancing.

A white cotton-knit tank (add glam with a gold chain belt).

A white T-shirt that's easy to dress up with a scarf.

A sheer white big shirt (perfect as a dressy jacket or a swimsuit cover-up).

A red tank-style swimsuit (wear it with blue jeans and add stilettos for evening). Fashion flash

Set off fireworks this summer with flashing belly lights. Hot news on the club scene, belly lights work with tiny batteries and provide a stick-on alternative to navel piercing. Claire's has Dancing Genie Lights in heart and star shapes for $5.25 and round Belly Lights for $8.25. At www.gammagarb.com, you'll find Flashing Navel Charms for $6.95. If you want more illumination, how about Gamma Garb's Body Blinx? The tiny points of light clip to your clothes ($1.95). Stars and stripes

Fashion is pledging allegiance to the flag this summer. Watch for Tommy Hilfiger's denim jackets emblazoned with flag motifs, Ralph Lauren's flag-appliqud cotton sweaters and, for the younger set, tie-dyed flag T-shirts in sizes 4-14, an exclusive America Rocks design at The Children's Place. Cool it!

When temperatures sizzle, makeup can fizzle.

Ladies Home Journal passes along these tips to keep your cool:

Pat on loose powder after your foundation to help set the color and keep it from melting away in the summer heat.

Apply lip liner after you put on your lipstick. The liner will keep lipstick from bleeding on hot days.

Use pressed powder to absorb perspiration and excess oil, makeup's enemies. Haltered states

What's hot and cool at the same time? The halter top - a hot style and a cool way to handle the heat.

Look for halters in easy-fitting knits or wrinkle-free cottons.

Halters in patterns such as gingham checks ($49 at Foley's) are fresher looking this season than solids. Take the plunge

Shopping for swimsuits can be a pain, but manufacturers are trying to make it easier to take the plunge. More companies than ever before are offering swim separates in varying sizes that can be mixed and matched. Among the manufacturers offering swim separates are Athena, **Nautica,** XOXO, Tommy Hilfiger and Lands' End. Spruce up

Wooden bangles, wood soles on shoes, wood handles on purses, belts with wooden clasps - did designers visit a lumberyard this season? Everywhere you look, accessories are taking cues from trees. Even scarves feature leaf prints. So, when you're sprucing up, think of the forest.

- Rose Mary Budge

LOAD-DATE: June 28, 2001

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On tap today Chattanooga Times Free Press (Tennessee) June 30, 2001, Saturday

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Chattanooga Times Free Press (Tennessee)

June 30, 2001, Saturday

SECTION: LIFESTYLE; Pg. E2

LENGTH: 690 words

HEADLINE: On tap today

BYLINE: Pierce, Susan

BODY:
LEISURE

* BALLROOM DANCING -- North River Dance Center, 4200 *. Access Road, 7 p.m. beginners, 8 p.m. advanced dancing, $10. 877-4339.

* BALLROOM DANCE PARTY --Allemande Hall, 7400 Standifer Gap Road, 8:30-11 p.m., $10.

* BATTLE OF THE BANDS -- Engel Stadium, 7-11 p.m., $5, 10 bands compete in Battle of Garage Bands at Reel Tight Saturday Night teen event.

* BEAR IN THE BIG BLUE HOUSE -- Memorial Auditorium, 10:30 a.m. and 2 p.m., $22, $17 and $13. 642-TIXS.

* BENEFIT SINGING -- Riceville, County Road 720 and follow signs, 6 p.m., free, bring lawn chair or blanket, Carla Jo Carr, Dry Valley Boys, Leamon Brothers, Young Praise, Legacy and the Evans Family. If raining, event moves to Riceville Elementary School.

* BIG BOY TOY SHOW -- Camp Jordan, fireworks, food, kids activities. www.campjordan.com

* CAMP GEOFFREY -- Toys R Us, Hamilton Place and Highway 153, noon to 2 p.m. ages 4-10 accompanied by a parent, Discovery Pokemon Day. 894-4692.

* CAR SEAT SAFETY CHECK -- Toys R Us, Hamilton Place, 4-7 p.m., free car seat inspection by Tennessee Child Passenger Safety. 892-6555.

* CHARLES & MYRTLE'S COFFEEHOUSE -- Christ Unity Church, 105 McBrien Road, 8 p.m., $5, Greg Jacobs performs. 892-3109.

* HISTORY HIKE --Chickamauga and Chattanooga National Military Park, Fort Oglethorpe, 9 a.m., free, four-mile hike begins at Visitors Center and stops at significant sites in battlefield. Bring water, hat and insect repellent. 866-9241, Ext. 123.

* IN CAHOOTS --Lake Winnepesaukah, Rossville, noon, 1:15, 2:15, 6 and 7 p.m., free with paid gate admission of $3. 866-5681.

* MARTY RAYBON --Westview Baptist Church, 9516 East Brainerd Road, 7 p.m., $5, former Shenandoah lead singer performs in open air concert. 899-0127.

* NATIVE AMERICAN CELEBRATION -- Tennessee Aquarium plaza, daily through July, Indian music, dance, storytelling and folk art.

* SEWANEE SUMMER MUSIC FESTIVAL -- University of the South, 8 p.m., faculty chamber concert, $10 adults, $5 students. (931) 598-1225.

* SWIM LESSONS SIGNUP -- Booker T. Washington State Park, 11 a.m., sign up for free swim lessons being taught in July by Tennessee Department of Environment and Conservation, for children ages 5-12. 894-4955.

* TEEN PARTY -- Urban Art Institute, Market Street, 8-11 p.m., $5, "1970s Party and Karaoke Night," prizes for best '70s outfit. 757-7252.

* VARIETY DANCE -- Shirley's Country, 8133 East Brainerd Road, 8:30 p.m. to 1 a.m., $5, ballroom, swing, line and Western dancing. 855-1368.

THEATRE

* "A BAD YEAR FOR TOMATOES" --Backstage Dinner Theatre, 3264 Brainerd Road, 6-7:30 p.m. dinner served, 8:15 curtain. For tickets and prices call 629-1565.

* "THE HOME OF THE BRAVE" --Bayside Baptist Church, 6100 Highway 58, 7 p.m., musical celebrating American heritage. Call 344-8327 for free tickets.

SHOPPING

* EASTGATE TOWN CENTER -- 5600 Brainerd Road. Small, indoor shopping mall featuring Goody's, fast-food restaurants and year-round ice skating. 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.

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STARS AND STRIPES ROUNDUP Pittsburgh Post-Gazette (Pennsylvania) July 1, 2001 Sunday

Copyright 2001 P.G. Publishing Co.
Pittsburgh Post-Gazette (Pennsylvania)

July 1, 2001 Sunday FIVE STAR EDITION

SECTION: LIFESTYLE, Pg.G-10

LENGTH: 460 words

HEADLINE: STARS AND STRIPES ROUNDUP

BYLINE: LAMONT JONES, POST-GAZETTE FASHION EDITOR

BODY:
I'm as festive as the next guy, but holiday dressing tends to bore me. All that orange and black at Halloween, red everywhere at Christmas, green as far as the eye can see on St. Patrick's Day -- it can be monotonous.

But for many people, part of the holiday celebration is wearing the celebratory colors. And for Independence Day this Wednesday, the endless combos and patterns in red, white and blue offer more choices than most event days.

One place with Fourth of July fever is South Hills Village.

For kids, The Children's Place has T-shirts, jeans, tank tops, baseball caps, bucket hats and blankets in red, white and blue combinations. Most are priced under $10. Gap Kids also has T-shirts and star-spangled bikinis with little white stars on a navy background.

For tweens and teen girls, Delia's has dozens of holiday items. There are tank tops, cap-sleeve T-shirts and notched muscle shirts with brightly colored star, stripe and flag patterns. There's also a funky glittery silver belt with cutout stars, plus an assortment of dark blue jeans with embroidered star detailing or glittery red-white-and-blue flags on back pockets.

For men, there are lots of color options at Lazarus and Kaufmann's, especially in their Tommy Hilfiger, **Nautica** and Polo Ralph Lauren lines.

Both department stores also offer a special line of celebratory cotton and cotton-blend T-shirts in adult and children's sizes for $5 -- a welcome option if you don't want to shell out big bucks for the holiday look.

Aside from striped shirts, it's tough for men to find red, white and blue in one garment. So putting together solids is an easier alternative.

At Structure, for example, you can pair a white golf shirt with khaki shorts and pull it together with a red-and-blue striped belt.

For lounging, Gap Body has cotton boxers, one white with U.S. flags and another navy with white stars. They're also useful to pull on over the Speedos after a swim.

Aeropostale also has all sorts of red, white and blue ensembles for men and women.

If you've been invited to a get-together, it's appropriate to show up with a "hostess gift." That's an old term for a present for the household that is hosting the event. G Thanks has ceramic votive lamps and teapots painted with flag patterns.

If you're attending an outdoor evening event, a set of glittery, floating votive candles in red, white or blue at Wicks 'N' Sticks would make a nice gift. The store also has rustic wooden banners and birdhouses painted with -- what else? -- flag patterns, including a smaller tabletop version with little storage drawers.

Whether or not you wear the colors of the flag this Fourth of July, be sure that whatever you put on is cool and comfortable.

GRAPHIC:
Photo: Bob Donaldson/Post-Gazette photos: Men can make their own red, white and blue combo with a Polo Golf striped cotton shirt by Ralph Lauren ($65) over white pleated cotton shorts by Polo Ralph Lauren ($47.50, both at Kaufmann's).
Photo: A star-spangled silk scarf by Echo ($20 at Lazarus).
Photo: You can wear your patriotic message with cotton T-shirts that say "bee independent" ($5 at Lazarus) and "celebrate America" ($5 at Kaufmann's).
Photo: This deconstructed tank top by eyeshadow is paint-decorated on dyed stretch cotton ($24 at Lazarus).

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The Esquire Guide: Prepster Stripes; men's clothing and accessories; Illustration Esquire July 1, 2001

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July 1, 2001

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LENGTH: 1338 words

HEADLINE: The Esquire Guide: Prepster Stripes; men's clothing and accessories; Illustration

BODY:
To be judged by the content of your character would be nice, but who really has the time? Better to look at the stripes on another bloke's necktie and start with that. At least that's the way it's done in England. When a nineteenth-century limey schoolboy had the pluck to remove the colored ribbon from his boater and wear it around his neck, the school tie was born. You see, in Old Blighty, stripes tell everyone who you are. Which public school you attended, which university you studied at, which college at said university you called home, which regiment you served in, which clubs you are a member of--all of these things can be determined by a simple combination of a few colors arranged in diagonal stripes. Stateside, we're less concerned with the fact that your great-uncle was top of his class at Giggleswick; we just think they look good. And we're not alone. Many of today's designers have welcomed the return of the old-fashioned stripe as part of the more traditional styles that recall early-eighties Ralph Lauren prep, fifties Joe College, and prewar British MPs who carried on about appeasement and trade unions. And in spite of what your dad may have told you since you were in short pants, pairing stripes with stripes can work--if you know what you're doing. Admittedly, it's a practice fraught with peril; screw it up and people will start asking you if the carnival's in town. But if you take our lead and match them correctly, you'll surely demonstrate a confident and bold sense of style.

[ILLUSTRATION OMITTED]

Color Decoded Every color has its place. Sportsmen's organizations often had brightly colored ties so the hues would show through the mud that would splatter on them. The traditional colors of the Royal Military Academy--yellow, blue, and black--represent sulfur, saltpeter, and charcoal, which are the ingredients of gunpowder. A member of the Royal Tank Regiment would proudly wear a brown, red, and green tie to reflect the words of his battle cry: "From mud, through blood, to the green fields beyond."

THE CALCUTTA Light Horse Regiment was a British volunteer military outfit that drew its recruits from the businessmen who resided in the Indian city. The colors of the tie were chosen at a bar and were adopted from the colors on the officers' uniforms, The drinking exploits of the group were well-known; in some circles, the group was jokingly referred to as the Calcutta Tight Horse Regiment. Silk tie ($ 65) by Ben Silver.

[ILLUSTRATION OMITTED]

THIS TIE DISPLAYS the colors of the I Zingari Cricket Club and is generally considered to be one of the first

club ties in the world, dating back to the 1870s. The club was named for Zingari--Italian for Gypsies--because it had no home field. Its founders established the club at the Blenheim Hotel in London, and its colors represent the motto "Out of darkness, through fire, into light." Silk tie ($ 65) by Ben Silver.

[ILLUSTRATION OMITTED]

IT IS GENERALLY believed that the idea of colors representing who you are goes back at least to the times of knights and damsels. The theory is that knights who went into battle wearing indistinguishable suits of armor carried designs emblazoned on their shields so they'd know whom to assist and whom to impale. Long after the days of Sir Lancelot, that heraldic device remains in the form of crests, engraved buttons, and, yes, ties. Silk tie ($ 65) by Ben Silver.

[ILLUSTRATION OMITTED]

THE 3RD KING'S OWN HUSSARS were originally raised as dragoons in 1685 but converted to hussars in 1856. Do you have any idea what that means? We didn't, either. Both were light cavalrymen, but it was the Hungarian hussars and their flamboyant attire that captured the imagination of other European armies, who then emulated their garb. Dragoon comes from the French dragon, meaning carbine or musket. Silk tie ($ 65) by Ben Silver.

[ILLUSTRATION OMITTED]

1. Since suits lend themselves to a natural conservatism, you can exercise greater creativity in the combination of shirt, sweater, and tie, as we have done here. Two-button single-breasted wool suit ($ 1,095) by Corneliani; cashmere V-neck sweater-vest ($ 420) by Brunello Cucinelli; cotton shirt ($ 525) by Kiton; silk tie ($ 40) by Tommy Hilfiger; leather loafers ($ 275) by Cole Haan.

[ILLUSTRATION OMITTED]

2. This suit is striped, yes, but only faintly so. And the shirt and tie have stripes of different widths, all of which will keep you from looking like a piece of op art. Two-button single-breasted wool suit ($ 1,950) by Salvatore Ferragamo; cashmere cardigan ($ 397), Polo by Ralph Lauren; cotton shirt ($ 325) by Lorenzini; silk tie ($ 39) by **Nautica;** leather oxfords ($ 190) by Johnston & Murphy; leather belt ($ 125) by Etro.

[ILLUSTRATION OMITTED]

Blood Ties As legend has it, Henry Cabot Lodge was in a gentlemen's club in London when he was asked about his necktie: "That's a Royal Marines tie. Were you in the Royal Marines?" Lodge replied, "Why, no. I bought it at a shop in town." His enquirer would have none of it. "Sir," he said, "I'm going to have to ask you to remove your tie. Otherwise, I would suggest we step outside." The moral of the story? If the Brits spent a little less time on protocol and more on other matters, they might still have an empire.

3. This blue suit has a subtle red stripe running through it. You see how the tie picks up that color? Complement the other colors in your outfit and you'll rarely go wrong. Three-button single-breasted wool suit ($ 1,950) by Ermenegildo Zegna; cotton shirt ($ 222) by Dolce & Gabbana; silk tie ($ 105) by Etro; leather loafers ($ 350) by Bally; leather belt ($ 75) by Torino.

[ILLUSTRATION OMITTED]

4. It doesn't always have to be an explosion of color. It's very bold to wear a limited palette with elements that sharply contrast with one another. Three-button single-breasted wool-and-cashmere suit ($ 1,950), Sartoriale by Pal Zileri; cashmere-and-silk sweater ($ 675) by Brunello Cucinelli; cotton shirt ($ 80) and silk tie ($ 75), Polo by Ralph Lauren; leather shoes ($ 420) by Ermenegildo Zegna.

[ILLUSTRATION OMITTED]

THIS TIE COMES from the Trinity School in Croydon. Trinity was founded in 1596 by John Whitgift, who was the Archbishop of Canterbury (he helped create the U. S. when his ongoing contempt for the Puritans drove them here) as well as a trusted ally of Elizabeth I--so much so that she received Iris ministrations while on her deathbed, The tie is known as Old Mid-Whitgiftian in remembrance. Silk tie ($ 65) by Ben Silver.

[ILLUSTRATION OMITTED]

A LOT OF INFORMATION can be imparted by a piece of silk. This particular color combination is named Cambridge Old Rossallian. What that means is that the wearer is not only a student or graduate of the University of Cambridge, he also attended the Rossall School beforehand. The red and white stripes are shared by the Oxford Old Rossallian tie, but the background is navy blue, while Cambridge's is royal. Silk tie ($ 65) by Ben Silver.

[ILLUSTRATION OMITTED]

ONE COMMON ELEMENT among all these ties is the direction of their stripes. In the UK, diagonal stripes go from the heart down, unless specifically designed otherwise. In the States, stripes run in the other direction because American manufacturers cut fabric facedown, as opposed to the face-up method of their British colleagues. All of this is very important to fusty old Brits who go by names like "Major" or something. Silk tie ($ 65) by Ben Silver.

[ILLUSTRATION OMITTED]

THE GORDON HIGHLANDERS were first raised in 1794 by the Fourth Duke of Gordon. Legend has it, his wife assisted in the recruiting effort by offering a kiss to every man who signed up. In the years that followed, the Gordon Highlanders were present at Waterloo and the Somme, as well as in France and Asia during the Second World War. Their tie's colors come from the Gordon tartan. Silk tie ($ 65) by Ben Silver.

[ILLUSTRATION OMITTED]

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Briefs: Reaping an answerStamp of approval/Look to the ocean/...barely dressed in white/From here to Christmas/And now, to all yo lovers out there, a bit of inspiration Ventura County Star (California) July 5, 2001 Thursday

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July 5, 2001 Thursday

SECTION: Life; Pg. E01

LENGTH: 1055 words

HEADLINE: Briefs: Reaping an answer
Stamp of approval/Look to the ocean/...barely dressed in white/From here to Christmas/And now, to all yo lovers out there, a bit of inspiration

BYLINE: Julie Price ; Life section editor

BODY:
Reaping an answer

I have wondered for weeks what the autumn-colored "harvest" bumper stickers are about. I'll bet I've seen half a dozen of them lately on cars around the county.

Finally, an answer came last week in the divine form of a news release.

Under the headline "Harvest Rocks," the release out of Santa Ana explains "harvest" is the name of a five-city musical and entertainment touring Christian crusade, which will make it to Ventura County for three days in August.

The so-called Harvest Crusades "mix 21st-century music and technology with a first-century message. And the message is relevant no matter what the millennium," states evangelist and crusade leader Greg Laurie.

Laurie's five-city "Mission California" tour is kicking off as we speak at Edison Field in Anaheim, where it remains until Sunday.

On Aug. 20, it heads to the Santa Barbara Bowl, then Aug. 24-26 to Seaside Park at the Ventura County Fairgrounds in Ventura.

Sacramento and San Diego will follow in September and October.

Each event is free and open to the public.

Described as "the evangelist of the future" by the Rev. Billy Graham, Laurie has an "upbeat style (that) appeals to teens, Gen-Xers and baby boomers alike," according to the news release.

For more information on Laurie and his Harvest ministries, visit the user-friendly Web site at www.harvest.org.

Stamp of approval

In a victory for art, women and Mexico, a female Mexican artist who continues to shock and captivate an international audience with her vivid paintings 47 years after her death has been honored with a U.S. postage stamp.

The 34-cent comme-morative stamp features a 1933 self-portrait by the artist, Frida Kahlo. Postal officials said it marks the first time a Hispanic woman has been recognized on a U.S. stamp. Officials with the Mexican Postal Service said they also released a stamp honoring Kahlo on June 21, the same day as the U.S. release.

"She's admired as someone who was marginalized, as a Mexican woman, during her lifetime," said Beverly Adams, curator of Latin American art for the Phoenix Art Museum. "She transcended both her personal tragedies and this marginalizing in her art, and it still inspires people today. She's a cultural icon."

Kahlo's paintings often are graphic reflections of the violence, illnesses and miscarriages that plagued her life. Many are self-portraits that show herself wounded and bleeding or pierced with nails or arrows.

Born in Mexico in 1907, Kahlo turned to painting when a bus accident at 18 left her with a broken back and bedridden for a month. She spent much of her life confined to a wheelchair.

On the Net: To view Kahlo's paintings, visit www.fbuch.com/fridaby.htm.

To buy stamps, visit www.usps.com, click "Shop" and then "Buy Stamps."

Look to the ocean

Just got wind of a couple maritime events hitting our shores in the coming weeks and months.

n Later this month, the Ventura County Boat Show returns to Channel Islands Harbor.

Produced by Fred Hall and Associates, the sixth annual show is "a boater's delight," planners promise, "featuring a fabulous selection of all types of boats including sailboats, sportfishers, multihulls, luxury yachts, inboard, outboards, electric boats E" Also featured will be vendors, fishing seminars, a mobile aquarium, live music, and food and drink from the Whale's Tail.

Boat show hours are noon to 7 p.m. July 26 and 27; 10 a.m. to 7 p.m. July 28 and 10 a.m. to 5 p.m. July 29. Admission is $7 for adults, free for children 12 and under with an adult. For visitor information, call 985-4852; for exhibition/ vendor information, call 389-3339.

n Looking ahead a couple of months, on Sept. 16 **Nautica** will host its 15th annual fund-raising **Nautica** Malibu Triathlon at Zuma Beach in Malibu.

More than 2,000 athletes, celebrities and local supporters are expected to take part in the triathlon, which includes a half-mile ocean swim, an 18-mile bike ride along Pacific Coast Highway and a four-mile run along Zuma Beach.

Proceeds will go to benefit the Elizabeth Glaser Pediatric AIDSFoundation. For registration, call (818) 707-8867; online visit www.mesp.com.

E barely dressed in white

"By the way, have you looked through the bridal magazines lately?" Diane Schultz of Belleville, Ill., wrote in a recent letter to the editors of the Wall Street Journal. "Some of those dresses aren't fit to wear in a church for a solemn church ceremony."

Schultz is not alone in her raised eyebrow. Even some in the business find it startling.

"Strapless, strapless, strapless!" designer Bob Mackie said in mock shock recently, when somebody asked him about wedding gowns. (The strapless number pictured, by the way, is a two-piece sheath wedding gown that retails for $449 at David's Bridal.)

While on the topic, Mackie was further bemused by the wedding dress choices of aging brides. "Brides my age are wearing veils and long trains and pretending to be virgins," he said. "Barbra Streisand? Raquel Welch? What are they thinking?!"

From here to Christmas

Come on, people, this is ridiculous.

It has been two weeks since we received this postcard, above, which makes June 15 the earliest date in our memory for the first Christmas news release to arrive on our doorstep.

"Christmas is coming E" states the postcard, which is hawking "A Classical Kids Christmas" CD and cassette recordings. "Reserve your November/ December editorial space now," the promoters request.

First, though, we just have to fill our July/August editorial space; then it's on to September/October; then perhaps we can talk E

And now, to all you loversout there, a bit of inspiration E

A local self-help book author named Phillip Mountrose, who produces "Getting Thru to Kids" books, sometimes sends us bits of good advice for our psyches.

His most recent news release, titled "How to Have a Happy Relationship," offers five simple but thoughtful tips on keeping our mates happy: Remember everyone is doing his or her best; know that you cannot change another person; distinguish between the person and his or her behavior; honor each other's unique-ness; and discuss conflicts when you are in a neutral state. (Out of respect for Mountrose's good advice, we will refrain from making a joke about North Dakota.)

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Dollars & sense;Outlet malls may be fading, but not at Albertville Star Tribune (Minneapolis, MN) July 5, 2001, Thursday, Metro Edition

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July 5, 2001, Thursday, Metro Edition

SECTION: VARIETY; Buyer's EDGE; Pg. 1E

LENGTH: 1299 words

HEADLINE: Dollars & sense;
Outlet malls may be fading, but not at Albertville

BYLINE: John Ewoldt; Staff Writer

BODY:
The bloom may be off the rose for outlet malls. Since the nation's first one opened in 1980, their number has dramatically increased, but their popularity may have peaked.

Many shoppers love outlets' discounts on overstocks, overruns and irregulars, but the quality and prices on "special purchase" merchandise made specifically for outlets is questionable. Most outlet malls are thought of now as places to shop if you're in the area, but rarely worth a separate trip.

One example of the softening in the local outlet market is at Prime Outlets of Woodbury, which has more than 10 vacant storefronts. But the newest kid on the block continues to exceed expectations.

Last week Outlets at Albertville added nine more stores after celebrating its one-year anniversary. The outlet is now the largest in Minnesota, with 63 stores.

Top-notch anchors

Shane Bullough, president of JMJ Properties, which owns Outlets at Albertville and Johnson Creek Outlet Center in southern Wisconsin, attributes Albertville's success to top-notch anchors such as Tommy Hilfiger, **Nautica** and Polo Ralph Lauren and specialty stores such as Bose, Harry & David and Jones New York Country.

"Our primary customer is within a 30-mile radius of the mall, which includes Maple Grove and St. Cloud," he said. "They bring in repeat customers every two weeks or so."

But outlet shoppers who have shopped outside of Minnesota may lament having to drive to Wisconsin or Illinois for the poshest of outlets. Why don't we have Coach, Donna Karan, Le Crueset, Ann Taylor, Versace, J. Crew, Dana Buchman and Timberland?

Bullough said Albertville suffers from being in the Midwest. Many outlet retailers are based on the East Coast and they're likelier to stick to tried-and-true locations near Boston, New York City, Baltimore and Orlando because they are closer to their home regions.

A matter of time

But it's only a matter of time before some of the other retailers come to Albertville, Bullough said. "We're only a year old. We need to prove ourselves for three years before they will locate here. East Coast stores think Minneapolis is less fashion-conscious than the East Coast, but it's not true."

Frustrated outlet shoppers in the Twin Cities area may dispute the East Coast snobbery by pointing out stores such as Versace, Donna Karan and Sony at the Prime Outlets mall in Kenosha, Wis. But Bullough notes that the Kenosha center has an 11-year track record that upscale retailers studied before deciding to move to the Midwest. Also, the mall's leasing agents have had more time to capture those tenants.

Some retailers, such as the exclusive menswear retailer Ermenegildo Zegna, may not have enough goods to stock many outlet stores. "We don't sell made-for-the-outlet clothing, so we don't have enough merchandise for a lot of new stores," said Mary Laroche, a manager at the Zegna outlet in Orlando, one of only three in the country.

That may explain our lack of chichi outlets such as Escada, Hugo Boss, Oilily or Armani.

Another reason is that some retailers don't want to upset their wholesale accounts, or the full-priced retail stores in the same market. Coach leather stores considered but put the kibosh on an Albertville location, said Jim Offutt, vice president of Coach factory stores.

"We backed off due to the proximity of our three full-price stores [Galleria, Ridgedale, Mall of America]. We try to be an hour away from any of those stores."

New Albertville stores

- Banana Republic (763-497-6419): Their famous khakis, judged by the Wall Street Journal as among the best, are $40, regularly $49.50. Items are overstocks, irregulars and new items made from excess fabric. Good deals included camisoles for $7, cropped pants for $25 and two T-shirts for $15.

- Bath & Body Works (763-497-9222): It's one of the chain's regular retail locations, not an outlet store.

- Bombay Company (763-497-1037): The dark mahogany finishes and classic home accessories are distinctive. Most items are special-purchase merchandise not sold in the regular stores. Special-purchase goods are priced with tan tags. Discontinued or damaged items from the full-price stores are marked with red clearance tags. A popular seller is the queen-sized four-poster bed for $339. Outlet merchandise can be returned at any Bombay store. Take an additional 20 percent off all non-clearance furniture through Sunday.

- Etienne Aigner (763-497-1102): A seller of classic style handbags, shoes, belts, briefcases, women's and a few men's accessories. Prices are at least 30 percent off retail. This location replaces the Medford store.

- Izod (763-497-2380): The alligator logo was nowhere to be found in this store. Nearly all of the men's and women's clothing is manufactured specifically for the outlet. Men's microfiber pants are $40, women's $25.

- Motherworks Maternity (763-497-5892): Formerly MotherWorks, the store carries the Motherworks, Mimi and Pea in the Pod brands. Regularly priced merchandise is in the front of the store; clearance items are in the back. Selected Pea in the Pod dresses are $59, regularly $300.

- Old Navy (763-497-1010): Clothing for everyone from infants to adults. Much of the summer merchandise is on clearance, such as men's camp shirts for $14, regularly $17, and selected women's overalls for $17, regularly $25.

- Perry Ellis (763-497-9002): Only men's items are sold, including the Portfolio dress shirts ($27, regularly $45), jeans ($20, regularly $45), and only a few higher-end "collection" items at the front of the

store.

- WestPoint Stevens (763-497-1050): Also located in the Woodbury outlet mall, WestPoint Stevens offers great bargains on Ralph Lauren bedding as well as Martex, Utica and Disney. Items are generally overruns, discontinued patterns or colors and irregulars. Polo Ralph Lauren king-sized pillowcases were only $7 a pair, regularly more than $40.

Other good deals

We scouted out bargains in stores that aren't part of the new wing.

- Waterford Wedgwood (763-497-0915): A pair of Waterford double old-fashioned glasses are $49.50, regularly $99, salad dessert plates were $99 a pair and now are $30 per pair.

- Kitchen Collection (763-497-5797): A refurbished Kitchenaid 6-quart professional mixer (without pouring shield) is $270, regularly $370. Spices are a best seller here, such as 3.25 ounces of whole black pepper for $1.50.

- Clearance: We spotted some good clearance items, including a Polo University sport coat, regularly $275, for $60 at Polo Ralph Lauren (763-497-6611). Guess (763-497-6727) has an additional 25 percent off everything except clearance through Sunday, but the clearance on fall and winter merchandise is at 70 to 80 percent off. Much of the children's wear is priced at $7 or less at Carter's (763-497-5773) and OshKosh B'Gosh (763-497-6037).

If you go

- Directions: About 15 minutes northwest of Maple Grove at Interstate Hwy. 94 and Hwy. 19. If you're westbound on I-94, take exit 202. If you're eastbound on I-94, take exit 201. Follow the signs.

- Summer hours: 9 a.m. to 9 p.m. Monday through Saturday, 10 a.m. to 7 p.m. Sunday.

- Phone: 763-497-1911.

- Web site: http://www.outletinfo.com.

- Where to eat: The inadequate dining space a year ago has now expanded to include a food court, Glorious Beans soup and sandwich coffee shop, Subway and Broadway Pizza.

_ John Ewoldt can be contacted by calling 612-673-7633, sending a fax to 612-673-4359 or at jewoldt@startribune.com.

GRAPHIC: MAP; PHOTO

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BUYLINES Terry cloth beach towels, $14 to $155 Daily News (New York) July 8, 2001, Sunday

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Daily News (New York)

July 8, 2001, Sunday SPORTS FINAL EDITION

SECTION: LIFELINE; Pg. 12

HEADLINE: BUYLINES Terry cloth beach towels, $14 to $155

BYLINE: BY ESTHER GROSS KREMER

GRAPHIC: PHOTOS BY PAT CARROLL DAILY NEWS$14 American flag, call 1-800-OLD-NAVY for store locations.$19.99 Novelty print, at Anthropologie, 375 W. Broadway, (212) 343-7070. $25 Hibiscus print by Tommy Hilfiger, at Macy's, 151 W. 34th St., (212) 695-4400. $35 Reversible floral vine, at **Nautica,** 50 Rockefeller Plaza, (212) 664-9594. $50 Camouflage print by Tibi, at tibichick.com. $155 Classic check, at Burberry, 9 E. 57th St., (212) 371-5010.

LOAD-DATE: July 8, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (7/1/2001) and leq (12/31/2001)) (Edit Search | Suggest Terms for My Search)
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BBB culture remains 'central' to its success Home Textiles Today July 09, 2001

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Home Textiles Today

July 09, 2001

SECTION: News; Pg. 1

LENGTH: 674 words

HEADLINE: BBB culture remains 'central' to its success

BYLINE: By Andrea Lillo

BODY:
MORRISTOWN, NJ -- As Bed Bath and Beyond reported another stellar year, the company points to its decentralized set up as the key to its success.

"Our stores have changed a lot since the founding," said Warren Eisenberg, co-founder and co-ceo, at its annual shareholders meeting held here at the Headquarters Plaza Hotel. "But our culture has not."

Net sales jumped 29.0 percent to $2.397 billion for the fiscal year ended March 3, while comp store sales were at 5.0 percent and net earnings increased 31 percent to $171.9 million. In fact, this was the ninth consecutive year of record earnings since the company's initial public offering in 1992. The category killer -- which remains debt free -- continues to thrive while other retailers struggle in this slow economy.

This past year held the most aggressive growth plan ever, said Leonard Feinstein, co-founder and co-ceo, with 70 new stores added, including ones in new markets like Maine and Rhode Island. The total square footage increased 24.3 percent to 12.2 million.

The retailer will top that this fiscal year, as it plans to open 80 new stores, including its first entry outside the continental United States, in Bayamon, Puerto Rico, opening this fall. The company currently has 327 stores in 44 states, and Eisenberg added that the company believes the United States can support more than 800 store locations.

To serve this growing number of stores, the retailer talked about its virtual distribution center, which has been in the works for the better part of 18 months, said Steven Temares, president and coo. Using third-party suppliers, Bed Bath is building a network of both regional facilities and local distribution centers to support its stores, and it will proceed "substantially" this year. The retailer previously had goods shipped directly to the stores.

Temares added that this program is "continuing to evolve" and that more than one facility will be used in heavy-volume markets.

The retailer also continues to open smaller-format stores, which it's been doing for several years now. "There are more smaller markets than bigger markets," said Eisenberg. "We have the ability to size a store for a market," he added, while other retailers typically have a more structured planogram. "We are decentralized. We've been very successful with the smaller market."

Temares mentioned the Atlanta market, where Bed Bath placed a smaller-format store in the middle of three larger stores. "There are a lot of uses for a smaller store," he added, including when a larger piece of real estate is not available in a particular location at the time.

Eisenberg added that, though the stores carry a smaller selection, it is a better selection. Mentioning the Atlanta market again, which is a high-end market, he said the low-end product is dropped from the stores' assortment. "We tailor the merchandise to the community."

It's challenging to stock a smaller format in some ways, Temares said, since "we want to both meet customer demands and still have them awed by the store." Its bottom threshold for smaller stores is 20,000 square feet.

Though the economy is slow, Eisenberg said that the retailer's traffic remains the same. Temares added that 1.5 percent of net sales are spent on advertising, "and that's not changing. We're spending dollars more wisely without increasing" the percentage of sales.

When asked about the consolidating textiles industry, recently covered in the news, Feinstein said that he didn't "foresee a problem in that area ... We have plenty of people to buy from. You have to have alternative sources."

The **Nautica** program, introduced this spring, is "doing nicely" said Eisenberg, though it hasn't rolled out to all of its stores yet.

After the meeting, Feinstein added that no other branded programs are in the works, though Temares said that the company is always looking. He also told HTT that bedding is the largest category in the stores, at 21% of sales; but after that no other category is more than 10%.

LOAD-DATE: July 11, 2001

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RAMS' MYSTERY MAN PLAYGROUND LEGEND TAKES LAST SHOT AT FORDHAM The New York Post July 15, 2001, Sunday

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The New York Post

July 15, 2001, Sunday

SECTION: All Editions; Pg. 092

LENGTH: 717 words

HEADLINE: RAMS' MYSTERY MAN PLAYGROUND LEGEND TAKES LAST SHOT AT FORDHAM

BYLINE: LENN ROBBINS

BODY:
Smush Parker - grades willing - hopes to show off his many talents this winter for Fordham.Brigitte Stelzer

This is Smush Parker's last chance.

He knows it, but the playground legend still can't explain or control the character flaw that has prevented him from being seen on ESPN instead of at the West 4th Street cage, or any of the other elite proving grounds in the city.

Parker will play for Fordham this season if he receives a "B" in his Prejudice and Discrimination summer class, which meets Monday through Thursday from 6 to 9 p.m. Yet when a reporter calls him last Wednesday to see if he'll be playing in the West 4th Street All-Star game that evening, Parker says he'll be there.

"I've had plenty of opportunities, plenty of opportunities lost," Parker, 20, admits as he dines on Belgian waffles and bacon at E.J.'s diner just blocks from The Cage. "This is my last stand. If it doesn't happen now, it won't happen."

Who is William "Smush" Parker Jr? Arguably the best college age basketball player in the city that you don't know.

"To people who just watch college basketball on TV, he's a mystery man," said Kenneth Graham, who founded the West 4th Street All-Star Game 24 years ago.

Parker is a mystery because he's an enigma.

He's a lanky, 6-foot-4, 180-pound point guard with the sweetest of jumpers. Several years ago, **Nautica** used Parker in an advertising campaign aimed at capturing a piece of the urban market.

Unfortunately, he can also be stubborn and foolish, which only begins to explain why he played just one year of ball at Newtown High in Queens and just half a season at the College of Southern Idaho.

"A lot of people spoil Smush," said Kevin Jackson, Parker's AAU Aim High coach. "He's a nice guy, he's handsome, he's got a game and people like him so they let him off easy. He needs someone on him all the time or he's going to do just enough to get over."

Which is why Parker is at Fordham instead of North Carolina, the school he dreamed of playing for.

Former NBA, North Carolina and New York City prep star Kenny Smith. who sponsors the AAU Aim High team, took one look at Parker in the summer of 1999 and called then Tar Heels coach Bill Guthridge. But when Smith, a Tar Heel alum, looked into Smush's grades, he knew Carolina wouldn't take him.

The College of Southern Idaho, a JUCO power, took Smush in 1999. CSI had an intense first-year coach in Derek Zeck and a Georgetown point guard transfer named Kenny Brunner. If Brunner is a spark plug, Zeck's personality Type A type of player, Smush is silk.

The rift exploded when, according to Parker, Brunner broke into his dorm room and allegedly stole some $3,000 in clothing, jewelry and other valuables. Parker said he was thrown off the team after half a season for being a distraction to the team and the No. 1 point guard. Zeck didn't return several calls and The Post was unable to reach Brunner.

"Coach wanted me to kiss his butt and I wouldn't do it," said Parker. "I learned a lot from that experience. I should have handled it better."

Parker can handle and pass and shoot and leap, and when he puts his mind to it, play defense. What he can't seem to do is grab opportunity like a basketball and dunk it.

"It's a mystery why he doesn't take the guidance until his back is against the wall," said Smush's father, William Parker Sr.

At 5:45 on Wednesday, despite getting chewed out about his priorities by Fordham associate head coach Mike Brown, Smush was inside the Cage, graciously accepting the love of his many street fans.

Finally, at a few minutes past 6, he begrudgingly walked down the subway station stairs and grabbed an uptown A train in pursuit of getting his "B" in class.

"I can't even control it," said Parker. "West 4th Street is like my second home."

He started going to games at West 4th when he was in a stroller. His father played there. When he was nine, and his mother, Robin Royal Parker, who affectionately gave him the nickname Smush, died of AIDS, the Cage became his crib.

Parker, said several West 4th Street veterans, is as good as Omar Cook, Andre Barrett and Taliek Brown. At the ABCD Camp, Parker more than held his own in an All- Star game when he played against Duke's Chris Duhon, said an NBA scout.

GRAPHIC: GAME PLAN:

LOAD-DATE: July 18, 2001

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NAUTICA ENTERPRISES INC WALL STREET JOURNAL July 16, 2001, Monday

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WALL STREET JOURNAL

July 16, 2001, Monday

SECTION: Section B; Page 8, Column 3

LENGTH: 22 words

HEADLINE: NAUTICA ENTERPRISES INC

JOURNAL-CODE: WSJ

ABSTRACT:

Nautica Enterprises Inc reports fiscal first quarter net income rose 3.2% to $3.2 million as sales rose 12% to $135.2 million (S)

LOAD-DATE: July 17, 2001

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Nautica Supports The 2001 Subaru Gorge Games With Specially Designed Collection;Designer and Founder David Chu Creates 'Gorge Games' Collection Of Men's Sportswear Sold at Better Department and Specialty Stores Nationwide! PR Newswire July 16, 2001, Monday

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PR Newswire

July 16, 2001, Monday

SECTION: FINANCIAL NEWS

DISTRIBUTION: TO BUSINESS, RETAILING AND FASHION EDITORS

LENGTH: 275 words

HEADLINE: **Nautica** Supports The 2001 Subaru Gorge Games With Specially Designed Collection; Designer and Founder David Chu Creates 'Gorge Games' Collection Of Men's Sportswear Sold at Better Department and Specialty Stores Nationwide!

DATELINE: NEW YORK, July 16

BODY:
Nautica returns for the second year as the "Official Outfitters" of the Subaru Gorge Games. David Chu, **Nautica's** founder and designer, in recognition of the active lifestyle and spirit of adventure evident at the Games has created a special "Gorge Games" apparel collection to honor athletes everywhere.

(Photo: http://www.newscom.com/cgi-bin/prnh/20010716/NYM034)

"After our first year as the Official Outfitters of the Games, I felt there was a great opportunity for **Nautica** to not only dress the event staff and NBC on-air talent, but to showcase the complete **Nautica** lifestyle and sensibility in the spirit of the Games", said David Chu. "I designed this collection to encompasses the needs and personality of those sports-minded individuals who prefer the great outdoors and go there in style." This new collection will be available at department and specialty stores nationwide this July.

Nautica International, Inc. is a leading global fashion and lifestyle company, with products ranging from men's, women's and children's sportswear and accessories to a complete home collection. Through charity outreach events like the Subaru Gorge Games, **Nautica** continually strives to assist in raising awareness and funds for important causes and charities such as Leave No Trace and American Whitewater.

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SOURCE **Nautica** International, Inc.

CONTACT: Mary Ellen Barone of **Nautica** International, Inc., +1-212-887-8114, maryellen.barone@**nautica**.com

URL: http://www.prnewswire.com

LOAD-DATE: July 17, 2001

Shades are made for these New Straits Times (Malaysia) July 21, 2001

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New Straits Times (Malaysia)

July 21, 2001

SECTION: Pickings We like ...; Pg. 5

LENGTH: 74 words

HEADLINE: Shades are made for these

BYLINE: By Caroline Yap

BODY:
SUNGLASSES are so versatile. We use them as protective wear or, more often than not, as a fashion accessory. Recently the trend has veered towards those that can be worn at night - the yellow and pink tints constantly showing up at nightclubs. Colourful lenses with big frames are still in and for summer this year, here's what some of the big names are offering.

The writer can be contacted at caroline@nstp.com.my

GRAPHIC: Picture - These shades from cK Calvin Klein Sunwear have a single lense that gives a shield-like look. Frames are either matte crystal or matte opaque in black, khaki and charcoal. Picture - His and hers matching sunglasses from Donna Karan. His are square and masculine while hers have a feminine cat-eye shape. Picture - **Nautica** features a classic, casual style with lightweight plastics that are made for comfort and fit. They should appeal to the active person. Picture - Nike's sunwear is sport-specific, geared to help improve performance whether in golf, running or extreme sports.

LOAD-DATE: July 22, 2001

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LNT gets set for second half Home Textiles Today July 23, 2001

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Home Textiles Today

July 23, 2001

SECTION: News; Pg. 2

LENGTH: 685 words

HEADLINE: LNT gets set for second half

BYLINE: By Andrea Lillo

BODY:
CLIFTON, NJ -- Finishing with a lackluster second quarter in the throws of a continuing difficult environment, Linens 'N Things readied itself for the rest of 2001. With its initiatives to revamp the textiles area expected to be complete by the fourth quarter, as well as declining inventory levels and a climbing percent age of proprietary product, the discounter seeks to remain steady to the end of the year, targeting sales growth of 16 percent to 17 percent for 2001.

In a conference call to analysts last week, ceo Norman Axelrod specifically cited the textiles category as "challenging" due to difficulties in the industry; and since LNT derives 60 percent of its sales in this category, it looks to renovate the area and drive traffic.

Of the three key textiles initiatives announced this April, only the quilt program is currently in place, according to LNT, with accessories and duvets to come.

One-quarter of LNT's stores have the **Nautica** bedding and bath program, but with the results in those stores having "exceeded expectations," said president Steven Silverstein, LNT will roll out the program to all of its stores by late third or early fourth quarter.

In addition, its solid-color towel program has been delayed due to vendor issues, he said, though "consumers" have responded positively to its "fresh palette and better quality." It will be implemented in early third quarter.

The discounter will also continue to increase its share of proprietary product, which was about 10 percent in 2000 and will climb to 15 percent or even 20 percent or 25 percent this year. This is an area where it can offer customers "better-quality product at compelling price points."

"The assortment changes in decorative accessories will have a positive impact on business," Silverstein added.

The slowing economy influenced consumer traffic and sales, Axelrod said, with traffic especially soft in the middle of the country. However, the average transaction remained steady, he said, and there had been sales momentum within the second quarter, with June sales being the strongest.

LNT also looks to actively manage inventory without affecting in-stock positions, and for this quarter, levels have dipped approximately 4 percent per square foot, for a total of $48.65, compared to last year's $50.46.

Going forward, LNT will reduce inventory levels of slow-sellers and allocate that space to more popular items.

Bill Giles, cfo, attributed the strengthened gross margins to the product mix, improved buying and, to some extent, penetration of proprietary product, allowing the company to be more aggressive on pricing. Silverstein said there was still room to further improve on margin, and the opening of a third distribution center in Louisville, KY, in the spring of next year will help.

New-store performance is a priority this year, said Giles, with 23 of a planned 60 stores opened thus far. Twelve stores opened in the second quarter, and the company is pleased with their results, which are consistent with $150 to $175 per square foot target sales -- "well ahead of last year." Linens will open 20 to 23 additional stores in the third quarter, and 17 to 19 in the fourth.

Though the stores opened in 2000 are not performing as well as the 2001 stores, Silverstein said there is "real opportunity" and that the company would begin heavier marketing in its newer markets.

Looking ahead, Giles said the company is "weighed toward the 'things' side." It expects the economy to remain slow, but in the event of an upswing, it can respond quickly, he said, since most of its product is domestically sourced.

Though it "wasn't Linens' greatest quarter," said Alan Rifkin, analyst, Lehman Brothers, considering the difficult environment and other factors, it's "pretty good to show flat year over year. Its new initiatives have helped maintain flatness."

However, Rifkin added, for the long term, "Linens will get back on track. It's still a viable competitor."

And LNT and Bed Bath will "both take market share from less nimble players like JCPenney and Sears."

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Island Style The Honolulu Advertiser (Honolulu, HI) July 24, 2001 Tuesday

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The Honolulu Advertiser (Honolulu, HI)

July 24, 2001 Tuesday

SECTION: ISLAND LIFE; Rath Paula; Pg. 1F

LENGTH: 985 words

HEADLINE: Island Style

BYLINE: Rath Paula, Staff

BODY:
By Paula Rath

Sensitive issue

More Island men are seeing the beauty of facial care

When independent television producer Dirk Fukushima has prepared in past years for the annual Ala Moana Center Independence Day show, he has called the event a "five-zitter."

"It made me crazy. I wasn't sleeping right," he recalled.

Usually, he said, his skin reacted to the stress by breaking out in blemishes.

But this year he breezed through.

He attributes this to the fact that, for the past year, he has been taking care of his skin. And, unlike a lot of Island men who prefer to remain silent on the subject, Fukushima isn't shy about speaking out on the benefits of skin care for men.

It all started when Susan Fusuma, personal shopper at Neiman Marcus, had a heart-to-heart chat with him. "I had just turned 40, and for the first time in my life I was feeling older," Fukushima said. "Susan convinced me it was time to take some preventive measures."

Fukushima's skin regimen is simple and involves three steps, each using products by Kiehl's, a line of skin and hair products available at Neiman Marcus:

Cleansing with pineapple-papaya facial scrub.

An "astringent thing" (he couldn't remember the name).

Moisturizer.

This is a nighttime-only effort. In the mornings, Fukushima brushes his teeth, washes his face, puts on his shorts and slippers (he wears long pants only under duress, when his business partner, Carole Kai, tells

him he must) and rushes out the door. In addition, after years of surfing in the sun without protection, he has become a convert to sunscreen, slathering it on two or three times per round of golf.

What changed his mind about skin care? "It's purely preventative. I feel the difference. When I wake up in the morning, my skin feels better. And it looks healthier now," he said.

Fukushima is one of many Island men who have realized the benefits of taking care of their skin. Another is investment banker Julian Kealakekua, 36. He discovered skin care 12 years ago when Macy's Atlanta was offering free in-store facials for men.

"I was a guinea pig," he recalled, "and I've been using (skin care products) ever since." The products used on him then were from the Princess Marcella Borghese line.

"But when I came back to Hawaii, for some reason my skin didn't take to it. I guess it was the change in the atmosphere (humidity)," he said. Now Kealakekua uses products by L'Oreal and St.Ives. His regimen is a bit more complicated than Fukushima's:

Exfoliating 3-4 times a week (using a scrub to slough off dead skin).

A mask twice a week.

Intensifier (to help tone the skin and reduce pores).

Moisturizer.

Why all this time and trouble? "I find my skin is smoother and more manageable," Kealakekua said. When he lived on the East Coast, he found many of his friends took care of their skin. "Very seldom do you see men here in Hawaii at a cosmetics counter, whereas on the Mainland you see it all the time."

There is clearly a reticence among some local men to admit any interest in skin care. E-Jay Maldonado of Blush said he sees men sitting on the benches outside his store while their significant others come in to ask him questions on their behalf.

He usually recommends the DDF line for men. "Men are looking for something clean, quick and easy. DDF is designed to be sleek and to fit comfortably into a man's hand." He said the product most favored by local men is DDF's foaming cleanser, available at Blush and Sephora.

Eric Barsatan, 27, of Sprint Hawaii, started using skin-care products in high school. His mother encouraged him to use her Oil of Olay to prevent further damage from the sun. (He surfs.) His use is sporadic but "I see a dramatic change when I stop using it, so that makes me start again," he said. "The wrinkles definitely diminish when I'm using it."

Barsatan said he believes a lot of his friends use moisturizers but are loath to admit it. "My friends, who are way straight, have lotions in their bathrooms, especially my friends that surf a lot. They use creams for sun damage."

Richard Kuwada of Waialua takes his skin seriously. He discovered the benefits while studying at Brown University in Providence, R.I., , where he was surrounded by students who were into skin care. He prefers the Clinique men's line and follows a strict regimen:

Facial scrub.

Facial soap.

Clarifying lotion.

Moisturizer.

Turnaround Cream.

StopSigns, anti-aging cream with SPF.

In addition, he applies an Origins clay mask once a week. While the product recommends keeping the mask on for only 10 minutes, Kuwada leaves it on for an hour to combat the effects of smoking on his skin. His motivation. "To look young is No. 1. One of the first things you notice about a person is their skin," he said. "I'm shocked at how little my friends do to preserve and clean their skin."

Drop-In:

INSIDE: Men may tolerate starting with a simple skin-care plan. See story, Page F6

Drop-in:

Where to find men's skin-care products

Sephora recently moved its men's skin-care products to a central section at the front of the store. The three most popular lines are:

- Anthony Logistics for Men, including a sportstick, glycolic cleanser and toners and moisturizer with SPF 15.

- Aramis Lab Series for Men, mostly shaving-related, with a skin clearing solution and Lift Off Power Wash.

- Zihr, a complete line with facial scrub, under eye cream, face stick with SPF 28 and clarifying moisturizer. (Made famous by celebrity ex-couple Nicole Kidman and Tom Cruise, who reportedly used the line together.)

Curtis Lee, manager of the Liberty House cosmetics department, said stores are seeing more interest in men's skin-care products. For example, the Aramis Lab Series experienced big sales increases this year. Liberty House carries six lines made especially for men: Clinique, Biotherm, Cool Water, Polo Sport, **Nautica** and Aramis Lab Series.

GRAPHIC: Julian Kealakekua applies Lancome Hydra Control Moisturizer as part of his skin-care regimen. Traditionally, men haven't paid much attention to skin care, but that may be changing. GREGORY YAMAMOTO ? The Honolulu Advertiser

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FIRST FACTORY OUTLET TO OPEN FRIDAY Het Financieele Dagblad (English) July 24, 2001

Copyright 2001 Het Financieele Dagblad
Het Financieele Dagblad (English)

July 24, 2001

LENGTH: 324 words

HEADLINE: FIRST FACTORY OUTLET TO OPEN FRIDAY

BYLINE: DAVID POST

BODY:
AMSTERDAM - Holland's first factory outlet centre (FOC) is to open on Friday. The Batavia Stad mall in Lelystad, close to Amsterdam, will offer 'leading brands at enormous discounts' from about 70 top global retailers.

The euro 48 mln Batavia Stad was developed by Stable International and financed by Foruminvest. The mall was bought last month by Rodamco Retail Nederland.

Outlet shopping is a phenomenon developed in the US whereby manufacturers sell surplus or previous-season designer-label goods directly to the public at a discount. It has spread throughout Europe. However, it has been a long time coming to the Netherlands, bogged down by wrangles between local and national government. There is also fierce resistance from small retailers who fear loss of business.

In addition to Batavia Stad, the Roermond Designer Outlet Centre is due to open in the southern Dutch city of Roermond, close to the German border, in the third week of November. The Roermond site is a project of BAA McArthurGlen, Europe's leading FOC operator which already has 12 malls in Austria, France, Germany, Italy and the UK.

Both FOCs will ultimately have about 70 designer outlets. Batavia Stad's outlets include Adidas, Benetton, Body Shop, DKNY, Dockers, Lacoste, **Nautica,** Nike and Van Heusen. The Lelystad mall will be open seven days a week.

Batavia Stad expects to attract 1.5 million shoppers a year.

A spokesman for Stable International said Batavia Stad was planning trips with excursion bus operators which will include time at the mall as well as visits to local tourist attractions.

Additional FOCs are expected to open in Holland in the medium term. Retail experts say the country can support three to four such operations.

'Holland is an untapped market of 15 million people with high disposable incomes,' one expert said.

'And the Dutch love to buy a bargain,' said another.

LOAD-DATE: July 23, 2001

Extravaganza of eyewear The Cairns Post/The Cairns Sun (Australia) July 27, 2001, Friday

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The Cairns Post/The Cairns Sun (Australia)

July 27, 2001, Friday

SECTION: TIME OUT; Pg. 23

LENGTH: 365 words

HEADLINE: Extravaganza of eyewear

BODY:
CAIRNS Regional Gallery is getting groovy tonight from 7 as it plays host to one of the hottest fashion extravaganzas in Cairns this year, Sight at the Gallery.

Sight at the Gallery is a unique fashion concept, combining eyewear with the latest in retail catwalk trends and then presenting them in the stately environment of one of Cairns's finest heritage listed buildings.

Featuring eyewear from the world's leading designers, including Calvin Klein, Donna Karan, Guess, DKNY, Nike, Flexon and **Nautica,** Sight at the Gallery is presented by Bruce Mellick Optometrist and Marchon, with all funds raised going towards the Mayoress's Community Chest.

Models will be twining between the stately columns of the gallery's first floor, with an Australian Centre of Photography exhibition providing the backdrop, and the high ceilings and marble floors the atmosphere.

This unique fashion concept is also acting as a showcase for the talents of hair and make-up students from Cairns TAFE, with the students providing all the 'work' on participating models. Sight at the Gallery combines chic fashion, with corporate designs, casual inspirations, sports wear and practical workwear.

Bruce Mellick Optometrist was inspired by the idea of an eyewear fashion parade earlier this year, and have been working towards the event being a successful fundraiser for the Mayoress's Community Chest since February.

An exciting feature of Sight at the Gallery is the presence of a new product, just arrived from France, called the Smart Mirror. Bruce Mellick Optometrist have just taken delivery of the Smart Mirror, the local optometrist the only outlet to feature this piece of new optical technology in the Far North.

The Smart Mirror allows individuals to have their image taken by a digital camera and then view their face in the 'mirror' with a number of frames, styles and colours.

There will also be product displays on hand, showcasing the latest designs. Drinks and nibbles are included in the ticket price ($19).

Tickets must be pre-booked, but can be paid for on the door. For any inquires, call Bruce Mellick Optometrist on 4051 6795, or Cairns Regional Gallery 4031 6865.

LOAD-DATE: November 12, 2001

Return of tradition;In these uncertain times, menswear can count on mix-and-match classics Kansas City Star (Kansas & Missouri) July 29, 2001, Sunday

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HEADLINE: Return of tradition;
In these uncertain times, menswear can count on mix-and-match classics

BYLINE: JACKIE WHITE; The Kansas City Star

BODY:
The fashion in men's clothing shifts gears at a turtle's pace. Changes are comparable to "turning an ocean liner," says David Wolfe, the fashion director of Doneger Group, New York retail consultants.

So after men found themselves enveloped by the so-called perk of casual corporate dress a decade ago, they've spent much of the time since then trying to figure out what that means. (Dockers? Denims? A polo shirt with a bowling team logo? Probably not anymore.)

But a dressier professional look is re-emerging, and a new fall season is on the horizon, so what do men need to know about wardrobes?

We asked some menswear retailers and consultants about fall apparel. Not surprising, considering an uncertain economic season, traditional classics, albeit modernized, received support.

On the dress-down concept, the look may be casual, but it's more polished and elegant than the stereotypical khaki pants and golf shirt, the experts insist. The suit, preferably dark, that may be dressed up with a shirt and tie and down with a sweater or polo and blazer is on most should-have lists. Also, understandably in these shaky times, observers see the return of the interview suit.

"I think the influence of the dot-commers - how they don't care about how they look - is going away," says Spiro Arvantakis, president of Peter's Clothiers and Jack Henry, Kansas City area men's stores.

"Casual is as strong as ever," says Scott Baskin, the Chicago-based president of Mark Shale stores, "but we do see the desire to shift to let's-get-serious and figure out a way to make it more professional."

Everything you add to your wardrobe has to have the versatility, Baskin advises, to go with other things in your closet.

It may be an old story, but the two-button navy blazer is a must, says Al Lienen, a buyer for men's tailored clothing at Halls, a Kansas City specialty store. Also, make sure you have a pinstriped or chalk-striped suit for business dress-up or down, Lienen says. And definitely a button-down shirt.

Tom Julian, a trend tracker with Fallon Worldwide, an advertising and marketing company, echoes the message of traditional ideas but tweaked a bit with stretch fabrics or strong color treatment. Do go buy a jacket and trousers that match, he says. You can split them up and wear the jacket with pinstriped trousers and a turtleneck and the trousers with a sport coat and woven shirt.

A leather blazer or tailored jacket is another hot topic for fall. Arvantakis suggests a lightweight leather coat that may be worn as a sport coat in the office for a casual day is an important investment.

Certainly anything leather or suede gets Lienen's vote at Halls, where leather pants sell well and a new Ultrasuede jacket is considered a sure quick update.

Wolfe says the dressier aspect to office casual means probably that men will move away from khakis and invest in flannel, pinstriped or herringbone dress trousers to wear with a blazer or sweater.

A "necktie with some color" should be high on a man's shopping list, Wolfe says. While patterns are subtle and often as traditional as stripes, they are modernized with at least one strong bright color, he says.

Baskin likes the rep tie. So does Lienen. Julian adds plaids and checks to the pattern list.

Shirts are best in subtle patterns and color and, the so-called "Regis look" of matching tie and shirt is a cliche on the wane, happily.

Arvantakis says the ongoing trend for shirts this fall involves deep rich colors such as burgundy along with metal gray and black, while for next spring, you'll again see bright preppy shades.

In the casual arena, woven shirts continue strong, Baskin says, also in the sophisticated, rich Italian colors.

Knits remain strong, especially as an addition for the less formal wardrobe. The best for indoors are lightweight so they may be

worn under a jacket, says Arvantakis, whose stores do well with cashmere and silk blends.

Other factors of which you want to be aware:

On a specific designer level, soft greens and browns won a vote in Joseph Abboud's fall collection, along with grays and navy. The line was weighted with both suits and sportswear separates smoothly paired with the elegance you'd expect of a Cary Grant wardrobe.

The military theme emerged consistently in lines from John Bartlett, John Varvatos and Kenneth Cole. Peacoats, officer coats and military shirts were offered up on the runways for the fashion-minded man, and it may not be just a passing whim. Banana Republic is now marketing military shirts in cotton and suede along with military buckle belts.

Square-toed shoes if you don't have them are important, Julian says. If you're adding on, consider a short boot or, if you're a trendoid, a bowling shoe rendition.

You'll find flat-front and pleated trousers in the stores, but the shift is toward pleated, some say.
@ART CREDIT:The Associated Press
@ART CAPTION:The jacket and matching trousers are from **Nautica.**
@ART CAPTION:View from the runways: a young outdoor look from BCBG and leather jacket and dress trousers from Kenneth Cole
@ART CREDIT:Photo courtesy of Kenneth Cole
@ART:Photos (3, color and b/w)

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Fall: Time to mix it up;Everyone should experiment Des Moines Register July 29, 2001 Sunday

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July 29, 2001 Sunday

SECTION: FASHION; Pg. 2F

LENGTH: 422 words

HEADLINE: Fall: Time to mix it up;
Everyone should experiment

BYLINE: Lemken Fani, Staff

BODY:
Fall fashion in 2001 is not for the faint-hearted. After years of monochromatic, highly coordinated dressing, this fall is about taking chances, mixing it up, and tying together patterns and fabrics to make an individual statement.

"Fall has a tradition of contradiction," sums up Cynthia Glynn, fashion director for Younkers.

Leather, lace, suede, tweed, Tencel and Lycra create the dizzying array of choices facing shoppers. The only rule is that you must mix it up. Pair chunky sweaters with leather pants, or dress shirts with jeans.

It's rock star meets Audrey Hepburn, with a 21st-century twist.

"There's a retro '60s and '70s influence, but very updated," said Kathy Dunbar, owner of Elegance by Kathy. "It's argyles, plaids and a European influence on length, just a couple of inches above the knee. You can feel the retro influence, but it's different."

"The posh country look, with tweeds and plaids and an equestrian influence, will give us a chic classic season," said Younkers' Glynn. "The other big look is going to be menswear, with fitted, shaped, common-sense styling that includes lots of layering. There's also going to be lots of leather and suede."

"We're going back to a classy, more tailored look," said Stacy Sullivan, owner of Sisters Boutique. "There are more trousers, jackets and shirts, in a contemporary tailored style, which is very flattering on all body types and ages."

"The past two years haven't been interesting for pants," said Tina Hodak, creative merchandising manager for Famous Barr. "The tweeds make it new, and the new colors make the tweed more noticeable."

Kelli Schulz, owner of K. Renee, gave these guidelines to making wardrobe selections work this fall.

"When you have a heavy pattern, like the Donegal tweeds or pinstripes, you need a softer look to even the outfit out," said Schulz. "Try pairing those with a softer silk or cashmere twinset, or get a structured look with a French cuff blouse."

Shoppers aren't the only ones mixing it up. Stores are carrying new items that appeal to a broader

marketplace.

"Some of our very traditional suit lines are adding Lycra for the first time, to make them travel better, look nicer and feel more comfortable," said Jane Williams, manager of Reichardt's.

"We decided to buy a few specialty pieces of leather this year, in blazer or bomber styles, and some with a motorcycle fit.

"I think everyone should experiment this fall," said Sisters' Sullivan. "There's so much available to mix it up and make a statement."

GRAPHIC: s_By: Doug Wells andAlex Dorgan-Ross; Hang on! Far left, camouflage convertible pant with zip-off legs, $22.50; appliqued T-shirt, $8; from Old Navy. Back left: White cap-sleeve graffiti T-shirt by Self Esteem, $22; dark denim belted jean by Z. Calvaricci, $40; from Younkers. Center: Yellow emblem notch tank, $14.50; jeweled capri jean, $34; from Gap Kids. Back right: Yellow Tommy Jeans logo T-shirt, $19.50; sand-blasted aged carpenter jean by **Nautica** Jeans, $64; from Younkers. Far right: Red plaid shirt, $14; long-sleeved white T-shirt, $9; flat-front khaki pant, $19.50; all from Old Navy. In the loop: Black and gray lace-patterned pants by Karen Kane, $138; ribbed, white turtleneck sweater by Telluride, $50; black, ribbed long sweater coat, by 525, $98; all from Sisters Boutique. On cover: Pink, tie-dyed ruffle shirt with princess emblem by Great Escape, $22; dark denim frayed jeans with stitching by Gasoline, $30; from Famous Barr. Tug-o-war: At left, scarlet fur-trimmed cardigan, $155, and matching tank, $55, by MCNY; Faux leather skirt with stretch by Joseph Ribkoff, $95; from K Michelle's. Center: K.D. Spring two-piece taupe, black and red outfit with Asian-influenced emblem, top $69, skirt $64; from Sisters Boutique. On him: Charcoal ribbed V-neck sweater by CK Jeans, $49.50; Easy-Fit denim jeans by CK Jeans, $34.99; from Younkers. Trapped: On him, burgundy logo knit top by **Nautica** Jeans, $39; khaki freighter cargo pant by Polo Jeans, $58; both from Younkers. At left: Lightweight black and cream Japanese knit skirt, $143; matching shell, $103, and jacket, $231; from Elegance by Kathy. Back right: Red, white and black knee-length skirt by Mica, $79; red sleeveless turtleneck, $58, and matching cardigan, $68, by Kenzie; all from Best Dressed. Look for leather and lace; People want clothes that are multi-function," said Famous Barr's Tina Hodak. "Day-to-dinner wear is addressing this. The little black dress is back, and it's being done in many ways." "Backless tops, sleeves with peek-a-boo openings, and fitted blouses with lycra are big for fall evening looks," said Sahar Alshash, owner of Fashion Gallery at Sahar's. "Lace is coming back for evening as well, or on a top that goes under a suit. I'm even seeing it on shoes and boots, with leather." "What stands out most this fall is that leather is back strongly in silhouettes," said Kelli Schulz, owner of K. Renee. "Every line we carry has brought leather pieces in. It's truly a sportswear item." There's a good selection of both leather and suede this fall. Sisters is carrying suede coordinate pants, mock and sleeveless turtlenecks, pull-on pants and jackets in all the hot fall colors. "There's a lot of leather mixed with fabric, especially in brown, beige and burgundy," said Alshash. "There are suit jackets trimmed with leather, and jackets, coats, pants and vests in leather and fur." K. Michelle has a black leather bomber jacket with diamond insets on the sleeves, which reverses to black mink, the season's other hot trend. "We're seeing a lot of fur trims, like curly lamb, and faux animal," said K. Michelle, owner of K. Michelle. Coats etc. Not surprisingly, outerwear is a centerpiece of the fall wardrobe. "There are trends people talk about and you'll only see a piece here and there, but the longer sweater is going to be big this year," said Hodak. The sweater comes in three lengths: tunic, knee and floor-length, in textures ranging from ribbed to marled to a flat knit. It might have a hood or a shawl collar and comes in basic colors like black and taupe, meant to be worn with everything. Best Dressed is carrying a large selection of the sweaters. "We've bought them in every color we can," said Sandy Randles, co-owner. "Hooded or not, with detachable fur collars, hip-length to ankle-length, and especially calf-length. It's very flattering in place of a blazer." Zo?y is carrying jackets in cotton, lightweight wools, rayon blends and Tencel. "Jackets are taking the place of the structured blazer," said Zoey Rawson, owner of Zo?y. "They are patterned and textured in great colors like berry, paprika, olive and deep iris, and they can be worn to work. It's a great way to update for fall." Further into fall, heavier coats are making their own statement. "Given last year's winter, I'm predicting a strong coat year," said Elegance by Kathy's Dunbar. Dunbar is carrying shearling coats with fur trim, boiled wool, and raw stitching, for a distinct and attractive look. "Coats are carrying a very feminine look," said Sahar Alshash, owner of Fashion Gallery at Sahar's.s_By: Doug Wells andAlex Dorgan-Ross; On the ropes: Novelty-print stretch cotton pants from Company, $208; ISDA cotton turtleneck, $100; CK zip jacket,

$298; all from K. Renee. Bags from left: Natural python bucket handbag by Carlos Falchi, $793; from K. Renee. Black and camel purse, $68; from Best Dressed. African-print purse by Jules & Company, $136, at K. Renee. Newsprint bag by Your Sister's Mustache, $38; from Best Dressed. Brown string wallet by Brighton, $111, at Elegance by Kathy. Knot nice: Black lambs-leather zip jacket with belt by REMY, $670; red-ribbon knit funnelneck shell by Babette Ballinger, $86; all from Elegance by Kathy. Bring on the extras; Accessories are an important part of the fall look, literally tying together pieces of the fall wardrobe. "The news this fall is accessories and belts," said Cynthia Glynn, fashion director for Younkers. "We're coming back to belting garments and using wider belts as a layering piece." Younkers is carrying chain-link and hip belts with embellishments like grommets, rhinestones and nailheads. "The skins are important as well, with snake, faux croc, and faux lizard styles," said Glynn. K. Michelle has leather tie belts with ornamentation. "We've also brought in moc croc belts, and colored leather belts with crystal buckles for a fun casual look," said K. Michelle, owner. "There's a lot more waist treatment this fall," said Tina Hodak, creative merchandising manager for Famous Barr. "Leather string belts are going to show up in self belting sweaters. We're carrying sash belts with D-ring closures and big wide leather belts to put around thin sweaters." Jewelry accessories are also changing. "There's a variety of silver and colored beads, with semi-precious stones," said Zoey Rawson, owner of Zo?y. "The designs are very contemporary and fun." "Accessories this fall go across the board," said Sandy Randles, co-owner of Best Dressed. "We have colored necklaces, earrings and bracelets, and specialty bead watches." "The jewelry is a bit more refined this year," said Kathy Dunbar, owner of Elegance by Kathy. "The trend is toward silver or white gold, with some beading and novelty looks. Pearls are also strong, for a simple, elegant style."s_By: Doug Wells andAlex Dorgan-Ross; Unwind: Nutmeg washable suede shirt-jacket by Ami, $80, at Younkers. Belts (top to bottom): Oval crystal rhinestone belt, $32; black grommet belt, $28; both from Younkers. Silver mesh three-strand belt by Brighton, $67; at Best Dressed. Flag rhinestone belt, $34, and gold oval rhinestone belt, $32; from Younkers. To the top: On him, flat-front, pre-washed khakis from Bill's Khakis, $95; lavender oxford button-down from Polo, $59; Alden four-eyelet brown lace-up shoes, $185; all from Reichardt's. On her: Walnut ultra-suede dress by Max Studio, $148; camel-colored embroidered pashmina with hand-tied tassles, $250; from Fashion Gallery at Sahar's. Classics carry the day for men; Men's fall styles are more dressed up this year, taking their cue from the workplace, which is transitioning away from business casual. "Traditional is back again, with oxford-cloth fabrics and plaids," said John Reese, men's manager at Reichardt's. "There are lots of ideas in the store," said Tina Hodak, creative merchandising manager for Famous Barr. "One is a new sportswear shirt in suede, which is meant to be worn tucked into trousers. It's definitely not a weekend look. It's meant for the office." "We're seeing more classic patterns like plaids, herringbone, and houndstooth," said Cynthia Glynn, fashion director for Younkers. "The Prince of Wales, tartan, and Burberry plaids will be very strong." "Sweaters in chest stripes, marled wool, geometric patterns and zip necks are all big," said Glynn. "For the office, suits are going dress British, with narrower lapels, softer shoulders, and 2- to 3-button closures. " "Start transitioning now by buying nicer dress pants," advises Reese. "Look for wool, gabardine and lightweight flannel with texture." The new business look is a nicer sport coat over a mock turtleneck, worn with a textured fabric trouser, according to Reese. "Flat-front pants are a great current style for men," said Sahar Alshash, owner, Fashion Gallery at Sahar's. "Solid-color dressing is also big, with ties and suits in updated colors."s_By: Doug Wells andAlex Dorgan-Ross; Fit to be tied: High-neck, boxy, speckle cardigan, $178; slim tank top in mussel, $58; and simple mussel-colored pant, $138; all by Eileen Fisher and available at Zo?y. On him: Olive cotton crewneck sweater by Polo, $79.50; from Reichardts. It's a toss-up: Olive-taupe suede shirt, $900; mustard cotton shirt with snap front, $135; dirty-wash blue jeans, $120; all by Robert Comstock from Fashion Gallery. Go to the head of the class; Dark denim, metallic threads and rhinestones will be everywhere in the classroom this fall. "Junior girls are going for shine in logo T-shirts, jeans and accessories," said Cynthia Glynn, fashion director for Younkers. "The hottest junior tops are the destination T-shirts with flags or photographs," said Tina Hodak, creative merchandising manager for Famous Barr. Glitter accents, appliqued butterflies and rhinestones are on tops and pants that are mixed to make a personal statement. "The No. 1 silhouette in junior pants are hip-hugger jeans," said Hodak. "Many of the pants are now coming with their own thick belts, with rhinestones." "The pants are dark, worn denim with colors in them," said Younkers' Glynn. "They are metallic-filled with shine and decorated with rhinestones and glitter. For a different look, try updated sweat pants paired with hooded, zippered sweat jackets." Young men are also sporting the destination T-shirt look, paired with cargo or carpenter pants. "Asian prints are still strong for young men, with dragon screen prints," said Famous Barr's Hodak. The preschool set has a new place to shop this fall; Sisters is carrying novelty boys and girls pieces in sizes up to 6X. "They're very unique

selections, with novelty sweaters and some mother, daughter pieces for the holidays," said Stacy Sullivan, owner of Sisters. "There's also a great selection of accessories from infant to preschool."s_By: Doug Wells andAlex Dorgan-Ross; Hang on! Far left, camouflage convertible pant with zip-off legs, $22.50; appliqued T-shirt, $8; from Old Navy. Back left: White cap-sleeve graffiti T-shirt by Self Esteem, $22; dark denim belted jean by Z. Calvaricci, $40; from Younkers. Center: Yellow emblem notch tank, $14.50; jeweled capri jean, $34; from Gap Kids. Back right: Yellow Tommy Jeans logo T-shirt, $19.50; sand-blasted aged carpenter jean by **Nautica** Jeans, $64; from Younkers. Far right: Red plaid shirt, $14; long-sleeved white T-shirt, $9; flat-front khaki pant, $19.50; all from Old Navy. About the section: Art Direction, Design; Beth Brightgraphers; Doug Wells; Alex Dorgan-RossDirection; Rodney White; Fashion Writer; Fani Lemken; Child models: Laurel Dickerson, Benjamin and Garrett Simpson

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BELK SPENDING $ 30M ON FLAGSHIP RENOVATION. Daily News Record July 30, 2001

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HEADLINE: BELK SPENDING $ 30M ON FLAGSHIP RENOVATION.

BYLINE: LLOYD, BRENDA

BODY:
ATLANTA -- Belk has started a $ 30 million renovation of its SouthPark Mall flagship store in Charlotte, N.C., the giant, privately held retailer's home base.

The makeover, which includes a 50 percent expansion of better men's wear, is scheduled to be completed by fall 2002, just prior to the planned openings of Saks Fifth Avenue and Nordstrom at the center in 2003.

Belk is expanding its store by 40,000 square feet and remodeling every department, and will add an Aveda-concept CarmenICarmen! Prestige Salon e Spa.

Although the largest allocation of space in the four-floor store will go to women's apparel, Steve Pernotto, senior vice-president of Belk Stores Services, said Belk will also expand assortments in the better men's space.

"We have had a pretty tight configuration," he said. "This gives us a chance to expand our existing lines and give them the space they need. We'll ground a lot of our collections in permanent homes, which will give us permanency in addition to showing lines fully and appropriately." Belk's top vendors in men's include Polo, Hilfiger, **Nautica,** Tommy Bahama, Joseph Abboud, Kenneth Cole and Bobby Jones.

Belk anticipates that the renovation will help raise the profile of SouthPark Mall. Said Pernotto, "I think it will bring shoppers in from other [metro] centers, such as Raleigh [N.C.], because of the retailers that will be here."

Pernotto said he expects 95 percent of the second- and third-floor renovations will be completed this year, including men's wear.

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DESIGNING MINDS. Children's Business August 1, 2001

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Children's Business

August 1, 2001

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HEADLINE: DESIGNING MINDS.

BODY:
THE CHILDREN'S COLLECTIONS from some of fashion's biggest names reflect the same attention to detail and quality found in their lines for adults. Clearly, they spare no expense just because they are churning out designs in smaller sizes. Spree asked the minds behind these big-name brands to reveal their design philosophy when it comes to dressing the young.

NAUTICA:

"The Nautica design philosophy has always been modern-classic. I find this approach to be especially appropriate for children's clothing. I always try to merge the best elements of classic, traditional design with the needs of modern life. Function and form go hand in hand."

[ILLUSTRATION OMITTED]

DKNY:

"dkny kids is a modern funky mix of trendy young fun. It's the ultimate in hipster styles for todayls tween. A merging of fantasy, luxury and edginess (all easy to care for ... perfect for the tween parental unit). This season we deliver punch and pop with a collection of edgy, energetic styles and unexpected eclectic combinations of jeans, T-shirts, mini skirts, motorcycle jackets, dusters and novelty letter sweatshirts."

[ILLUSTRATION OMITTED]

LIZ CLAIBORNE BOYS:

"Claiborne for boys is all about dressy related pieces in a very tight, well coordinated color palette based around black. This season we are taking a cue from the Claiborne Men's line of camel colored neutrals for fall and heathered grays for holiday, all relating back to a signature base of black."

[ILLUSTRATION OMITTED]

TOMMY HILFIGER:

"For fall 2001 we looked to American collegiate styles of the 60's and 70's, inspired by movies like 'The

Graduate,' 'Love Story' and 'The Paper Chase.' It's a prep school style mixed with vintage varsity sport looks. Key ideas are authentic rugbies, football shirts, 'college' hoodies, stripes in knits and wovens, sweaters, and lots of denim in all washes -- from dark rinse to blasted vintage."

[ILLUSTRATION OMITTED]

RALPH LAUREN:

"I think children's clothes should be uncomplicated and classic -- they should be timeless."

[ILLUSTRATION OMITTED]

BETSEY JOHNSON:

"Girls today want to look like their older sisters, their mothers, and the young Hollywood and music stars that they admire. Our looks are adapted from the Betsey Johnson Collection, where we take our best-selling bodies and fabrics and interpret them for the younger customer. This includes raising necklines, lowering hemlines, and adding cap sleeves where needed. Many silhouettes are, however, almost identical to those styles that can be found in Betsey's core collection"

[ILLUSTRATION OMITTED]

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DINNERWARE MANUFACTURERS; Brief Article Ceramic Industry August 1, 2001

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HEADLINE: DINNERWARE MANUFACTURERS; Brief Article

BYLINE: Grahl, Christine L.

BODY:
Promote "Brand Status," Prestige

Today's dinnerware manufacturers don't limit themselves to ceramic plates and cups. Instead, they've capitalized on a number of markets by branching out into a whole array of interior design items, from cookware to table accessories to linens and other decorative and consumer items as an extension of a well-known brand.

Waterford Wedgwood, for instance, recently acquired Ashling Corp., a designer and marketer of table and bed linens, in an effort to further expand the company's brand extension program--a program that has so far brought the company an estimated additional $ 85 million in revenues.

Lenox, too, has been successful in this effort. The company's growth has been in the double digits for the past four years, and it expects to achieve continuing success by focusing on what it calls its "portfolio of powerful brand names." The company has said that it will continue to focus on products within categories that offer significant growth opportunities, including casual dining and giftware.

Oneida, which introduced a new stainless flatware fixture concept in the spring of this year along with other new products, has cited its "increased market diversity" as one of the ways in which it will achieve its goal of becoming "the world's most complete tabletop company." And Pfaltzgraff, a market leader in casual dinnerware, also sells high-quality stainless steel flatware and glass beverageware in an effort to offer consumers "the most complete line of accessories for its dinnerware patterns."

In addition to using the strengths of their own brand names as marketing tools, dinnerware manufacturers are also capitalizing on the names of well-known clothing and lifestyle designers, such as Christian Dior, Ralph Lauren, Donna Karan, Gianni Versace and Calvin Klein. Wedgwood reported that its sales in 2000 were boosted by successful new product ranges from designers Nick Munro and Paul Costelloe, and new alliances with Vivenne Westwood, Jasper Conran, and artist and designer David Shilling are expected to provide even more growth in 2001-2002. Rosenthal China produces china designs by both Gianni Versace and Bulgari, well-known for fine Italian jewelry design. And a new **Nautica** tableware collection is soon expected to emerge from partnership between David Chu and Pfaltzgraff. This trend is likely to continue, as consumers appear eager to buy into designer labels.

"The steady increases in spending year after year for housewares shows that Americans value their homes and want their time at home to be as satisfying as possible," said Clark Johnson, vice president of NPD HomeTrak, a marketing intelligence firm. "Design and product quality are improving across all price points, and consumers are buying products that make them feel good about their home environment.

Challenges affecting today's dinnerware and giftware manufacturers include economic uncertainties, increasing energy and labor costs, and increased competition from low-labor-cost countries. Aside from continuing to focus on new product introductions and creative marketing strategies, companies are upgrading manufacturing technologies, streamlining operations and, in some cases, reducing their workforce to remain profitable. Oneida, for instance, has reduced its worldwide manufacturing employment by 450 positions since January 2001, representing approximately $ 12 million in annual wages, and worldwide non-manufacturing employment by another $ 4 million in annual wages, as part of an effort to efficiently balance manufacturing output with incoming orders. Lenox, on the other hand, has invested in more efficient technologies and employee training and development in an effort to stimulate growth, while Waterford Wedgwood has focused on further development of its brands while growing the group through selective a cquisitions.

Overall, most dinnerware and giftware manufacturers hold a positive outlook for the near term.

Editor's note: The foregoing information is based on information in companies' annual reports and news releases.

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BIGGER AD BUDGETS, TIGHTER INVENTORIES HERALD B-T-S SEASON. WWD August 2, 2001

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August 2, 2001

SECTION: Pg. 1 ; ISSN: 0149-5380

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HEADLINE: BIGGER AD BUDGETS, TIGHTER INVENTORIES HERALD B-T-S SEASON.

BYLINE: Weitzman, Jennifer

BODY:
NEW YORK -- It's time to hit the books for back-to-school, and retailers are just hoping the ink won't be red.

Burdened by months of dismal retail sales, youth-oriented chains are plotting survival strategies for this all-important period.

Expect to see ambitious marketing plans, like magazine and TV advertising, in-store promotions and new-store openings meant to entice teens.

On the fashion front, junior and contemporary retailers have invested heavily in denim, sweaters, bags, belts and vintage-inspired clothing for fall, much of which is just starting to hit the selling floors.

Nonetheless, a number of junior retailers said their expectations aren't high for the season, hoping for flat or slightly ahead of last year. While some point to more defined fashion trends coming after a long fashion lull, others said that may not be enough in light of the difficult economic picture.

"We hope that b-t-s will be good," said Maria Ayallah, women's wear buyer and store manager at New York's Patricia Field boutique. "It is going to pick up, but not as tremendous as we would like. I think we have a tough season ahead."

Inventories are remaining tight for most chains. Ayallah said she has been choosier about merchandise selections in light of the current retail conditions.

"We are not buying as much or taking as many chances," she said.

Ayallah said Patricia Field's focus is outfitting students for nightlife. Key trends go from Victorian to "Moulin Rouge"-inspired corset-style tops and reworked vintage T-shirts to sexy, schoolgirl looks and items inspired by the Eighties, such as microkilts and tight button-down shirt with neckties.

At The Lark Stores, based in Chicago, president Lenny Rothschild said inventory is down roughly 20 percent from last year to increase turnover and lessen markdown pressure. The 10-unit chain is weeding out

several brands, though it is adding Levi's Engineered jeans for women and the new J.Lo sportswear brand, which bows for holiday.

Many larger chains such as J.C. Penney Co., Express, Gap and American Eagle Outfitters are upping their investment in national television and magazines advertising for fall.

At Penney's, Mark McDevitt, merchandise manger for its junior division, said the department store would advertise its b-t-s merchandise in Seventeen magazine's August edition this year. He said the firm "missed out on magazine opportunities in the past" and decided it was necessary to reallocate resources in this area. A company spokesman said b-t-s ad spending for juniors increased 50 percent in August from last year.

McDevitt said the department store is also running a "Diva for the Day" event, with merchandise prizes that include backstage concert passes, a $ 500 shopping spree at the store, a makeover, limousine service and a night at a posh hotel.

He said Penney's is banking on denim, novelty T-shirts and sweaters and is investing in some new branded vendors, including Zana-Di, Z. Cavaricci, Paris Blues, Periscope, Angels, ILU and Bubblegum on the bottoms side, and Fang, Filati, Take Out and Anxiety in tops.

"We are going to flow inventory better this year so we will be better able to handle our customers' needs," McDevitt said.

American Eagle has made a $ 5 million investment for its first foray into TV advertising, including spots on ESPN, MTV's "Road Rules," CBS and Fox, said Laura Weil, chief financial officer.

The Limited's Express division will have ads in the August issues of 11 national women's magazines, such as Marie Claire, Vogue and In Style. A company spokeswoman said the ads, its first magazine campaign since 1994, will be backed by in-store marketing.

Meanwhile, Gap stores will have a global campaign consisting of outdoor, print, TV and online ads. Gap is returning to TV for fall after being dark last autumn, with spots running mid-August through September.

"We realized we needed to be on TV for b-t-s because we have a story to tell," said a company spokeswoman.

Gap Inc.'s Old Navy division is running men's and women's ads, two spots each, that will go for five weeks. They began in July and will appear through the beginning of September.

Greg Weaver, chairman and chief executive officer of Pacific Sunwear of California, said the b-t-s season ranks behind Christmas in importance, and August is its second-biggest month in terms of volume. While "cautiously optimistic" about the fall, Weaver pointed to PacSun's increased emphasis on its women's collection for a possible turnaround.

Denim, which had fit problems last year at PacSun, will play a much greater role this year, having been increased to slightly more than 60 percent of pants inventory from 36 percent last year. New washes, tints and packaging, as well as a bigger commitment to stretch and a wider range of sizes, are among the plans for the category. Additionally, the company plans to introduce Roxy jeans, as well as four new private label fashion jeans, and it's also adding the Hurley brand.

But not everyone is slimming down. Harriet Sustarsic, Charlotte Russe Holding's president and chief merchandise officer, said third-quarter comp inventory, which saw the arrival of the b-t-s floor set, rose 7.7 percent over last year, with roughly half derived from denim.

The increase also is coming from sweater coats and outerwear, she said. In addition, the company is planning stronger initial markups to allow flexibility in pricing.

"Both our Charlotte Russe and Rampage stores are poised and ready for b-t-s in all the appropriate trends," Sustarsic said. "We won't deviate from our merchandise philosophy of offering broad merchandise assortments at value price points."

She said Charlotte Russe has a national print campaign running in the August and September editions of Teen People, Seventeen and Glamour.

Ted Assis, an owner of Mony, a specialty chain based in New York, also gave an upbeat outlook. He is expecting a strong b-t-s season and has increased purchases about 25 percent on trendy items like novelty denim. In October, the chain is expecting its first delivery of the highly requested J.Lo line.

"We try to be different than everyone else," Assis said.

Assis said Mony will be cosponsoring a boat ride in August with Hot 97 radio featuring celebrities as part of its marketing strategy.

David Ishay, president of urban specialty-store Yellow Rat Bastard in New York and publisher of its namesake magazine, said even though retail business is not strong right now, his alternative-styled shop is seeing improved sales based on the loyal following it has established. This fall, his shop will highlight classics such as zipped-hood sweatshirts and Velcro-closure fleece tops and bottoms. The store also is throwing a party Aug. 16 at Limelight to celebrate its upcoming fall magazine.

Le Chateau, the Canadian retailer that's been increasing its presence in the U.S., is trying to recapture the 25- to 35-year-old urban professional woman, rather than marketing only to her younger sister, said Courtenay Fishman, women's wear designer.

To do that, Fishman said Le Chateau would be offering more sophisticated-looking, richly textured items in addition to its casual apparel, which will be Eighties influenced.

Still others are gearing up by opening stores. New York institution Canal Jeans Co., which has earned a reputation in part by offering a 10 percent discount with school identification, will be opening its second store on Aug. 9.

To celebrate, the company will have cosponsored special promotions and events each weekend through the month with various merchants, including Triple Five Soul. In addition, the retailer is bolstering its women's products and has dedicated an entire floor to women's in both stores. Canal Jeans also launched an informational Web site at the end of July and will start e-commerce in about six months.

The store also is adding some new brands for fall, including Girbaud, Baby Phat, **Nautica's** new women's line, David & Goliath, Private Circle, French Connection, Soda Blue's new denim line and She Devil's T-shirts.

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Nautical but nice Western Daily Press August 4, 2001

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Western Daily Press

August 4, 2001

EDITION: WEST COUNTRY LIFE

SECTION: Features, Pg.18

LENGTH: 321 words

HEADLINE: Nautical but nice

BYLINE: ANNE GORRINGE takes a look at the clothes to be seen in

BODY:
WET WEATHER jackets and cotton crew necks have long been classic sailing gear - but let's hope we won't be needing them this weekend when the Harbourside Festival gets underway at Bristol docks.

Meanwhile, a little inspiration to get you in the mood for today's activities, comes from a new selection of European-style clothes from **Nautica.**

Sail into fashion with a range that highlights cool, cotton knots, linen shirts and natural fabrics, blended together with new finishes and fibres. Strong colours - from bright orange pants, to red shirts and soft jackets gives a new twist this year.

Down on the harbourside itself, traditional navy and white - the typical Bretton look - are sure to be an ideal selection for strolling through the French market which, as usual, is one of the attractions.

While moored alongside the Arnolfini, for a first ever visit to the city, will be the magnificent tall ship, The Earl Of Pembroke, where you can take a stroll around the decks for free, from 12 noon today, courtesy of festival sponsors, SWEB.

Other new features this year start with the Harbourside Live!

concert at Canon's Marsh Amphitheatre tonight from 7.30pm. Most of the events during the festival are free, but tickets for the concert are 8 from the Colston Hall. Afterwards, don't miss the spectacular Fireworks To Music show, as it lights up the harbour from the Industrial Museum, at 10pm.

If it's a bit of peace and quiet you're after, why not take your children to the new Kidszone, next to the Industrial Museum, where face painting, storytellers and entertainers will be on hand to give you a break.

Look out for the popular RAF and Sea Rescue display, or check out the Luminarium; a walk-in light extravaganza for all the family, which proved a big hit in last year 's event.

Or, you could simply look the part and wander around admiring more than 200 vessels in the docks.

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SHIRT CIRCUIT; MEET THE NEW BREED OF DRESS SHIRTS -- NOW MADE FOR BOTH BUSINESS AND PLEASURE. Daily News Record August 6, 2001

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August 6, 2001

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HEADLINE: SHIRT CIRCUIT; MEET THE NEW BREED OF DRESS SHIRTS -- NOW MADE FOR BOTH BUSINESS AND PLEASURE.

BYLINE: Askin, Ellen

BODY:
If it looks like a duck, walks like a duck and quacks like a duck -- it's a duck. If only the same could be said for dress shirts.

As men's wear trends continue to evolve toward "a dressier casual," dress shirt manufacturers are faced with two choices: One, they can keep their fingers crossed and hope men will embrace the necktie again. Or two, they can offer retailers and the new, more casual consumer other options in the furnishing departments.

Many are going with choice number two, and so the idea of what actually constitutes a "dress shirt" has changed. Today's styles combine the classic construction of a traditional dress shirt with the casual details of sport shirts, like untraditional fabrics, higher button placements at the collar and distinct infusions of color and pattern. The result: a shirt that can be worn with a necktie and/or a pair of khakis.

"Men are moving from knits to wovens," says David Wolfe, creative director of trend forecasting at The Doneger Group. "The formal dress shirt is dead in the water at the moment and the guys who were wearing collarless knits or polos are now looking for more lively tops they can wear casually." Wolfe points to the European trend toward color as the driving force behind the latest dress shirt trends, and predicts that MAGIC will follow on Milan's heals with plenty of options in construction and pattern.

Recognizing the separate demands of the traditional dress shirt buyer and the modern sportswear consumer is Phillips-Van Heusen's DKNY dress shirt collection. For the first time the brand will break down its dress shirts into two distinct sub-collections -- Uptown and Downtown. According to Al Moretti, president of Phillips-Van Heusen's Designer Group, DKNY Downtown has a heavy sportswear influence, which translates into softer collars, looser construction and unusual fabrics like faux suede. Uptown, on the other hand, maintains more traditional dress shirt characteristics. To communicate these differences to the consumer, DKNY Downtown is also emphasizing sporty patterns.

"There are more patterns then ever this season, which in itself is casual," says Moretti. "Fifteen years ago a dress shirt was almost defined by pattern; today they are all-purpose."

Kenneth Cole dress shirts, also by Phillips-Van Heusen, focus on bias cuts and collar options for a casual esthetic. While Moretti says spread collars are more popular than they have been in at least five years, they do not drive the business as much as color and pattern.

Similarly, **Nautica** is launching its J-Class collection, a fashion grouping of dress shirts with such European influences as wider spread or longer point collars that can be worn as either dress or sport shirts. Pattern -- minichecks, glenplaids, windowpanes and herringbones -- is also a major feature of J-Class.

Ron Chereskin's debut dress shirt collection, a license of Kellwood, was designed with the concept that "men want to look dressed up without the constrictions of a traditional dress shirt," says designer Chereskin. To implement this concept, Chereskin included convertible cuffs, several collar options and high button placement -- which forces the collar to stand up without a tie -- as important details in the all-cotton collection. "At difficult times in retail," says Chereskin, "you have to introduce new concepts to the consumer so they don't get bored."

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Design Notes; A Thoroughly Modern Take on 1907 Depot Building Los Angeles Times August 9, 2001 Thursday

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Los Angeles Times

August 9, 2001 Thursday
Home Edition

SECTION: SOUTHERN CALIFORNIA LIVING; Part 5; View Desk; Pg. 2

LENGTH: 645 words

HEADLINE: Design Notes;
A Thoroughly Modern Take on 1907 Depot Building

BYLINE: CANDACE A. WEDLAN, TIMES STAFF WRITER

BODY:

Fifteen days and counting before the Southern California Institute of Architecture moves into its new home--a former freight depot on the eastern edge of downtown Los Angeles. Since leaving its Marina del Rey campus last fall, the 19-year-old SCI-Arc has been temporarily headquartered in a tent and about 11 trailers in an open lot adjacent to the depot, at the juncture of E. 4th and Merrick streets, adjacent to Little Tokyo.

A lot of dust from the construction work is still being kicked up on the school's 21/2-acre plot, but that minor inconvenience should be over for the most part when the school moves from its makeshift quarters into its new home Aug. 24.

Neil M. Denari, the school's director, can see the made-over building from his temporary office in one of the trailers; he says that while it may be new to SCI-Arc, the 82,000-square-foot framework was built in 1907 and extends a quarter-mile long. (To picture the length, turn the Empire State Building on its side.) Deciding how to adapt it to house the cutting-edge architecture school meant being sensitive to the original design, while still being innovative.

"We are not trying to produce a quaintness or old-timey-ness," Denari said of the concrete shell's new innards. "The rest of the construction will be modern." The project's architect, Gary Paige of GPS Studio, is a SCI-Arc alumni and faculty member.

The freight depot building has been updated with steel walls facing east to reduce noise from the traffic on Santa Fe Avenue and floor-to-ceiling windows facing west.

Fresh cement was poured for flooring. Interior walls are "hollow"--made from translucent plastic that is honeycombed inside to allow filtered light to pass through but still provide privacy.

"It's a mix of the old and new in L.A.," Denari said. "I think we'll see greater value placed on existing buildings and how they relate to the new in architecture, and this site will be the most important one in

that relationship."

The move downtown has brought new work to the school, Denari said, referring to an invitation from a city architect to do a study of the Hyperion Water Treatment plant in El Segundo.

"The school is being engaged already by city architects to help explore new solutions for old problems. This is to help the city make everyday life better. This is a sign of what our engagement can be since we moved downtown."

Make reservations now for November. No, not to dine out but to feast on tabletop decor. The Design Industries Foundation Fighting Aids will once again produce "Dining by Design," which has proved to be a money-maker for the organization across the country for five years.

"Dining by Design" will be on public view Nov. 3-4, from noon to 6 p.m. at the Barker Hangar at the Santa Monica Airport. Tickets are $20 per person. The event will finish off Nov. 5 with a fund-raising gala affair where designers will get to sit down at their showcase tables.

Most of the tables--each 11- foot-square--will be decorated by L.A.-based interior, fashion and set designers and architects. Some major fashion companies such as Ralph Lauren and **Nautica** will participate in the L.A. event as well.

David Sheppard, executive director of DIFFA, said, "It is really amazing that you can give creative people the same amount of square footage, put all of them in the room and the competition begins." He said that one year an artist made a tabletop centerpiece of a volcano that erupted every 20 minutes. "With all the talent--and the diversity of the talent--in L.A., it is going to be exceptional."

In addition, products donated by manufacturers, including fabric bolts and unique pieces such as a Murano glass vase by Donghia , can be purchased at wholesale prices during the two-day event. For information, call (310) 652-6601.

*

Times staff writer Candace Wedlan can be reached at candace.wedlan@latimes.com.

GRAPHIC: SCI-Arc's new home, a former freight depot, is a quarter-mile long. PHOTOGRAPHER: Southern California Institute of Architecture
A table from last year's 'Dining by Design' AIDS fund-raiser.

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Country's in fashion Young music fans dress the part, but don't limit themselves to it Florida Times-Union (Jacksonville, FL) August 15, 2001 Wednesday,

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Florida Times-Union (Jacksonville, FL)

August 15, 2001 Wednesday, City Edition

SECTION: LIFESTYLE; Pg. E-1

LENGTH: 814 words

HEADLINE: Country's in fashion Young music fans dress the part, but don't limit themselves to it

BYLINE: Brandy Hilboldt Allport, Times-Union staff writer

BODY:
Andrew Hrvatin listens to country superstars Tim McGraw and George Strait. He wears Twenty X shirts and jeans, a brand manufactured by Wrangler. He has an after-school job at Western World on Blanding Boulevard selling hats, boots, jeans and big belt buckles.

But he also loves music by heavy metal band Metallica and designer shirts by **Nautica** and Tommy Hilfiger. He has never lived in the country. And at school, Hrvatin usually forgoes his country look for mainstream Tommy style.

'What I wear depends on how I feel and what group I'm going to hang out with,' he said. 'I have lots of different friends.'

Hrvatin, a 17-year-old student at Orange Park High School who refers to himself as a born and bred city boy, is an example of what music industry insiders refer to as a 'post-Garth' country fan.

These new fans like country music -- but not just country. They adopt and update elements of country style that appeal to them, blending Wranglers, boots and Stetsons with solid-color T's from the Gap or sexy crop tops and jeans from Abercrombie & Fitch. These are fans who came of age after country, which had long been marginalized, went mainstream. They grew up watching good-looking, glammed up country stars in slick videos on VH1 and MTV -- not TNN.

'Teenagers today didn't grow up with the Hee Haw image of country music. They've been listening to Garth Brooks since they were 10. To them, country is just another flavor in the musical smorgasbord,' said Robert Oermann, editor-at-large of Country Music magazine.

Dee Davenport, a disc jockey at country station WROO (107.3 FM), said the way people dress for country music concerts such as the recent Tim McGraw show at Alltel Stadium indicates how country and mainstream popular culture are becoming more mixed, especially in the teen and 20-something crowds.

'You see people -- girls and guys -- in their Wranglers and boots and hats, and they've got tattoos. You never used to see tattoos -- unless someone just got out of jail,' she joked.

When Garth Brooks walked into the country music spotlight in the 1990s, he brought hundreds of thousands of new fans with him. He re-energized the traditional country music scene and attracted younger listeners with high-energy concerts that featured rock 'n' roll antics. Brooks busted guitars, swung from

ropes and worked audiences into a frenzy with his country-rock and honky-tonk numbers.

Garthmania sealed the crossover appeal of country music. Artists, managers and record executives paid attention.

'Why go after just one audience when people listen to all kinds of music?' Paul Kingsbury, the editor of The Encyclopedia of Country Music, asked during a telephone interview from his office at the Country Music Hall of Fame in Nashville. 'Country artists are now competing on a level playing field with pop artists.'

Teen music fans in the Jacksonville area confirm that notion.

'I listen to everything from rap to R&B to hip-hop to country,' said Casey Crawford, 16, of Middleburg High School. 'I went to Tim McGraw. It was the first concert I've ever been to, and it was so much fun. It was just awesome.'

Robbie Rose, who has been a disc jockey for 18 years with WROO (107.3 FM) in Jacksonville, worked the recent McGraw concert.

'The industry is definitely going after kids. The music is more poppy, but it's good,' Rose said. 'And if you notice, the country singers out there right now are all young. . . . With videos and all that, if you want to be successful, you've just about got to be pretty or handsome.'

To go along with the sexier country image, staples of the county music wardrobe for girls now include one-shoulder shirts, halters and cropped tops that reveal bare midriffs.

Mega-popular and mega-glamorous Shania Twain is credited with breaking the country music belly button barrier, Kingsbury said.

Keri Holstein, 15, Amber Deffenbaugh, 17, and Jenny Ciardiello,18, all of St. Augustine, went to the recent McGraw concert together. They picked out matching leopard-skin cowboy hats for the occasion. The rest of their outfits reflected the new glam-country style, too.

Holstein wore a tube top featuring the word 'Howdy' spelled out in rhinestones. Deffenbaugh chose a sexy, cream crop top adorned with opaque spangles to sparkle in the lights.

'We don't dress country all the time,' Deffenbaugh said. 'We have other trendy clothes, but since we were coming to the concert, we thought it would be fun to get the hats and dress up.'

The trio scanned the crowd outside the stadium looking for a cowboy to pose with for a picture. When someone nearby pointed out a wizened man in Wranglers, boots and a black cowboy hat, the girls giggled.

'Yeah, he looks like a real cowboy, but we were looking for somebody a little younger,' Deffenbaugh said.

GRAPHIC: Photo: lif_mcGrawFashion8 080250595 Bob Mack/staff Cameron Cordle, 16, of Atlanta chose a small brown cowboy hat for the concert. Photo: lif_mcGrawFashion6 080250597 Bob Mack/staff Amy Rodgers, 15, of Clay County was decked out in a white cowboy hat, blue halter top, jeans and a belt with a big buckle. Photo: lif_mcGrawFashion1 080250599 Bob Mack/staff Shanda Wilson, 21, of Keystone Heights and Jason McCullough, 24, of Gainesville accessorized their country outfits with tickets to the Tim McGraw concert at Alltel Stadium. Photo: lif_mcGrawFashion3 080250601 Bob Mack/staff Friends Keri Holstein (from left), 15, Amber Deffenbaugh, 17, and Jenny Ciardiello, 18, picked out matching leopard-skin cowboy hats to wear to the recent Tim McGraw concert at Alltel Stadium. Photo: lif_westernWear 081301p John Pemberton/staff Andrew Hrvatin (standing) and Casey Crawford's musical and clothing favorites have more than a country flair.

LOAD-DATE: August 15, 2001

SCHOOL STYLIN' / THE LATEST LOOK AT BACK-TO-SCHOOL The Post-Standard (Syracuse, NY) August 16, 2001 Thursday Final Edition

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August 16, 2001 Thursday Final Edition

SECTION: CNY; Pg. D1

LENGTH: 845 words

HEADLINE: SCHOOL STYLIN' / THE LATEST LOOK AT BACK-TO-SCHOOL

BYLINE: Laura T. Ryan/ Staff writer

BODY:
Forget pencils, books and rulers.

The absolute must-haves for this year's back-to-school parade won't come from an office supply store. You'll find them instead in small boutiques, immense malls, catalogs and Web sites - wherever teens go to buy what's up-to-the-nanosecond fresh. And this year, that means a homage to decades gone by, with a 2001 twist.

Yes, the retro wave, a couple of seasons strong now, continues to make landfall.

"It keeps waving," says Lorraine Koury, owner of Boom Babies Vintage Clothing on Westcott Street in Syracuse, where shoppers can find original clothes from the'70s and'80s, as well as today's takes on old styles.

"There's a lot of emphasis on retro fashion with a decided emphasis on the'70s and'80s," agrees Karen Koza, spokeswoman for the New York-based Fashion Association.

Look for detail and texture on most fabrics - everything from rhinestones on T-shirts to heavy cables on sweaters, Koury says.

"Minimal is kind of past," Koury says.

We might even see - gasp - the return of big hair and shoulder pads.

Cast your memory back to the young women of the 1970s and'80s. In your mind's eyes, you probably also see:

Plenty of denim, some that flares into bell-bottoms and boot cuts, some that hugs the hips.

"I would definitely say denim is important," Koza says. "We've been seeing it in the last few seasons. It's more than the basic bottom and weekend fabrication."

We'll be seeing denim in all the old familiar places, and then some: knapsacks, shoes, caps. Also, look for denim in lots of colors - shades of blue, and primary colors, too.

"Denim seems to be really big again this year," echoes Suzanne Decker, a back-to-school specialist at Wal-Mart in Arkansas. "But it's even more popular if it has studs added to it."

Studs are part of a larger trend, toward Western wear - which might have started with Madonna's "Music" video, or simply the presence of Texans in the White House, Koury says.

"This year, there's lots of Western details on clothes," Koury says. "Studs, piping, Western-style shirts with the snaps ... cowboy hats."

Warm-up suits, with sweat shirts and pants, with racing stripes down the leg.

Sweater jackets and coats. Sweaters of all types, including the fuzzy kind. Mohair and angora. And cowl necks.

"The sweater coat thing started last year," Koury says. "Knee-length and ankle-length. All the way down. (Customers) have been asking me for a good solid year. Now they're easier to find."

An infusion of preppy. Think plaid, lots of plaid. And knee socks. And collared shirts and turtlenecks under sweaters.

"When you think of that classic back-to-school ensemble, it's there," Koza says.

Camouflage prints.

Prints of all kinds. Flowers, etc.

Screened T-shirts featuring logo-type designs.

Ruffles, puckered fabric, lace and "fluttery" sleeves.

"There's the whole ruffle thing still going forward," Koury says. "Feminine touches. Ruffles across sleeves, ruffles across the chest, down the front of a blouse. ... Lots of butterfly sleeves and split sleeves, like you (saw) in the'70s."

Other evidence of history repeating itself: wraparound skirts that tie, big belts with even bigger buckles, pinstripes and clothes with a glossed finish or metallic sheen.

Many of the same trends hold true for teen guys this fall, too:

Denim, preferably in the carpenter and utility-pants varieties.

Again, sweaters. Mostly turtlenecks and crew-necks with bold chest stripes.

Long-sleeved screened T's, again with logos on the chest and down the arm.

Twill cargo pants, including the type that zips off at the knee to become shorts.

Camouflage prints - in traditional green, as well as shades of blue.

Mirroring styles

Here's a fashion rule of thumb: If the big kids have it, the little kids want it in the worst way.

"Younger children, like everything else, they want to dress older," says Karen Koza, spokeswoman for the New York-based Fashion Association. "Parents want their kids to be comfortable, and they want their apparel to be playful." So look for the grammar-school set to be wearing miniature versions of the styles strutting the hallways over at the high school:

Screened T-shirts. While teens wear T's emblazoned with destinations (New York City in a graffiti-style font), Western themes and logo-type designs, kids will have their own age-appropriate versions. Look for cute sayings, such as "Princess," for girls. Boys will gravitate, meanwhile, toward athletic images.

Denim - hip-hugger styles for girls and traditional jeans (and carpenter-style) for boys.

And a break from denim: Boys, like their older brothers, will be wearing twill (and cotton/nylon) cargo pants and zip-off pants.

Sweaters. Stripes, ribbing, cabling and textures will be big.

Track suits. Yep, the pint-sized pupils also will look for pants featuring side strips and jackets with hoods.

The models

All clothes models photographed for this story, except Lauren Banks, are courtesy of amsmodels.com (Web site www.amsmodels.com). All clothes are courtesy of The Bon-Ton.

GRAPHIC: PHOTO; Suzanne Dunn/Staff photographer; YOUNGTERS can scoot around in style with a long-sleeved T-shirt from; AND1 ($17) and carpenter pants from Plugg ($42). Denim carpenter and; utility-pants will remain big trends with the school-age crowd this; year.; Suzanne Dunn/Staff photographer; FOR FALL, look for sweater jackets such as this lilac one from Blue; Strike ($59.99). The model also wears a cotton T-shirt with; three-quarter sleeves from Weavers Girl ($19.99) and cowgirl-fit,; bell-bottom jeans from Bongo ($36.99).; Suzanne Dunn/Staff photographer; AMONG THE back-to-school fashions that will be popular for boys and; girls are warm-up suits (left) and screened T-shirts and cargo pants.; The girl is wearing Jenny sweat pants ($24) and a Jenny zip-up sweat; shirt ($32). The boy is wearing an AND1 long-sleeve T-shirt ($17) and; Plugg carpenter pants ($42). Color; Suzanne Dunn/Staff photographer; TEEN GUYS will hit the hallways this fall in long-sleeved T-shirts,; such as this shirt from Ferruche ($30) worn by Lauren Banks, and; jeans, such as his baggy-fit jeans from **Nautica** ($54). Color; Suzanne Dunn/Staff photographer; THE STRETCH plaid slacks are My Michelle ($48); double-zipper sweater; is Blue Strike ($39.99). Color; Suzanne Dunn/Staff photographer; A SCREENED T-shirt from Ross Sportswear ($24) is paired with black; slacks from L.L. Sport ($9.90) Color;

LOAD-DATE: January 22, 2003

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (7/1/2001) and leq (12/31/2001)) (Edit Search | Suggest Terms for My Search)
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Date/Time: Thursday, May 25, 2006 - 6:05 PM EDT

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CALENDAR St. Louis Post-Dispatch (Missouri) August 18, 2001 Saturday Five Star Lift Edition

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St. Louis Post-Dispatch (Missouri)

August 18, 2001 Saturday Five Star Lift Edition

SECTION: LIFESTYLE; Pg. 6

LENGTH: 447 words

HEADLINE: CALENDAR

BYLINE: Compiled By Karen Deer

BODY:
FASHION EVENTS AND TRUNK SHOWS

* Famous-Barr has scheduled the following events:

A J. Renee shoe show will be from noon to 5 p.m. Aug. 25 at Famous-Barr, St. Louis Galleria.

Informal modeling of Eileen Fisher designs will be from 11 a.m. to 3 p.m. Wednesday in Bridge Sportswear at Famous-Barr, Westfield Shoppingtown West County.

Sleepwear representatives from **Nautica,** Joe Boxer and Jones New York will be in Intimate Apparel from 11 a.m. to 3 p.m. Wednesday at Westfield Shoppingtown West County.

For more information on Famous-Barr events, call 314-444-2791.

* Coming up at Saks Fifth Avenue in Plaza Frontenac:

A Vera Wang bridal trunk show is planned today in the Bridal Salon, upper level.

A Restoration Spa Event will be today in the Saks Spa Room, Cosmetics Department, main level. For an appointment, call 314-567-9200, Ext. 364.

Private Label Focus Day is planned for Thursday in Active Sportswear, main level.

An Oscar "Return to Chic" Event is scheduled for Thursday and Friday in Salon Z and Petites.

A St. John trunk show will be Thursday and Friday in the Designer Salon, upper level. Francine Cohen, a St. John representative, will make an appearance on Thursday.

The Orlane Clinic Event is set for Thursday, Friday and Aug. 25 in the Saks Spa Room, Cosmetics Department, main level. To schedule an appointment, call 314-567-9200, Ext. 347.

Weekend by Max Mara Focus Day will be Friday in Active Sportswear, main level.

For more information on Saks Fifth Avenue events, call 314-567-9200.

COOKING DEMONSTRATION

* Vince Bommarito and Vince Bommarito Jr. of Tony's Restaurant will give a cooking demonstration from noon to 1 p.m. Wednesday in Housewares at Famous-Barr in Westfield Shoppingtown West County.

GARDENING EVENTS

* A seminar on water gardening titled "History of Man and Tropical Waterlilies" is scheduled for 10:30 a.m. today at Design Reflections, 529 Spirit of St. Louis Boulevard (Chesterfield Valley). For more information, call 636-530-9491.

* Gardeners of St. Charles County will sponsor a Home Garden Show from 10 a.m. to 3 p.m. today at Mid Rivers Mall in St. Peters. Amateur gardeners may take entries to the mall between 7:30 and 10 a.m. the morning of the show. For more information, call 636-441-3895.

* Missouri Botanical Garden events:

The Greater St. Louis Day Lily Society sale is set from 9 a.m. to 5 p.m. Sunday in the Ridgway Center at the garden, 4344 Shaw Boulevard. Free with garden admission.

* Sugar Creek Gardens, 1011 North Woodlawn Avenue in Kirkwood, will present a free gardening class, "Easy Gardening for Hot and Humid Weather," at 10 a.m. today.

For more information, call 314-965-3070.

NOTES:
Send a description of your event at least two weeks in advance to Karen Deer, Lifestyle Assistant, 900 North Tucker Boulevard, St. Louis, Mo. 63101. Fax: 314-340-3080.

LOAD-DATE: March 9, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
Terms: nautica and date(geq (7/1/2001) and leq (12/31/2001)) (Edit Search | Suggest Terms for My Search)
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Pure and Simple;Magazine puts a fresh spin on healthful living Newsday (New York) August 20, 2001 Monday

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Newsday

Newsday (New York)

August 20, 2001 Monday ALL EDITIONS

SECTION: PART II, Pg. B03

LENGTH: 1015 words

HEADLINE: Pure and Simple;
Magazine puts a fresh spin on healthful living

BYLINE: By Aileen Jacobson; STAFF WRITER

BODY:
WHO WOULD READ a magazine called Organic Style, a brand-new title that sounds unlikely, if not contradictory?

Perhaps someone much like its founding editor, Maria Rodale, who looked fresh at her Manhattan offices on a sweltering summer day, treading a line between environmental conscience and practical style: She had left behind her organic garden in Emmaus, Pa., where she lives in a house on Main Street, traveled by bus to New York City, and then eaten a decidedly nonorganic lobster roll at Grand Central for lunch. She wore minimal makeup and a favorite crisp white shirt that she knew was not made of organic cotton. Her shoes were 3-year-old J. Crew rubber flip- flops suitable for the beach.

"I have my feet on the ground," said Rodale, who, at 39 is, coincidentally, the median age of Organic Style's projected 400,000 readers (who also are well-educated, well-heeled and overwhelmingly female). In many ways, she embodies its cover line, "The Art of Living in Balance," juggling family (with two children, ages 19 and 4) and career, the ideal and the convenient.

"We did a lot of research and found that people want to do the right thing, but they also want convenience and style," said Rodale, who is the vice chairman of Rodale Inc., the health-oriented magazine and book publishing house founded by her grandfather, J.I. Rodale. In 1942, he launched the company's first publication, Organic Farming and Gardening, later shortened to Organic Gardening.

The company, based in small- town Emmaus (where Rodale spends most days), also publishes books and is known for being a softer-edged place to work than its New York rivals. Among its successful magazines are Prevention, with 3million circulation, Men's Health (1.6 million) and its recent spinoff for teenagers, MH-18.

But the company also has had financial problems, including having to fold two magazines in recent years, New Woman and Fitness Swimmer, and has been streamlining operations. It's now run by Maria's mother, Ardath Rodale, whose CEO position Maria Rodale is in line to take over. Maria's two older sisters and her husband work for Rodale; her younger brother heads the nonprofit Rodale Institute, which does research

on organic farming.

The idea for Organic Style has been growing for several years, Rodale said, as it became clear that Organic Gardening had two kinds of readers-those who actually till soil and those more interested in the purity of their food and in related lifestyle issues.

During a series of focus groups, she said, the company found "a deep desire" for a magazine that would address spiritual and environmental concerns in the context of today's busy lifestyles. A test issue distributed about a year ago helped refine the concept.

The result is a handsome first issue, due on newsstands today, with a wholesome-looking model on the cover along with the words "Pure Joy." Cover lines promise such eclectic fare as "5 Perfectly Simple Meals," "Mad Cow Madness:Fact vs. Fiction," "Eat Chocolate. Be Happy!" and "Fashion You Can Feel Good About."

Inside, you'll learn that "while chocolate isn't as good for you as, say, a bowl of broccoli, it does contain a fair number of nutrients," and that a Harvard study concluded that "people who ate chocolate and other candies lived for almost a year longer than those who abstained." Pure joy, indeed.

The meals, which include steak and not a trace of tofu, look perfectly normal. The fashion spread, shot by Todd Oldham, features young actress Amy Smart ("Road Trip") in such kicky clothes as a lace Oscar de la Renta skirt made of "viscose, a biodegradable material made from wood pulp" and a skirt recycled from a Japanese mailbag.

The bimonthly will be sent to 250,000 of the 600,000 subscribers to Organic Gardening (which will change its name to OG as it trims circulation), sold on newsstands for $3.50 and available for $19.96 for 12 issues.

Although Rodale said her magazine is the first of its kind, she acknowledges it will be compared most closely to Real Simple, Martha Stewart Living and O, The Oprah Magazine, all thriving. An early test of titles readers would prefer for the new organic publication, conducted by the Rodale firm before Winfrey launched her magazine, put "O" at the bottom of the list. "But my name isn't Oprah," Rodale said dryly.

Carrie Tuhy, editor of Real Simple, which has raised its rate base (circulation guaranteed to advertisers) to 900,000 from its March 2000 launch base of 400,000, despite some early problems, said she welcomes the competition. Her readers, she said, want to "choose wisely" and have a trusted magazine "do the legwork." They also "care about leaving the world a better place." They sound a lot like Organic Style's target readers.

"There's always room," said Samir Husni, a magazine expert and University of Mississippi journalism professor. Husni calls the Rodale launch a "smart move. It takes them out of the [gardening] niche and into a bigger audience....We have all kinds of style magazines. Why not one that's organic?"

Magazine consultant Martin S. Walker, chairman of Walker Communications, said the magazine's success will depend on "how organic it's going to be. If it's like some of their other publications, I don't think it will make it. If it's more mainstream, then the timing is right." The company, he said, is weak in getting advertising, difficult for everyone in a depressed market. The launch issue has 45 ad pages out of 128, which Walker describes as "modest."

Organic Style publisher Bernadette Harrison Haley said she's satisfied with the ads, which include **Nautica,** Liz Claiborne, Buick and Clairol (highlighting ginseng in its formula). Rodale also is marketing a related line of Organic Style books, having found during the test run that the title sold well in bookstores, she said. She foresees growth for the magazine.

"It's Maria Rodale's baby, and she's the heir apparent" of Rodale Inc., said Walker. "So it's not going to get ignored."

LOAD-DATE: August 20, 2001

HOT PER SUITS. HFN The Weekly Newspaper for the Home Furnishing Network August 20, 2001

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ASAP
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HFN The Weekly Newspaper for the Home Furnishing Network

August 20, 2001

SECTION: Pg. 62 ; ISSN: 1082-0310

IAC-ACC-NO: 78481061

LENGTH: 57 words

HEADLINE: HOT PER SUITS.

BODY:
A hot and sultry night was made even more so with **Nautica's** 2002 swimwear fashion show. Presented at the Penthouse of the Hudson Hotel in New York, David Chu's vision for summer included some swimsuits that are sure to inspire. After seeing the show, it begs the question: Will he translate these sexy looks into his home collections?

IAC-CREATE-DATE: September 21, 2001

LOAD-DATE: September 22, 2001

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PULSE; The Daily News of Los Angeles August 20, 2001 Monday, Valley Edition

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The Daily News of Los Angeles

August 20, 2001 Monday, Valley Edition

SECTION: L.A. LIFE; Pg. L5

LENGTH: 293 words

HEADLINE: PULSE;

BODY:
FITNESS< TRIPLE THE CHALLENGE: If you're feeling particularly fit, it's not too late to sign up for the 15th annual **Nautica** Malibu Triathlon on Sept. 16. The event consists of a 1/2-mile swim in the ocean, an 18-mile bicycle ride along Pacific Coast Highway and a four-mile run along Zuma Beach. And you can sweat alongside such celebrities as Ian Ziering ("Beverly Hills 90210"), musician Shawn Colvin and Jerri Manthey ("Survivor: The Australian Outback"), to name a few signed up for the celebrity division competition. Event proceeds will benefit the Elizabeth Glaser Pediatric AIDS Foundation. To register, call (818) 707-8867 or visit www.mesp.com. The individual entry fee is $75 for USA Triathlon (USAT) members and $82 for non-members. Three-person relay teams are $100 for USAT members and $107 for others. Fees increase after Friday.
- Daily News

DIET BOOKS

NUTTY NUTRITION: We're convinced a new crazy diet book is published everyday, but one recent one caught our eye: "The Peanut Butter Diet" (St. Martin's; $6.50) by Holly McCord, nutrition editor of Prevention magazine. Who wouldn't want to eat one of America's favorite snack foods and lose weight? Not to mention lower your cholesterol, as a study at Pennsylvania State University showed peanut butter can do. Skeptical? So are we. The trick, revealed in the book, is carefully monitoring the amount of peanut butter you eat. Women should not exceed two servings of two tablespoons each per day, and men should not exceed three servings. The book shares a neat trick for measuring peanut butter: Two tablespoons of peanut butter is about the same size as a ping-pong ball - you just need to keep a ping-pong ball on the kitchen counter.
- Daily News

EDITOR-NOTE:
HEALTH

GRAPHIC: Photo: (1) no caption (book: "The Peanut Butter Diet")
(2) ZIERING

LOAD-DATE: August 22, 2001

Classic gear Hill Shire Times (Australia) August 21, 2001, Tuesday

Copyright 2001 Nationwide News Pty Limited
Hill Shire Times (Australia)

August 21, 2001, Tuesday

LENGTH: 140 words

HEADLINE: Classic gear

BODY:
NAUTICA will offer men a range of classic American sportswear that is most suitable for work and smart casual wear.

Its competition collection is orientated towards the person with an active sporting lifestyle who demands clothing be directional as well as functional.

Castle Towers is the company's first flagship store to open in Australia and will stock the entire range that is available including watches, sunglasses, luggage and fragrance.

Nautica Jeans Company, the store's denim collection, is perfect for that person who sees denim as an extension of fashion rather then solely as functional material.

Nautica believes classic American sportswear is investment dressing, as designs are not limited to one season and transcend time. They offer the wearer a sense of style that is not fashion driven and endures time.

LOAD-DATE: September 4, 2001

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Real Style The Cincinnati Enquirer August 21, 2001 Tuesday All Edition

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The Cincinnati Enquirer

August 21, 2001 Tuesday All Edition

SECTION: TMP; Pg. 1C

LENGTH: 352 words

HEADLINE: Real Style

BYLINE: Joy Kraft, The Cincinnati Enquirer

BODY:
Saleswoman finds value in fashion accessories

By Joy Kraft

The Cincinnati Enquirer

Accessories are a big part of Hilary Kaczmarek's style. So much so that the Colerain woman, 24, often carries a different purse almost every day and completes her outfits with coordinated jewelry and shoes.

"I have to lay it all out the night before," she says, to avoid the morning rush and get to her job selling cars at Walker Pontiac in Springdale.

Her friend and nominator, Jeanine Tucker, says, "she manages to pull together a beautiful wardrobe on a tight budget" and credits Ms. Kaczmarek with saving her from "more than one fashion disaster."

Your fashion philosophy: Clean. I try to have a sleek, modern look.

Your signature look: I have a different purse and different pair of shoes for each outfit. I have about 15 purses I use on a regular basis and about 25 in all. I try to keep them the same size because I switch them so often.

You can be found shopping: At Lazarus and Lane Bryant at Tri-County Mall, Dillard's and TJ Maxx. And I love the outlet mall at Jeffersonville on I-71 (Prime Outlets at Jeffersonville I).

You wouldn't be caught dead in: I wouldn't rule anything out. I'd wear anything as long as it looks cute.

You can never have enough: Shoes and purses. I have about 28 pairs of just sandals.

Best bargain: I got a $300 **Nautica** winter coat for $49 at the Jeffersonville outlet **Nautica** store. Granted, it was summer when I bought it, but it was a great price.

Earliest fashion memory: When I was about 9, my mom's best friend called me an "early bird" because I always dressed in something before it became a trend.

Favorite finishing touch: Earrings -- small studs, like diamonds. I have several pair and wear different ones every day.

Fashion pet peeve: Colored socks. I hate colored socks with gym shoes.

Send nominations to Joy Kraft, Cincinnati Enquirer, 312 Elm St., Cincinnati 45202; fax: 768-8330; jkraft@enquirer.com. Include their name, age, daytime phone and why they should be featured.

Hilary Kaczmarek pairs a modern look with coordinated accessories.

LOAD-DATE: July 23, 2003

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Terms: nautica and date(geq (7/1/2001) and leq (12/31/2001)) (Edit Search | Suggest Terms for My Search)
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PREPPING FOR FALL The New York Post August 25, 2001, Saturday

Copyright 2001 N.Y.P. Holdings, Inc. All rights reserved.
The New York Post

August 25, 2001, Saturday

SECTION: All Editions; Pg. 024

LENGTH: 1407 words

HEADLINE: PREPPING FOR FALL

BYLINE: CHRISTINA TAM

BODY:
September is just a hop and a skip away, and you know what that means - time to trade in those beach-bum shorts and flip-flops for something classy. We're talking back-to-school clothes, kids.

This fall, look for preppy plaids, corduroys, camouflage, and anything rhinestoned and glittery. Even favorites like cotton Ts, denim and sneakers have a new twist.

Here's the lowdown on the coolest looks this fall.

MAD ABOUT PLAID

"It's back to the preppy look," says Colleen Healy, fashion director at Marshall's.

Animal prints and pleather are so "last year." This fall's must-haves are plaid mini-skirts, slim plaid pants, argyle sweaters and corduroy pants.

Then mix them up with something fresh.

Pair a plaid mini-skirt with a glittery top. Team baggy corduroys with a crisp shirt. Or, newer still, try khaki pants that zip off at the knee so you can look preppy at school, then switch into shorts mode afterward.

Where you'll find 'em: Retro plaid skirts are $9.99 at Kmart and T.J. Maxx; corduroy pants are $16.99 at T.J. Maxx; khaki zip-off pants are $42 at Macy's.

BASIC TRAINING

If you want to fit in with the in crowd, think camouflage.

"Camouflage is so huge this year," says Elina Kazan, public relations director at Macy's.

And it's not just for boys, she says. Expect to see girls' departments flooded with camouflage T-shirts, skirts, cargo pants, bags, totes and belts.

Aside from the usual Army green, the new camouflage comes in candy-colored combinations like red and pink, blues, and beige and brown.

Where you'll find 'em: At Kmart, sporty blue camouflage pants for girls are $19.99; boys can go with green camouflage pants, $19.99; Macy's has a belted beige/brown camouflage skirt by XOXO for $59.

DOWN WITH DENIM

Afraid of forward fashion? Think denim. This year, there are plenty of jeans to choose from. "There will be a lot of funky jeans," said Macy's Kazan. "Low-rise jeans, rhinestoned jeans, jeans with cut-off waistbands, with zippers on the side and jeans with embroidery. They also come in different washes."

Thanks to Britney, Christina and J. Lo, girls are going for low-rise jeans - but not too low for school! - and belting them.

That perennial must-have - the denim jacket - is back, with variations on the theme. Girls are snapping up knee-length denim dusters, and boys are still banking on loose baggy styles.

Some kids like their jeans branded - and the names Sean John, Plugg, CK, Tommy Hilfiger, **Nautica** and Polo still rule.

"[Boys] like to wear a denim suit; pair a denim jacket with matching jeans," Kazan says.

Where you'll find 'em: Macy's sells rhinestone-belted jeans by Jolt for $38 and black-belted jeans by Mudd for $42, and denim dusters by Rampage for $68; Marshall's has embroidered jeans for $14.99. At Old Navy, studded denim mini-skirts are $15.50. You'll find carpenter jeans by Route 66 for $19.99 at Kmart, and loose-fitting Levi's for $29.99 at Canal Jeans.

TOPS WITH ATTITUDE

"Younger girls will mimic their older sisters [by] wearing T-shirts with glitter or cute graphics," said Marshall's Healy.

They're called attitude Ts, and they're the hottest items right now. Trimmed with rhinestones or camouflage, or tie-dyed, the shirts are screen-printed with phrases like "Princess," "You Go Girl!" or "I Love My Attitude Problem!" - "anything that adds a little pizazz," says Carolyn Moss, fashion director at Macy's.Tops for boys are more logo-driven. City logos, like "Bronx" or "New York," are hot sellers. Also, stock up on rugby shirts, with stripes or numbers, and fleece hoodies.

Where you'll find 'em: Attitude Ts at Macy's are $22; at Target, 2 Grrrls shirts are $8.99 to $9.99.

FEET FIRST

"Footwear for the fall is really edgy and different," says Mary Signorino, a spokeswoman for Kids Foot Locker. "There's a lot of unique styling, bright colors and patterns."

Kids who are always on the go will like the new Nike Tremble training shoe. It's a slip-on, so there's no fussing with laces. It comes in a rainbow of colors.

Or go sleek with the Adidas Meteorite running shoe, which has a flap to hide the lacing.

For a dressier look, there's always a boot. "Both boys and girls will be wearing Timberlands," predicts Macy's Moss. The boots are the perfect way to kick off the fall - and get you marching back to school.

Where you'll find 'em: Kids Foot Locker has the Nike Tremble for $64.99 (it's also available at Nike stores) and the Adidas Meteorite, also $64.99; get Timberland boots, from $49.99, at shoe stores and department stores.

GRAPHIC: -Third-grader Elise Fredericks is commanding in an argyle sweater and matching skirt by Green Dog, and a Hello Little rolling schoolbag. NY Post: Jim Alcorn

-Aaron goes casual in New York Subway Kid T-shirt and Levi's. NY Post: Tamara Beckwith

-Nicholas Cutro (left) and Aaron Nutter - who share the kid's role in "The Full Monty" - do the full preppy. Nicholas wears a Tommy Hilfiger shirt with corduroys; Aaron's in plaid and **Nautica** khaki zip-off pants. NY Post: Tamara Beckwith

LOAD-DATE: August 28, 2001

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PERRY ELLIS DISTRIBUTOR TARGETS TARGET CROWD The Miami Herald August 27, 2001 Monday FINAL EDITION

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The Miami Herald
Found on Miami.com
The Miami Herald

August 27, 2001 Monday FINAL EDITION

SECTION: BUSINESS MONDAY; Pg. 11G

LENGTH: 952 words

HEADLINE: PERRY ELLIS DISTRIBUTOR TARGETS TARGET CROWD

BYLINE: ELAINE WALKER, ewalker@herald.com

BODY:
George Feldenkreis is determined not to let department store chains control the success of Perry Ellis International.

After earnings and the stock price at his Miami apparel company dropped last year because of soft sales at the department stores, Feldenkreis decided it was time to change the distribution mix.

Perry Ellis, through its Supreme International division, has beefed up its sales to mass-market retailers like Target and Kmart, while reducing its dependence on the likes of Macy's and Burdines.

"We have really concentrated our efforts on the distribution chains that are successful," said Feldenkreis, the chairman and chief executive. "The reality is that more and more Americans are shopping at value-oriented retailers."

The company is also developing a new business segment, focusing on corporate apparel. Plus, it opened a test-market retail store at Sawgrass Mills.

The strategy is all about diversity for Perry Ellis, which owns or licenses the rights to a wide range of brand names including Manhattan, Andrew Fezza, Grand Slam, Munsingwear, John Henry, Pro Player, Mondo di Marco and Natural Issue. Those brands are spread across the retail landscape from Saks Fifth Avenue to Sears and Wal-Mart to Dillard's.

For Feldenkreis that diversity is the only way to quiet his nerves.

"I'm an insecure Cuban refugee," said Feldenkreis, who started the company originally known as Supreme International in 1967 selling guayabera shirts. "I have to make sure I'm always in a position where I won't sink."

The strategy paid off last week, when Perry Ellis reported its earnings for the second quarter. Despite a continued softness in the economy that has left many retailers struggling, Perry Ellis performed better than

most of its peers.

Although net income declined, the company exceeded analysts' expectations. For the quarter ending July 31, Perry Ellis reported net income of $1.5 million, compared with $1.8 million during the previous year. Total revenue for the quarter increased to $65.8 million, from $65.7 million last year.

"This company has always performed best when times have been difficult," said Oscar Feldenkreis, the company's president and chief operating officer. "We're very entrepreneurial and that is important when the economy is unstable."

Company executives say the reason for the decline in income is due to the costs associated with the relaunching of the Perry Ellis America jeans line and the start-up costs for the Sawgrass store.

But as those units start to yield revenues in the third and fourth quarters, company executives predict they will meet analysts' earnings estimates of between $1.30 and $1.35 per share.

The improved results are also showing up in the company's stock, which has been on a rebound this year, since hitting an all-time low of $3.63 per share last October. The stock closed Friday at $8.25, up 5 cents.

"If you look around at anybody else in retail, the results of Perry Ellis were terrific," said Jeff Stewart, a high-yield analyst with First Union Securities. "It's a testimony to the strength of the management team. It's a management team that never rests. They're working on things that are going to generate sales, three months, six months or nine months down the road."

One of the company's latest efforts is a new Hispanic sales and marketing initiative. Perry Ellis hopes to use its expertise on a consulting basis to help its retail customers better understand how to sell to Hispanic customers, dealing with everything from product colors to packaging.

At the same time, the company is also stepping up the presence of its new Cubavera and Havana Shirt Co. brands with products that bring a new, modern look to the traditional guayabera, as well as other designs with tropical colors and embroidery.

"We're the only ones that really have an understanding of the Hispanic market," George Feldenkreis said.

Perry Ellis is also continuing to step up its presence in the corporate apparel market with the signing earlier this month of a license agreement with **Nautica** Apparel. The license gives Perry Ellis the right to distribute corporate apparel, bags and accessories with the **Nautica** name and logo. The company already has the rights to distribute corporate apparel under the Perry Ellis and Ping names.

In a casual workplace that has many employees donning polo shirts and denim shirts with company logos, Perry Ellis sees a growth opportunity. For this quarter, corporate apparel represented 9 percent of total sales at just over $5 million. Company executives expect that segment to continue to grow by double digits.

"We feel we can be the market leader in the corporate field," Oscar Feldenkreis said.

Both in the corporate arena and its general business, Perry Ellis is trying to cash in on its stable of brand names. The company has been on a buying spree for the last several years, snatching up undervalued brands at bargain-basement prices.

The biggest acquisition came with the 1999 purchase of the rights to the Perry Ellis trademark. The company now collects royalties from sales of all products using the Perry Ellis name.

Feldenkreis and his son are still in the market for new acquisitions, particularly one that would broaden its portfolio of brands by adding either a streetwear or surfwear line targeting the young men's market.

"The retail business is going to become even more difficult than it is today, and if you don't have good brands you're not going to be able to stay in business," George Feldenkreis said. "People identify with a brand name. That's what gives you a guarantee that you're buying a good product."

NOTES: CORPORATE STRATEGY

GRAPHIC: photo: George Feldenkreis with his son Oscar (a)
graph: Perry Ellis stock performance from September 2000 to August 2001 (see microfilm);
CHUCK FADELY, HERALD STAFF DRIVEN: Perry Ellis International chairman and CEO George Feldenkreis says being an 'insecure Cuban refugee' gives him his drive to succeed. His son, Oscar, right, is president.

LOAD-DATE: November 6, 2001

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fitting out funky fathers The Advertiser August 28, 2001, Tuesday

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The Advertiser

August 28, 2001, Tuesday

SECTION: FEATURES; Pg. 30

LENGTH: 237 words

HEADLINE: fitting out funky fathers

BYLINE: Laura Kendall

BODY:
Becoming a father does not have to mean abandoning style in favour of cardigans and sensible shoes. Fashion Writer Laura Kendall tracked down some funky fashion for dads in time for Father's Day.

AS priorities change and tearing around after energetic toddlers becomes the order of the day, many fathers believe fashionable clothes are no longer appropriate.

But while comfort and durability are essential for active dads, individual style is also achievable.

For dads, the key to building a versatile wardrobe is giving basic items such as jeans and T-shirt an individual spin. Instead of baggy blue jeans, try dark denim in a lean cut and replace moth-eaten tops with fitted T-shirts and crisp button-down shirts. The best wardrobe for dads moves effortlessly from day to evening, with casual moleskins able to be dressed up with a hip striped shirt or a jacket with an excellent cut.

Of course, lazy Sunday afternoons with the children require an entirely different look - think three-quarter-length pants in wrinkle-free fabrics and colourful cotton T-shirts. Make the most of affordable menswear and surprise dad with a stylish gift on September 2.

Stockists: Roger David from Roger David stores.

Nautica Jeans, Marcs and Jag Jeans from David Jones Adelaide Central.

chetWynd from chetWynd, Adelaide Arcade, or mail order phone 8232 1336.

Models: Michael and Cruise from Rachel's Model Management.

LOAD-DATE: November 22, 2001

Juiced-up good looks; Sweet taste of orange flavors many local wardrobes Knoxville News-Sentinel (Tennessee) August 30, 2001, Thursday

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Knoxville News-Sentinel (Tennessee)

August 30, 2001, Thursday

SECTION: Style; Pg. B3

LENGTH: 541 words

HEADLINE: Juiced-up good looks; Sweet taste of orange flavors many local wardrobes

BYLINE: Kevin Cowan, News-Sentinel style writer

BODY:
Lemon yellow and lime green are bright spots in the citrus color spectrum. However, in East Tennessee, orange is the sweetest color in the fruit loop.

This time of year, thousands of people in the region begin seeing life, particularly Saturdays, through orange-colored glasses -- thanks to the popularity of University of Tennessee football.

Vol fans believe in dressing for the occasion. On Saturday, they will don their orange best for the season opener. Looks will range from T-shirts and shorts and logo-drenched apparel to more tailored looks. And as the weather cools down, outfits will become more interesting and substantial, when sweaters and jackets become part of the game plan.

Silk Purse and Sow's Ear owner Judy Gardner says orange is a winner, even when it isn't football time in Tennessee.

"It's such a good color," she said. "You don't have to be from this part of the country to know it's a big fashion color."

Indeed. Tangerine orange was touted as one of the hottest colors for spring and summer. At the fall shows held recently in New York, designers Betsey Johnson, Michael Kors, Anna Sui and Narciso Rodriguez added a splash of orange to juice up their collections. In and in department stores, mainstream lines by Ralph Lauren, **Nautica** and Tommy Hilfiger have been injected with the color.

"You see everything from the bright UT orange to the deeper shades for fall," Gardner said. "There are so many shades of it, you're bound to find a shade that's compatible with your skin tone."

Gardner recognizes that the shade can be a tough sell for some fashionistas, even in "Big Orange Country." She offered some ways to introduce the color into wardrobes.

"If you are a winter (a person who looks best in deeper tones), you might want to do a black shirt (maybe a turtleneck) and add an orange scarf, or drape an orange cardigan around the shoulders," she said. "That way you interject a little bit of the color."

Gardner also said an orange belt and a long necklace are other options.

Another stylish way women can show their Volunteer spirit is with makeup. A number of cosmetics companies offer products in various shades of the warm color. Clinique and M.A.C Cosmetics are among them.

Amanda Gladson, who works at the Clinique counter at Proffitt's West Town store, said the company makes two lipsticks that fit the bill: "Wild Card" and "Hot Shot, " both in the coral family.

" 'Wild Card' is probably our best seller during football season," she said.

M.A.C. salesperson Michelle Williams, who also works at Proffitt's in West Town, said, "We have five shades of orange lipstick, two shades of gloss, two nail polishes, two eyes shadows and one blush."

She added, the brand's "Polyester" nail polish "is just like the UT orange. They go bananas for it."

The "Pantone Guide to Communicating Color" offers insight into why so many people flip for orange.

According to the book, "It is seen as playful, gregarious, happy and childlike -- children between the ages of 3 and 6 have a predilection for it, as do adolescents or anyone who got arrested in that stage of their development."

Aha! That explains everything.

Kevin Cowan can be reached at 342-6426 or cowan@knews.com.

GRAPHIC: (Color) This duo takes a sporty approach to orange style. Robert's outfit, by Polo Sport, teams a white lightweight nylon jacket, orange logo tee, blue nylon pants with white piping and a fleece headband. It's from Proffitt's. From Pam Kelly, Meghan's look combines a Red Line hooded sweat jacket, silver Michael Star T-shirt and silver Ungaro jeans.; FASHIONS

(Color) Robert wears a handsome grouping from M.S. McClellan. A Lacoste crewneck sweater anchors the look, which includes a Haupt plaid shirt and pleated trousers by Bill's Khakis.; FASHIONS

(Color) Meghan's Ralph Lauren Sport outfit is from Dillard's. It boasts a yellow, three-quarter-length linen blouse and bright-orange miniskirt. A white cable-knit sweater is at the shoulders.; FASHIONS

(Color) This outfit, from Martha Lee, just screams "Go Big Orange!" Meghan shows a Lisa International argyle sweater vest with whimsical poodle collars, an orange-and-white checked Foxcroft blouse and comfortable Bermuda shorts.; FASHIONS

(Color) Makunda is re

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Serious business: ten office looks for fall highlight your fit body so well, you'll be unable to shed them when you call in sick and head outdoors; Brief Article; Buyers Guide Men's Fitness September 1, 2001

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Men's Fitness

September 1, 2001

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LENGTH: 336 words

HEADLINE: Serious business: ten office looks for fall highlight your fit body so well, you'll be unable to shed them when you call in sick and head outdoors; Brief Article; Buyers Guide

BODY:
[ILLUSTRATION OMITTED]

Caption: From left Wool suit($ 495), cotton/poly shirt ($ 49) and polyester tie ($ 45) by Kenneth Cole. * Tweed suit ($ 495) by Kenneth Cole; wool knit turtleneck ($ 275) by Iceberg; nylon bag ($ 95) by A(X Armani Exchange. * Vehicle: Nissan Frontier. Mountain bike: XTC SE 1 by Giant.

[ILLUSTRATION OMITTED]

Caption: This page (from left) Corduroy suit ($ 1,150) and knit tie ($ 130) by Ermenegildo Zegna; cotton shirt ($ 38) by Slates. * Wool/lycra jacket ($ 295), wool/lycra pants ($ 110) by Tommy Hilfiger; cotton shirt ($ 70) by Claiborne; leather shoes ($ 70) by Puma. * Red mountain bike: Giant XTC AC Air.

[ILLUSTRATION OMITTED]

Caption: Opposite page Brushed twill suit ($ 325), cotton shirt ($ 40) and tie ($ 40) by **Nautica;** leather shoes ($ 4)90) by A. Testoni. * Golf club: Wilson Fat Shaft Iron.

[ILLUSTRATION OMITTED]

Caption: This page (from left) Wool/lycra suit ($ 200)Slates; cotton check shirt ($ 80) by Joseph Abboud; polyester tie ($ 45) by Reaction Kenneth Cole; cotton sweater ($ 78) by A(X Armani Exchange; leather boots by Iceberg. * Camel-hair suit ($ 795) and wool knit turtleneck ($ 175) by Joseph Abbound; suede boots ($ 450) by Parkerson; sunglasses($ 50) by Reaction Kenneth Cole. * Football: Wilson Official NFL Game Ball.

[ILLUSTRATION OMITTED]

Caption: Opposite page Wool jacket ($ 298) and wool pants ($ 98) by Banana Republic; wool sweater ($ 250) by iceberg; leather boots ($ 1.30) by Reaction Kenneth Cole. * Tennis racket: Head i.S12 Intelligence Racket.

[ILLUSTRATION OMITTED]

Caption: This page Wool suit ($ 995) by Donna Karan; cotton shirt ($ 50) and polyester tie ($ 40) by Tommy Hilfiger; leather shoes ($ 690) by A. Testoni. * Basketball: Wilson Response.

[ILLUSTRATION OMITTED]

Caption: Opposite page Wool suit ($ 495) by Perry Ellis; rayon crew knit shirt ($ 150) by Donna Karan; nylon belt ($ 22) by Gap; leather shoes ($ 130) by Reaction Kenneth Cole. * Soccer ball Wilson Phantom.

IAC-CREATE-DATE: June 16, 2003

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Get these blues: Once the uniform of hard labourers, denim has become high style, finds Edwina Ings-Chambers Financial Times (London,England) September 1, 2001 Saturday

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SECTION: HOW TO SPEND IT / MOTORING ; Pg. 10

LENGTH: 1255 words

HEADLINE: Get these blues: Once the uniform of hard labourers, denim has become high style, finds Edwina Ings-Chambers

BYLINE: By EDWINA INGS-CHAMBERS

BODY:

Dem bones, dem bones, dem hip bones. They're connected not just to your thigh bones, but to a fashion trend that is morphing by the moment: blue jeans.

Not since 1985, when Nick Kamen got all soapy for Levi's, has denim been so hot. Then, women of all ages dreamed of practising the launderette mambo No 501, and sales rocketed. Now, it is men who are doing the ogling as women's designer jeans jiggle back into the spotlight, upping prices, lowering waistlines and changing what it means to be blue.

Originally worn in the 18th century by labourers on cotton plantations, then designed and marketed by Levi (then Leob) Strauss as an indestructible uniform for US gold miners, blue jeans are now a fashion item with built-in obsolescence - a trendy purchase increasingly designed to last not a lifetime, but a season.

Dark blue Earl Jeans, which have been affixed to the hippest hips from Los Angeles to Tokyo since the company was founded five years ago, was the first mover in the growing niche jean market - and has proved that saucy designs can reap even saucier profits. The company was sold to the US fashion behemoth **Nautica** in April, for Dollars 86m.

Other upstarts are coming hot on its heels, using sophisticated cuts, customisation and insider word-of-mouth marketing to make legwear the opposite of utilitarian.

Gela Taylor and Pamela Skaist-Levy founded Juicy Couture in Los Angeles, pooling Dollars 100 each and producing T-shirts. From the start, they were "obsessed with fit and tailoring", and found consumers were, too. "The juicy fit" emphasises your best features, they say, though, as in most new designer denim, those "best features" seem not to exist above a US size 12 (UK 14).

"We're not catering to a wide demographic," admits Taylor. But they are trying to make up for this size exclusivity by providing a wide variety of styles for different shapes (there are about 600 in the range).

"Every woman has a different body shape and we have customers of all ages," he says, "so we have ultra

low rises - which are fantastic and we love - but if you have a little bit of a tummy and don't want it hanging out, then we have one that comes an inch and a half below your belly button to hold you in a little bit."

Juicy, wisely, doesn't restrict itself to denim, either. It has jeans in 18 colours of corduroy, 26 colours of terry cloth - yes, terry cloth - and in cashmere, all with the trademark tight fit.

Tellingly, the Juicy girls inject humour into the business of repositioning blue jeans business: labels on their jeans read "Juicy Couture Made in the glamorous USA"; slogans on T-shirts and bags tell you to "Have a Juicy Day". Jeans' prices range from Pounds 50 to Pounds 160 (Dollars 110-Dollars 150), depending on the fabric. The company's projected turnover for next year is Dollars 36m.

Sass and Bide is another company building up its own denim nation. The Sydney-based duo, Sara-Jane Clarke (who trained as an accountant, and is nicknamed Sass) and Heidi Middleton (a graphic designer, known as Bide), joined forces in November 1999.

While living in London, Middleton sold customised jeans in Portobello Market, and soon realised she was on to something. On returning home, she and Clarke set up in business with backing from an angel investor.

Like Juicy, Sass and Bide sells itself on cut and fabric. Women panic-buy the core range in bulk, and swear they've never found jeans like them. (The woman I watched doing just this was, incidentally, a walking beanpole.)

"We concentrate on stretch denim - it's at least 99 per cent of our collection," says Middleton. "Our best-seller, the East Village jean, is a classic, low-rise, smooth-fit hipster bootleg and looks rigid, but as soon as you put it on the comfort and stretch is there" (ADollars 149, Pounds 105, Dollars 125).

Sass and Bide aims to differentiate itself with customised detailing, too. Its premier range of denim jackets and corset vests feature French lace trim and hand painting (what would the miners think?) - right on trend. Prices range from ADollars 280 to ADollars 800 (Pounds 115-Pounds 550) for jackets to ADollars 550 for corset vests (they're not yet available outside Australia).

Though size 14 is as big as Sass and Bide goes ("If a girl has big hips we advise a flare to even the body out," says Middleton), the company still can't keep up with orders. It is now fulfilling only 50 per cent of domestic demand - "not intentionally," says Middleton - it has recently doubled warehouse space, and put a hold on further Australian stockists, though international outlets are growing fast.

"The market is still very much 90 per cent domestic and 10 per cent international," says Andrew Amos, the company's general manager, who is reluctant to divulge financial figures. "But we're expecting over the next 10 to 12 months that international business will rise to 40 per cent."

Back in Los Angeles, Seven is the latest newcomer on the cutting-edge block. Michael Glasser and Jerome Dahan, who worked together at Lucky, teamed up to launch their own denim label last September.

"We noticed a gap in the market," says Glasser. "There was Diesel and Earl selling at Dollars 120 and then Lucky at Dollars 70. We realised there was a place between the two where we could build a jeans brand."

The numbers seem to bear out their theory: Seven hoped for Dollars 2m turnover in the first year, but is now shipping orders for Dollars 1m a month. The price per pair ranges from Dollars 99 to Dollars 138 (Pounds 105-Pounds 120).

"We developed our own fit and our own washes at the laundry, used only European denim, and went out and tried to sell them. Now, they are on every celebrity butt in this town," says Glasser, the merchandiser. He credits Dahan, the designer, with perfecting the fit. "It gives a pick-up to the butt that makes it so attractive. There's nothing like that on a girl."

Sue Crowe, buyer at Harvey Nichols, says Glasser is right. "When the Seven jeans arrived, every single girl in the buying department bought a pair. They fit a multitude of shapes, and their washes and abrasions are interesting - so they have texture and fit," she says.

But Crowe bought Juicy and Sass and Bide as well, and says each of the three ranges has its own niche: "Sass and Bide is very streety, with a celebrity following - it's a young look. Juicy is such a massive range, there's a jean to fit everyone - they have a wider audience.

"Seven and Juicy are perhaps a little more forgiving."

Still, if the sound of these jeans leaves you swearing to live only on chickpeas just to fit into them, remember: all three brands have been built not on the back of large marketing budgets, but by word of mouth. Women are buying them for themselves.

These niche companies may be minnows in a business of whale-size firms such as Levi Strauss (whose net sales last year totalled Dollars 4.6bn), but by coaxing you to purchase ever-new blue jeans, rather than rely on that two-decades old, lovingly faded pair in your cupboard, they are definitely doing their bit for the industry.

* Juicy, in the UK: at Harvey Nichols (020-7235 5000) and Liberty (020-7734 1234); in the US: at Henri Bendel (+1 212-247 1100).

* Sass and Bide, in the UK: at Harvey Nichols (as before), Browns (020-7514 0047) and Musa (020-7937 6282); in the US: at Language (+1 212-431 5566); in Australia, stockist inquiries: +61 2-9667 1667.

* Seven, in the UK: at Harvey Nichols (as before); in the US: at Barneys (+1 212-593 7800) and Scoop (+1 212-925 2886).

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FASHION & FITNESS;SPRING 2002 MENSWEAR;NY fashion week Newsday (New York) September 10, 2001 Monday

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HEADLINE: FASHION & FITNESS;
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BYLINE: By Francine Parnes; Francine Parnes is a freelance writer

BODY:
NATTY COLLEGE prepsters, cool surfer boys and weekend warriors were among the wide-ranging archetypes to be found at the spring menswear shows in New York last Friday and Saturday.

Tommy Hilfiger updated the fun fantasy of the moment, preppy chic. Hilfiger, who recalled summers spent in Nantucket, wasn't kidding when he used "New England preppy" to describe his slew of seaworthy styles. Down his runway made from wooden planks suggesting a boardwalk, he sent out boating shoes, and the news is, they're backless, guys, like women's mules. Then came navy blazers with silk neckties embroidered with upper-crust heraldic crests, at ease in any tony port of call. And all along he plundered the Muffy-and-Buffy wardrobe, coloring polo shirts and V-necks in golf shop brights like grass green and yellow.

In case you somehow still missed the prepster point, Hilfiger sent out tongue-in-cheek suits in head-to-toe madras. He didn't miss the boat with nautical looks, either, whimsically embroidering clothes with sailboats, lighthouses and whales. And just to mix it up, he threw in surfer styles such as drawstring pants perfect for a luau in exuberant Hawaiian prints. But it was his pants printed with outrageous, giant lobsters that somehow suggested Martha's Vineyard on steroids.

Hilfiger also saluted American sportswear, blanketing part of his collection in his signature red, white and blue. "America is the melting pot," he said after his show. "I like athletic, preppy, Nantucket and mixing it all up."

Typical of menswear, preppy may not be the newest look on the block. But Hilfiger's version is not just retro, it's also hip and funky. And it can appear novel to his youthful consumers, such as front-row attendee Macaulay Culkin, 21, at his first-ever Fashion Week show.

By staying the course with preppy looks, Hilfiger left some spectators wondering where all his glitzy hip-hop stuff had gone? By swapping slouchy for ship-shape he is counting on saleable styles, with the kind of

clothes that first established his name in the fashion lexicon. "I'm getting back to my roots," Hilfiger said. "I'm very happy because it's what we do best."

John Varvatos continued with his signature rustic styles, this time inspired by a trip to Tuscany. His rugged looks fit for the country come in soothing shades of sand, oatmeal and toast, in touchable textures like linen and supple silks. Olive- or stone-colored pullovers, khaki single-breasted suits and camel-colored suede jackets and pants, shown with desert boots, underscore the relaxed mood of understatement.

Among his favorite looks are an olive and camel unlined plaid jacket, left unironed, with an even more rumpled olive pinstriped cotton shirt and a black suit worn with a really rumpled black and white striped shirt.

But wait. Aren't wrinkles as unfashionable on clothes as on skin? As one fashion editor at the presentation said, "If my mother saw this, she would do her darndest to iron out the wrinkles, and there'd go the look. Plus, she'd think I was a fool for buying a wrinkled shirt."

Not so, said Varvatos. "You can be rumpled and look like a total mess. But rumpled can be chic, too," said the designer, who provided clothes for Tom Cruise in his upcoming film "Vanilla Sky." "It's a perception. The idea was taking something classic, like a striped shirt, and giving it a twist."

Busting loose from the runways, John Bartlett staged a compelling presentation with blindfolded models in blacked-out mock prison cells, as flood lights intermittently flashed. Bartlett made his jailhouse rock, pairing oversized, traditional prison-striped "inmate pants" with denim blazers and handpainted T-shirts depicting women praying or political statements. Accessories of choice: chain-gang belts from waist to floor, tattooed arms emerging from sleeveless black leather tops, and an imposing Coptic cross set against a bare chest. If you peered close enough, mysteries unfolded: seemingly faded jeans were actually suede, artfully printed to look like denim.

Designer Gene Meyer's own twist was updated athletic looks. He embellished shirts, sweaters and jackets with graphic racing stripes across the chest. "I was inspired by athletes, who symbolize fun, sex appeal, weekends, irreverence and 'forever young' to lots of men," said Meyer.

Twenty-four-year-old designer Sandy Dalal returned to New York Fashion Week after two seasons in Milan. Dalal, whose customers have included Beck, Aerosmith and Chris Rock, previewed a small collection abloom in perennial spring favorites, namely floral prints, which he combined with plaids for a striking mismatch. A floral shirt in earth colors underscored an ethnic mood when paired with a Nehru collar white cutaway jacket and paisley pants. His collection, which he said was inspired by a trek to China, Indonesia and South Africa, included an olive lace top, sheer, with green checked pants. "I wanted to use skin as an element," he said. "The magic part of spring is using skin as a color."

Elsewhere, mainstream megabrand **Nautica,** true to its name, struck a note for nautical styles. Many of the looks reflect technical sailing gear, in the guise of lightweight outerwear that can be worn on a boat. The mood is evoked via gray windpants, white mesh tank tops and metallic nylon jackets with blue neoprene trim. **Nautica** designer David Chu typically presents the kind of collection that men can easily see fitting into their own closets. In this collection, that included basics as simple as a white denim jacket, white T-shirt and blue jeans.

GRAPHIC: 1) Photo by James Patrick Cooper - At left, a cool trio of easy-to-wear basics by **Nautica's** David Chu. 2) Photo by James Patrick Cooper - At lower left, rumpled chic at John Varvatos 3) Newsday Photo / Bruce Gilbert - and athletic chic at Gene Meyer. 4) Photo by James Patrick Cooper - In a spring collection that drew heavily from his preppy past, Tommy Hilfiger updated the classics such as this soft jacket and plaid shirt at left. 5) Photo by James Patrick Cooper - Above, the lobster stroll: Hilfiger's fun and funky take on spring. 6) Photo by Robert Spencer - Below, a floral shirt over plaid pants at Sandy Dalal.

LOAD-DATE: September 10, 2001

Tailored preppy looks carry spring shows The Houston Chronicle September 13, 2001, Thursday

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The Houston Chronicle

September 13, 2001, Thursday 2 STAR EDITION

SECTION: HOUSTON; Pg. 10

LENGTH: 1415 words

HEADLINE: Tailored preppy looks carry spring shows

SOURCE: Knight Ridder Newspapers

BYLINE: HOLLY HANSON

DATELINE: NEW YORK

BODY:
NEW YORK - Just three years ago, in the heady days of a booming economy, the menswear fashion shows could easily fill four or five days, with superstars like Calvin Klein, Donna Karan and Ralph Lauren leading the pack.

But times have changed. For spring 2002, the roster this past weekend was painfully small - barely enough shows to fill even one day. No Calvin, no Donna, no Ralph.

But surprisingly, the few menswear designers who staged spring shows this past weekend provided a strong and varied display. Varvatos, with his trademark combination of Old-World techniques and modern styling, offered clothes for grown-ups, while Tommy Hilfiger and **Nautica** aimed at a younger, more boyish market. In between, there was the intellectual, artsy direction of Gene Meyer, Sandy Dalal and John Bartlett.

In short, there was something for everyone.

The men's shows were part of Fashion Week Spring 2002, which was to run through Friday with dozens of designers presenting women's clothes. The remaining four days of shows were postponed until October after Tuesday's terrorist attacks on the World Trade Center.

Here's a look at menswear's greatest hits for spring 2002:

John Varvatos

Varvatos kept things simple, inviting journalists and buyers to a cocktail reception and still-life presentation in his downtown showroom.

Actors Chris Noth and Eddie Cibrian mingled with the crowd, and singer Leona Naess - whom Varvatos

introduced as a friend of the house - provided the entertainment.

In his fourth season, Varvatos is one of New York's biggest stars, the winner of the industry's top award for menswear this year. His signature look is strong and defined, a mix of immaculate construction, one-of-a-kind fabrics and relaxed, effortless style.

His beautiful dress shirts are a case in point. Though perfectly tailored from elegant cotton voiles and linens, they are worn offhandedly, slightly crinkled, never tucked in and with French cuffs left to dangle.

The same casual luxury pervades his summer suits. A sleek, two-button model skims comfortably over the body, its clean lines accented by the lack of a traditional breast pocket. A three-button suit of black denim is at once elegant and racy.

These are clothes for men, not boys.

Tommy Hilfiger

Manly attire doesn't seem to be a consideration for Hilfiger, who keeps his collection youthful. Always a fan of the preppy look, Hilfiger this time takes his inspiration from the sporty classics of Nantucket, where he has a home.

And his timing is good. Since preppy shapes and colors started making a comeback last winter, the eye is once again accustomed to boat shoes, webbed belts and pink shirts.

That's a good thing, because those preppy standards are only the beginning of Hilfiger's spring line. Hilfiger takes his Nantucket inspiration seriously, with his version of Nantucket Reds, the washed-out red pants that are a Nantucket uniform.

He also makes liberal use of madras plaids (in nontraditional colors such as lilac and orange), scatters embroidered whales across pastel sweaters and fearlessly mixes pink, yellow, navy and dark green in the same outfit. Whew!

Thanks to Hilfiger's superior workmanship and a slimmed-down fit, this stuff all looks pretty cool - even if you are probably too old to wear most of it once you hit 23. That means that Macaulay Culkin, who was in the front row, still has a few years.

Nautica

You never see anyone up at the Oscars in a tuxedo made by **Nautica.** That's because the signature style of this label, designed by David Chu, is far too relaxed.

That easy-going outlook can be a risk, however. Sometimes, the collection is so laid back that it looks like Chu didn't try very hard. For spring, though, it has a refreshing ease and appeal brought out by the use of soft, washed fabrics and a crisp blue-and-white color scheme.

Like Hilfiger, Chu took inspiration from the seaside - looking to Biarritz and Portofino for their mix of sophistication and comfort.

On the sportswear side, the key ensemble is the seersucker suit, done in the traditional blue and white with a white cotton tank top underneath. That's about as dressy as the collection gets; the other jacket option is an ivory linen blazer worn with washed-blue jeans.

The other mainstay of the **Nautica** collection is athletic, high-performance gear. Here, there are nylon sailing parkas and wind pants, racer-style spandex swimsuits and knee-length shorts with a metallic cast.

Gene Meyer

What a childhood Gene Meyer must have had. The 40-ish designer loves to look back to the '70s in his fashion collections, and he does it with a vengeance for spring.

He calls it "Memories," citing such details as "white golf shoes," "chartreuse walls," "lots of stripes" and "jocks with long hair" as starting points for the clothes. And except for the white golf shoes, which thankfully did not appear on Meyer's runway, it's all there.

Color is Meyer's trademark, and he doesn't hesitate to use it. Sometimes, the color comes in bold blasts, as in the hot pink cotton shirt with vertical stripes placed where suspenders would be. Sometimes it's more subtle, as in the mint green cotton sweater with a small red heart on the front.

Meyer pairs his colorful shirts and sweaters with a variety of low-slung pants and jeans. Most have flared legs and drag on the floor, as '70s jeans were supposed to. Meyer updates with a tiny detail, splitting the end of each side seam on the jeans, so that the hem turns up casually.

Meyer's models, who looked like the long-haired jocks of his memory, mostly strode barefoot down the runway, which was covered in thick rugs done in vivid blocks of color. Yes, they're Meyer's latest project.

John Bartlett

For some designers, the presentation is more important than the clothes. That appears to be the case with John Bartlett, who continued the routine, started last season, of staging an elaborate production that offered a strong political message but a minimal view of new clothes.

Bartlett staged his installation, as he called it, in one of New York's state armories. He opened his press notes with a quote from writer Jean Genet: "A man must dream a long time in order to act with grandeur, and dreaming is done in darkness."

Then he posed 25 models inside minimally lighted white metal cells, dressing them in striped garments and outfitting them with chain necklaces, white blindfolds and hand-painted T-shirts that railed against violence. At intervals, a loud bang echoed and all the lights went off.

What was the message? That prison reform begins with better clothes?

All that aside, there were some interesting pieces.

There were, of course, plenty of stripes, including seersucker shirts, widely striped coats and pinstriped trousers, usually in black and white.

But the clothes also had a raw, primitive quality. Shirts had raveled armholes, as if the sleeves had been torn off. Hand-painted T-shirts carried messages scrawled with such rage they were barely readable. And low-slung pants were often belted in several places along the leg.

Bartlett, who is Harvard educated, clearly brings plenty of intelligence to his collection. One wonders, though, where all that anger came from.

Sandy Dalal

Just 25, Sandy Dalal has had his own business for more than four years. His experience shows in a collection that is sophisticated and well-considered.

Like Bartlett, Dalal wishes to make a statement with his designs, so he called this collection Poetic Aggression, penning that slogan across the back of some T-shirts.

In their construction and detail, Dalal's clothes were made to look as though "they'd been through something," he said.

That meant a floral-print shirt whose pattern was indistinct, as if the dyes had run. It was a pair of pants stitched from diamond-shaped inserts, as if the pants had come apart and been put back together. It was a suede jacket whose edges were rippled and uneven, as if they'd been hacked off at random. It was black jeans that had been bleached along the front and back of the legs, then recolored red or bright blue.

Dalal didn't depart from his signature looks, however. A checked suit in a fresh olive-and-rust color scheme was worn with a paisley shirt. The pants were short, a Dalal trademark.

Though most customers won't grasp all the nuances of Dalal's conceptual design, they will find clothes that are beautifully made and have a distinctive look.

GRAPHIC: Photos: 1. Tommy Hilfiger's spring 2002 menswear collection pairs a striped cotton polo shirt with cotton pants embroidered with lobsters; 2. David Chu's spring 2002 collection for **Nautica** includes clothing with the relaxed, casual look for which he is known.; Associated Press photos

TYPE: -LINKS-

LOAD-DATE: September 15, 2001

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Menswear designers already planning spring break South Bend Tribune (Indiana) September 16, 2001 Sunday

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South Bend Tribune (Indiana)

September 16, 2001 Sunday Michigan Edition

SECTION: SUNDAYPUNCH; Pg. F4

LENGTH: 434 words

HEADLINE: Menswear designers already planning spring break

BYLINE: By SAMANTHA CRITCHELL; Associated Press Writer

BODY: NEW YORK - Menswear designers who showed vastly varying collections during the opening of New York Fashion Week did have one collective message for spring 2002: Their minds are elsewhere.

Tommy Hilfiger thought Nantucket Island when he dreamed up whale-embroidered shirts, sweaters and pants in sherbet colors, and David Chu of **Nautica** -- as always -- was fantasizing about a worldwide sailing expedition as he devised several windproof, athletic-oriented pieces adorned with drawstrings, hoods and zippers. (One-third of the collection was dubbed "Star Class" after a sleek Olympic-class boat.)

Of course, the **Nautica** sailor would fit in just fine wearing a seersucker suit at whatever chic seaside resort he lands in.

Even Everett Hall, who is best known for classic tailored suits, showed inspiration from tropical lands in a group of crisp linen tunics paired with wide-leg linen pants. Kenneth Cole says items such as a white, cracked-leather coat and layers of long-sleeve

T-shirts are targeted toward "an urban traveler, a renegade with an uninhibited elegance."

Gene Meyer's "vacation" must have been a memory of that two-month break he enjoyed as a teen-ager, since his collection was filled with retro color combinations splashed on striped T-shirts and slim pants.

"My overall theme is the American classic -- Nantucket-inspired," said Hilfiger before the show, his first in years at the tents at Bryant Park in mid-Manhattan, which is Fashion Central for the eight days of previews for editors and retail buyers.

"These are clothes for the irreverent preppy guy who wants to be a little cool," Hilfiger explained.

On the runway, Hilfiger even offered a tutorial for the man who wants to spice up his otherwise conservative look, putting together a navy tropical wool blazer, bright green oxford shirt, red embroidered silk tie ... and a nylon drawstring pant.

And for the now-successful business executive who remembers his hippie days fondly, Hilfiger offered a tie-dye T-shirt under a sweater vest and red denim bell-bottom pants with an otherwise nautical outfit of a blue-and-white striped sweater and boat shoes.

Bright colors, including kelly green, lime green, pink and tangerine, are important for the spring collection,

LIFE: LINGERIE IS MOULIN MAD Birmingham Evening Mail September 20, 2001, Thursday

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Birmingham Evening Mail

September 20, 2001, Thursday

SECTION: Pg. 32

LENGTH: 416 words

HEADLINE: LIFE: LINGERIE IS MOULIN MAD

BYLINE: Diane Parkes

BODY:
WE are all going Moulin Rouge crazy - and the lingerie firms are loving it. Triumph softens the look with a soft stretch bustier top with matching briefs, string, bra and suspenders. Available in black or aubergine, the top costs pounds 35. And Aristoc goes fishnet crazy with range including two-tone, diamond and backseam patterns from pounds 5 at House of Fraser stores.

Fend off the spots with Neutrogena's new Clear Pore Cream Wash. Using camomile and aloe to soften and clean skin, a tube costs pounds 4.99 at chemists and supermarkets.

England rugby player Dan Luger will be signing rugby balls at Beatties in Solihull on Sunday, September 23. Luger will be promoting the **Nautica** autumn and winter range of men's clothing.

The Body Shop brings us a new weapon in our complexion's battle against the outside world. Its Green Label collection includes aloe vera for dry skin, jojoba for normal, seaweed for oily and camomile for all types. All products are under pounds 8.

Do you owe a friend a favour? Ragdale Hall health spa is offering a free place to a friend during a promotion in December and January. The centre near Melton Mowbray has just been named health spa of the year for the third year running. Contact 01664 434831.

Having a bad hair day? Get some help from the experts. Trevor Sorbie's Professional range includes more than 20 products aiming to help all our hair problems from frizz to shine. Prices start at pounds 3.99 at Boots.

Original Source is relaunching its orange hair products - with even more fruit than previously. Orange is blended with grapefruit for volume, lemon for balance, tea tree for protection or almond for richness. Bottles of shampoo and conditioner cost pounds 2.99 at supermarkets and chemists.

Johnson's new baby powder with camomile and lavender is so gentle mums will be using it themselves. Available at chemists, a tub costs pounds 2.69.

Don't leave the guys out. Estee Lauder's Pleasures for Men collection aims to offer the boys equal protection against the elements. Products include shave gel and face moisturiser. Prices start at pounds 12.50 from Estee Lauder counters in department stores.

Calvin Klein helps us to cover up with the launch of a new range of cream foundations and powders. Look

out for the highlighter to add sheen. Prices are from pounds 9.50 to pounds 23 at department stores.

It's your chance to collect pounds 1,000 towards

a car, holiday and much, much more, next page

LOAD-DATE: September 21, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (7/1/2001) and leq (12/31/2001)) (Edit Search | Suggest Terms for My Search)
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F A L L F A S H I O N P R E V I E W Dayton Daily News (Ohio) September 23, 2001 Sunday CITY EDITION

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Dayton Daily News (Ohio)

September 23, 2001 Sunday CITY EDITION

SECTION: LIFE; Pg. 5E

LENGTH: 97 words

HEADLINE: F A L L F A S H I O N P R E V I E W

HIGHLIGHT: FROM THE COVER

BODY:

How to go

* What: Vintage fashion show/luncheon and tour of Hawthorn Hill, home of the Wright brothers.

* When: Noon Oct. 5.

* Where: Dayton Country Club, 555 Kramer Road, Oakwood, with tours of Hawthorn Hill before and after lunch.

* Admission: $35. Reservations required.

* More info: 461-1165.

* Tours of Hawthorn Hill: Offered Oct. 6-7. Admission is $12, with proceeds to the Montgomery County Historical Society. Reservations required. Call 461- 1165.

GRAPHIC: PHOTO, STEPPING OUT: Iridescent wine A-line skirt by Niki ($149), sleeveless mock neck

rayon/nylon sweater ($39) and matching cardigan (not shown, $69). Onyx bracelet ($22) and earrings ($14) by Liz Claiborne. All from Lazarus., BACK IN THE SADDLE: Anything horsy is guaranteed to win a blue ribbon this fall. The equestrian look incorporates leather and suede jackets, riding boots. She models a houndstooth skirt with fringe ($79), ribbed cowl-neck sweater ($39), black cowl-neck sweater ($49), all from INC. Black embossed belt with rhinestone buckle by Steve Madden ($36), cable tights by Hue ($17.50), embossed drawstring bag by Dooney & Bourke ($325), side-stitched black knee books by Bandolino ($139). He models a leather bomber jacket by **Nautica** ($398) and suede button-front shirt by Claiborne ($150), layered with wide-ribbed knit olive turtleneck by Club Room ($45). Stretch pant by Kenneth Cole ($68). All from Lazarus., MILITARY MANEUVERS : She wears a two-piece washable suede ensemble in olive by Robert Krugman. Jacket ($174) and boot skirt ($163), silk and cotton scarf by Descours of France ($77). Earrings by Echo of the Dreamer ($408). All from Touch of Class in Oakwood. Makeup by Michelle Lester of Michelle Skin Care in Kettering. Hair by Colleen Horn of Shapes for Hair in Oakwood. He wears a single-breasted three-button taupe coat and double-reverse pleated pants by Coppley Apparel ($495), burgundy tencel long-sleeve sport shirt ($125) by Robert Barakett, black T-shirt by Kenneth Cole ($45). Black shoe ($145) and belt ($45) by Kenneth Cole. All from Robert Howell Lauterbach Clothier in the Fifth Street Center, downtown., CLASSIC CHIC - THE 7/8 COAT: Long crested black wool jacket ($270) shown with long-sleeve white and poppy cotton shirt ($68) and sanded twill deep poppy jean ($59). All from Lauren by Ralph Lauren. At Elder-Beerman Dayton Mall, Centerville and the Mall at Fairfield Commons., CHOCOLAT : From camels to rich dark chocolate, brown is the color of the season. Add fur trim, boots and a brooch; you can't be more stylish. Shown: Rena Rowan chocolate pantsuit with fur collar ($169 and $99), gemstone bracelet and brooches from Haskell ($20 each), a jewel ring from Swarovski ($85) and chocolate boots from Sesto Mucci ($216). All from Parisian. STYLE FILE

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INSIDE THE SOUTHPARK FLAGSHIP. Daily News Record September 24, 2001

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Daily News Record

September 24, 2001

SECTION: Pg. 23 ; ISSN: 1041-1119

IAC-ACC-NO: 79289750

LENGTH: 411 words

HEADLINE: INSIDE THE SOUTHPARK FLAGSHIP.

BYLINE: Lloyd, Brenda

BODY:
While Belk's SouthPark store is in the midst of a major renovation, it's already a fine department store, on a scale with such competitors as Rich's and Burdines. Men's wear is on the main level and, when the renovated is finished, will have its own mall entrance. Men's currently is in a horseshoe formation around cosmetics.

The major national brands are represented here, including the three big collections -- Tommy Hilfiger, **Nautica** and Polo -- as well as Chaps and Claiborne for Men. Among the dress shirt labels are Perry Ellis, Geoffrey Beene, Arrow, Gitman Bros., Ferrell Reed and Van Heusen, and neckwear brands include Bill Blass, Van Heusen and Ferragamo. Loungewear brands include **Nautica,** Tommy Hilfiger, Calvin Klein and Izod.

Dress pants vendor offerings come from Chaps, DKNY, Perry Ellis Portfolio, Haggar and Haggar Black Label, while casual pants brands include Dockers, Savane and Duck Head. Crossings, Alexander Julian, Timberland, Bungalow Brand and M.E. Sport are among the names in casual tops. There are specified areas for Cutter & Buck, **Nautica** Jeans, Polo Jeans and Tommy Jeans, and Tommy Bahama is well represented.

The golf brands that get big play are Bobby Jones, Greg Norman Collection, Polo Golf and Ashworth. The store also offers Nike, Adidas and Columbia Sportswear. Directly across from men's sportswear is young men's, which offers a variety of names, including Lucky Brand, Diesel, Unionbay, OP, U.S. Expedition and Levi's, as well as Sean John.

There's even a Big & Tall section with Polo/Ralph Lauren, Izod, Savane, Van Heusen, Jockey, Arrow, Levi's and Bungalow Brand. Leather goods include Ghurka and Fossil. The lower level has a Mitchell's Tuxedo shop by an entrance. On that same level is a pleasant restaurant and wine shop that also offers a deli.

The Belk store that opened last year at Snellville Pavilion in Snellville, Ga., is much smaller than SouthPark or the Raleigh Crabtree Valley Mall store, but it is on the outer edges of what is considered the Atlanta suburbs -- more than 30 miles from downtown. Its co-anchors are Kohl's, Old Navy and Goody's. It carries many of the same brands as the larger stores, and offers tailored clothing and Big &Tall. It has a racetrack layout, with men's to the left of the entrance, women's to the right and home in the back, but all of it connected by a wide circular aisle. Jewelry, footwear and other accessories are in the center of the store.

IAC-CREATE-DATE: October 19, 2001

LOAD-DATE: October 20, 2001

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YOUR STYLE The Augusta Chronicle (Georgia) September 25, 2001 Tuesday,

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The Augusta Chronicle (Georgia)

September 25, 2001 Tuesday, ALL EDITIONS

SECTION: XTREME, Pg. 001

LENGTH: 110 words

HEADLINE: YOUR STYLE

BODY:
THE FACTS: Lynthia Byrd, 16, a junior at Westside High School, and Darnell Blocker, 16, a junior at Glenn Hills High School

THE LOOK: She: Baby Phat Jean Company denim jumper ($110) and Steve Madden sandals ($69) from Rich's.

He: FUBU Dirty South jersey ($62) from Rich's, **Nautica** jeans ($40) from **Nautica** Clothing Company and Nike Air Force I sneakers ($75) from Foot Locker.

FASHION STATEMENT: She: "I like this outfit because it's a representation of me: simple and to the point."

He: "I like this outfit because it represents where I'm from - Dirty South! Plus, it's one of a kind and it represents me in all new ways."

LOAD-DATE: October 4, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text)
Terms: nautica and date(geq (7/1/2001) and leq (12/31/2001)) (Edit Search | Suggest Terms for My Search)
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THE SHOWS GO ON;FASHION'S BIG NAMES CLOTHES RANKS Rocky Mountain News (Denver, CO) September 27, 2001 Thursday Final Edition

Copyright 2001 Denver Publishing Company
Rocky Mountain News (Denver, CO)

September 27, 2001 Thursday Final Edition

SECTION: MILE HIGHSTYLE; Pg. 3D

LENGTH: 2145 words

HEADLINE: THE SHOWS GO ON;
FASHION'S BIG NAMES CLOTHES RANKS

BYLINE: Lesley Kennedy, News Style Editor

DATELINE: NEW YORK

BODY:
Sept. 11 began like any other day. Writers, buyers and stylists filed into the tents at Bryant Park on Sixth Avenue, where Fashion Week was held, for a 9 a.m. presentation by designer Liz Lange.

The collection of maternity clothes was shown, but when the audience headed out the doors, ready to see the Douglas Hannant 10 a.m. show, they were quickly evacuated.

From the midtown location of the shows, no one knew that terrorists had just attacked the World Trade Center towers and that the Pentagon had also been hit. But after taking a few steps outside the tents, the devastation slowly became clear.

Fashion Week was immediately canceled. Some designers - including Hannant, Calvin Klein, Donna Karan, Michael Kors and Oscar de la Renta - decided to show their collections to a limited number of guests last week.

Other shows have been rescheduled to take place Oct. 22-24.

Before Sept. 11, Fashion Week had been off to its usual start, though some notable names were missing from the lineup. Helmut Lang and Puff Daddy's line Sean John opted to show in Paris. Richard Tyler, Badgley Mischka and Daryl K chose not to show this season.

The shuffling lineup had fashion insiders a little concerned, but with more than 100 designers still showing their collections, there were still plenty of clothes to be seen.

Menswear started off the week slowly, with the only big names - Tommy Hilfiger and **Nautica** - presenting collections, along with lesser-known designers Everett Hall, Gene Meyer, Francis Hendy and John Varvatos.

But by Sunday, the action started to pick up with womenswear taking center stage. Early on, some trends started to emerge: miniskirts, short jackets, low-slung pants and belts, trench coats, wrap tops and dresses, asymmetrical lines, crocheted pieces and the color white all dominated the runways.

The light, airy and colorful fashions pushed aside thoughts centered on this fall's wardrobes. The spring

but Hilfiger has gone back to what he says he does best -- red, white and blue garments with clean lines and a little humor. That must be where the navy and red lobster-print pants come in.

Making clothes fun, spirited and, most importantly, wearable is the best plan for turning around the slumping menswear industry, said the designer.

LOAD-DATE: September 27, 2001

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
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STEPPING UPSTAIRS. HFN The Weekly Newspaper for the Home Furnishing Network September 17, 2001

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HFN The Weekly Newspaper for the Home Furnishing Network

September 17, 2001

SECTION: Pg. BS ; ISSN: 1082-0310

IAC-ACC-NO: 79287645

LENGTH: 813 words

HEADLINE: STEPPING UPSTAIRS.

BYLINE: Webb, Carla

BODY:
The growth of upstairs dinnerware sales continued in 2000, with a 6 percent increase from 1999, possibly confirming last year's prediction that the dinnerware market might be getting back to formality.

In formal china, platinum-banded place settings continued to be popular, making it more of a staple in formal dinnerware as opposed to a trend. Its popularity continues in 2001, with 24 of the top 25 formal china patterns being platinum-banded in the first quarter, according to market research firm Macomber Associates.

Some vendors attempted to make more of a name for themselves in upstairs dinnerware. For example, **Nautica,** which entered the housewares dinnerware market a few years back, targeted upstairs china departments with the **Nautica** Island Shores Tableware, which was made by Pfaltzgraff.

Still, this is not to say the housewares dinnerware business is slumping. With a 2 percent increase in sales last year, housewares dinnerware, which has been driving sales in the overall category for years, continued to account for the bulk of dinnerware revenue.

Despite the impending maturation of the housewares dinnerware category, after a period of rapid growth, tabletop manufacturers still see it as an important segment. Oneida acquired Sakura in fall 2000 in an attempt to gain some ground in the casual dinnerware market, while leading glassware manufacturer Arc International bought Mikasa in the spring, introducing it to a new segment of the market and giving Arc a foothold in the housewares dinnerware industry (as well as the formal market).

Designers who have already made their names in other areas of the home delved into dinnerware. Home furnishings maven Raymond Waites signed with Certified International to produce ceramic dinnerware and ceramic and glass tabletop accessories. Clothing designer Joseph Abboud designed a collection of dinnerware for PTS America under the company's Westbury Court brand to target the upstairs department, and Cheri Blum licensed her name to PTS for casual dinnerware. Calvin Klein left Nan Swid and, after floating around without an anchor for a good part of the year, signed on with Salton's Block China.

The channels of distribution for housewares dinnerware remained virtually unchanged, with mass merchants still leading the group, followed by department and specialty stores. Some mass merchants,

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]
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Going wide The Dallas Morning News September 20, 2001, Thursday

Copyright 2001 The Dallas Morning News
The Dallas Morning News

September 20, 2001, Thursday THIRD EDITION

SECTION: FID; Pg. 7F; GUY'S GUIDE

LENGTH: 592 words

HEADLINE: Going wide

SOURCE: Staff Writer

BYLINE: ROB BRINKLEY

BODY:
Years. A decade, even. That's how long it took guys - most of us anyway - to let loose of our loose-fitting pants.

Finally, of course, we snugged into skinny cuts. Pulled on pairs no plumper than two pencils. Even forced ourselves into flat-fronts. Designers had at long last convinced us that slim was in.

Guess what. The silhouettes, they are a-changin'.

When influential menswear designers such as John Varvatos and Gene Meyer sent their models down the runways at the fall shows, you couldn't help but notice: There was room in those britches. Pant legs billowed a bit. The skinny on "skinny" was that maybe, just maybe, it was over.

Keith Carlisle, a menswear buyer for Stanley Korshak, believes roomier cuts are "a trend that will stay with us" - which explains the store's commitment to fuller pants from Mr. Varvatos and the luxe Armani Collezione.

"A lot of guys like wider pants," he adds. "For large guys with big thighs - like athletes - a lot of the flat-fronts tend to be narrower through the legs. These guys can't wear them."

Problem solved. Pants have loosened up, in cuts from sailor to The Sopranos. It's not a flare, but instead a fullness that runs from waistband to hem.

"One silhouette that's important now is the flat-front pant with a larger leg," confirms Colby McWilliams, a menswear buyer for Neiman Marcus. "John Varvatos, Gucci, Donna Karan - almost everybody has one."

But this isn't a swing to the comically oversized cut of Jnco jeans fame or the one-size-fits- three styling of the hip-hop crowd. These trousers and denims are regular size, just roomier than the stretch and tech pants that have dominated menswear for so many seasons. And the fuller cuts are coming from everyone from designer Everett Hall to **Nautica's** David Chu to the prolific P. Diddy. (Many of his fall guys didn't even wear shirts, just spacious Sean John khakis and jeans - topped with fur coats, of course.)

So, if it's back to baggy down below, what's on top? Everything from suit coats to sweaters. Wider pants can dress up and down.

"They can be very elegant and drapey," says Mr. McWilliams, "or they can be very fun." Mr. Meyer showed his with snug, graphic-slashed vests. Mr. Varvatos paired his with relaxed, three-button jackets over T-shirts. Mr. Hall tried four-button coats over turtlenecks. At **Nautica** and Sean John, the pants were shown with equally baggy sweaters - sometimes tucked in, sometimes hanging loose. Anything goes.

The same for shoes. Footwear for these pants runs the gamut from lace-ups to loafers to lug-soled boots. Mr. McWilliams even wears tennis shoes with his own full-cut Varvatos suit trousers - a look Mr. Varvatos himself loved when he met Mr. McWilliams during a public appearance at Neiman Marcus.

But lest you think just the pant leg is affected by all this room to roam, think again. Another change is in the fold: pleats. Tastemaker Tom Ford declared, "Pleats are so back," then proceeded to prove it by showing them on full-cut, multipleated trousers in his spring and summer 2001 collections for Gucci. His fall collection followed suit. Marc Jacobs did likewise (for Louis Vuitton), and so did Ralph Lauren (for his Polo line) and Miuccia Prada.

And these power players aren't the only ones saying, "Pleats, please."

"We have a lot of customers who still want a pleated pant," says Korshak's Mr. Carlisle. "They have flat-fronts, but they want both. They want options."

So, skinny, step aside. This fall, it looks as if we'll be making room for wide.

GRAPHIC: PHOTO(S): (1-4. EVANS CAGLAGE/Staff Photographer) 1. High contrast: Gene Meyer put snug sweaters over his loose-fitting trousers. 2. Luxe and loose: John Varvatos' full-cut suit pants. 3. Jean scene: **Nautica's** baggy denims look great topped with a chunky sweater. 4. Check it out: Wide-cut windowpane pants from Sean John.

LOAD-DATE: September 21, 2001

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