

Women's Wear Daily • The Retailers' Daily Newspaper • January 30, 2006 • \$2.00

WWD MONDAY

Accessories/Innerwear/Legwear

Under Construction

PARIS — Although he usually chooses historical figures as muses, John Galliano took a different route for Christian Dior's pre-fall collection by showing off the dressmaking and construction behind his designs. He played with undone hems and rough, blade-cut details to create a work-in-progress look, as shown with this wool bouclé-to-chiffon suit with a raw-cut hem and exterior darts. Leather bag and shoes. For more pre-fall, see pages 6 and 7.

Tahari's New World Accessories and More To Grow Brand to \$1B

By Marc Karimzadeh

NEW YORK — Elie Tahari is taking on the world — fashion-wise and geographically.

Tahari is out to build a \$1 billion brand over the next five years and for fall will launch both a major accessories push and a men's wear line. At the same time, he's growing his network of freestanding stores with a new retail concept, expanding into international markets such as Europe and Asia and upgrading parts of his collection to hit higher price points.

To support the growth, Tahari also will launch his first global advertising campaign this spring, which was

See **Elie**, Page 10



Show Pressure Building

Fashion designers here and in Europe are starting to feel the heat.

The fall collections kick off here this Friday, and many designers are struggling with what they perceive is the earliest-ever start to the runway season — Feb. 3, which is proving to be particularly early for American designers. Many of them have expressed the difficulties they've been having getting fabrics in on time from Italy to be able put together their collections. In the case of Proenza Schouler designers Jack McCollough and Lazaro Hernandez, the late fabric deliveries forced them to reschedule their show to the Thursday of fashion week to allow for some extra time.

Perhaps the most vocal critic to emerge is Marc Jacobs.

pedes a designer from doing his best work.

"It's depressing to look at something that's done and know that it's not your best, and think of how good it could have been but you didn't have the time," he said. "Because then it's too late and it's out there forever."

After his Vuitton men's show, Jacobs was slated to rush back to New York to prepare for his Feb. 6 signature show. However, a snag in Vuitton shoe deliveries threatened to delay his Paris departure.

"We are waiting, waiting, waiting for clothes, and because of the dates being so early, everyone will get fabrics and samples at the last minute," Michael Kors said. "Fall collections are always a push, much more so than spring. If you look at the calendar, the timing with Christmas

shows have started on the first Friday in February.

Donna Karan is a supporter of New York going first, but she has long been a proponent of a later show cycle, mainly because the early timing is more prone to problems with fabric deliveries and too far away from the selling season.

"It's very hard, because of the fabrics," Karan told WWD in an interview last February. "The European designers have more time to get their fabrics. Because of couture, and the men's shows, getting fabrics out to New York is tough."

Narciso Rodriguez told WWD earlier this month: "Something has to be done about that because it's really unfair to American designers that we have four weeks to put our entire fall collection into work and are depending on fabrics that will arrive at the end of January, beginning of February. Last year, the show was a week later and we received some fabrics a week after the show, which we couldn't use, and that's very frustrating because you put a collection based on everything you are using. It's just not right."

Behnaz Sarafpour said Friday that the time between the fall and spring shows is already shorter and more challenging, a fact that has only magnified with the earlier start.

"But we are in a situation to have to cope with it," she said. "It puts me in a position of having to put pressure on who delivers to me. All it does is push into a frenzy and you have to call U.S. Customs every day and your mill every day and pressure and push them to make things a few days earlier."

It's not just the New York designers who are feeling the crunch either.

"We're going crazy," Stefano Gabbana said. "We just had the men's runway shows for the first line and for D&G, next Wednesday we're presenting the main line, we're working on the women's runway show, coordinating the accessories collection, choosing spring fabrics and working on resort. It's one big blur. For designers who seriously work on the clothes, everything is too close together and too early. Even the manufacturers are in a crisis because they can't meet all our deadlines. I think that the shows in every city should be pushed down by at least one week because even the press gets caught in this vortex."

A Giorgio Armani spokesman noted: "Milan Fashion Week is essentially in line with last season's. We swapped Giorgio Armani with Emporio [Giorgio Armani shows on Feb. 20 and Emporio is scheduled for Feb. 22] so it's really not that different. The New York shows instead seem remarkably early...I really think the various governing bodies should connect more with one another. For example, lots of editors were complaining about the week-long break between the men's wear shows in Milan and Paris. It doesn't make sense."

— Marc Karimzadeh, New York, Miles Socha, Paris and Alessandra Ilari, Milan

“Fall collections are always a push, much more so than spring. On top of it, there was a major snowstorm in Milan [on Friday], and the city is at a standstill. There are no planes flying, you can't get bags, shoes, clothes out. I think there will be a lot of late nights.”

— Michael Kors

"Whoever moved those shows dates up in New York should be executed," he said last Thursday night at a dinner to celebrate his new collection store in Paris, less than 24 hours before his Louis Vuitton men's wear show. "I'm stressed and exhausted."

Jacobs, who juggles multiple men's and women's runway and pre-collections for his signature house and Louis Vuitton, said the time crunch ultimately im-

thrown in the middle, it's always a real crush. On top of it, there was a major snowstorm in Milan [on Friday], and the city is at a standstill. There are no planes flying, you can't get bags, shoes, clothes out. I think there will be a lot of late nights."

While everyone laments the earlier start, it may just be fashion's version of a windchill. Last year, the fall collections began on Feb. 4. In the past few years the

••• ONE POINT. MANY RESOURCES. •••

KT KAISER TIME INC.

350 Fifth Ave.
Suite 5614
New York, NY 10118

P (646) 473-1640
F (646) 473-1643
www.kaisertime.com

WWD MONDAY

Accessories/Innerwear/Legwear

FASHION

6 Designers are offering dressed-up day options for pre-fall, from Oscar de la Renta's whimsical jackets to Valentino's pieces with mink trim.

GENERAL

1 The world of Elie Tahari is expanding significantly, and if all goes to plan, it could be a \$1 billion business within five years.

4 EYE: An eclectic mix of celebrities, socialites, artists and fashion folks made the rounds at various parties in New York and Paris.

12 ACCESSORIES: Bracelets, necklaces, rings and earrings with pastel stones, pearls and yellow gold highlighted the JA New York Show.

15 INNERWEAR: There were some blockbuster hits at this month's fall market, with luxury goods and fashion looks leading the way.

16 M Missoni is on a roll, and now it's capitalizing on the momentum by opening its own stores, with New York the first this spring.

19 Men's sportswear and neckwear designer Henry Jacobson is launching his first collection of women's wear for fall selling.

22 As the mergers and acquisitions market keeps up its dizzy pace, retailers face challenges that go beyond the impact of consolidation.

Obituary.....24

Classified Advertisements.....25-27

To e-mail reporters and editors at WWD, the address is **firstname.lastname@fairchildpub.com**, using the individual's name.

WOMEN'S WEAR DAILY IS A REGISTERED TRADEMARK OF FAIRCHILD PUBLICATIONS, INC. COPYRIGHT ©2006 FAIRCHILD PUBLICATIONS, INC. ALL RIGHTS RESERVED. PRINTED IN THE U.S.A. VOLUME 191, NO. 20. WWD (ISSN # 0149-5380) is published daily except Saturdays, Sundays and holidays, with one additional issue in January and November, two additional issues in March, May, June, August and December, and three additional issues in February, April, September and October by Fairchild Publications, Inc., a subsidiary of Advance Publications, Inc. PRINCIPAL OFFICE: 750 Third Avenue, New York, NY 10017. Shared Services provided by Advance Magazine Publishers Inc.: S.I. Newhouse Jr., Chairman; Charles H. Townsend, President & C.E.O.; John W. Bellardo, Executive Vice President and C.O.O.; Jill Bright, Executive Vice President, Human Resources; John Buese, Executive Vice President, Chief Information Officer; David Orin, Senior Vice President, Strategic Sourcing; Robert Bennis, Senior Vice President, Real Estate; Maurice Perl, Senior Vice President, Chief Communications Officer. Shared Services provided by Advance Magazine Group: Steven T. Florio, Advance Magazine Group Vice Chairman; David B. Chemidlin, Senior Vice President, General Manager, Shared Services Center. Periodicals postage paid at New York, NY and at additional mailing offices. Canada Post Publications Mail Agreement No. 40644503. Canadian Goods and Services Tax Registration No. 89654-9096-RM0001. Canada post return undeliverable. Canadian addresses to: DPGM, 7496 Bath Road, Unit 2, Mississauga, ON L4T 1L2. POSTMASTER: SEND ADDRESS CHANGES TO WWD, P.O. Box 15008, North Hollywood, CA 91615-5008. FOR SUBSCRIPTIONS, ADDRESS CHANGES, ADJUSTMENTS, OR BACK ISSUE INQUIRIES: Please write to WOMEN'S WEAR DAILY, P.O. Box 15008, North Hollywood, CA 91615-5008; call 800-289-0273; or visit www.subnow.com/wd. Four weeks is required for change of address. Please give both new and old address as printed on most recent label. Subscriptions Rates: U.S. possessions, Retailer, daily one year: \$109; Manufacturer, daily one year \$145. All other U.S., daily one year \$205. Canada/Mexico, daily one year: \$295. All other foreign (Air Speed), daily one year \$595. First copy of new subscription will be mailed within four weeks after receipt of order. Address all editorial, business, and production correspondence to WOMEN'S WEAR DAILY, 750 Third Avenue, New York, NY 10017. For permissions and reprint requests, please call 212-221-9595 or fax requests to 212-221-9195. Visit us online: www.wwd.com. To subscribe to other Fairchild magazines on the World Wide Web, visit www.fairchildpub.com. Occasionally, we make our subscriber list available to carefully screened companies that offer products and services that we believe would interest our readers. If you do not want to receive these offers and/or information by mail and/or e-mail, please advise us at P.O. Box 15008, North Hollywood, CA 91615-5008 or call 800-289-0273. WOMEN'S WEAR DAILY IS NOT RESPONSIBLE FOR LOSS, DAMAGE, OR ANY OTHER INJURY TO UNSOLICITED MANUSCRIPTS, UNSOLICITED ART WORK (INCLUDING, BUT NOT LIMITED TO, DRAWINGS, PHOTOGRAPHS, AND TRANSPARENTS), OR ANY OTHER UNSOLICITED MATERIALS. THOSE SUBMITTING MANUSCRIPTS, PHOTOGRAPHS, ART WORK, OR OTHER MATERIALS FOR CONSIDERATION SHOULD NOT SEND ORIGINALS, UNLESS SPECIFICALLY REQUESTED.

COMING THIS WEEK

MONDAY: New York Fall Apparel Market (through Feb. 17).

WEDNESDAY: Pitti Filati, Florence (through Friday).

THURSDAY: Prêt-à-Porter Paris, Eclat du Mode/Bijorca, Premiere Classe, Who's Next, Pick & Mix and Salon International de la Lingerie & Interfiliere (through Sunday).
Avon Products reports fourth-quarter and year-end sales and earnings.
Sara Lee Corp. reports second-quarter sales and earnings.

FRIDAY: Olympus Fashion Week, New York (through Feb. 10).
The U.S. Labor Department releases the January employment report.

SATURDAY: StyleMax, Chicago (through Feb. 7).
London Edge (through Feb. 6).

SUNDAY: Clear, New York (through Feb. 7).
CPD Düsseldorf (through Feb. 7).

Correction

In his new role as Bloomingdale's executive vice president for creative services, Jack Hruska will be in charge of store planning and store design as well as all creative aspects of marketing. The scope of his assignment was unclear in a story on page 13, Friday.

clear +

For retailers who appreciate exclusivity.
For designers who require exclusivity.

The answer is clear.

+ Accessories and Footwear.
Gotham Hall during Fashion Week.

+ Monday - Wednesday
February 6 – February 8, 2006

+ Gotham Hall
1356 Broadway @36th Street
or 985 Avenue of the Americas @36th Street
(a few short steps from Bryant Park)

+

Alessia Re
Alexis Bittar
Bagteria
Basia Design
Carlo Alberto
Carlos Falchi
Cassin
Corpus Christi
Courtney Crawford
De Couture
Elia Stone
Francesca Giobbi
Gnerre
GM Collections
Hunting Season
Iosselliani
Jessica Palazzo
Kara Mia
Kenjikedda
Lorenza Gandaglia
Margot Michon Jewelry
Pashma
Reinhard Plank
Splendid for Live Wear

+



Worldly Goods

eye NEW YORK — In the new book "American Vertigo," **Bernard-Henri Lévy** describes touring across America, visiting prisons and megachurches and interviewing everyone from **Sharon Stone** to **Barack Obama**. By contrast, the guests at his book party at **Diane von Furstenberg's** studio Jan. 23 were slightly less eclectic, but not much. There were fashion people (**Oscar** and **Annette de la Renta**) and media elite (**Graydon Carter** and **Charlie Rose**), party fixtures (**Amanda Brooks** and **Padma Lakshmi**) and artists (**Francesco Clemente**). A few of the guests even seemed to be ripped straight from the headlines. **Lapo Elkann**, the Fiat heir who overdosed last year, made a rare public appearance and wound up eating dinner just a few seats down from Carter, whose magazine, *Vanity Fair*, currently has a big exposé on him. And former *New York Times* executive editor **Joe Lelyveld** had a warm exchange with **Judith Miller**, who was eager to tell him about the "eight thousand things" she's been able to do since leaving the *Times*, including a recent trip to Antarctica.

Stephen Sondheim was also in the house, and was eager to say hello to **Lauren Bacall**. "Here comes one of my father's models," he said. Turns out, Bacall had been a fashion model for Sondheim's father, Herbert, who had a long career on Seventh Avenue as the owner of a dress company. "I was a terrible model," protested Bacall. "I was terrified and bony." Three nights later, the crowd at the Winter Antiques show's Young Collectors Night at the Seventh Regiment Armory was more about the ladies — **Jennifer Creel**, **Coco Kopelman**, **Emilia Fajul**, **Susan Fales-Hill**, **Samantha Gregory** (who just returned from a yoga trip to Mexico) and honorary co-chairman **Delphine Krakoff**, who came with her husband, **Reed**. But, while some perused the antiques regaling what was past, others were already lamenting the fashion week frenzy to come. **Jane Lauder** will accompany **Serena Williams**, a guest designer for Estée Lauder's *Flirt* cosmetics line, to a handful of runway shows. "It's work," she said with a smile.

An ocean away, fashion's finest trekked out to remote Bois de Boulogne in Paris for the annual Sidaction AIDS benefit gala — and a hot affair it was, literally. "Is it only me, or is it boiling in here?" asked **L'Wren Scott**, who, under the tablecloth, had hiked the pooling Edwardian lengths of her Rochas gown into a miniskirt. "Someone should toss a plate through one of those windows." The socializing went on despite the sauna-like conditions. One of the rare times *tout Paris* mingles — bad blood and otherwise — it was a chance to see **Donatella Versace** interact with **Olivier Theyskens**, **Lars Nilsson** chatting up **Loulou de la Falaise**, **Carine Roitfeld** wearing Givenchy couture from **Riccardo Tisci's** show the night before and normally blasé fashion people get starstruck by the sight of **Catherine Deneuve** or **Marisa Berenson**. "I'm in Dior couture, of course," offered Berenson, who sat next to **Sidney Toledano**, Dior's president. Meanwhile, **Pierre Bergé**, the evening's traditional ringleader, proclaimed it the best yet for the fund-raising effort. "We need to build even more momentum in this important fight," he said.



Oscar de la Renta and Lapo Elkann



Diane von Furstenberg



Jennifer Creel



Emmanuelle Béart



L'Wren Scott in Rochas.



Camille Miceli in Louis Vuitton at Sidaction.



Donatella Versace and Olivier Theyskens



Susan Fales-Hill

Sister Act



Jena Malone

NEW YORK — Glancing at actress Jena Malone's jam-packed résumé, one could be forgiven for thinking the girl has a religious bent. She was a pregnant teenager grappling with her faith at a Christian high school in the 2004 "Saved," a troubled Catholic schoolgirl in "The Dangerous Lives of Altar Boys" and, since her Broadway debut two weeks ago, a conflicted nun in John Patrick Shanley's Tony award-winning play "Doubt" at the Walter Kerr Theatre.

But such thematic coincidences are simply a testament to Malone's inquisitive nature. The 21-year-old, precocious and preternaturally wise in person, attended Sunday school only a few times as a child. And it was her desire to break into theater, not the religious subject matter, that drew Malone to "Doubt," in which she plays Sister James, a teacher torn over whether to believe the school's priest has sexually abused one of her students.

"I loved the power plays and how she's sort of the low man on the totem," she explains over an early sushi dinner near the theater. Dressed in an old cardigan (bedecked with a strip of duct tape) and ripped jeans, Malone is recovering from a flu that caused her to miss her first show. "She's constantly fighting to keep her job, to keep her mind, to keep her soul intact," she says of her character. "And I found that her journey paralleled the audience in a lot of ways in the sense of her questions were the same questions that the audience has."

Certainly, Sister James' naïveté and purity seem a far cry from the darker, rawer material Malone has chosen since her first movie, "Bastard Out of Carolina," when she was 11. It was probably this very energy, though, that helped her stand out when director Doug Hughes began auditioning last fall (Malone takes over the role from Heather Goldenhersh).

"I had a hard time recasting this part. We saw a number of actresses and all of them are very, very good, but there was a particular value, a fierce innocence that has to come naturally to the actress playing her," Hughes explains. "I found that Jena has that fierce innocence that she brings to the role and has very much made it her own."

Malone, for her part, has relished the slight adjustments and nuances of acclimating to the theater world and her new part.

"The more and more I've done it, my voice is dropping deeper and it's just feeling more right," she says of her first time on stage since the age of seven. "As in, I don't have to play the innocence. The audience is already there. I am the picture of innocence when I step out on that stage."

In real life, the picture is very different. Born in Sparks, Nev., Malone moved around about 30 times throughout her childhood, raised by her mother, a theater actress, and her lesbian partner. At 14, she went to court to gain control of her finances and has been living on her own ever since.

Since her teens, she has worked steadily (her upcoming films include "Lying" with Chloë Sevigny and "The Go-Getter" with Lou Taylor Pucci), attended high school for just one year and moved to Lake Tahoe, where she bought a house at age 18. She is now close to both her mom and eight-year-old sister.

Malone's disarming maturity, sweetly set off by the "rads," "awesomes" and "likes" that dot her speech, naturally extends to her self-assured take on Hollywood. She doesn't employ a publicist, adamantly eschews makeup and fancy clothes in press appearances and wouldn't be caught dead in her underwear on a magazine cover.

"It's not that I don't like to embrace my femininity, because I'm learning that more and more, actually," she explains, having bought 13 dresses in the past year after a lifetime as a self-avowed tomboy. "It's an exciting thing to sort of dress up and wear makeup and stuff, which I had never really ever endorsed before. But if I am going to show many different faces to the public, then I have to keep something for myself. And I'd much rather put the most honest depiction of my face forward than a heightened form of reality."

— Vanessa Lawrence



Coterie

Fashion Coterie . Mezzanine . Sole Commerce
An ENK International Event For Fall/Winter 2006
Tuesday - Thursday, February 14,15,16, 2006

The Show Piers,12th Avenue @ 55th Street, NYC
8am-7pm Tuesday & Wednesday . 9am-4pm Thursday
212.759.8055 www.enkshows.com fashioncoterie@enkshows.com
For Travel/Hotel Information: www.enktravel.com
American Airlines: 800.433.1790 Index #18307

ENK
INTERNATIONAL

Tailor Made

Calling all Ladies Who Lunch. Designers are offering plenty of dressed-up day options for pre-fall, ranging from Oscar de la Renta's whimsical jackets to Valentino's luxe numbers with mink trimmings. Both tailored and sexy, these looks exude a feminine charm.



Oscar de la Renta



Valentino

Moschino Yves Saint Laurent



Valentino



Christian Lacroix



Jean Paul Gaultier



Number eight assignment at Jean Paul Gaultier.



Madonna arrives at Jean Paul Gaultier.



Paris Couture
image bank
PHOTOS BY STEPHANE FEUGERE

Anna Mouglalis
at Chanel.



Charlotte
Rampling at
Armani Privé.



Christian Dior



Christian Lacroix



Hovering over Karl Lagerfeld at Chanel.



Avril Lavigne at Chanel.



Victoria Beckham at Chanel.



Mischa Barton at Dior.



Valentino



Swarovski



Armani Privé



Chanel



Christian Dior

Elie Tahari Takes

Continued from page one

photographed by Glen Luchford and features model Missy Rayder.

Sitting in his sprawling office facing Bryant Park on West 42nd Street, Tahari, chairman and chief executive officer, and his wife, Rory, who is the label's creative director, said the timing was right to make the leap.

In 2003, Tahari sold his stake in Theory, which he launched with Andrew Rosen in 1997, to Link International and Fast Retailing Co., and found himself with sufficient cash to reinvest. His 2004 attempt to buy Barneys New York didn't happen, but Tahari is now using some of that money to expand his own label, which is sold in more than 600 doors worldwide, including Neiman Marcus, Bergdorf Goodman, Saks Fifth Avenue, Bloomingdale's, Nordstrom and Macy's West.

"I always intended to make the highest-quality designer product, but I didn't have the financial resources or the right connections to accomplish this," Elie Tahari said. "Since we sold Theory, we had the financial resources. I also had the extra time to devote myself to these expansions and now we feel we're doing it right. In the last two years, we have been investing in the product and this is only the start."

Department and specialty stores regularly cite the collection as one of the top sellers in the bridge area, where it is often positioned as a segue to the contemporary designers. According to Tahari, the label had wholesale sales of \$500 million, which he explained was a good platform for future growth.

Within five years, Tahari plans to be a \$1 billion company. Much of this growth is expected to come from the addition of the lucrative accessories categories, as well as the brand's growing network of signature stores.

For fall, he is launching about 50 styles of shoes and 23 handbags, which echo many of the luxurious details that he has been incorporating into his sportswear. The shoes, for instance, are full of special touches inspired by antiques, such as Victorian pocket watches and decorative Jugendstil elements. One style features fine metal filigree work on the toe, which emulates lace embellishes, while another features a striated metal accent on its front.

Specially developed leather stamp work appears throughout the footwear, either bordering an undersole, scrolling up a heel or decorating the sides of a platform. The Forties- and Fifties-inspired silhouettes, including flats, strappy high heels, round-toed platform pumps and knee-high boots, appear in jewel tones like midnight blue, wine, camel and black. Materials include velvet, patent leather, silk moire, suede, leather and exotic skins like crocodile, python and a rare ring lizard.

One shoe is designed in a wool and metal brocade, specially developed for the line. The footwear has suggested retail prices of \$350 to \$750, with some styles climbing as high as \$2,000.

Tahari didn't want the aesthetics to reign over comfort, however. For the shoes, he developed custom lasts to ensure proper foot balance. He also added cushions to cradle the ball of the foot. To enhance practicality, some shoes even feature a protective, nonslip rubber patch hand-stitched to the sole.

"I don't wear shoes unless I'm comfortable and I think women are getting smart and thinking this way as well," Tahari said. "They want comfort and practicality along with beauty."

The handbag collection features custom-developed hardware and materials such as soft Italian leathers, crocodile, sheared mink and Persian lamb. The lining echoes filigree detailing found in the footwear and apparel. Silhouettes include a drawstring satchel and a small half-moon shoulder bag with a flap closure. Suggested retail prices for the handbags range from \$450 to \$950, with some styles going up to \$2,500.

"Women these days are buying the \$4,000 bag and the \$1,000 shoe to go with a pair of \$200 jeans, and that idea was very much a part of the conceptualization of the [accessories] collection," Tahari said.

The company sought out factories in Italy that work with brands like Prada, Louis Vuitton and Costume National.

"I needed to go the right craftsmen to be successful with this product," he said. "The fascinating thing about Italy is that you go to a factory, and it's run by maybe one family that only make buckles and belts. But they will make the best buckles and belts, and that is what I was after."



Elie Tahari

Silk satin hammered bustier and silk organza blouse.



A men's wear look.



Sheared mink bag and velvet ballet pump.

The men's wear has a luxurious but relaxed feeling, with cashmere coats and blazers, jeans and prewashed leather jackets. Despite the new categories, Tahari is being cautious about rolling them out. He said he intends to selectively launch them in "a couple of dozen stores in this country. We are starting very small, also in Europe."

As Tahari's assortment grows and diversifies, the designer is expanding his freestanding store network with a new concept to house his full range. In late December, Tahari unveiled the concept with the opening of a 2,000-square-foot store at Phipps Plaza in Atlanta. The boutique, designed by architect Piero Lissoni, has such details as Mondrian-inspired fixtures and an opulent handmade Venetian glass chandelier.

"It's a combination of good taste, great product and me being a Persian merchant," said Tahari, referencing the 18-foot-wide retractable storefront that is kept open during store hours, practically elimi-

on New Territory

Sheared mink bolero, polyamide and rayon lace blouse and rayon and silk velvet skirt.



Waxed python bag.



An image from the spring ad campaign.

nating the threshold in order to make it a less intimidating experience for shoppers.

"The concept is influenced by our lifestyle," Rory Tahari said. "This is how we like to live...It's easy luxury."

Two weeks ago, Tahari took the concept to Boston, where he opened a 2,600-square-foot store at Copley Plaza. It also features an 11-by-12-foot plasma screen that will show images of fashion shows, advertising campaigns and exclusive interviews with the designer. According to Tahari, both stores are already 60 to 70 percent over plan since opening.

The two additions bring the number of freestanding Elie Tahari boutiques to five. Tahari's other three units are in Manhattan, East Hampton, N.Y., and at the Forum Shops at Caesars Palace in Las Vegas.

Elie Tahari didn't say how many stores were planned for this year, but noted: "We would like to open a significant number of luxury stores in most luxury markets in the U.S."

At the stores, shoppers will find a wider price range of Tahari merchandise than before. Until recently, the line was sold at retail from \$60 to \$1,000, but for fall, prices go up to \$5,000 as a result of an increased focus on intricate details, such as beading and stitching, and more luxurious fabrics like fur. The fall collection, for instance, includes looks such as a sheared mink bolero, a rayon and silk crushed velvet embroidered skirt, a washed leather jacket with grosgrain detailed hardware, a silk satin hammered bustier and wool and spandex herringbone trousers.

By 2012, Elie Tahari anticipates having up to 200 freestanding stores worldwide, adding that he hopes to make the stores a destination for exclusive merchandise.

The designer is also embarking on an international growth strategy. This spring, he is tripling the amount of stores globally to include Selfridges in London; Harvey Nichols in London, Dublin, Dubai, Istanbul and Riyadh, Saudi Arabia; Printemps in Paris, and Lane Crawford in Hong Kong. For the first time, he will also present his collection to international press and buyers during Milan Fashion Week, and to that end,

has retained Stra Branding to represent the line in Milan.

"International is a wide-open road for us," Elie Tahari said.

The company, which typically had some regional advertising, is launching a global campaign this fall to support its aggressive growth plan. Created in-house, the ads were photographed by Glen Luchford and styled by Lori Goldstein. The images are atmospheric, featuring Missy Rayder wearing pieces of the spring collection, and, at least in one image, not wearing anything at all.

"I wanted it to speak to the sexy, sophisticated women that Elie designs for," said Rory Tahari, adding she and her husband aimed for them to convey a cinematic feel. "Elie and I are obsessed with the movies and will go and see almost every movie."

The ads will break in March issues of publications such as *W*, *Vogue*, *Glamour*, *Harper's Bazaar*, *Elle*, *Cookie*, *Vanity Fair* and *The New York Times*, as well as European magazines such as *Italian Vogue*. A 20-by-50-foot billboard will go up on Broome Street here next month, followed by a 20-by-24-foot billboard on West Broadway in March.

There's no doubt the designer is firmly laying the foundations for the future of his company, both financially and personally: In his office stands a miniature desk and chair with a calculator, a cell phone and BlackBerry, and even an award — all set up for his four-year-old son Jeremy and 18-month-old daughter Zoe.

— With contributions from Jennifer Hirschlag

Jewelry Feature

JA Trade Show: Coming Up Roses

By Sophia Chabbott

NEW YORK — Fine jewelry is having a spring fling.

At the JA New York Winter Show, jewelers featured bracelets, necklaces, rings and earrings with pastel stones, pearls in updated interpretations and plenty of yellow gold. The show, held at the Jacob K. Javits Convention Center here last week, was the first presentation of new merchandise following a holiday season that saw many vendors reporting double-digit sales gains.

"This season people are holding true to who they are and what they are all about," said Lauren Kulchinsky, buyer and vice president of Mayfair, which has four retail locations on Long Island in New York.

For many designers that meant color. Temple St. Clair's new collection revolved around turquoise, one of the designer's favorite stones.

"Turquoise is a perennial spring-summer stone," said designer Temple St. Clair Carr. "It's so vivid coming out of winter."

For spring she reconfigured her trademark rock crystal egg pendant with gold filigree and turquoise beads.

Irene Neuwirth created a feminine collection using various pink stones, including polished rose quartz and pink cabochons set in brushed rose gold. The collection is Neuwirth's largest to date, the success of which was reflected in her sales, she said.

"It has been an amazing show for me," said Neuwirth. "I opened a lot of new accounts and the reception to the new collection has been phenomenal."

Other prevalent stones used in

other gemstones in a piece of jewelry," said Steckel. "It makes the skin glow."

Howard Levine, sales manager of London-based Euro Pearls, reported an increase in colored pearl sales at the show. Pastel-colored pearl strands from Australia and Tahiti are a new trend, according to Levine.

Companies that typically hold off until Baselworld, the watch and jewelry show to be held in Switzerland in March, and the JCK show in Las Vegas in late May, met and tested out new products with regional stores at JA. The show had a decrease in exhibitors from last year, to 965 from 1,010.

"There was a buzz on the floor," said Drew Lawsky, show director for JA New York. "A lot of [exhibitors use JA] to gauge how product sold over the holiday season. It gives them the opportunity to test new product in the first 90 days of the year."

Janice Winter, president of Judith Ripka, said: "JA is a good time to regroup and meet with clients. We have a lot of strategic conversations with our clients, but this time people are coming in and restocking, which is rare in January. JA is a great tool for spiking early spring business."

Local retailers benefited the most from the show by getting a head start on the season ahead.

"We're putting out our feelers here before [the trade shows in] Europe," said Lourdes Zeik-Chivi, owner of Leonardo Jewelers in Red Bank, N.J.

Candy Udell, president of London Jewelers, is bullish about the coming year, but didn't make any huge purchases.

"We're coming off a very strong season in which we had double-digit growth. Our focus is exclusive designers, with one-of-a-kind designs. There are still opportunities there," she said. "This time of year is for freshening up and we start planning our year and [we're waiting]," she said, noting Marco Bicego Pomellato and Stephen Webster as best-selling brands.

Jamie Camche, co-owner of J.L. Rocks in Greenwich, Conn., which sells jewelry by Anthony Nak, Scott Colee and Mizuki, among others, said she went to JA to do a lot of housekeeping.

"The vendors we were shopping didn't have a lot of newness," she said. "It's a money issue. A lot of the smaller designers don't have the money to make a new collection every three months."

Although Camche said that she had a robust holiday season, she intends to have a conservative buy this year.

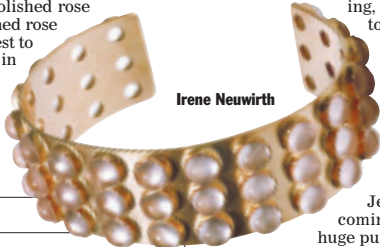
"[This spring] we are looking for more playful [items]," she said. "That's the way we position the buy. Our customers gear toward accessory-type fine jewelry."

Slane and Slane

Temple St. Clair



Gurhan



Irene Neuwirth



S. Aufrichtig Sacred Object



Judith Ripka



TOP TRENDS

Color: Cabochons stones, like morganite, prehnite and amethyst, in feminine pastels at Claude Monet, Irene Neuwirth and S. Aufrichtig Sacred Object.

Pearls: Keshi and colored pearls combined with colored stones and gold at Marco Bicego and Collete Steckel.

Hoops: Medium to large hoops with intricate gold work and diamond accents at Julie Baker and Yossi Harari.

Cuffs and Bangles: Solid gold cuff bracelets to be worn as a pair or individually at Gurhan and Judith Ripka.

Updated Femininity: Sophisticated renditions of bow, heart and flower motifs at Casato and K di Koorre.

innovative ways this season were morganite, a pink stone; prehnite, a blue-green stone, and amethyst.

Spring will also be a strong season for pearls, though not in the traditional cultured strand necklaces. Keshi pearls made an appearance on simple gold French hook earrings at Gurhan, while Colette Steckel showed a gold brooch in the shape of a dragon, with its claws holding a weighty Baroque pearl.

"Pearls are great because they neutralize the colors [of

Gems Sparkle on the Big Screen

NEW YORK — Pasadena, Calif.-based jewelry designer Christian Tse and Swiss luxury jeweler Chopard have received starring roles in two upcoming films.

Tse has created the weighty pink sparkler coveted by Beyoncé Knowles in the remake of "The Pink Panther," which hits theaters Feb. 10, while Chopard has accessorized Sharon Stone in "Basic Instinct 2," the sequel to the 1992 suspense thriller that is scheduled to be released in August.



Sharon Stone in Chopard in "Basic Instinct 2."

Tse, who was contacted by Lüp, a New York-based public relations and product placement firm, to create "The Pink Panther" ring, said he was surprised at how many versions he designed before director Shawn Levy made a decision. "At one point, we spoke about using a real vivid pink 55-carat diamond that was available, but the director thought it was too small and wouldn't show up well," said Tse, adding the loose diamond of Lugash that was burgled in the original 1963 Blake Edwards film wasn't a real rock.

The final Pink Panther ring features a darker pink cubic zirconia that is oval cut and set in a simple white gold setting. Tse said he is exploring the idea of creating a smaller version for production for licensing down the line. In its current form, he estimates the ring to be worth about \$20,000.

"My own designs usually involve fine work and details, but they wanted something very basic and graphic for the



Beyoncé Knowles, Kevin Klein and Steve Martin eyeing Christian Tse's ring in a scene from "The Pink Panther."

film," Tse said. "I had so much fun working on it. These types of projects are like a side gig for me."

For "Basic Instinct 2," Stone is returning to the role of novelist Catherine Trammel and has chosen a number of Chopard pieces to wear throughout the film, which is still in postproduction. Among Stone's choices are Chopard's Golden Diamond necklace, which features gold faceted in diamonds and then treated with Rodium to appear blue; the Strada XXL watch; a heart-shaped pink diamond ring, and long diamond earrings.

— Jennifer Hirshlag

THE PINK PANTHER: PHOTO COURTESY OF COLUMBIA PICTURES INDUSTRIES INC. AND METRO-GOLDWYN-MAYER PICTURES INC.



Tanzanite Celebration of Life Jewellery Design Awards

Deep within the foothills of Mount Kilimanjaro lies a gem, discovered only in 1967, so rare it will become the defining jewel of our generation. The Maasai tribe celebrates tanzanite as a sacred birthstone that symbolises new life. As guardians of this precious gem the Tanzanite Foundation encourages the ethical trade and protection of tanzanite and of local African communities.

The Tanzanite Foundation welcomes you to participate in the Tanzanite 'Celebration of Life' Jewellery Design Awards. We are inviting designers around the world to share our passion for tanzanite by crafting innovative and modern jewellery designs. Exceptional works will be honored at this year's globally publicised awards ceremony in New York City and showcased worldwide in a series of exhibitions.

For more information on how you can become a part of this experience visit www.tanzanitefoundation.org, call +44 870 609 2496 or e-mail us at awards@tanzanitefoundation.org. All designs to be submitted by May 25th, 2006.

BE BORN TO TANZANITE


TANZANITE
FOUNDATION™

Accessories/Legwear Report

ENK Takes 'Clear' Approach

By Sophia Chabbott

NEW YORK — Elyse N. Kroll, executive director of ENK Shows, has a clear vision for showcasing accessories. So Kroll, in an effort to elevate the trade show experience for retailers and the press, is holding a new accessories exhibition called Clear during New York Fashion Week.

The show will be held from Feb. 6-8 in a booth format at Gotham Hall, 1356 Broadway, close to the tents at Bryant Park. Clear will host 30 cherry-picked up-and-coming designers from the U.S. and abroad.

"It's a very small show for ENK, but it's a gem," said Kroll, who came up with the idea after speaking with retailers who said they wanted to see new accessories and footwear vendors in between runway presentations.

"We focused on undiscovered names, going back to the core of what ENK is about: finding new talent. The value is who we find and put in the face of a retailer so the job is easier."

Kroll, whose organization produces such trade shows as Accessorie Circuit, Intermezzo and Fashion Coterie, views the relationship with 7th on Sixth as harmonious.

"I'm not trying to create a conflict," she said. "I'm trying to augment fashion week."

Sandra Wilson, accessories fashion director of Neiman Marcus, said she plans to attend Clear to check out some new talent.

"We're all looking for the trends for next season and finding new direction for the next season," said Wilson. "[Clear] will help shape our season. It's important to always remain curious about what's out there and new because fashion is changing faster than ever before. People change their needs so quickly."

Clear will launch some new talent to the circuit,

including Bagteria, Alessia Re and Kenjiikeda, but will also host hot names like jewelry designer Alexis Bittar and handbag maven Carlos Falchi.

"It's good that [ENK] took the initiative," said Falchi. "[Accessories designers] can't show in the tents. It's very difficult. We need a presence around that area."

Due to the limited floor space at Clear, Falchi will show an edited selection of his fall collection of exotic skin bags in saturated colors like eggplant, hunter green and caramel.

For Bittar, the incentive to do Clear was its timing.

"On a press level, it's great," he said. "You can meet with editors here before Premiere Classe [in late February in Paris], and they have a lot of weight. Time will tell how it transpires and plays out."

Bittar expanded his collection in recent months to include tabletop items like candlesticks and trays out of his eponymous carved Lucite and for spring he introduced belts.

Cassin, the fur outerwear and accessories firm, is showing items such as salt-and-pepper colored coyote fur trappers, chocolate mink cloches and Bolshevik-style hats for fall.

"It's great to have a show during fashion week when international and U.S. stores [are in town]," said Sherry Cassin, president and creative director. "It [will be a] wonderful convergence of stores from all over the world."

Kroll, however, doesn't want to restrict Clear to accessories and footwear designers.

"We're branching out. We may have a painter," she said excitedly, adding that stores are becoming more geared toward lifestyle rather than category. "If I'm going into a store, I want to know its philosophy on women's, men's and even furniture. It's the complete picture."



Clear will be staged at Gotham Hall.

FINDINGS

MANGO MINUTES: Spanish fast-fashion firm Mango has

inked a licensing agreement to launch watches under its label at the Baselworld trade show in Switzerland this March. The deal is in partnership with Endura SA, an affiliate of Switzerland's Swatch Group. The watches will be designed for women, and will be for the fall selling season.

PATRICK COX MOVES UP: Canadian-born, London-based Patrick Cox will launch his first high-end accessories collection for women and men next month exclusively in the brand's stand-alone stores in the U.K. and Paris, with intentions to roll out worldwide for fall.

A spokeswoman for the company said the line, comprising 50 designs, including handbags and small leather goods, was a "natural extension for the brand."

Prices will range from about 195 pounds, or \$343, for a shoulder purse to 1,200 pounds, or \$2,112, for a luxury travel bag. Styles include barrel silhouettes in hot-pink python, green suede satchels and caramel shoulder bags with brass stud detailing. A leather bag with a detailed shoulder strap will appear alongside the footwear collection in the upcoming spring ad campaign, starring Cox's friend, Elizabeth Hurley.

LEG UP: The house of Kenzo is the latest fashion name to associate itself with Austrian hosiery maker Wolford AG. The two firms have teamed up on a collection of legwear for the fall-winter selling season that draws on the ethnic and exotic references for which the LVMH Moët Hennessy Louis Vuitton-owned brand is known.

"Cooperations with famous designers are an important driver for success and fashion attraction nowadays," said Holger Dahmen, Wolford's chairman and chief executive officer.

Previous Wolford collaborators have included Vivienne Westwood, Giorgio Armani, Pucci and Missoni.

CHANGING THE DIAL: Armand Nicolet is getting in touch with its feminine side for spring.

The 100-year-old Swiss watchmaker, which relaunched its own men's watch collection three years ago following a 40-year hiatus, is introducing a collection of signature women's timepieces beginning this month. The collection, called MO3, comprises three mechanical styles, each decked out with different complications like moon phases and chronographs.

"What's typical in the category are aesthetic timepieces that have a heavy diamond count," said Mark Marek, president of Fifth Avenue Luxury Group, which distributes Armand Nicolet watches in North America and the Caribbean. "But women have been voicing their opinions and saying they want a watch with a little more substance. So we decided to try to leapfrog ahead and create watches that are both feminine and sophisticated."

The Armand Nicolet women's watches feature 34-millimeter cases designed from either stainless steel or 18-karat rose gold and a face that marries silver or black guilloché decoration with white, black, light blue or pink mother-of-pearl accents. Other details are coordinating alligator or metal straps and diamonds treatments at the bezel. Prices for the wristwatches, which will be distributed through independent jewelers like Grenon's in Newport, R.I., and Bachendorf's in Dallas, range from \$2,350 to \$25,150.

NEXT UP: The Accessories Council and the Laboratory Institute of Merchandising, the College for the Business of Fashion, held the second annual Next Generation Awards on Tuesday, honoring winners of the school's competition among seniors to create a marketing plan for the launch of a new accessories-related product, publication or store.

Allice Roi, who said she is launching handbags possibly for next fall, served as the host of the event, which drew some 250 guests at the McGraw Hill Building Auditorium. Winners were Jannell Bynoe, Shaun Champatsingh, Carmen Husk and Renee Migliaccio for creating the marketing plan for Adorn magazine; Jenna Bookman, Erin Fisher, Erica DeJong, Kristie Loscalzo and Kristin Perrotti in the product category for the conceptualization of Palmetto; and Dena Rienzi, Laura Siler, Kim Wolf and Jiwon Yoon for the XY store. Sponsor Nine West and benefactors Solstice, Riviera Trading Inc. and Neiman Marcus were also involved in the event.



A handbag from Patrick Cox's new high-end collection.



An Armand Nicolet women's watch.

"Ultimate Shoe Sale"
— Fox News 2005

LAST CALL! SHOE-INN WAREHOUSE SALE

**10,000 PAIR OF OUR
CURRENT FOOTWEAR
NEW MERCHANDISE DAILY!**

Marc Jacobs • Stuart Weitzman • Robert Clergerie • Pollini • Via Spiga
Donald J. Pliner • Beverly Feldman • DKNY • Ralph Lauren • Zalo • Pajar
Anne Klein • Cynthia Rowley • Lacoste • Michael Kors • Miss Sixty • J Lo
BCBG • Burberry • André Assous • Acquatilla • Kate Spade • Moschino
Marc • Uggs • Fieramosca • Delman • Bogner • Bernardo • Frye
Sigerson Morrison • Steve Madden • Charles David • Puma • Converse
Geox • Boccaccini • Emu • Kors • New Balance • Kenzo • Petra
Lily Pulitzer • Luchese • Sperry • Charlie 1 Horse • Technica
New Balance • Emilio Pucci • Calvin Klein • Castener • Hush Puppies
Minnetonka • Guess • D&G • PLUS weatherproof boots & our
European Designers!

**ALL SHOES \$19 - \$49
ALL BOOTIES & BOOTS \$39 - \$99
MON JAN 30 - THURS FEB 2**

**GOTHAM HALL
1356 BROADWAY
CORNER OF BROADWAY & 36TH STREET
9AM - 7PM**

4 DAYS ONLY!

NEW LOCATION!

AMEX • VISA • MC (No Checks!)
FOR MORE INFORMATION CALL: 877 - SHOE-INN

LIVINGSTON (MARCH 2006)
EAST HAMPTON • EDGEWATER • ENGLEWOOD • PALM BEACH
SCARSDALE • WESTPORT • WESTWOOD • WESTHAMPTON BEACH

Innerwear Report

Products With a Twist Whet Buyers' Appetites

By Karyn Monget

NEW YORK — There were some blockbuster hits at this month's fall market, with luxury goods and fashion looks leading the way.

While a majority of vendors were sweating over the fate of lingerie brands and private label programs in the wake of the Federated-May merger, it was clear there was a demand by retailers for product that would differentiate them from mainstream channels.

Vendors said best-booking items did not represent a hot new style. Instead, top items reflected the quality of the garment's workmanship, fabrics and special effects that exuded a look of richness and enhanced value. Retailers also were enthusiastic about collection concepts that included a broad range of lifestyle classifications in lounge-wear and dual-purpose apparel in fabrics including microfiber blends; supersoft knits; plush velvets and velours; printed laces and meshes, and lace, lace-trimmed silks.

Top-booking items included:

- Baby dolls, especially sexy layered looks in chiffon or charmeuse embellished with lace or mesh, or styles with animal or bohemian prints.
- Hollywood-inspired long silk sleepgowns and coordinating robes.
- Sexy, "Cat on a Hot Tin Roof"-inspired lace-trimmed full slips.
- Lounge separates, whether a lace-trimmed cami with a knit shrug or a ballet-inspired wrap sweater, and easy, pull-on pants.
- Spa-inspired long robes in plush nylon or polyester microfiber lined in luxurious satin.

Carole Hochman, chairman and design director of The Hochman Design Group, said anything that had a look of luxury was a top-booking idea.

"I think the feeling of luxury, such as an elegant easy-to-wear gown...by Oscar de la Renta, was what everybody was looking for," said Hochman. "Brown has become such a neutral color — everybody has loved a rich shade of brown — and brown with black lace by Oscar has been outstanding.

"We also had a lot of success with bras by Betsey Johnson Intimates. They look very Betsey, but they are everyday bras and everybody reacted well to that. And the luxurious hand of Lauren Ralph Lauren sleepwear with a new micro satin, Modal and more lace embellishments was well received. We took the same approach of luxurious fabrics to Carole Hochman sleepwear with 100 percent pima cotton, and focused on quality product, more subtle prints and a lot more solids."

Regarding the mood at retail, Hochman said: "I think there's a real big separation going on now. The better stores want to look better and they want to separate themselves from the mainstream."

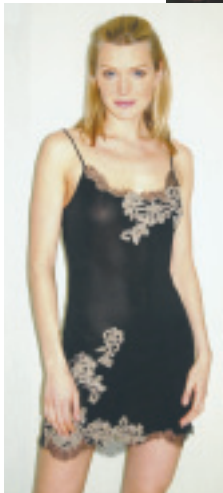
Michelle Clark, vice president of merchandising at Movie Star Inc., said, "We did very well again with what we call 'seductivewear' by Cinema Etoile — baby dolls in mixed fabrics like chiffon trimmed along the sides with mesh in animal prints and solids. We also had strong reaction to a dressy sleepwear collection of lace-trimmed knits in Modal, cotton and spandex, as well as a Modal-like fabric of polyester, rayon and spandex. It's really been about the soft hand and the feel of the fabric."

Clark added that a big hit in embellishments was an ecru "tea-stained" lace that has an antique look in a range of dusty midtones.

Jessica Mitchell, senior vice president of merchandising and marketing at the Natori Co., said, "We did a fashion approach, and we had a tremendous response to sexy knits like a new sleepwear line of Tencel, tricot and printed polyester interlock. The lounge area was an extraordinarily



Oscar de la Renta's luxe silk gown and robe.



Josie Natori's embellished slip.



Ying Li's chiffon and lace baby doll.

strong category, and anything in velvet, like soft wrap kimono jackets, were very strong."

Mitchell noted that "collectible pieces," such as daywear and sleepwear with appliqué lace, embroidered kimonos and updated printed lounge separates in brushed-back satin, which the company is calling "BB satin," were best-booking items.

Ying Li, designer of her eponymous collection of robes, sleepwear and daywear, said, "Retailers really loved the baby dolls and rich colors, and I had very strong bookings in that area. I think it's because it has a bohemian feel and the baby dolls are dual purpose, easily worn with jeans or a suit. I'm getting a feeling that a lot of major retailers are beginning to support newer labels like mine, and are increasingly asking for collections that have a broader range of fabrics such as silks, chiffons, cottons and knits, which I do."

Missoni Sport Adds a Layer

MILAN — A gym, rather than a boudoir, inspired the new innerwear collection that Missoni Sport will introduce for spring.

"These are practical items, designed for daily wear," said Luca Missoni, creative director of Missoni Sport and the men's Missoni line. (For more on the ever-growing world of Missoni, see story on page 16 on the M Missoni collection.)

However, these are also pieces meant to complement and accessorize clothing, with a flash of wavy, colorful ruches slipping out of low-rise jeans, for example. To better offset the unmistakable Missoni patterns, the shapes are "simple, easy and wearable," according to the designer.

To this end, comfort and lightweight fabrics are a priority. The 15-style collection mainly employs stretch tulle, with multilayered prints reproducing the iconic Missoni patterns, from zigzags to checks and flame-like motifs.

"In these pieces, however, these patterns are more essential and more immediate, with less mélange and *dégradée* hues," said Missoni, noting how the flame pattern, for example, always features a strong white base with contrasting colors. "It's almost an optical pattern."

Often, under the tulle, Missoni added a monochrome cotton or viscose jersey layer to tone down the transparency of the tulle and add a more vivid color to the patterns. For spring, the color palette revolves around acid green, pink, geranium and sulphur yellow. Missoni said his experience designing costumes for Dave Parson's Aeros dancers and acrobats helped him experiment with synthetic fibers that he used in the innerwear collection.

"These are fabrics that are almost second skin, that move with the body, stretch, are used and washed and recycled over and over again," he said.

Vittorio Missoni, the company's marketing director and sales manager, said the collection is in line with the house's strategy to further expand Missoni Sport's product range.

"The collection is a natural evolution of the line, and it responds to a market request and a specific demand from our distributors," said Missoni. "We felt the need to diversify the line, although the innerwear collection is very much integrated and coordinated with the clothing division."

The innerwear collection will be available at multibrand fashion boutiques and at the eight existing Missoni Sport stores around the world. Retailing at 30 percent less than the signature line, Missoni Sport is available at more than 1,000 points of sale.

"This is a positive moment for the innerwear category, which has increasingly become an accessory to clothing, much as a belt," said Luca Missoni.

In 2005, Missoni Sport reported wholesale sales of 35 million euros, or \$42.2 million at current exchange.

— Luisa Zargani



Missoni Sport's signature bralet and briefs.

It STRETCHES

LA LAME, Leading Manufacturers of Stretch Fabrics
 presents

An Innovative New Collection of Knitted and Woven Fabrics
 and Trims Made in Europe, USA and Asia

Moldable Spacers • Microfibers • Textures • Metallics • Laces In Allovers and Galoons
 Deluster, Foil, Glitter, Flock, Embossed and Puff Prints on:
 Tricots, Tulles, Chiffons, Denims, Twills and Satens
 Novelty Elastic Trims: Metallics, Reflective, Ruffles, Crochets and Rhinestones

Please Contact **Glen Schmeer, Vice President**
GlenSchmeer@lalame.com • www.lalame.com

LA LAME, INC. 132 W. 36th St., 11th Fl. New York, NY 10018 • Tel: 212.921.9770 • Fax: 212.302.4559

M Missoni on Growth Track

By Luisa Zargani

MILAN — M Missoni is on a roll, and now it's capitalizing on the momentum by opening its own retail stores.

With an average 50 percent growth rate per year since 2003, a recognizable designer look at more affordable prices and an expanding product offering, the brand is quickly gaining market share and catching the eyes of celebrities such as Lindsay Lohan, Paris and Nicky Hilton and Jessica Simpson. In a move to further expand the business, licensee Valentino Fashion Group is investing in a new retail strategy and will open the first-ever M Missoni boutique in New York this spring, followed by four more stores in Asia and the Middle East later in the year.

And if the growth continues, the company may look to do M Missoni's first fashion show in 2007.

"We are opening in the U.S. first because this is M Missoni's biggest market, accounting for 45 percent of sales," said Michele Norsa, chief executive officer of Valentino Fashion Group, in a joint, exclusive interview with Graziano De Boni, president and ceo of VFG U.S.A., at the company's headquarters here. The New York store will be directly operated.

The 1,300-square-foot store in New York will open in SoHo on West Broadway in April, with a show, an event and a celebration of the 20th anniversary of the start of the relationship between Missoni and VFG. "We feel the location is more important than the size of the space, and this boutique is exactly where we wanted it to be," said De Boni, noting the store is located alongside DKNY, D&G and Tahari and opposite Ralph Lauren. "Also, we wanted a modern, but warm and cozy look, where it's easier to shop."

The company worked with Angela Missoni, creative director for both M Missoni and the women's Missoni brand, on the store concept for a young, neutral look, with off-white wood floors and walls. There will also be a mobile area that can be easily shifted around to change the look of the store with the addition of differently colored rugs or cabinets to adapt the store to a particular season's color palette.

In 2006, the company will open franchised stores in Bangkok, Kuwait and Jakarta and in either Shanghai or Beijing. "Asia is where the growth is," said Norsa.

To this end, last week VFG signed an agreement with Onward Kashiya to start distributing M Missoni in Japan. Under the agreement, there are plans to open four shop-in-shops this year and 10 over the next three years. Asia currently accounts for 12 percent of M Missoni's sales. "We want Asia to account for at least 20 percent of sales," said Norsa.

Italy and the rest of Europe currently account for 27 percent and 16 percent of sales, respectively. Norsa estimated M Missoni will have sales of 30 million euros, or \$36.2 million at current exchange, in 2006 — almost four times the revenues in 2001. M Missoni, which accounts for about 20 percent of Missoni's total sales, was first launched for spring 1999; the company decided to focus on the women's line three years ago, at which time it terminated men's wear.

The line is currently available at 709 points of sale in the world, including department stores Galeries Lafayette, La Rinascente, Harrods, Selfridges and Lane Crawford. In the U.S., M Missoni is available at 220 doors, including Saks Fifth Avenue, Neiman Marcus, Nordstrom and Bergdorf Goodman, and 130 specialty stores, such as Fred Segal in Los Angeles and Scoop in New York.

"M Missoni is a brilliant concept, bringing iconic designs at a wonderful price point and opening up to a new clientele," said Roopal Patel, women's fashion director at Bergdorf Goodman. "No one else at this price point is doing this and no one ever will; it's special and exclusive. The line is very successful, demand is very strong and we've had a wonderful reaction."

Dresses in the collection retail between \$495 and \$595, knits retail at \$290 and jackets, which are a new project, retail between \$495 and \$795. "Our effort is to keep [affordable] prices, with a Made in Italy production," said De Boni.

Until 2003, Marzotto produced and distributed young and second lines for Gianfranco Ferré. A Marzotto spin-off last year resulted in the creation of Valentino Fashion Group, which is listed on the Milan Stock Exchange. VFG today controls Valentino SPA and



A store rendering.

Hugo Boss AG, owns the Lebole brand and holds a license to produce and distribute the Marlboro Classics line globally, with the exception of the U.S. market.

Norsa also pointed to the strong ties VFG has with the Missonis, a relationship that goes back to 1985 through the production and distribution of the sportswear collection Example by Missoni and the diffusion Missoni Uomo and Missoni Donna lines.

"This is more than a license, we are friends with the Missoni family and this helps grow the business," said Norsa.

Angela Missoni said her goal is "to keep the collection fresh, with a precise customer in mind, someone young, aged between 20 and 30, who would like to wear Missoni but can't afford it yet."

Accordingly, Missoni said there will never be an evening gown within the M Missoni line, but lots of easy pieces that can be mixed and matched and plenty of feminine dresses. "Actually, we are expanding the offer of dresses, which are among our bestsellers," she said. In line with the signature collections, M Missoni covers everything from a wavy patterned kimono-sleeved knit to a monochrome gray coat with a pink rim, and styles from simple burgundy velvet pants to zigzagged printed T-shirts or capes.

"The collections are more complete now, with more wovens and accessories, ranging from scarves to bags, and today's fashion trends are helping us, with the end of minimalism and color being so strong," said Norsa. "At the same time, we are more focused on Missoni, our only designer license today, in terms of investments in human resources and commercially."

Vittorio Missoni, sales and marketing manager of the family-owned company, attributed the success of M Missoni to a "perfect quality/price ratio, a focused design and the expansion of the mix between knits and wovens." Missoni also praised the "excellent assistance and service" in the U.S. that VFG is able to offer in that market. De Boni noted how the group provides up to nine deliveries per year, for example. Missoni said Marzotto's approach to the world of fashion design has evolved significantly over the past few years and that Norsa has "a modern vision," which has helped develop the company into a fashion group from a clothing manufacturer.

"In 2000, M Missoni was zero in the U.S. and it was positioned in the bridge category," said De Boni. "Today, the line is considered modern in the same group as Tahari or Theory."

Fashion Scoops



PHOTO BY STEPHANE FEJGERE

Marc Jacobs and Sofia Coppola

Lee Radziwill

ON YOUR MARC: Marc Jacobs and Karl Lagerfeld are the latest fashion designers scheduled to appear on "The Oprah Winfrey Show," WWD has learned. Jacobs, who returned to Paris from the U.S. last week in time for the Louis Vuitton men's show Friday night, was mum on details, but confirmed that footage was shot in New York and Chicago. The segment, with Trish Goff modeling his designs, is slated to air Feb. 13. Lagerfeld, meanwhile, will arrive in New York on Feb. 6 to prepare the launch of his New York-based collection at the close of fashion week, and will make a quick trip to Chicago on Feb. 7 to tape an appearance on the talk show. Lagerfeld is said to be offering guests exclusive first looks from the new collection on the show on models. Designers on "Oprah" are nothing new, though: In recent months, Winfrey's show has featured the likes of Valentino, Narciso Rodriguez and Tory Burch.

Also last week, the multitasking Jacobs hosted a dinner at Dave in Paris to fete the new Marc Jacobs collection store in Palais Royal. The designer worked the room like a pro and then settled in for lemon chicken and fried rice with the likes of Sofia Coppola and Lee Radziwill.

AIR TOMMY: Around 7 p.m. last Friday in Paris, Tommy Hilfiger buckled his seat belt — in first class, natch — on Air France Flight 008, bound for New York. He'd slipped into Paris

for a day to meet with Karl Lagerfeld. Because of business back at home, Hilfiger was sorry he couldn't make it in time to witness Chanel's breathtaking couture show, with that Ziegfeld-worthy ivory tower centerpiece, though he did see the pictures and thought it looked "fabulous." Hilfiger stopped in chez Lagerfeld to discuss future plans for their shared venture, Lagerfeld Gallery, which will be shown in New York for the first time during the upcoming New York collections. He got a preview of what Lagerfeld plans and would only offer this cryptic teaser: "It's a whole new direction for Karl."

Asked how he's enjoying his new situation regarding the potential new owners of his company, Hilfiger said, "It's very exciting. It will allow us to address issues in the American market away from the public." He noted that as the company focuses on going upscale, the volume will shrink a bit, as "we become less middle-of-the-road."

EINAR ON DECK: Former Geoffrey Beene designer Einar Holilokk has reportedly found a new home at Reem Acra. News of the former Bill Blass designer joining the bridal company is expected to be announced Monday. Reem Acra declined comment Friday. In other bridal news, Monique Lhuillier and her husband and chief executive officer, Tom Bugbee, have a new addition. She gave birth Tuesday to their first child, Jack Bugbee.



wise up

The facts speak for themselves — 64% of MAGIC attendees buy for specialty and boutique stores.

WWDMAGIC

Your moment is here.

Don't miss it.

February 21-24, 2006

Tuesday thru Friday

www.MAGIConline.com

Gridlock Looms in Congress

WASHINGTON — The House and Senate will reconvene on Tuesday facing key decisions on trade, immigration, health care and taxes that are of vital importance to the retail, apparel and textile industries.

The legislative agenda, however, may be stymied in a partisan atmosphere preoccupied with the Congressional lobbying scandal and midterm elections.

Republican leaders are trying to cope with the federal investigation of GOP lobbyist Jack Abramoff and his ties to powerful members of Congress such as Rep. Tom DeLay (R., Tex.), who was forced to step down as House Majority Leader because of allegations he conspired to launder campaign funds. Abramoff has pleaded guilty to felony conspiracy and fraud charges for bribing public officials. The investigation is said to be focusing on several members of Congress and officials in the executive branch.

In addition, the Congressional calendar will be truncated because lawmakers will leave Washington in October to campaign for the midterm elections, as Republicans battle to maintain majorities in the House and Senate.

"It is going to be difficult to determine what is on the Congressional agenda, since they will be so focused on lobbying reform and leadership elections in the House, which will slow down the legislative agenda," said Paul Kelly, senior vice president, government affairs, of the Retail Industry Leaders Association. "It certainly adds a highly charged political issue to the agenda — that of lobbying reform — and I expect them to pass something because both sides feel they need to insulate themselves from the Abramoff affair."

President Bush's domestic agenda met roadblocks in 2005, forcing him to shelve major initiatives such as overhauls of the federal tax code and Social Security. Escalating defense spending associated with the Iraq War, a ballooning deficit that some experts say might hit \$400 billion this year and the fallout from the lobbying inquiry could impede Bush's plans. The President is to give his State of the Union address Tuesday night.

"My guess is the State of the Union will focus on big-picture things like tax reform and making tax cuts permanent, and it will be interesting to see if he raises anything about health care, which is a looming subject, and whether he reiterates his Social Security initiative," said Norman J. Ornstein, resident scholar at the American Enterprise Institute. "But the fact is we have a Congress that is increasingly uneasy and preoccupied with the fallout from the scandals and they have to turn their attention to some reform issues, not out of choice but out of necessity...and they will have to sort out a general approach to legislation."

Steve Pfister, vice president of government affairs at the National Retail Federation, said GOP infighting may create a different political calculus.

"You could have a situation where moderate Republicans and conservative Democrats really act as the fulcrum in the House and the voting bloc to pass anything with significance," Pfister said.

While legislation affecting consumer and business spending is a focus for the industry, the direction of trade policy — set by the White House but shaped by Congress in approving and amending legislation — is a high priority.

One of the biggest items on the trade agenda is the global trade talks among the 149 member countries of the World Trade Organization, which are aimed at reaching an agreement to reduce and eliminate tariffs on thousands of products. The industry is monitoring how trade negotiators proceed with a formula to cut tariffs on textiles and apparel, the scope of special treatment for the so-called Least Developed Countries and Developing Countries and whether WTO members will agree to a separate textile sectorial.

"A significant part of our work this year will be...helping members of Congress understand what [has been proposed]," said Auggie Tantillo, executive director of the American Manufacturing Trade Action Coalition. "So when they go back to their districts and say they are fighting for open markets and reciprocal trade to get U.S. products into India and China and other key markets...they understand there is a text here that, unless drastically changed, will basically create an unequal environment for the U.S."

Importers are pressing for a complete elimination of textile and apparel tariffs and will work to block attempts by the textile industry to weaken ambitious liberalization.

"Our goal is to look for the broadest possible benefits for the LDCs and not try to remove benefits for products those countries can actually make," said Julia Hughes, vice president of international trade at the U.S. Association of Importers of Textiles and Apparel.

The first test of GOP leadership in the House could come quickly, as lawmakers are expected to take up a budget-reduction package. The industry is awaiting the vote on the bill, which would repeal a trade law that compensates U.S. companies hurt by undervalued and subsidized imports and eliminate a cotton subsidy program. Vice President Dick Cheney cast a vote in the Senate to break a 50-50 tie before Congress adjourned in December. The House must vote a second time on the legislation because the



BUSH PHOTO BY UPI/PHOTOGRAPHER L. WOLLENBERG/LANDOW; CAPITAL BY FREE PRESS/AGENTS LIMITED/CORBIS



Congress goes into full session on Tuesday and will tackle the Bush administration's agenda.

Senate removed a few small health-care related provisions.

Perhaps the most immediate trade issue for the fashion industry is implementation of the Central American Free Trade Agreement and the textile and apparel side deals crafted outside of the accord. The administration made commitments to House textile-state lawmakers to secure enough votes for passage, including one that seeks to preserve pocketing and lining business in the U.S. and another intended to protect U.S. cotton and man-made fiber trouser business in Nicaragua.

"Assuming the [six CAFTA] countries implement this year, I think this is something Congress will have to address, particularly as other trade agreements come down the pike," said Missy Branson, senior vice president of the National Council of Textile Organizations.

Sen. Chuck Grassley (R., Iowa), chairman of the Senate Finance Committee, a key supporter of CAFTA, is urging delay of implementation until all countries accept the U.S. meat inspection system. Grassley sent a letter last week to U.S. Trade Representative Rob Portman expressing concern that some of the CAFTA countries "are reluctant" to accept the "import eligibility of all USDA-approved meatpacking facilities."

Negotiations over Vietnam's accession to the WTO are also being closely watched. Importers are awaiting the country's entry into the quota-free global trading arena. Vietnam operates under a textile bilateral agreement with the U.S. that restrains several categories of textiles and apparel. The textile industry is pressing the White House to negotiate a special safeguard with Vietnam, similar to one with China, that could keep apparel and textiles under quota after Vietnam joins the WTO.

WTO accession agreements are also being negotiated with Russia, Ukraine and Kazakhstan, and Congress could vote on legislation this year giving each country Permanent Normal Trade Relations status — bringing tariffs in line with other U.S. trading partners and clearing the way for them to join the WTO.

The November elections could generate Congressional pressure to take a more aggressive stance against China, especially if the economy weakens. A bill introduced by Sens. Charles Schumer (D., N.Y.) and Lindsey Graham (R., S.C.) that would impose a 27.5 percent tariff on all imports from China if it does not revalue its currency within a set time frame appears to have the most traction.

One of the most critical issues for retailers is a move toward mandated health coverage at the state level. They are gearing up to lobby against an AFL-CIO-backed initiative to pursue legislation in 30 states that would force employers to provide a specific level of health care coverage.

The first test came in Maryland, where the state legislature recently overrode the governor's veto of a bill that would require all employers with 10,000 or more employees — only Wal-Mart in that state's case — to spend as much as 8 percent of their total wages paid on employee health benefits.

Baucus Plans Legislation

By Kristi Ellis

WASHINGTON — The ranking Democrat on the Senate Finance Committee, Sen. Max Baucus, said Wednesday that he would introduce seven legislative initiatives on issues from international trade to health care that are intended to make the U.S. more competitive and preserve jobs.

Returning from a trip to China and India, Baucus (D., Mont.), said during a speech at the National Press Club that "the U.S. economy is losing some of its competitive advantage."

He pointed to rising health care costs, a record deficit in the ratio of foreign debt to Gross Domestic Product and "politically motivated trade agreements with very small countries of little economic significance that create few jobs at home," as indicators that U.S. economic strength is weakening.

However, Baucus will have a difficult time moving any legislation through the Republican-controlled Senate.

On the trade front, Baucus said he would propose creating a chief trade prosecutor position in the U.S. Trade Representative's Office to oversee investigating and prosecuting trade enforcement cases. The job would require Senate confirmation.

"When our companies work to invest and trade abroad, we will work to make sure these markets are open, that they stay open and that our partners play by the rules," Baucus said.

His bill would also require the USTR to work with Congress to identify "priority" barriers to trade and investment each year and "address them expeditiously." The agency releases an annual report on foreign trade barriers, but it is often criticized because of the lack of concrete action or results.

Baucus urged making trade adjustment assistance more accessible to all trade-displaced workers, including service employees and those who lose their jobs because of competition with China and India.

The senator also raised the issue of China's currency policy, which many lawmakers and business groups claim is undervalued by as much as 40 percent because it is pegged to the U.S. dollar. He said he warned Chinese leaders that Congress would move to pass legislation quickly if they did not soon address the current trade deficit and do not allow China's currency to appreciate more against the dollar.

Sens. Charles Schumer (D., N.Y.) and Lindsey Graham (R., S.C.) have broad bipartisan support for a bill that would impose a 27.5 percent tariff on all imports from China if it does not revalue its currency within a set time frame. Schumer said he would ask the Senate to bring the bill to a vote early this year if China did not make more progress in revaluing its currency.

MEMO PAD



James Frey, Bella and Preacher in Absolute.

FREY STILL HAS SOME FRIENDS: At least one character in James Frey's second memoir, "My Friend Leonard," exists in real life, precisely as described. It's Bella, Frey's pit bull, who was recently photographed with the embattled author and his other pooch, Preacher, for the March issue of Absolute.

The magazine quotes Frey describing his dogs, saying: "[Preacher's] like a model — very, very handsome and very, very happy...but not smart. Bella, though — she's like a little girl,

very intuitive." (Frey would know — he has a one-year-old daughter, who, he said, often cuddles with the "intuitive" pit bull.)

The shoot took place before the veracity of his first memoir, "A Million Little Pieces," was attacked on The Smoking Gun's Web site on Jan. 9. Absolute's photo editor, Catherine Talese, who is the daughter of Nan Talese, the publisher of both of Frey's books, arranged it. While Absolute's interview with Frey was conducted in advance of the scandal, the magazine's editors decided to reopen the piece and acknowledge the controversy after Frey's second appearance on "The Oprah Winfrey Show" Thursday. The story now reads, "Bella and Preacher snore at Frey's feet while the writer sits in his Village apartment sweating over a new book about L.A., a Hell's Angels film, a Fox pilot, the film version of 'A Million Little Pieces' and various allegations on The Smoking Gun."

On Friday, over e-mail, Absolute editor in chief Andrew Essex quipped, "We fact-checked [our story]! Even the dogs were queried." He added, "I have not read either book. I recall the manuscript was circulated when I was at Details, but we passed. After all, we already had Augustin Burroughs. One self-aggrandizing 12-stepper is more than enough." — Sara James

MAXIM MINIMIZES: Dennis Publishing always has prided itself on its very British practice of operating with staffing levels leaner than is usual for U.S. magazines. The company got even more British recently when it laid off a number of employees from Maxim and Blender. A Dennis spokesman confirmed the cuts included Blender senior writer Clark Collis and associate photo editor Tom Payne, as well as two business-side staffers at Maxim. Collis, described as a "catch-all writer," will be especially hard to replace, according to two former co-workers: "He wrote so much of the book, it will be hard to imagine how they get it done now," said one.

So far, the newest round of layoffs has yet to reach Maxim's editorial side, or the staff of Stuff. But ever since "Black Friday," the day in September 2004 when 15 people, including several executives, were fired, job eliminations have continued at a slow but steady pace. The Dennis spokesman said there were no further cuts planned, and noted the workforce still numbers "well over 200" — but that's down from 275, pre-Black Friday. One recent layoff that surprised even Dennis insiders was that of Maxim entertainment director Aric Webb, a close friend of editorial director Andy Clerkson. — Jeff Bercovici

BONNIE BOOK HAS TRUTHINESS: Like other celebrity weeklies, Star magazine has been known on occasion to publish a claim that doesn't stand the test of time. But when it came to writing the story of her own life, don't expect Star editorial director Bonnie Fuller to turn out to be another James Frey. "I didn't have to embellish anything," she said. And, no, her publisher, Simon & Schuster, didn't insist on fact-checking all of her anecdotes after Frey's distortions became a full-blown media obsession.

In point of fact, Fuller's book, "The Joys of Much Too Much: Go for the Big Life — The Great Career, The Perfect Guy, and Everything Else You've Ever Wanted (Even If You're Afraid You Don't Have What It Takes)" — is less memoir than advice book. The cover, meanwhile, places it firmly in the chick-lit genre; the illustration is the work of Donald Robertson, a longtime friend of Fuller's who worked with her at Glamour, Cosmopolitan, Marie Claire and YM, and is now creative director of Cargo.



Fuller recently spoke to a group of students at Columbia University's Graduate School of Journalism, an invitation she accepted, in part, because she hoped to attract recruits to her magazines. The evening was a success, she reported: "I walked away with one envelope with a résumé inside and many other promises."

Fuller has been busy recruiting elsewhere, as well: She just hired Chris Kensler from OK, where he was entertainment director, to be co-executive editor of Celebrity Living. — J.B.

ANNA DOES ORLANDO: Anna Wintour is taking a break from launching spin-offs to give a speech about launching spin-offs. The Vogue editor in chief will be in Orlando, Fla., in early March to give an address at the annual retail conference held jointly by the Magazine Publishers of America and the International Periodical Distributors Association. Wintour's topic will be keeping established brands fresh and vital; she'll draw from her experience starting Teen Vogue and Men's Vogue. Other headliners at the conference will include Martha Stewart, who will talk about the launch of her new lifestyle title, Blueprint, and Jane Fonda. — J.B.

Henry Jacobson Gambles on Women's

By Julee Greenberg

NEW YORK — Men's wear designer Henry Jacobson is making a play on the women's market.

Jacobson, who rings up about \$60 million in sales with his signature line of men's sportswear and his Mulberry line of neckwear, is launching his first collection of women's wear for fall selling. The new brand, American Gambler by Henry Jacobson, will be showcased for the first time at his debut runway show in the Bryant Park tents during fashion week on Feb. 3.

The men's wear, which sells at retailers such as Macy's and Lord & Taylor, is more mainstream than American Gambler. The collection features high-end men's and women's pieces such as wool, cashmere and angora sweaters, goat suede skirts and silk velvet evening gowns with beaded details. Targeting high-end specialty retailers like Bergdorf Goodman, Jacobson said he is fulfilling a lifelong dream by designing this line.

"My mother was the European buyer for B. Altman," Jacobson said. "She pretty much lived at the Plaza Hotel here. When I was as young as seven years old, I would go shopping with her and help her pick out clothes. I've always been very artistic and I knew I wanted to do this back then."

Jacobson said his mother



Henry Jacobson will launch his women's line at Bryant Park on Feb. 3.

also explained the importance of running a good business. She made sure to tell him that it was important to have the financial structure in place before launching a full collection for men and women. After a few solid years, Jacobson started the men's sportswear in 2001.

The bicoastal designer works from an office in San Francisco and at 156 East 36th Street here, which is in a four-floor former carriage house that he purchased in February 2001. The building, which was built in 1850, houses Jacobson's showrooms on the ground floor. Two floors are reserved for sewers and the top floor is Jacobson's residence.

At the runway show, Jacobson said he is dedicating 10 out of 33 looks to the women's line and he plans to send the women down the catwalk with the men.

"I want to show that these women are strong, but they go hand-in-hand with their partners," he said. "The women's looks are made to layer, like with the sweaters and corsets. I like the volume mixed with softness."

Jacobson said that while the luxe line will wholesale from \$350 to \$5,000, and he is only targeting a select number of stores, the future will bring a more mainstream line of women's wear.

"This is just my entrance into women's," he said. "I would love to do a line that every woman can afford."

The Accessories Show

Las Vegas

February 21-23, 2006
 The Venetian, Las Vegas

Nearly 450 Lines of Better Accessories
 Spring/Summer 2006 Collections
 Attend: 203-853-6015 ext 118
 Exhibit: 712-666-4412
www.accessoriesshow.com

AccessoriesTheShow is the property of Business Journals, Inc.

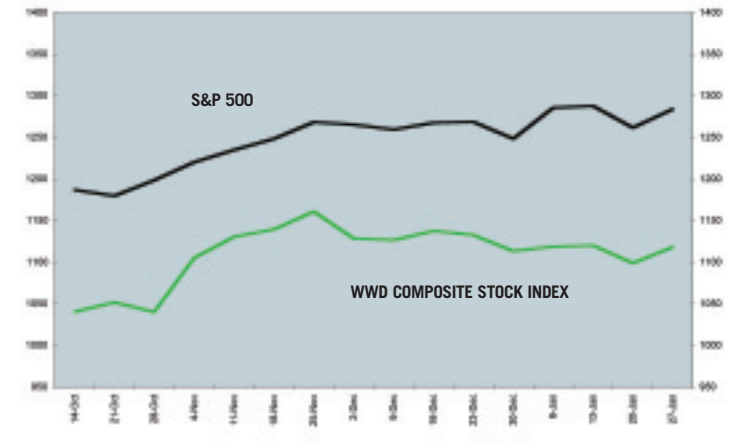
CANYON RANCH
Spa Club
 AT THE VENETIAN® Our Prestigious Spa Partner

Financial

Weekly Stock Index

52-WEEK		P/E	VOLUME (00'S)	AMT	CHANGE
HIGH	LOW				
RETAILERS					
74.10	44.17	20.9	86106	64.06	2.98
35.46	18.05	21.6	36656	30.46	1.83
34.04	19.45	13.2	135643	26.04	1.74
35.20	20.94	58.8	48361	34.24	1.67
30.97	13.05	20.5	100955	18.53	3.82
2.26	0.97	-	4611	1.10	-0.04
23.22	15.06	22.8	2261	21.18	-0.61
44.80	24.49	18.0	22077	44.66	0.34
19.09	10.90	24.0	3689	18.29	0.77
24.37	16.83	16.0	6101	21.58	2.06
22.49	10.06	23.4	38076	16.64	1.17
14.07	7.00	17.6	30429	12.61	0.17
46.32	24.59	42.3	83910	42.20	-0.21
54.64	33.22	28.6	30946	45.09	3.12
31.60	22.59	21.1	34767	28.07	0.94
32.46	20.38	18.2	812	32.01	0.14
28.60	18.91	16.3	34774	25.76	0.09
22.80	16.94	16.8	122705	16.99	-0.24
45.00	16.51	20.3	47540	44.53	4.48
47.86	30.78	55.8	610303	44.07	-0.90
35.25	19.40	18.9	75355	24.23	0.13
78.05	54.53	11.1	262662	67.75	-2.35
29.95	18.74	13.7	59686	22.39	0.21
22.70	15.90	13.2	310642	17.38	0.40
11.10	6.66	-	1850	9.59	0.03
12.45	7.77	22.6	1414	9.71	0.05
40.49	12.51	36.7	21465	40.15	2.41
2.10	0.50	-	64	0.75	-0.11
23.49	13.03	21.3	42287	14.17	0.80
57.99	41.08	17.6	98737	56.21	1.40
58.90	42.78	18.9	215195	44.20	0.58
25.50	18.81	20.4	90011	23.02	0.64
15.59	6.72	-	454	14.10	1.15
24.28	11.78	17.4	48453	19.18	0.14
42.74	23.57	22.8	118651	42.28	2.88
29.05	20.33	14.9	72587	24.22	1.41
43.49	33.86	28.3	27144	39.10	-0.86
14.34	6.54	-	13199	12.73	0.30
31.37	22.34	23.4	77403	29.30	0.24
24.64	13.59	22.0	75432	19.01	0.37
163.50	89.37	9.9	70598	123.19	2.43
32.39	23.68	14.7	7654	29.78	0.69
26.47	16.25	13.8	11518	17.02	-0.44
15.80	11.75	47.4	509	15.20	0.16
35.34	24.20	17.0	18271	28.40	0.15
60.00	45.55	21.1	246054	54.17	0.59
25.96	19.95	19.5	130567	24.89	0.71
15.71	4.56	26.3	7296	15.50	0.92
33.77	19.85	35.6	181272	28.10	1.52
53.74	42.31	18.1	831407	45.84	0.84
7.04	2.01	-	81382	5.50	1.16
7.30	2.44	1.5	6253	3.41	0.25
34.42	24.49	13.7	22685	24.85	0.01
VENDORS					
56.31	41.70	17.9	69885	44.00	0.09
45.66	24.33	14.4	90708	29.07	0.41
26.35	17.56	32.3	372	24.08	-0.11
39.56	31.57	19.0	2692	39.49	2.47
36.84	24.51	29.1	213609	35.91	4.16
57.51	41.00	14.4	48857	51.63	4.72
26.50	18.28	17.2	12169	20.76	0.78
47.50	29.98	20.6	105813	35.93	1.83
28.95	14.96	18.0	16277	22.91	0.38
14.83	6.52	14.8	242	14.25	0.75
42.69	31.19	14.5	49495	33.60	0.16
21.80	12.90	25.2	2619	19.38	1.58
35.65	26.47	14.8	38389	31.88	1.18
30.55	21.83	-	29863	23.95	-0.03
35.29	23.81	15.1	7940	27.25	0.77
43.82	33.57	11.4	38823	34.75	0.30
6.21	3.27	17.7	788	5.97	-0.08
20.38	15.24	15.9	1914	19.29	1.02
91.54	75.10	16.2	122874	83.15	-1.05
57.58	33.66	12.7	15451	45.05	2.83
17.94	9.52	11.5	51	16.76	-0.74
26.48	18.50	8.2	1670	20.10	1.56
36.83	24.11	16.7	18954	35.62	1.41
57.65	34.19	22.7	35423	56.88	3.89
18.12	10.63	15.3	65736	13.76	-0.25
59.01	40.06	14.4	38269	58.97	0.25
4.29	2.24	-	23919	3.32	0.31
21.84	12.31	14.9	18244	14.91	0.39
31.77	15.69	32.8	9850	30.27	1.77
4.22	0.86	-	6952	1.15	-0.07
18.76	9.57	17.6	140723	16.58	0.53
22.25	7.87	25.4	23921	21.95	0.65
61.61	50.44	11.7	20429	55.84	0.63
28.22	19.70	18.8	17480	24.85	-0.08

WWD COMPOSITE STOCK INDEX VS. S&P 500



WWD STOCK INDEX REBOUNDS 1.7%

NEW YORK — Despite weak economic data last week, the market perked up on Friday as investors speculated that foreign economies would continue to expand, creating demand for U.S. goods and services.

As a result, the **S&P 500** closed the week up 1.8 percent to 1,283.72. Retail and apparel stocks were also buoyed by the enthusiasm. The **WWD Composite Stock Index** jumped 1.7 percent for the week.

On Friday morning, the Commerce Department said the gross domestic product rose 1.1 percent in the fourth quarter of 2005, which is significantly slower than the third quarter's 4.1 percent gain and the slowest pace in three years.

But several economists said the slowed pace was just temporary. The global economy is growing steadily, and they expect U.S.-based companies to benefit from it.

Wall Street was also giddy that the Federal Reserve might raise interest rates just one more time before it puts a hold on increases for at least the rest of the year.

This week, same-store sales are on the agenda with most retailers reporting results on Thursday. "January is traditionally a month for fall-winter clearance and spring rollouts," said **Citigroup** analyst Deborah Weinswig in a research note Friday. "This year, persistent warm weather (warmest January in the last 112 years) dampened the retailers' ability to clear goods to make way for new receipts despite promotions. Retailers who transitioned early benefited from full-priced selling, while inventory levels may be above plan for others."

The analyst went on to say that with gift cards increasing in importance, "we believe many broadlines retailers benefited from sales shifting into January."

The **Citigroup Broadlines Index** is looking at a same-store sales increase of 4.1 percent, which compares with a 3.1 percent gain in December, and a 3.1 percent gain for the same month last year.

Weinswig said **Target Corp.** and **Nordstrom Inc.** face the toughest, year-over-year sales comparisons in the mass and department store channels.

— WWD Staff

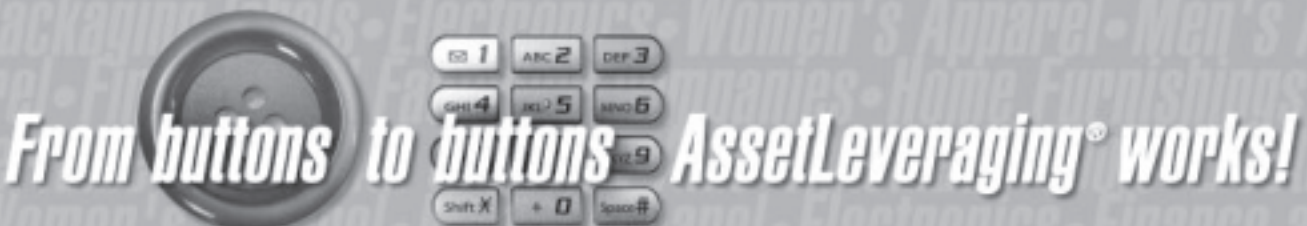
WWD Stock Market Index

Composite: 1118.08	Retailers: 1109.79	Vendors: 1130.77
↑ 19.20	↑ 16.59	↑ 32.72

Index base of 1000 is keyed to closing prices of Dec. 31, 2002.

Weekly % Changes Ending Jan. 27

Largest Gainers			Largest Losers		
	Close	Change		Close	Change
Wet Seal	5.50	26.73	Harold's Stores	0.75	-12.79
Bebe	18.53	25.97	Tarrant	1.15	-5.74
Coach	35.91	13.10	Perfumania	16.76	-4.23
Dress Barn	44.53	11.19	Bluefly	1.10	-3.51
Cato	21.58	10.55	Federated	67.75	-3.35



Whether you are in fashion or telecommunication, AssetLeveraging® is the process by which **IDB Bank's** experienced lenders make the most out of your assets by valuing and then leveraging them to provide the right financing for your company. See for yourself how **IDB Bank's** AssetLeveraging can turn Asset Based Lending into a whole new opportunity. Call **Ray Grossman, SVP** at (212) 551-8121.



IDB Bank is a registered service mark of Israel Discount Bank of New York. Total assets exceed \$9 billion. Member FDIC.

Claiborne Deals Expected to Spur Growth

NEW YORK — Liz Claiborne Inc. has been making smaller acquisitions, but ones that provide the apparel giant with huge growth opportunities, according to financial analysts and bankers.

Last week, the company said it was buying Canadian firm Westcoast Contempo Fashions Ltd. and Mac and Jac Holdings for \$23.6 million, which designs and sells the Mac & Jac, Kenzie and Kenziegirl apparel brands. "In our opinion, this acquisition is another brilliant transaction in a series of successful deals that the company has made over the past several years.... We believe these brands complement Liz's other contemporary labels, Laundry and Juicy," wrote Jennifer Black, of the firm that bears her name, in a research note.

Black noted that Mac & Jac is similar in market positioning as Anthropologie and that Kenzie is "reminiscent of a more feminine Abercrombie." She added that the lines have room to grow on the wholesale side as department stores are in need of differentiated brands. "In addition, we would expect to see line expansions in areas such as handbags, jewelry, etc.," she wrote.

Paul Altman, vice president

Bebe Posts Increase In 2Q Net

By Meredith Derby

NEW YORK — Bebe Stores Inc. reported a slight increase in second-quarter earnings, which was partially caused by a tepid customer response to giftable merchandise during the holidays.

For the three months ended Dec. 31, the Brisbane, Calif.-based specialty retailer earned \$25 million, or 27 cents a diluted share, compared with \$24.3 million, or 26 cents, in the year-earlier period. Results in the most recent quarter included a stock-based compensation expense of 2 cents and a 1 cent expense related to the company's customer loyalty program. Analysts had been expecting a profit of 26 cents.

Net sales rose 10 percent to \$167.9 million while same-store sales increased 2.2 percent.

Regarding its Bebe division, the company cited on a Thursday post-earnings conference call strength in outerwear, denim, sweaters and casual sportswear. That strength, however, was offset by negative same-store sales in accessories and tops.

"We also believe we missed an opportunity in gift-giving and accessories compared to last year," the company said.

Gross profits declined to 50.7 as a percent of sales from 51.3 last year. Bebe cited lower merchandise margins.

Year-to-date earnings rose 8.1 percent to \$38.6 million, or 41 cents, which compares with \$35.7 million, or 39 cents, in the prior year. Net sales were up 15 percent at \$294.1 million.

at the investment banking firm The Sage Group, has sold four companies to Liz Claiborne, including Westcoast Contempo. The other three were Skylark Sports Marketing (prAna), Juicy Couture and C&C California.

"It is clear to see why Liz is interested in all of them, but for different reasons. Mac & Jac gives Liz a stronger presence in its offering of contemporary apparel to the younger consumer," Altman said, noting that his client also provides Liz Claiborne with an expanded international

"All of these acquisitions strengthen Liz for the next period of growth."

— Paul Altman, The Sage Group

presence in Canada and China. "Liz is very focused on the brand, not necessarily [just on]

distribution. For Liz, it is always the brand, such as where it is sold as well as the strength of the brand," the banker said.

With Liz Claiborne's chief executive officer Paul Charron retiring at the end of the year, Altman believes the ceo will leave a company with strong growth prospects.

"The acquisition strategy at Liz is very disciplined and well thought out. The four companies [that we sold to them] all contribute different things to Liz's business, either a new brand or new distribution

channel," said Altman.

The banker gave as an example prAna, which gave Liz Claiborne a new distribution channel through the outdoor retailers. The diversification, Altman noted, allows firms such as Liz Claiborne to grow in new markets while at the same time broaden their channel risk.

"All of these acquisitions strengthen Liz for the next period of growth. The company is a stronger engine with more cylinders firing," said the banker.

— Vicki M. Young

GE Commercial Finance
Retail Finance

Cha-Ching!

That's the sound of your business growing.

Our customers' business needs vary as much as the reasons they count on GE: acquisitions, consolidations, business cycles, market changes, and more. No matter the need, one thing's the same: every financing event provides an opportunity for us to help you grow your company.

Why GE? No one else can provide the agility, flexibility and stability that comes with a triple-A rated lender with 100+ years' of consumer product experience and first-hand retail operations know-how. Factor in direct access to our wealth of knowledge and resources and you've got an equation that adds up to your business success.



imagination at work

Daniel Williams · New York, NY ·
Pamela Rashid · Chicago, IL ·
Jill Hayes · Chicago, IL ·

212-309-8779
312-441-7763
312-441-7143

Jim Hagan
Norwalk, CT · 203-956-4592

Matt Christensen · San Francisco, CA · 415-277-7507
Patrick Clemens San Francisco, CA · 415-277-7420

© 2005 GE Corporate Financial Services, Inc. All rights reserved.

Financial

Retail Outlook 2006: S

By Katherine Bowers
and Meredith Derby

NEW YORK — As the mergers and acquisitions market keeps up its dizzy pace, retailers face challenges that go beyond the impact of consolidation.

Higher energy costs and a softer housing market could make this year difficult to navigate for retailers across all channels, even the robust luxury goods segment. But consumers' propensity to spend is a powerful force, and shoppers may surprise the more bearish economists. For retailers, the effort this year will be focused on maintaining a solid financial footing while growing their top line. So the industry can expect to see more concepts and formats open this year as well as more daring merchandise initiatives. And with consolidation trends freeing up valuable space, the retail real estate market surely will be stirred.

MASS WITH CLASS

Expect new lifestyle formats, pricier and more stylish apparel and "store-of-the-community" customization to continue to upgrade the mass retail channel this year.

In October, Wal-Mart vice chairman John Menzer touted the retailer's new "masstige" aesthetic to a group of Wall Street analysts. Target executives, speaking at their analyst conference in October, bragged their \$10 billion-a-year apparel business is "a money machine" with gross margins "hundreds" of basis points higher than typical department stores, wrote Sanford Bernstein analyst Emme Kozloff in a research report.

But this drive for affordable luxury doesn't mean Target and Wal-Mart are abandoning millions of customers needing Tide detergent and cheap socks.

Rather, each retailer made strides last year in profiling who is most important to them and what opportunities each micromarket holds. Wal-Mart, for example, is becoming expert at serving the nation's growing and diverse Latino population. Target rearranged stores to suit its favored guests, such as mom-and-baby shoppers, with departments tailored to their frequent purchases.

In their desire to penetrate cities and older, dense suburbs, both retailers have been innovative in drafting stores for small sites, or redeveloping existing buildings. Witness Wal-Mart's planned conversion of a former Helene Curtis shampoo factory in Chicago, or the funky, steel exoskeleton of Target's Albany, Calif., store, designed to fit into its industrial neighborhood.

"Mass is an old idea. The idea of being able to reach for a 'mass' target is pretty much gone," observed Jeff Smith, managing partner for Accenture's Global Retail Practice. "There will be format, price, shopping experience and assortment variations by market as each player tries to carve out audiences. Those [retailers] with the competence to fine-tune the dials will be successful. The others will be marginalized."

Competitors have become wily at finding opportunities inadvertently created by the discount giants. Drugstore chain Walgreens, for example, has been selling a growing array of toys and household goods in addition to traditional drugstore wares. It's not inconceivable they might test apparel such as socks, basic T-shirts and baby outfits. The drug chain perceives a competitive advantage in its relatively small stores that are less onerous to navigate than a 100,000-plus-square-foot big box.

All this still leaves plenty of room for Wal-Mart and Target to grow, particularly at a cost to traditional apparel players. Department stores are at greatest risk, but even some specialty retailers may find sales poached if they don't offer differentiated value.

Tierney Remick, global managing partner with executive search firm Korn/Ferry International, said Target, which had a stellar year in 2005, already is "drawing [shoppers] away from the department stores and having a huge impact on consumer electronics."

Accenture's Smith speculated Wal-Mart might test a lifestyle store this year that would emulate some of Target's best practices in soft goods. The Bentonville, Ark., retailer operates a soft goods-only concept in the U.K. called ASDA Living,



Forth & Towne is one of many specialty retail concepts hitting the market in 2006.

which focuses on apparel, home decor and housewares.

As one of her top-five predictions for this year, Citigroup analyst Deborah Weinswig forecasts Target will move into mall vacancies freed up by the Federated-May consolidation. Only 7 percent of Target's current stores are in malls, but those stores perform as well as, and potentially better than, stand-alone stores, Weinswig wrote. The mall scenario would put Target into head-to-head competition with department stores in many markets.

SPECIALTY CONCEPTS

If 2005 was the year for specialty retailers to announce or launch new retail concepts, then 2006 will be the year for follow-through. The specialists will continue identifying future growth prospects among both existing and new concept stores in order to drive incremental and comp-store sales.

Meanwhile, ongoing challeng-

es facing the group will be driving consumer spending, which is inescapably linked to — but not altogether dependent on — markdown management, as well as grabbing market share by effectively leading fashion newness in the ever-competitive landscape.

While Abercrombie & Fitch Co. continues to tweak its year-old Ruehl brand, Chico's FAS Inc., Aeropostale Inc. and Gap Inc. are testing Soma by Chico's, Jimmy Z and Forth & Towne, respectively. Guess Inc. is continuing to roll out Marciano stores as well as stand-alone Guess accessories stores, and Victoria's Secret is testing its Pink innerwear format. American Eagle Outfitters Inc., which is not planning to roll out its new Martin + Osa sportswear brand until the fall, recently said it is working on another new concept while also testing an intimates subbrand.

And ultrahot retailer Urban Outfitters Inc. is reportedly on the path to identifying a couple of new formats. Analysts think the company, which already operates Urban Outfitters-, Anthropologie- and Free People-branded stores, could be considering a new lingerie concept or a new one that would target upper-middle-class consumers.

"All the top specialty retailers that you and I know are constantly on the lookout for new ways to grow their business because growth is the name of the game. But it's getting increasingly difficult," said Martin Brill, founder and president of retail consultancy Sweetwater Consulting. "There are only so many voids in the market. A lot of the voids have been filled and the competition is getting tougher. To me, the key to the new concepts is a combination

of product and retail innovation in terms of retail presentation."

So where are the voids in the specialty retail sector? Brill cited active athletic apparel, specifically yoga-driven, concepts. That's partially because retailers stand to capitalize not just on apparel for yoga, but also yoga-related accessories, for example.

Tim Shimotakahara, associate at investment banking firm D.A. Davidson & Co., agrees with Brill that active lifestyle retailers who cater to low-impact athletics, such as yoga, will be hot this year because the activity spans age groups and demographics.

"Action sports [retailers], board sports, lifestyle companies — we're going to see continued growth through '06 from the strength of '05 driven by the general taste demand in the market," said Shimotakahara, who thinks the action/board/lifestyle sports market was legitimized this year in part by Quiksilver Inc. buying Rossignol and by Volcom Inc. successfully going public.

BETTER ECONOMICS

Peter Hooper, managing director and chief U.S. economist at Deutsche Bank Securities, speaking at a New York Society of Security Analysts meeting earlier this month, believes the "consumer will hold up" this year. He told attendees that, despite what may be a slowing in the housing market, one should expect "moderate consumer growth, not a sharp drop-off."

This is good news for the high-end retailers and the department stores. Consumer spending in these segments has been strong, but has softened slightly, leaving analysts to wonder how 2006 will play out.

Weinswig said in a recent

PHOTO BY JAMES LEVINE/CORBIS; MALL BY RICHARD CUMMINS/CORBIS

Flexible. Responsive. Relationship Driven.

Sterling Factors is a full-service factor whose origins go back over 75 years. More importantly, we haven't forgotten that small and medium size businesses remain the core of our success. That's important. We remain committed to meeting the needs of the business segment

we've grown with for so many years. Unlike most other Factors, Sterling has all the resources of a full-service national bank. Our Senior Relationship Managers provide the same hands-on, high-touch personal and professional service that's been our style for decades.



STERLING FACTORS CORPORATION
STERLING NATIONAL BANK

"Our Doors Are Open All The Way To The Top"

John LaLota, President
Sterling Factors Corporation
(212) 575-4415
john.lalota@sterlingbancorp.com

John LeClair, VP/Commercial Lender
Middle Market Banking
(212) 575-6338
john.leclair@sterlingbancorp.com

EST. 1929

www.sterlingbancorp.com

Member FDIC
NYSE: STL

educing the Consumer

research note that retailers among her broadlines coverage universe face more difficult comparisons in the first half of 2006, at 4.3 percent, with comps easing a bit in the second half of the year to 3.2 percent. The department stores face an average comp of 3.8 percent in the first half of the year, and 2.4 percent in the balance of 2006.

Her top pick is Federated Department Stores, whose merger with May Department Stores makes it the "most dominant department store player in the world." Upcoming asset sales — credit card portfolios, store locations and the Lord & Taylor business — will help the company pay down debt.

Another ongoing trend in the department store sector is mergers and acquisitions. Last year saw Neiman Marcus Group and Goody's Family Clothing get taken private through acquisitions by private equity firms. This year, barely a month old, already saw The Sports Authority announce it would be taken private by a financial sponsor. Then there's talk on the Street that Saks Fifth Avenue could see a similar fate. Saks' Parisian business is currently up for sale as well as Federated's Lord & Taylor business.

The fallout, as stores merge, are acquired or consolidate, includes store closures, which can free up a lot of key retail space.

market consolidation isn't having much of an impact. "Even with all the consolidation with Neiman Marcus and Federated and the changes going on at Saks, I don't see that from a credit standpoint there's going to be any significant weakening in that end of the market," said Gary Wassner, president and principal of Hilldun Corp.

In fact, the consolidation trend of the last few years will drive retailers to focus more closely on their operations as they face the challenges of a survival-of-the-fittest contest, factors said.

"There has been a trend toward consolidation, resulting in financially stressed retailers being merged into stronger, better-managed companies," said Thomas DiMaio, senior vice president and regional manager of Hana Financial. That trend should continue into this year, he said.

The consolidation within the industry will strengthen the retail base by winnowing out stores that aren't doing well, Officina said. "We're overinventoried with retailers as it is," he said.

"What we'll see spilling into 2006 is that some of the weaker players that are very leveraged may be challenged," said J. Michael Stanley, executive vice president of Rosenthal & Rosenthal Inc. With most of the retailers who have been sold or leveraged recently, the lack



The Galleria Shopping Mall in Dallas.

“Overall, most major retailers are in good shape. It would take a deep recession to cause concerns and there are no signs of that happening.”

— John La Lota, Sterling Factors Corp.

Robert Drbul, equity analyst at Lehman Brothers, wrote to investors, "We believe it is important to closely monitor the valuations on any upcoming real estate transactions, as they will likely prove or disprove the theory that investors should consider certain retail stocks on the basis of their real estate alone."

OTHER VARIABLES

Factors, firms who handle a company's accounts receivables for a fee and who assess the creditworthiness of retailers, are optimistic in their overall outlooks for 2006. But it is peppered with some caution.

The market is strong enough to weather any potential storms that might arise this year, said Stanley Officina, president of Ultimate Financial Solutions LLC. The current climate will force retailers to focus internally, but that won't negatively impact credit, he predicted.

"There is some fat out there in the retail community that has to be trimmed," Officina said. "We're seeing the tip of the iceberg right now with some of the announcements that are coming out."

From a creditor's view, recent

of strong, committed financial partners has had an impact, but overall, those credit issues are localized, Stanley said.

"Overall, most major retailers are in good shape. It would take a deep recession to cause concerns and there are no signs of that happening," said John La Lota, president of Sterling Factors Corp.

A cooling of the real estate market potentially could impact expectations for the credit industry this year, sources said, but most think it is unlikely to have a negative effect.

"If there is a housing market downturn, it could dampen consumer spending, credit quality and job creation. Home equity extraction has offset the negative effect of a doubling of oil prices in the last two years, but won't continue. However, interest rates should level off this year with the overall result having a neutral effect on the creditworthiness of the consumer-reliant customer base," said Thomas V. Pizzo, president and chief executive officer of Wells Fargo Century.

— **With contributions from Vicki M. Young, Amy S. Choi and Liza Casabona**

Access All The Day's Fashion News Anytime, Anywhere!



The Online Home of Women's Wear Daily

WWD.COM



WWD.COM Subscribers get the full version of the print edition online PLUS:

- The ability to print the entire newspaper
- Web exclusives
- Access to Classifieds, Events and People
- Articles categorized by industry
- Search the previous 10 issues



Out of Touch Is Out of Style.™ **WWD.com**

Get one year of wwd.com for \$99. To subscribe, go to wwd.com/subscribe.

Model, Muse Mallory Kean

NEW YORK — Mallory Kean, Badgley Mischka's muse and first fit model, was killed in a car accident early Friday morning in Warren, N.J. She was 52.

Kean was traveling alone when her vehicle was hit by another car in the eastbound lane of I-78, and then both vehicles were struck by an oncoming tractor trailer. She lived in Far Hills, N.J.

Born Mallory Blimm, she was raised in New Jersey, where as a child she learned to ride horses. She attended Bard College and dabbled in waitressing on the eastern shore of Maryland, but after a few semesters returned to New York in the early Eighties. It was around that time Kean first met Mark Badgley and James Mischka, when the two designers were first finding their way on Seventh Avenue, and she became their showroom fit model.

Badgley said, "We had seen so many girls and then the agency sent Mallory up. There was nothing else like her. She was so special, so sophisticated and she personalized the clothes we were doing. She would go to all these black ties and she would be so ravishing."

He said patience was among her many virtues. "She would be standing in front of the mirror for countless hours," Badgley said. "It was such a trial-and-error thing going on then and she was just so fun and so smart. She would stand there with her long gorgeous legs and her tall Manolo Blahniks, and she was just a dream. She looked like a sketch."

Longtime friend writer Michael Gross said she was also a woman of substance.

"She was a woman who was as smart as she was well-dressed. That's how rare she was," said Gross, who befriended Kean when they were teenagers hanging out at Max's Kansas City nightclub. Her ability to light up a room was not something that faded as the years marched on, he said. "She was the kind of person who could walk into the hottest restaurant in New York without a reservation, as she did recently at La Esquina with her husband, and within half an hour she would not only be at a table but every man and woman in the place would be trying to pick her up."

Kean, a former editor of Country magazine, and her third husband, Robert "Roy" Winthrop Kean 3rd, lived in a house filled with shelves of books, especially ones about her three favorite subjects: fashion, New York society and great families.

Her vintage couture finds from Balenciaga and Mainbocher made her fodder for The New York Times' lensman Bill Cunningham and other fashion photographers, but the publicity didn't stop her from laughing at her own expense. When a photo of her in a gigantic gray hat at the Central Park Conservancy's luncheon last year appeared online, she referred to it as "The Hat That Ate Manhattan," Gross said.

Another friend, Mark Gilbertson, said style was always a main ingredient in Kean's own entertaining, whether at dinner with friends at home, "long, long Easter lunches" or tailgates at Winterthur's annual "Point to Point" race in Delaware.

"The food was not very filling but it was always stylishly displayed," Gilbertson said. "Even though you might not know what everything was, it was very chic. There were no subs."

Kean's fund-raising ties to the Museum of the City of New York and Memorial Sloan-Kettering Cancer Center kept her active on the New York social circuit. She and her husband spent a good deal of time in the city, and were always going back and forth between New York and New Jersey, Gilbertson said.

"Her friends weren't from any one kind of background," he added. "They were eclectic. She had a mixed bag of friends."

Judging from an Oscar Wilde quote she sent Gross for no particular reason in an e-mail, that may have been by choice. "The world is divided into two classes: those who believe the incredible and those who do the improbable," the e-mail read.

Kean is survived by her husband and three stepchildren.

— Rosemary Feitelberg



Mallory Kean

The Plaza to Enter Luxury Retail Scene

By David Moin

NEW YORK — Planning for luxury retailing inside The Plaza hotel has begun in earnest.

According to officials on the project, 95,000 square feet have been earmarked over four levels, potential tenants are showing interest and a leasing agent has been hired to help shape and execute the vision.

Other sources said companies that might be interested could include Harvey Nichols, Harrods, Lane Crawford, Holt Renfrew and the Italian Luxury Guild. The Guild is said to have presented a concept that would showcase a variety of Italian designer shops featuring an array of merchandise, categories, foods and wines.

The space could get leased to one retailer or a multitude, according to Robert K. Futterman, who signed a contract last week to be the exclusive leasing agent for The Plaza's retail, ballroom and restaurant components.

The Plaza, owned by Elad Properties, is undergoing a \$350 million lobby-to-roof renovation that also provides for 182 luxury residences and a hotel with 282 rooms and suites. It was built in 1907. Elad Properties develops luxury properties in Manhattan and has a portfolio valued at \$2.5 billion.

Before closing for renovations, The Plaza had just a handful of boutiques occupying a total of around 20,000 square feet, selling primarily jewelry, lingerie and sundries.

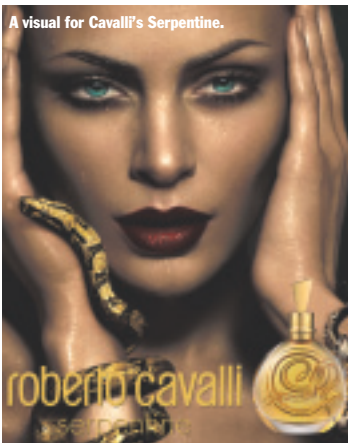
Any retailer moving in goes up against tough competition from Bergdorf Goodman, Barneys New York and designer brands on Fifth and Madison Avenues and 57th Street. Also, rents will be very high. According to Futterman, rents on Fifth Avenue in the Fifties range from \$1,000 to \$1,500 a square foot. The Plaza, located on Fifth between 59th and 58th Streets, is expected to reopen in the fall of 2007. He declined to detail rents for the space at this stage.

Futterman said planning the retail offering has just begun but he did provide some details on the layout. There will be 55,000 square feet for retail on the concourse level, 20,000 on the ground mezzanine, 12,000 on the ground floor, 8,000 on the subconcourse level and a 5,000-square-foot spa, he said.

The restaurant space, including the Palm Court, Oak Room and Oak Bar, has close to 10,000 square feet in total. There is also the ballroom, banquet room and the reception area, making up 23,000 square feet in total.

"One of the ideas is to create a luxury collection," Futterman said. "Imagine shops like in a department store such as Harvey Nichols or Harrods, or like the Wynn in Las Vegas. This will be something completely upscale. There have been many retailers that have contacted us, from department stores to luxury type [specialty] tenants, and I wouldn't say that it's limited to European companies. Our job is to seek out the right mix and fit."

Cavalli's Serpentine Set for U.S. Launch



A visual for Cavalli's Serpentine.

NEW YORK — Clarins Fragrance Group here is poised to embark on its first Roberto Cavalli fragrance launch.

The U.S.-based unit of Groupe Clarins, which took the reins of ITF's Cavalli and Gianfranco Ferré fragrance businesses in the U.S. on Jan. 1, will launch Cavalli's Serpentine scent in April. The fragrance made its European debut last fall.

"When we were looking last [year] at the ITF venture, the exciting aspect was the Roberto Cavalli piece of it," said Benjamin Gillikin, president of Clarins Fragrance Group. "As we have watched in the past couple of years — on the fashion side — it became a driving business. We have an opportunity to build the fragrance business on the U.S. side."

For Serpentine, the distribution strategy is "the top of the market," Gillikin said, and will comprise fewer than 200 doors, including Neiman Marcus, Saks Fifth Avenue and Nordstrom. "That's basically where [Cavalli fashion] is, along with his own boutiques and independent specialty stores — this is where there's an awareness of him."

Gillikin acknowledged that Clarins may widen distribution of Serpentine next spring. "We [will] get a feel, see where it goes," he said.

Although Gillikin declined to discuss sales projections,

he noted that Clarins was aiming for a top-five ranking in the doors where Serpentine will be carried.

The eau de parfum, which is described as a "floral, ambery" mixture featuring accords of mango flower, mandarin, tiare flower, black pepper, frangipani, amber and sandalwood, was blended by Jacques Cavallier of Firmenich.

It will be available in 3.4-oz. and 1.7-oz. bottles priced at \$82.50 and \$65, respectively. Two 6.8-oz. ancillary products, a bath and shower gel and a body lotion, will be priced at \$35 and \$40, respectively.

Industry sources estimate Serpentine might generate \$8 million in retail sales during its first year on counter in the U.S.

To promote the scent, Clarins has slated visuals in retailer catalogues and store-specific sampling programs. The company also is working on booking a personal appearance by the designer at a Saks location in New York or Beverly Hills.

"We see [Serpentine] having a very positive impact [on Clarins]," said Gillikin, who noted that, aside from the newly obtained ITF scents — and its existing Thierry Mugler and Azzaro businesses — the firm also is focused on Everlast fragrances, a business it officially took over Jan. 1. "These are important new ventures for us," he said.

— Matthew W. Evans

BEAUTY BEAT

WWD Vendors & Suppliers

To advertise please call Noelle Heffernan 212-630-4648 noelle.heffernan@fairchildpub.com

A. You Give Us Your Invoice.
B. We Give You The Money.
C. You Pay Your Bills.

Factoring Made Simple.

No bids, unnecessary, really. No whistles, not needed as well. No tricks. Datto. At Goodman Factors, we simply offer smart, dedicated good service from an experienced team of pros. Along with money at competitive rates when you need it—today, for instance. Please call us toll-free at 877-4-GOODMAN or visit us at goodmanfactors.com. Simple, huh?

Goodman Factors
 Since 1972

Complete Supply Chain Solutions

- 25 years of experience in the garment industry
- 3 million sq. ft. of warehouse space in LA, NY & NJ
- EDI, UCC128, ASN, TMS, scan & pack capability
- Order Processing, EDI, and warehouse distribution all under one roof!
- Pick Pack & Ship by piece or prepacked carton
- GOM/Flatpack Storage
- Garment Refurb: Steam Tunnel / Heffernan Press
- Label Sewing, Alterations
- Internet & Mail Order Fulfillment

Efficiency Reliability Savings

(NYC) Candice: 212-867-8100
 (LA) Kenny: 909-476-8128

E-mail: info@waitex.com
www.waitex.com

ProActivision

"Changing the way you view your business"

The only ERP software you will ever need to run your business.

Apparel
 Accessories
 Footwear
 Home Furnishings

Inquire about our unique offering designed and priced for small or start-up companies.

Fully Integrated:
 Accounting, Inventory Control, Sales Order Allocation, Invoicing, EDV, Global Production, Warehousing, Product Development, Customer Relations Management, Multilingual, Multi-currency.

www.ProActivision.com
 240 Madison Avenue 9th Floor N.Y., NY 10016 L.212.922.9007

Discover the incredible quality and fashionable designs of Beautiful Buttons. Be amazed at the transformation of raw animal, buffalo horn, bone, nail, wood, and natural stones into fantastic buttons!

We do it with passion and perfection!

Beautiful Buttons
 813 Main Street :: Columbia, MS 39429
 P/c: 1-800-942-2252 :: Fax: 601-751-5217
 E-mail: ordering@beautifulbuttons.com
www.beautifulbuttons.com

Create a fashion that is in harmony with nature's beauty!

POSTCARDS

Are you invisible?
 Over 30,000 of our customers are not.

From \$95
 • ready in 2-3 days
 • mailing services
 • thick cardstock

FREE
 1000 card offer
 for details visit:
 800.217.0169

www.postcardpress.com/wwd

Showroom Hangers

Display Hangers Garment Racks



877-HENRYNY
212-278-0852
Fax: 212-594-7302

www.henryhanger.com



Millennium Steel & Rack Rentals Inc.
 Direct Manufacturer of
 Garment & Showroom Racks

More Than Just Racks
 We rent racks, grids and folding chairs for shows
 Garment racks & trucks for WAREHOUSES
 Store & Warehouse permanent rack installations
 Steel Fabrications & Custom orders

Largest Chrome Distributor in the Tri-State Area
 340 West 39th St. 33-35th St. Brooklyn
 CALL for FREE catalog 1-877-775- RACK (7225) toll free

NGC SQL Series Software www.ngcsoftware.com
 built on Microsoft Technology

Red Horse ERP Business Mgmt.
 e-SPS Sourcing/Production Mgmt.
 e-PDM Product Data Mgmt.

NEW GENERATION
NGC
COMPUTING

New York (212)369-3778 sales@ngcsoftware.com
 Miami (305)556-9122

SHANGHAI MING YANG

Trimmings Manufacturer

* Labels * Hangtags * Zip Pulls
 * Snaps * Novelty Buttons * Rubber Patches
 * Leather Patches * Embroidery Patches

Drop Ship (China, H.K., Vietnam, Bangladesh, etc.)

Appt: (212)414-4524 or (646)270-2083 Kitty Ng.
 For Quote: email to Info@trimlibrary.com

48 W 21st Street, Suite #1005 New York, NY 10010



Job Opportunities?
 Check The
 Classified Section
 on Our Website at
WWD.com

Oneway Warehousing & Distribution

Make your goods & sell them...we'll do the rest!

Frustrated? Crazy? Need one company to:

- Receive, warehouse, & ship your goods.
- Enter orders, invoice, & create reports.
- Create UPCs, load to QRS & print tickets.
- Process in/out EDI and make UCC labels.

We are the answer. All services are done in house with no outsourcing. We answer questions today!

www.onewayservices.com
admin@onewayservices.com
 (609) 655-4700

We can help you build your business.

For information on placing an ad in
 WWD MARKETPLACE,
 call us toll-free at 1-800-423-3314,
 or fax us your copy at 212-630-4634.

Question about your subscription?

Call our toll-free number: 1-800-289-0273

WWD

BUYERS' MART • REAL ESTATE • BUSINESS OPPORTUNITIES
HELP WANTED • LINES • POSITIONS WANTED

To Place An Ad Call: (800) 423-3314 or (212) 630-4610 Fax: 212-630-4634

Bulk Contract Placements Available Visit our website: www.wwd.com For Ad Information, please call 1-800-289-0273

marquee billing can be yours for the asking. call your level classified rep for introductory rates & more details. 1.800.423.3314

BUYERS' MART

RTW Meets Wanted

Cash For Retail Stock & Closeouts. No Lot Too Big or Too Small. Call CLOTHES-OUT: (937) 898-2975

REAL ESTATE

To Let For Business

411 Broadway
 Finished Showroom
 350 - 1,500 SF
 212-382-9390

315 w 36th st
 7,000 SF Unit
 MAY DIVIDE
 212-690-7119

For Space in Garment Center
Helmsey-Spear, Inc.
 212-880-0414

Search For Space In Garment Center Showroom/Office/Retail - no fee
 www.midcomre.com
 Or Call Paul 212-947-5500 X 100

Showrooms & Lofts
 BWAY 7TH AVE SIDE STREETS
 Great New Office Space Avail
 ADAMS & CO. 212-679-5500

Warehouse Space

BUSINESS OPPORTUNITIES

Contractors Wanted

HAIR ACCESSORIES

Seeking individual/factory exp'd in producing HEADBANDS, BARRITTES, and other HAIR ACCESSORIES. Must be willing to produce small quantities & samples. Call Susan at: 917-842-8230

Business Connections

Investment Opportunities

A NYC leading children's wear distributor is seeking to acquire or develop a strategic alliance with other children's apparel &/or accessories company.

We have the expertise, overseas network & operational infrastructure to assure increase profits & efficiency. Contact us to discuss these possibilities: mschne448@aol.com

Notice

Cadeau Maternity Sample Sale

When: Tuesday, January 31st and Wednesday, February 1st
 Time: 10:00 am - 7:00 pm
 Where: Cadeau Maternity
 254 Elizabeth Street
 Between Houston and Prince Street

Business Opportunity

BUSINESS OPPORTUNITY

Our client is a NY based well-established, well-known Importer & Distributor of apparel with annual volume in excess of \$100 million. It has an excellent track record spanning over 25 years and a sound financial & operational infrastructure managed by a group of professionals. Client's strengths include own state of the art manufacturing facilities located in south East Asia, strong & competitive sourcing capabilities & fully computerized compliant distribution center. To diversify & supplement its growth they are planning to launch a Division and/or acquire an existing set up dealing in missy & junior bottoms (wovens & knits). Interested entity/group must have at least \$7-10 million of annual sales and skilled & experienced team in sales, designing & merchandising. Serious parties only please contact us in writing at the following address:

Berenson & Company LLP
 Certified Public Accountants
 135 West 50th Street, New York, NY 10020
 Fax#- Attn: Michael Halpern; 212-245-3808

Business Services

FAST TO MARKET
 Embell. Suits 6 wks - Jeans 6 wks - Knits 5 wks Compliance, QC, SALES opps.
 www.bcfashions.com. Ec@bcfashions.com
 718-358-8278

PATTERN/SAMPLES
 Reliable. High quality. Low cost. Fast work. Small Lrg production 212-629-4808

PATTERNS, SAMPLES, PRODUCTIONS
 All lines. Airtel service. Service. Call Sherry 212-719-0622.

PATTERNS, SAMPLES, PRODUCTIONS
 Full service shop to the trade. Fine fast work. 212-869-2699.

HELP WANTED

HELP WANTED

ACCT EXEC
 Fast paced Sep Occasion Dress Mfr seeks a high energy and motivated individual to fill an immediate opening. Computer skills preferred. Send resume and salary history in confidence to account_exec@comcast.net

Admin Assist/ Customer Svc
 LAL accessories showroom seeks admin assist. Duties include data entry, correspondence with European vendors, liaison with PR, customer service & general duties. Excellent computer skills: knowledge of Access a plus. Must be able to multi-task. Great opportunity for advancement. Health benefits included. Fax resume & salary requirements to: 212-245-2038

W-I-N-S-T-O-N APPAREL STAFFING
 DESIGN * SALES * MERCH ADMIN * TECH * PRODUCTION
 (212)577-5000 F: (212)986-8437

APAPREL STAFFING
 Designer-Win's classic weekend wear \$65K Dsgnr Assist- Win/Men outwear exp \$ Open Pitruknr/Techn Dsgn-Win Conn Exp \$ Open Prod Coord-Bilingual-Win's Sptwr \$ 350K Prod. Devel Mgr-Perform. Activewr \$ Open Technical Dsgn-Win's Sportswear \$ Open Tech Dsgn-Sweaters & C.N.S Knits \$ Open Phone (212)302-0216 or Fax (212)302-1161

Design Assistant \$35-45K
 Leading children's clothing company seeks Design Assistant. Duties include all phases of design and development. Candidate must be extremely motivated, organized, possess strong sketching skills and have the ability to spot trends. Proficiency with Microsoft Illustrator with a minimum of 1-2 yrs. of experience is preferred. Please fax resume, attn. Design Asst. (212) 367-3726

Help Wanted

JCPenney's DESIGN AND PRODUCT TEAM IS GROWING!

We are expanding our private brands creating many new opportunities for:

- Senior Designers, Associate and Assistant Designers
- Senior Assistant Product Development Managers
- Textile Designers
- Technical Designers

At JCPenney we encourage individuality and new ideas, foster career growth and personal development. Our state-of-the-art campus is just north of Dallas, Texas, one of the biggest, most cosmopolitan cities in America with affordable homes and no state income tax. Our Corporate Office includes an on-site fitness center, jogging trail, daycare facility, fully-staffed medical clinic, cafeterias, coffee shops, espresso bar and more.

Interested? Qualified? Apply online at www.jcpenneycareers.com under Corporate Career then Product Design or Product Development/Sourcing.

JCPenney offers a generous compensation package along with best in industry vacation policy, full benefits package including a 401k plan with a company match and a pension plan.

IN NEW YORK CITY? COME VISIT OUR BOOTH AT THE UPCOMING FASHION EXPO CAREER FAIR ... to be held on Friday, February 10 between 10am - 3pm in New York City at Gotham Hall. We look forward to meeting you there!

Tech Design Prod Asst
 Issue initial size specs, measure garments, issue fit comments/updates, communicate with overseas office. Illustrator, Excel & Word a must. E-mail: Wai@libertyapparel.com

Design Assistant
 Design Assistant - in NYC area, looking for bright, talented young designer to start immediately. Self started, organized and fast worker. Exp. in ladies accessories, hats, & cold weather a plus. Salary neg. - full time only need apply. Please fax to: 212-268-3265

Designer \$80-100K Current exp in full fashion sweaters. Strong Jr. fashion vision. Creative. Must hang w/ Lomon-grass, Star City, ITC etc. Call 973-564-9236

Designer Creative Designer for Fashion Stationery
 Long Island based Stationery Co. seeks creative designer with experience in fashion design. Must be detail oriented with great organizational skills. Heavy Illustrator. Design work on MAC. Please fax resume with salary requirements to Mel at: (631) 789-8969 or email: mail@continentalstationery.com

Designer - Fashion Jewelry
 Leading Branded & Private Label Fashion Jewelry Company offers a wonderful opportunity to an individual seeking a solid career path. Must have a minimum of 3 years experience in this field, good computer skills and complete product knowledge in this area. Must be willing to commit to a certain amount of travel. Salary is commensurate with experience. Please fax resume to 212-573-9455 Attn: Kristen / Michele

Designers WATCH/JEWELRY DESIGNERS
 Seeking talented individuals to join our growing team. Min. 1 year exp. Great work atmosphere, benefits. Send resume to: hr@eccliss.com

Designer to \$80K Current exp in newborn infant toddler. Midtown growing ready to commit for a growth opportunity exp OK. Call 973-564-9236 AGCV.

DESIGN/Sales
 Leading evening handbag importer is seeking an assertive candidate with a positive attitude! Must have fashion sense, ability to work independently, computer literate and be detail oriented. Job responsibilities include all phases of product development, set up/attend trade shows, small store sales. Travel mandatory. Looking for an applicant ready to commit for a growth opportunity with a well established team. Salary is commensurate with exp. Reply to: info@lareale.com or Fax to: 212-629-6418.

Help Wanted

it's all inside.


Senior Designer
 Major Manhattan Watch Co. is looking for a SENIOR DESIGNER responsible for developing & merchandising watches. Must have a creative energy & be capable of thinking outside of the box to create new, trend forward concepts.
 • Outstanding rendering ability a must
 • Experience working w/overseas vendors
 • Understand brand strategy in tune with market trends
 • Trend forecasting and direction
 • Excellent communication & presentation skills
 Individual will also be responsible for supervising Jr. Designers and giving direction. Illustrator, Photoshop, and In-Design program proficiency req'd. Minimum 3 years experience in watches, jewelry or accessories preferred. E-mail resume to: DESIGNWAC@AOL.COM

Major Sportswear Co. looking to fill the following positions:
Asst Design 1 yr. exp. CAD Artist 2-3 yrs. exp.
 Knowledge of Ned Graphics a must. High taste level, ability to create & recolor prints and embroideries. All candidates must be detail oriented, energetic & be able to multi task. Pts fax resume to 212-221-3726

NY ACCOUNTING MNGR
 Degreed prep fin stmts acct anal. Excellent salary & benefits. Immediate opening. Fax to 201-842-6777.

Order Entry/Cust Svc For Gift Mfr
 • Prior exp working in wholesale / showroom is a plus;
 • Duties include customer service, data entry and order processing
 • Strong computer skills (Word, Excel, Outlook), & good communication skills required;
 • Salary to \$35k. plus benefits. E-mail resume to: mtomas0228@gmail.com

PATTERNMAKER
 Ladies Social Occasion Dresses looking for only experienced individuals for an extremely busy co. Fax resume to: 212-302-9325

Product Development Fabric Coordinator
 Major apparel company seeks Product Development Fabric Coordinator to communicate with factories overseas. Responsibilities include sourcing, sampling, producing and approving fabric. Must have excellent communication and organizational skills. Great benefits. Please fax resume to 212.239.2766.

PRODUCTION
 Accessory Co. seeks production person. Organized & detail oriented. Comm w/ overseas factories. Strong computer skills. Mandarin a must. Resume: erikny2003@aol.com

Production Assistant
 Fast paced womenswear manufacturer seeks production assist to prepare tech packages to factories and to cost garments. Must be very thorough and detail oriented. Must have min 1 yr import exp and be computer literate. Fax resume to 212-302-3318.

VISIT US ONLINE


Fashion Group Honors Rising Stars

NEW YORK — "It takes enormous determination, courage, energy and passion — not to mention 24-hour work cycles — to make it in business these days," keynote speaker Liz Lange told the audience at the Fashion Group International's ninth annual Rising Star Awards on Thursday.

The awards recognize emerging talents and many past winners have gone on to successful fashion careers. For the first time, the women's apparel award was a tie, between Phillip Lim and Ruffian designers Brian Wolk and Claude Morais.

"It doesn't happen like that at the Oscars," Wolk said in accepting the honor.

The crowd at the New York Hilton included Jonathan Adler, Richard Lambertson, Carlos Falchi, Susan Posen, Robert Lee Morris and Stefani Greenfield of Scoop, as well as the nominees, ranging from Zaldy Goco to Darby Scott, Matthew Earnest and Wozzie Wear's Douglas Perlman.

Dylan Lauren, who took home the award for retail, thanked Greenfield, who introduced her, and said Scoop, in some ways, served as a model when she was developing Dylan's Candy Bar.

"I probably looked at all of you for inspiration, so thank you," Lauren said.



Dylan Lauren

The finalists were determined by Fashion Group members and an industry panel. Roberto Faraone Mennella and Amedeo Scognamiglio of Faraone Mennella picked up the award for fine jewelry, and the accessories award went to Gunmetal's Michael Spaulding and George Gublo. In the beauty/fragrance category, the corporate honors went to Clement Gavarry of International Flavors & Fragrances Inc., while the entrepreneur award was bestowed upon Laurice Rahmé of Bond No. 9 New York.

The Fashion Group gave Thom Browne the men's apparel award, and honored Ernest de la Torre of De la Torre Design Studio in the home and interior design field.

In her keynote, maternity designer Lange spoke about the initial opposition she faced from retailers, recalling how one told her that pregnancy, because it was only nine months, meant that women didn't care about their appearance during that time.

"No matter what anyone says, if you think you have a good idea, you probably do...don't let anyone tell you they can't be done," she said.



Phillip Lim

Ruffian's Brian Wolk and Claude Morais.



PHOTOS BY THOMAS RINACCONI

Help Wanted

COO
COO sought for NY based high-end producer of designer RTW collection with production operations in Canada and Italy. As a seasoned general manager you are responsible for bottom line results including all operating functions: sourcing, quality assurance, customer service, distribution, and finance. The COO reports directly to the president by communicating on a daily basis and keeping the president informed about business activities, potential threats, opportunities, and recommended actions. You will advise the president on strategic business development and make recommendations on business decisions. Significant air travel is required. If you have 10+ years experience in the designer/RTW segment and a passion for the industry please email your resume with cover letter including compensation requirements to: Human Resources - NYC/WWD
E-mail: Recruit-Fashions@hotmail.com

DESIGNER
International Luxury Handbag and Accessories Brand with 100 stores seeks New York based Head Designer with focus on contemporary market. Should be able to spot fashion trends. Please send confidential resume to Doug Cohen: INTERNATIONALRECRUITERS@EARTHLINK.NET

PROF. WARDROBE CONSULTANT / STYLIST
SEEKS EXPERIENCED PATTERNMAKER / DESIGNER for custom garments. Must be experienced with all fabrications and have own workroom located uptown or in fashion district, with salon for private fittings. Call (800) 434-7898.

QC/Tech Designer Specs Asst. \$40-50K. Min 1 yr. exp through knowledge of woven apparel. Read patterns. Deal w/ tech packs from Far East. Make sewing corrections. LIC loc. Call 973-564-9236.

RECEPTIONIST
Fast paced co. needs exp'd receptionist to handle heavy phone volume. Must have good communication skills & knowledg of MS Outlook/Word. Send res: 212-336-4040 / gsoonko@raskind.com

RETAIL
Sales Dir/Hi-end jewelry 10 yrs exp \$100-150K. Store Mgr/5 yrs Hi-end exp. \$80-75K + FAX: 212-481-4086 ibs@ibsnny.net

Sample Maker \$40-50K. Current exp in making bra samples. Midtown Co. Call 973-564-9236
Jara! Fashion Agency

Tech Designer Sweaters + Knits to \$85K
Tech Designer JR woven tops to \$85K
Tech Designer Menswear to \$85K
Call 973-564-9236 Jara! Fashion Agency

Help Wanted

RETAIL PLANNER
Min 5 yrs. exp. in Buying, Planning at Dept. or Chain str. in a Collections area. Strong Excel skills. Exp. in Assortment, Shop, Margin Plng. Retail math knowledge a must. Strong communication and interpersonal skills w/ a strong work ethic. Production plng. exp. a plus. 4-yr. deg. in Bus. Based in our Manhattan office, a great opportunity with one of the largest and most stable apparel companies.
Fax resume w/salary history to VP, Planning at 212-868-7935. EOE.

TECH DESIGN - KIDSWR OPEN \$ Est'd co seeks exp'd individual for busy P/L products. Knowl Walmart systems a plus.
A.D. FORMAN ASSOC.
450 7th AVE. (AGCY) 268-6123

TECHNICAL ILLUSTRATOR
Fast paced sportswear company seeks individual with 2-3 years experience to work in busy design dept. Must know Photoshop, Adobe Illustrator and CAD. Must have knowledge of garment construction and details. Must be detail oriented, organized and able to work in a team oriented environment.
Fax resume to: (212) 392-1980

WYETH
BY T O D D M A G I L L
LOS ANGELES - PATTERNMAKER
Fast growing high-end women's contemporary collection seeks Patternmaker. Minimum 5 yrs. experience on Gerber. Must have strong sense of design. Ability to make first through production patterns a must. Communication skills with in-house sample sewers/cutting. Salary plus benefits. Please fax resume, attn. HR Dept. (310) 733-4402 or Email: wynth@wyethdesign.com

Help Wanted

TRAINING
Louis Vuitton has the following positions available:
LVMH FASHION GROUP AMERICAS RETAIL TRAINING MANAGER
Resp incl coord/facilitating training for new store openings/expansions & supporting new hire training. Must have 3-5 yrs. retail training exp in a luxury goods environment. Strong presentation, interpersonal & organizational skills req'd. Frequent travel.

LOUIS VUITTON NORTH AMERICA IN-STORE TRAINER
Our NY Flagship is seeking an indiv w/min 2 yrs training exp in store setting within fashion/luxury goods industry. Resp incl delivery of new hire training, coord all product training sessions; partnering with store mgmt/corporate training team to identify training optyps & deliver add'l training in the store. Must have strong comm skills, proven track record in bldg client relationships and motivating others. Strong presentation skills essential.

We offer an excellent team/benefit package, int'l, team-oriented setting with career growth opps. Must undergo background check. E-mail resume to: careers@us.lvmh-fashion.com EOE M/F/D/V www.vuitton.com

FOR MORE CLASSIFIED ADS VISIT OUR WEBSITE DAILY
www.WWD.com

SALES HELP WANTED
Sales Help Wanted

CHILDREN'S WEAR Sales Executive
Prestigious European Children's Wear Company is looking for enthusiastic and motivated Sales Executive, with excellent sales and follow-up skills. Computer literate & experience a must. GREAT BENEFITS!
Email resume at: zcollections@gmail.com

Fashion Eyewear Sales
Safilo USA, a subsidiary of Safilo Group, the global leader in eyewear & sunwear manufacturing & distribution, is currently seeking professional Sales Reps. The positions are to sell premium eyewear & sunwear featuring brands such as Giorgio & Emporio Armani, Kate Spade & Liz Claiborne to ophthalmologists, optometrists, & opticians. Positions are currently available in the NJ & NY areas. Candidates should be: energetic, hard working, college educated, fashion & style conscious, & have a self-motivating work ethic with an entrepreneurial spirit. Previous optical sales exp is a plus, but not a requirement. Only career minded candidates need reply. Compensation is dependent on exp/capabilities. For immediate consideration, e-mail resume to Regional Mgr at: lewelyewey@aol.com

HIGHWAY JEANS
Exciting opportunities for: **SALES PRO** - Must have strong contacts with major dept. & chain stores. Excel salary+comm+benefits
PRODUCTION/SALES ASST - Exp a must Chinese Speaking a plus.
Fax resume to: 212-835-0075
Attn: R. Lembersky

GRAMICCI
If you are an active, energetic, outdoor enthusiast and want to sell the very best outdoor apparel in the industry, then come work with us at Gramicci! We are the original outdoor clothing company for men and women. We have several territories open. Pls. call Joe Dvinger, our National Sales Manager at:
Tel: (310) 994-9599 or
E-mail resume: joed@gramicci.com
If you are self-motivated, and love the outdoors as we do, then this is an opportunity you do not want to miss!

National Sales Manager
Est'd handbag line seeks National Sales Manager to manage sales force & acquire new accounts. Must be self-motivated, proactive, detail-oriented & computer skilled. Strong relationships with majors a must. Pls. submit resume with salary history to: ab31@hotmail.com

Sales Help Wanted

Sales Account Executive
Established luxury handbag company seeks experienced, positive, pro-active sales executive to join team. Must have current exp. with high end specialty stores and be willing to travel as well as handle showroom sales and attend trade shows. Excellent communication and computer skills required. Salary \$40K and benefits.
Fax resume & cover letter to: (212) 921-2955

Richard Leeds International Intimate Apparel
Branded & Private Label sleepwear / daywear / loungewear co seeks seasoned AE to manage and grow mass & mid-tier accts. Ideal candidate will have 3+ yrs intimate apparel exp. Merchandising skills are necessary. Competitive compensation pkg. Send resume to: hrc@richardleeds.com

SALES EXECUTIVE
Successful, trendy handbag co. seeks self-motivated salesperson with chain/dept/specialty store knowledge. Min. of 3-5 years exp. in handbag or related accessory sportswear market. Attractive package with excellent benefits!
Fax resume to VP: (212) 244-5897

Sales key acct 5 open. Current exp in kids. Selling to dept stores. Must hang w/ HUGO Kids, Polo Kids, Burberry Kids, Donna Karan Kids etc. Min 2 yrs exp OK. Call 973-564-9236 AGCY

Senior Sales Executive
Fast growing accessory company seeks a children's sales executive with min of 5 years experience, infant/toddler exp A+ but not necessary. Please call Susan Chapman at 212-878-2035 or email to: sre@seguesearch.com

Super Sales Person
Join our young aggressive fast paced fast growing Accessory Co. Well est'd brands & licenses. We need your energy & determination to succeed. New Offices!
Fax resume and salary req. 212-564-5507

Retail Sales Help Wanted

Jack Black
Prestige Men's Grooming brand, Jack Black seeks a dynamic, motivated NYC retail SALES COORDINATOR. Demonstrated strong personal selling skills in retail environment required. E-mail all resumes to: info@jackblack.com

LINES

Lines Offered

AMMA
Leading upscale fitness Apparel Co. w/explosive growth seeks highly qualified Sales Reps for the following territories:
• Southwest • Midwest • Mid-Atlantic
E: richard@ammaclothing.biz
Fax: 212-967-1204

Designer Belts
Nationally recognized Ladies Belt Accessories Co seeking independent reps. Multiple brands for better market. Several territories available for right individual w/established base of independent retailers. Special Interest in Arizona, Colorado, Pacific Northwest, Mid-Atlantic, New York. Competitive commission structure. Fax resume: 212 685-4497 Attn. Sales.

Get Money Girl Sales Reps
Premium crossover jr sportswear collection. Considerable celebrity buzz surrounds Fall '06 launch. Only the self assured with established account relationships need apply. All territories open. E-mail resume to: Gmgaccountexecutive@yahoo.com

POSITIONS WANTED

Positions Wanted

Global Sourcing/Prod'n. Mgmt.
Accomplished Apparel / Textile Sourcing Exec w/extensive experience managing all aspects of sourcing / production / product development seeks growth opportunity for full or part-time basis. Background in all types of woven / knit sportswear for men/sboys/women's/girls' sold to mass & mid-tier stores. E-mail: sourcingexec@hotmail.com

TO PLACE A CLASSIFIED AD PLEASE CALL 800-423-3314

GET RESULTS! PHONE YOUR AD TODAY TOLL-FREE!
(800) 423-3314 or (212) 630-4610
FAX: (212) 630-4634
DEADLINE: MONDAY (ET) 5:00 PM FOR DATE OF PUBLICATION

AMERICA'S COTTON PRODUCERS AND IMPORTERS. © Registered Service Mark/Trademark of Cotton Incorporated. © Cotton Incorporated, 2002.



 brilliant

Structured suit by Peter Som. Fabric by cotton.
Cotton. The fabric of our lives. www.cottoninc.com

