

Women's Wear Daily • The Retailers' Daily Newspaper • February 7, 2007 • \$2.00

WWD WEDNESDAY

Sportswear



Molto Chic

NEW YORK — Step aside, layers and pilings and bulk. Marc Jacobs took a 180 on Monday night, delivering a stunning, austere collection inspired by Bertolucci's "The Conformist." And there was plenty of understated drama, too, as demonstrated by this sequined, tailored jumpsuit. For more on the shows, see pages 6 to 15.

Adding Different Facets: Swarovski Eyes Growth Via Beauty and Jewelry

By Amanda Kaiser

WATTENS, Austria — Swarovski wants to be more than a crystal.

The nearly \$3 billion company is on a mission to maintain its dominance of the crystal market through innovation while diversifying into precious stones, beauty products and even wedding planning.

"This whole parent brand approach was really our starting point...to develop something which can go beyond crystal," Markus Langes-Swarovski, a member of the executive board and Daniel Swarovski's great-great-grandson, told WWD in an interview at corporate headquarters here.

See **Swarovski**, Page 38

Charges Hurt VF 4th-Qtr Profit As Revenue Grows 9.3 Percent

By Ross Tucker

NEW YORK — VF Corp.'s sale of its intimates segment hampered fourth-quarter earnings, but failed to slow the revenue-generating momentum of the company's growing portfolio of lifestyle brands.

"Certainly, we're in a very different position today than we were several years ago," Mackey McDonald, chairman and chief executive officer, said during a conference call with analysts. "Our growth plan is working."

For the fourth quarter ended Dec. 31, the Greensboro, N.C., manufacturing giant reported a 14.8 percent earnings decline, to \$108.6 million, or 95 cents a diluted share, compared with earnings of \$127.5 million, or \$1.13 a share, in the same period a year ago. However, excluding charges related to the sale of its intimates division, the company would have reported an earnings gain of 12.5 percent.

Revenues for the three months grew 9.3 percent, to \$1.6 billion from \$1.46 billion in the year-ago period. Sales grew 9.3 percent, to \$1.58 billion from \$1.44 billion, and royalty income rose 13.4 percent, to \$21.9 million from \$19.3 million.

McDonald assured analysts that the company would continue to add lifestyle brands to its portfolio through acquisitions. VF was largely dormant on the acquisition front throughout the year, acquiring only the Eagle Creek brand in late December. Still, McDonald believes the results continue to support management's concentration on investing in its current brand stable.

"Organic growth has picked up sharply, validating our decision to invest more in our brands," said McDonald.

Brands such as The North Face, Vans and JanSport continued to fuel the company's outdoor segment, which again posted the largest gains for the quarter and year-end period. Outdoor revenues rose 31.6 percent, to \$452.6 million from \$343.9 million during the quarter, with The North Face, Vans, Kipling and JanSport all reporting double-digit revenue gains. According to the company, domestic revenues rose 34 percent and international revenues spiked 28 percent.

The North Face stands out as perhaps the strongest example of the type of lifestyle brands VF is looking to acquire. The brand has consistently turned in double-digit revenue gains, and during the fourth quarter, in particular, consumers were willing to keep spending on the brand despite the weather. During the call, Dave Gatto, president of the out-



Brands such as The North Face, Vans (shown here) and JanSport continued to fuel the company's outdoor segment.

door segment, noted that The North Face managed to generate double-digit gains despite the unseasonably warm temperatures during the quarter.

In contrast, Angelo LaGrega, president of VF's jeanswear coalition in the Americas, said, "The dynamics of the [jeanswear] business shifted during the fourth quarter," as several major customers experienced lagging same-store sales due to warm weather. "We will still be working down inventories in the first quarter in the mass channel" as a result, said LaGrega.

Despite the problems caused by warmer weather, the jeanswear segment, the company's largest and oldest division, posted noteworthy gains. Overall jeanswear revenues rose 1.9 percent, to \$700 million from \$686.8 million. The bulk of gains was attributable to a 7 percent rise in international revenues. Domestic revenues were flat, with the exception of the Lee brand, which had a 16 percent jump in revenues.

The sportswear division's revenues increased 7.8 percent, to \$197.2 million from \$182.9 million, driven by double-digit gains in the Kipling and John Varvatos brands.

Imagewear, which includes Harley Davidson apparel and industrial apparel, had a 2 percent decline in revenues, to \$230 million, owing to a planned exit from a commodity fleece business.

For the full year, VF reported a 5.3 percent rise in earnings, to \$533.5 million, or \$4.72 a share, compared with earnings of \$506.7 million, or \$4.44, last year. Revenues increased 9.9 percent, to \$6.21 billion from \$5.65 billion. Sales rose 10 percent, to \$6.14 billion from \$5.58 billion, and income royalty increased 7.8 percent, to \$77.7 million from \$72.1 million.

All business segments posted revenue gains for the year. Jeanswear revenues rose 3.1 percent, to \$2.78 billion from \$2.7 billion.

The outdoor segment's revenues ballooned 28.4 percent, to \$1.87 billion from \$1.45 billion. Imagewear rose 2.8 percent, to \$282.2 million from \$280.5 million, and sportswear revenues expanded 5.3 percent, to \$685.5 million from \$650.8 million.

Retail expansion continues to be a focus of the company's growth strategy; 24 stores opened during the quarter and 62 opened during the year. The company finished the year with 538 stores. Retail revenues rose 19 percent for the quarter and 17 percent for the year.

Given the momentum heading into 2007, management expects revenues to rise 8 percent in 2007 and expects earnings per share to increase 10 percent.



Mackey McDonald

WWD WEDNESDAY

Sportswear

FASHION

6 Marc Jacobs, fed up with craziness and fashion hijinks, made a big move with a beautiful collection that was full of bourgeois grandeur.

GENERAL

1 Swarovski, a \$3 billion firm, wants to grow through innovation and diversification in areas like precious stones and wedding planning.

2 VF Corp. finished off the year with a 5.3 percent earnings gain and revenues of \$6.14 billion, a 10 percent increase over the year before.

4 EYE: An unusual array of celebrities showed up to applaud Marc Jacobs at his show, from Rod Stewart to Lee Radziwill to Michelle Rodriguez.

18 Versace has reopened a sleeker Beverly Hills flagship, coinciding with Donatella Versace getting a Rodeo Drive Walk of Style award.

20 MAINSTREAM: Another busy year of mergers and acquisitions is expected, especially from midsize firms looking for ways to compete.

24 Avon Products has turned a corner, ending the first year of its multiyear restructuring plan with a 9 percent fourth-quarter revenue gain.

26 With a glitzy party at a ski resort in Chamonix, France, Mont Blanc showcased its desire to become a player in the diamond jewelry market.

40 WEST: Turnberry Associates is targeting locals rather than tourists at Las Vegas Town Square, a \$750 million mall to open in October.

A Coterie preview is included as a Section II with this issue.

Classified Advertisements.....41-51

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

WWD IS A REGISTERED TRADEMARK OF ADVANCE MAGAZINE PUBLISHERS INC. COPYRIGHT ©2007 FAIRCHILD FASHION GROUP. ALL RIGHTS RESERVED. PRINTED IN THE U.S.A. VOLUME 193, NO. 29. 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 Fashion Group, which is a division of Advance Magazine Publishers Inc. PRINCIPAL OFFICE: 750 Third Avenue, New York, NY 10017. Shared Services provided by Conde Nast Publications: S. I. Newhouse, Jr., Chairman; Charles H. Townsend, President/CEO; John W. Bellando, Executive Vice President/COO; Debi Chichella Sabino, Senior Vice President/CFO; Jill Bright, Executive Vice President/Human Resources. 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. 886549096-RT0001. Canada Post: return undeliverable Canadian addresses to: P.O. Box 503, RPO West Beaver Cree, Rich-Hill, ON L4B 4R6. POSTMASTER: SEND ADDRESS CHANGES TO WOMEN'S WEAR DAILY, P.O. Box 15008, North Hollywood, CA 91615-5008. FOR SUBSCRIPTIONS, ADDRESS CHANGES, ADJUSTMENTS, OR BACK ISSUE INQUIRIES: Please write to WWD, P.O. Box 15008, North Hollywood, CA 91615-5008, call 800-289-0273, or visit www.subnow.com/wd. Please give both new and old addresses as printed on most recent label. 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 212-630-4274 or fax requests to 212-630-4280. Visit us online at 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, 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 THE RETURN OR LOSS OF OR FOR DAMAGE OR ANY OTHER INJURY TO UNSOLICITED MANUSCRIPTS, UNSOLICITED ART WORK (INCLUDING, BUT NOT LIMITED TO, DRAWINGS, PHOTOGRAPHS, AND TRANSPARENCIES), OR ANY OTHER UNSOLICITED MATERIALS. THOSE SUBMITTING MANUSCRIPTS, PHOTOGRAPHS, ART WORK, OR OTHER MATERIALS FOR CONSIDERATION SHOULD NOT SEND ORIGINALS, UNLESS SPECIFICALLY REQUESTED TO DO SO BY WOMEN'S WEAR DAILY IN WRITING. MANUSCRIPTS, PHOTOGRAPHS, AND OTHER MATERIALS SUBMITTED MUST BE ACCOMPANIED BY A SELF-ADDRESSED STAMPED ENVELOPE.

In Brief

● **PACSUN CLOSINGS:** Pacific Sunwear of California said Tuesday that it planned to close 74 underperforming d.e.m.o. stores that contributed to a pre-tax operating loss of about \$9 million in 2006. The teen specialty retailer will renovate 20 to 25 top-performing d.e.m.o. units in fiscal 2007. PacSun lowered fourth-quarter guidance to 36 cents from 38 cents per share, and expects total 2006 earnings in the range of 78 cents to 80 cents a diluted share. The d.e.m.o. closings will begin in the first half of fiscal 2007. The company operates 849 PacSun stores, 116 PacSun Outlet stores, 225 d.e.m.o. stores and nine One Thousand Steps stores.

● **EAGLE ON THE NYSE:** American Eagle said Tuesday that it was cleared to apply to list on the New York Stock Exchange. If approved, the teen retailer's shares will trade on the NYSE as "AEO" beginning March 8. Until then American Eagle will continue to trade on the Nasdaq.

● **LIBERTY'S NEW LOOK:** Liberty of London is having a little work done. The Regent Street store famous for its Arts & Crafts furniture, paisley fabrics and understated fashion collections is re-designing its central atrium with help from the London firm Universal Design Studio. The new ground-floor area will showcase Liberty-branded products only, instead of designer accessories, which will move to the room next door. The atrium space will feature smoked charcoal glass, multi-level mirror and timber units, and peacock-blue "treasure box" display cases. The Liberty collection consists of scarves, bags and small accessories in vintage Liberty prints and fabrics. The space will be unveiled on Feb. 14, during London Fashion Week.

● **NEW BOARD MEMBER:** Alan Kane, dean of the School of Business and Technology at the Fashion Institute of Technology, has joined the board of American Eagle Outfitters Inc. Previously, he was a professor of retailing at the Columbia Graduate School of Business. Earlier in his career, he held senior executive and merchandise positions at Federated Department Stores, The May Department Stores Co. and Grossman's Inc. He also is on the board of Circuit City Stores Inc.

HILLDUN

IS IN
FASHION

FACTORING
ACCOUNTS RECEIVABLE FINANCING
LETTERS OF CREDIT
PURCHASE ORDER FINANCING

(212) 244-2600

225 West 38th Street, New York, NY 10001

Our Motto: Service to You

Circle 36 on Reader Service Card

STYLEMAX IS...

FALL

THOUSANDS OF APPAREL AND ACCESSORY LINES
FOUR DAYS
ONE CONVENIENT SHOW FLOOR

MARCH 24-27, 2007

merchandiseart.com/stylemax
800.677.6278

SKREBESKI PHOTOGRAPH

FEATURING
PURE CONTEMPORARY





Marc Jacobs with Terry Richardson.



The scene at the Rose Bar: Helena Christensen, Sophie Dahl, Dan Baker and Jefferson Hack.



Georgina Chapman and Keren Craig



Rod and Kimberly Stewart



Cuba Gooding Jr. at Marc Jacobs' party.



Zoe and Lenny Kravitz



Lee Radziwill in Marc Jacobs.



Lil' Kim in Marc Jacobs.



Joss Stone



Cindy Sherman in Marc Jacobs with David Byrne.

The Mamas and the Papas

As usual, the entrance to **Marc Jacobs'** fashion show was clogged with stars and paparazzi; what was unusual was that most of the celebs were musical ones: from **Rod Stewart** (with daughter **Kim** in tow) to **Lenny Kravitz** to **Joss Stone**. Of course, Jacobs had his perennial eclectic mix, including **Lee Radziwill**, **Roberto Cavalli** and **Michelle Rodriguez**, still on probation from her DUI-related charges in 2004 and wearing an unusual "ankle bracelet."

"This is government-issued, honey," said the actress of the cumbersome contraption, which she had painted over with the slogans "1984" and "Orwell" in protest. Things were less political on the other side of the runway, where Cavalli was paying a diplomatic visit. "Marc is number one in New York," said Cavalli, who is in town until Friday before he leaves for Los Angeles, and then back home to Italy to prep for his own show.

Meanwhile, **Harry Connick Jr.** was being swept along by the tide of TV cameras. Stone was even more unfamiliar with the goings-on around her. "It's wicked," said the British singer. "It's mad. People are screaming my name and I don't know what to do." She found comfort by chatting up Kravitz, who brought his daughter, **Zoe**, and they all squeezed in next to American Idol **Katharine McPhee**.

Down the row, **David Byrne** marveled at the scale of the massive runway. "This is the first American show I've been to. I went to a show in Tokyo, but this is much bigger," he said. Calmly observing all the hoopla was Radziwill, clad in a coat that Jacobs gave her last year. "This is the only show I'm seeing," she said. "He's a really close friend."

Friend or not, she wasn't headed to the after party at Eugene. "I think there will be an awful lot of people," she said. And she was right.

"It's too crowded. If you see Marc, tell him I said, 'Hi,'" said Sonic Youth's **Kim Gordon** at the club, which throbbled with writhing hipsters, scores of drag queens and fashion hangers-on. **Terry Richardson** held court on a banquette, Rodriguez took photos with a digital camera and **Lil' Kim** sat in the back guarded by a security guard who clocked in at nearly 300 pounds. "I thought the show was genius," enthused Lil' Kim. "So classy. Hi, Baby!" "Baby" was Jacobs himself, who made his way to his table just after 11.

"I feel great," he said, a statement that was more than a little amusing, given that he'd just shown what he admitted was one of the most somber collections of his career. "It was a sad show," he said, "but I'm not depressed about it. I just had this bizarre, sexual, almost fetishistic obsession with classicism and boredom. I was watching Bertolucci films."

Jacobs wasn't the only designer partying Monday night, though. More of the fashion-minded sardined themselves into the Rose Bar for the Marchesa after party. "Do you want to meet my mom?" **Harvey Weinstein** asked **Rachel Zoe** as she walked in. "I've met her before. I love your mom," Zoe enthused.

Designers **Keren Craig** and **Georgina Chapman** were also dutifully watching after their mothers, both in town from London. Of course, watching over one's parents can be trying. "Why do you think we live here and they live in London?" Chapman laughed.

Meanwhile, **Jacquetta Wheeler** hung out by the DJ booth and **Sam Shepard** (presumably a guest at the hotel, not a fashion fiend) was in strokingly deep conversation with a PYT at the bar. **Jefferson Hack**, **Sophie Dahl**, **Devendra Banhart** and **Helena Christensen** were huddled at a center table and surrounded by Champagne. **Jack Huston** was just passing time before he headed back to Los Angeles today for upcoming film projects, including a biopic of Ernest Hemingway. "Lots of reading, lots of absinthe and lots of girls," Huston joked of the part.

Across town, **Max Azria** and his ever-loyal clan took over Buddha Bar. **Camilla Belle** and her mother chatted with **Lubov Azria**, while Australian actress **Rachael Taylor** giggled with fellow thespian **Melissa Sagemiller**.



Jacquetta Wheeler in Sue Stemp and Scoop.



Jack Huston with Devendra Banhart.



Melissa Sagemiller in MaxAzria.



Camilla Belle in MaxAzria.



Erin Fetherston with Hedi Ferjani at Marc Jacobs' party.



Debbie Harry with Michelle Rodriguez in Marc Jacobs.

Harper's BAZAAR

140th

**OUR BIGGEST
MARCH ISSUE
IN 6 YEARS
+19% IN AD PAGES**

**INCREDIBLE
NEWSSTAND
GROWTH
+27% OVER
THE PAST
5 YEARS**



Source: March 2007 vs. 2006 PIB, June 2006 vs. 2001 ABC

Precisely So

'Tis the season for exactness, from the austere sophistication of Marc Jacobs to the chic little black dress at Bill Blass.

Marc Jacobs: *Arrivederci*, frivolity, girliness, piles and piles of fluff stuff! *Ciao, bella, molto chic!*

Such was the seismic shift from Marc Jacobs, who for the moment at least is fed up with what he calls "craziness and fashion hijinks." The beautiful collection he showed on Monday night stunned with its bourgeois grandeur, a mood that could not have leapt further from that of last season when he proclaimed "too conventional feels old-fashioned."

This collection was all about convention — it was inspired by a movie about a fascist, for heaven's sake, Bertolucci's "The Conformist." If that rings as a late-Thirties-by-way-of-Seventies motif — bingo! (A more current inspiration: Stephanie Seymour, who at a recent dinner captivated Jacobs with the alluring simplicity of her black turtleneck and pencil skirt.)

Once again, Jacobs showed against a spectacular Stefan Beckman set. To open the show, a huge theatrical curtain parted, revealing four enormous doorways with all of Jacobs' 56 models posing in front. The scene made for high drama of the understandable sort, with lots of chic tailoring, subdued autumnal colors and Stephen Jones' dramatic-brimmed diva-by-day hats. As the models took to the runway — itself an ode to clinical perfection with its cold gray geometric pattern — the exacting cuts came into clear focus, as did the influence of one of Jacobs' favorite references, Yves Saint Laurent.

This was as austere as Jacobs gets, his models' hair slicked back, their clothes ultra-precise — perfect belted coats, a military reference or two, a spectacular array of shirtdresses from dark icy lamé to schoolmarm gray pleats. Boning intensified the shape of simple sweaters worn over pleated skirts, while a quietly subversive gender play emerged in reed-thin pantsuits with spencer jackets and some seriously severe sequins.

But perhaps the clearest expression of his about-face came via his handbags, last season's huge, chaotic crystals replaced by precise geometric medallion closures crafted from various semiprecious stones.

Overall, the contrast was captivating. "The complete turnaround from layers to structured simple pieces was a shock, but I always expect to be shocked," said Saks Fifth Avenue's Michael Fink after the show. "It was so beautiful."

Bergdorf Goodman's Roopal Patel added that the show provided a reminder that Jacobs "doesn't need bells and whistles to be the genius designer he is." Which is not to say the bells, whistles, grunge, girliness and counterculture eccentricity are gone forever. Perusing an accessories tray on a table in his showroom the day before his show, Jacobs picked up a bracelet made from several enormous, perfectly carved quartz pyramids set in gold. "This," he said, referring to the metal-stud-and-leather standard from which it was spawned, "is still a punk bracelet."

Bill Blass: Like several other designers this season, Bill Blass' Michael Vollbracht sensed that it was time to simplify things on the runway. To that end, his fall collection recalled a cleaner, unfussy time in American fashion when the big guns of design — Norman Norell, Halston and, of course, Blass himself — concentrated on precision cuts and bold color plays. Vollbracht's parade of coats, day dresses and suits mixed strong hues — green over plum, blue over pink and so on — and while they were refreshing in their unfettered lines, the silhouettes could have used a little updating. But all was forgiven with that fun, old-school finale, when a gaggle of models crowded the catwalk in an array of swiny, sequined and oh-so-chic little black dresses.

Monique Lhuillier: Monique Lhuillier rendered beautiful, commercially viable looks in her collection on Monday, but what she sometimes lacked was a distinct voice of her own — as seen in several numbers that hinted at other designers. Lhuillier took cues from Frank Gehry's Disney Concert Hall with a series of metallic cocktail dresses and wispy gowns, all executed with the utmost attention to detail: pintucked, ruched, ruffled and seamed to a T, though sometimes those points were overworked. Nevertheless, starlets still shopping for an Oscar-worthy dress will likely find lots of good options here.

Marc Jacobs



Marc Jacobs





Marc Jacobs



Bill Blass



Monique Lhuillier

Marc Jacobs

NEW YORK fall '07



A Day in the Life

Whether she's hanging out by the water cooler, the DJ or on the red carpet, cool girls have plenty of choices — from finesse to froth.



adampluseve



adampluseve

Adampluseve: With French design house Maison Jansen as inspiration, Adam Lippes sent out another knockout adampluseve collection, one that culled the decorating firm's mix-it-up sensibility. There was everything from chunky knit neckwarmers to a tie-dyed, hand-washed herringbone coat to prettily pleated dresses — the sorts of clothes that inspire merch-driven dreams, not to mention those of girls lusting after the next big thing. Lippes luxed up a cropped peacoat with woven aluminum, and threaded chain-link jewelry across the neckline of a simple cashmere top: sure signs the former Oscar de la Renta creative director is tapping into his mentor's polished sensibility without losing the casual-chic vigor Lippes has made his own. Another case in point: the boyish parachute dress cut in black silk taffeta. Lippes is obviously doing something right. Earlier this week, it was announced that the luxury house Richemont was providing backing for adampluseve through one of its latest investments, The Atelier Fund. And in September, Lippes will have one more venue in which to showcase his singular vision — his first freestanding store in New York.

Marchesa: What a difference a season makes. After spring's rosette-themed extravaganza, Marchesa's Georgina Chapman and Keren Craig reined it all in for fall. The Brit duo were wise to show 20 tightly edited looks in an uncomplicated tableau presentation that kept the focus on the clothes. Show notes referenced Marlene Dietrich and a masculine/feminine story, but at the end of the day, it was all about beautiful red-carpet dresses. Between the witty, tuxedo-style numbers, the deftly draped and bejeweled Empires and flowing Grecian gowns, Chapman and Craig have the art of celebrity dressing down pat.



Marchesa



McQ

McQ: Let the revolution begin — McQ style, that is. Referencing the Parisian student uprising in 1968, Alexander McQueen delivered a cool, polished series of military-inspired looks in his third McQ collection. Tailored coats figured prominently, from a black-and-white belted *dégradé* trench to an olive jacquard wool coat emblazoned with a print of protest words, a theme that was carried into T-shirts and dresses, too. The designer also showed softer silhouettes, including cowl-neck sweaters and shift dresses with his signature punky touches, like oversized zippers and mesh details. The pièce de résistance? A deliciously oversized canvas and cableknit cardigan, which may just have “It” girls chanting, “Long live McQueen.”

Betsey Johnson: She called her collection “School of Charm,” which, for Betsey Johnson, meant lots of naughty schoolteacher or prim-student looks, with a lick of metallic cocktail numbers thrown in for good measure. Truth be told, however, this collection — her 58th — was positively sedate, done mostly in black with nary a peek of pink tulle in sight. But that’s not to say it was a bore. The pretty silk day dresses, bow blouses and great short-sleeved coats in tweed or plaid are the sort of clothes that will entice her current fans, and probably bring a whole new crop of them cartwheeling into her world.

Betsey Johnson



NEW YORK fall 07

McQ



Marchesa



A Cool, Dark Place

The runways welcomed lots of somber shades and tailored shapes, some of them with a bit of slouch. The effect? Calm and collected.



Derek Lam



Derek Lam



MaxAzria



Ellen Tracy



Generra

Derek Lam: With his recent appointment as creative director of Tod's, all eyes are on Derek Lam. Now more than ever, he needs to find a strong identity for his own collection. But Tuesday's showing proved that this is still a work in progress, as Lam freely referenced tough-girl chic from other designers, perhaps too literally. Lam's genius is in American sportswear with a pretty, playful polish, one that's earned him recognition thus far, but an about-face standpoint only mixes up his message. Lam did deliver on a few looks, though, like a terrific tailored plaid jacket with navy sleeves. But working with a Frank Gehry-inspired architectural motif, he added too many tricky details — wayward stitching and trailing zippers — that distracted. If Lam wants to lead his girl toward edgier territory, he needs to find his own voice with which to do it.

Ellen Tracy: Ellen Tracy's runway was as clean and classic as it gets: True blue, American sportswear — from black trousers to alpaca toppers shown in brown and ivory — that took a fresh, younger turn for evening. It was nada in terms of innovation, but that's not what this label is about. After all, these are clothes with staying, and, perhaps more importantly, selling power, which explains all the love from those retail heavyweights in the front row.

MaxAzria: The MaxAzria woman's "vision comes alive as textures and patterns collide." So said Azria's show notes, and there was certainly no shortage of ideas in his collection. While it was more polished and runway-ready than last season's, the overall effect was a hodgepodge of looks that needed serious editing: less layering, fewer overwrought details. However, one might find a theme here via the charming schoolgirl touches — pleats, plaids and tweeds — and especially fun were the oversized cardigans. If that mood does not appeal to Azria's socialite followers, they will get their due from his gala-ready evening dresses.

Generra: While reminiscent of the ubersuccessful collections of her previous employer Marc Jacobs, Pina Ferlisi's second outing for Generra proved a winner. A former accessories designer, Ferlisi created a covetable collection of effortlessly cool layering pieces: soft washed silk tunics, cableknit cardigans and slouchy trousers in monochromatic combinations, which, chances are, will land on the "It" lists of retailers and style mavens alike.

NEW YORK
fall 07

d&a
designersandagents

Fall '07

New York
February 18-20
The Starrett Lehigh Center
601 West 26th Street

London
February 12-15
London Fashion Week
Natural History Museum
London SW3, England

Los Angeles
March 23-26
New Mart / Cooper Design Space

Designers & Agents® (212) 302-9575
da@designersandagents.com, www.designersandagents.com
PR: Company Agenda info@companyagenda.com

d&a
designersandagents

more from the shows...



Jovovich-Hawk



Doucette Duvall



Tibi



H Fredriksson



Barbara Tfank



Temperley London



Gemma Kahng



Chris Benz



Chaiken

PHOTOS BY PASHA ANTONOV, JOHN AQUINO, JIMI CELESTE, GEORGE CHINSEE, STEVE ECHNER, GIOVANNI GIANONI AND KRISTEN SOMODY

NEW YORK
fall '07

Chaiken: Sticking to what they do best, Julie Chaiken and Jeff Mahshie showed some masculine, slouchy sweaters and trousers that were wonderfully casual, but the oversized Asian touches detracted from the clothes.

Temperley London: Alice Temperley's strength was found in her cool-toned Victorian separates, but she lost focus with oddly placed Pucci-esque prints and vivid colors.

Chris Benz: His tender 24 years could explain the tomboyish, slightly rumpled vibe of Chris Benz's layered separates, but fresh mixes of color and well-thought-out detailing made his debut collection a real treat.

H Fredriksson: Although Helena Fredriksson's lineup of silky

lightweight dresses didn't wow, she did show some promising outerwear in the form of sculpted jackets and coats.

Barbara Tfank: Barbara Tfank might have been channeling Pauline Trigère with tweedy Empire coats, little A-line dresses and the dramatic, ruffled opera coat over a sheath — perfect for those well-heeled Upper East Siders.

Gemma Kahng: Gemma Kahng's primarily black collection had the somber yet elegant aesthetic of the Edwardian era with high necks and tulle accents on fluid frocks.

Jovovich-Hawk: Sophistication of the retro sort is back in style for Milla Jovovich and Carmen Hawk, who draped a high-

waisted evening skirt paired with a printed silk blouse, and trimmed a sleek skirt suit with patent leather.

Tibi: Amy Smilovic's playful and graphic Tibi collection featured short plaid belted coats and frocks with origami details, which were refreshing additions to her wearable fare.

Doucette Duvall: For their second showing, Stephanie Doucette and Annet Duvall crafted charming patterned coats and vintage-esque dresses to good effect.

Tocca: He's known for his perfect little dresses, but this season Tocca's Edoardo Mantelli expanded his reach with a few perfectly feminine blouses, flippy skirts and flirtatious coats.



julie haus



cynthia oconnor + company

enk - coterie february 20-22 the javits center † (212) 594 4999

Fashion Scoops

SUPERMARKET SWEEP: Ron Burkle seems to have been bitten by the fashion bug once again. The billionaire supermarket magnate who founded The Yucaipa Cos. was spotted front row at Marc Jacobs' show on Monday night and is also said to be looking into British jeweler Stephen Webster's firm, according to sources. A spokeswoman for Webster declined comment. Webster wouldn't be a surprising next step for Burkle. Last year, speculation swirled that Webster would take over Jade Jagger's role as creative director for Garrard, which Yucaipa holds. Garrard said it would be renegotiating Jagger's contract in September. As far as fashion brands go, Burkle already made a significant investment in Diddy's Sean John.

ITALIAN VISIT: Tod's chief Diego Della Valle took in his first Derek Lam show on Tuesday. Naturally, he seemed pleased with the work of the designer, whom he just appointed creative director of Tod's. "It was beautiful, very feminine, very luxurious," he said after the show. "I liked it a lot." Della Valle was joined by Domenico De Sole, who was Lam's mentor as part of the Vogue/CFDA Fashion Fund, and CFDA president Diane von Furstenberg.

HEY, MICKEY: It may come as a bit of a surprise that Millard "Mickey" Drexler has never been to a fashion show before, but that's actually been the case for J. Crew's chairman and chief executive officer — until the Doo.Ri show on Tuesday. Drexler is mentoring Doo-Ri Chung for one year as part of the CFDA/Vogue Fashion Fund, and so he came to the tents with his 14-year-old daughter, Katherine. "We're both here to support Doo-Ri," Drexler said. "I am very excited."

"I am here to hold his hand," Barneys New York's Howard Socol chimed in from the seat to his right. "Doo-Ri couldn't have a better mentor."

V FOR VIVIENNE: Get ready for another feature film about fashion, and this one spans from punk to the Paris runways. According to sources, Hollywood producer Brian Grazer has signed up to do a movie based on the life of maverick London designer Vivienne Westwood. Grazer, producer of such films as "The Da Vinci Code" and "A Beautiful Mind," is said to be heading to Paris later this month to soak up the atmosphere of Paris Fashion Week. A Westwood spokesman declined to comment.

CLOSE CUT: Hedi Slimane is expanding his artistic range, and has directed his first television commercial. It's for the new Dior men's fragrance, Fahrenheit 32, and stars the French model-actor Arnaud Valois. Slimane follows in some famous footsteps, as Ridley Scott and David Lynch both have directed ads for Fahrenheit. Slimane's spots, destined for cinema and television, are slated to make their debuts in France next month.

ON DISPLAY: Giorgio Armani's new and improved retrospective is finally coming to his hometown and the designer is planning a mega bash during fashion week to celebrate. The worlds of art and fashion will coalesce for the opening event Feb. 19 — the same day as the Giorgio Armani show — at the Triennale. The contemporary art museum is dedicating some 43,000 square feet to the designer, about double the space the original "Giorgio Armani: Retrospective" enjoyed on its six-year world tour, organized by the Solomon R. Guggenheim Foundation. The exhibit, which will run until April 1, features more than 600 items including apparel, sketches, recordings, videos and many a sparkly gown, since Swarovski is sponsoring the exhibit. Word has it that Armani has designed a new crystal stone for Swarovski to commemorate the occasion.

Armani isn't the only Milan designer in celebration mode. Gianfranco Ferré, hardly a party animal of seasons past, will wrap up fashion week with a soiree Feb. 23. The event will feature a live performance by Skin, who appeared in Ferré's spring-summer advertising campaign.

HIGH STREET HYSTERIA: So where's the news going to come from in London next week? The catwalks, or the high street? Hot designers of the moment Christopher Kane and Marios Schwab will unveil capsule collections for Topshop on Saturday, a few days before showing their respective main lines during London Fashion Week. And while the Topshop designer collections, which are generally priced from \$83 to \$217, might be a fraction of the cost of Kane's and Schwab's regular fare, they have all the trademarks of their full-priced lines. Kane's collection features nude chiffon minidresses with rococo lace trims at the sleeves — and fluorescent zippers — while Schwab's use layered Lycra to create his signature body-conscious silhouettes.

But that's not all. Giles Deacon has unveiled his 35-piece collection for British high street retailer New Look, which will launch March 13 at the chain's stores. The collection, Gold, features a black cotton dress adorned with amber jewel details; pink and grey silk print tops, and skinny jeans with gold embroidery. There's jewelry, too, including a gold-effect tiger pendant and a jagged-edge gold effect bracelet. Prices will range from about \$8 for earrings to \$118 for a cotton sateen coat. Drew Barrymore will feature in the line's promotional shots, which were styled by Katie Grand.

JUDITH'S JEWELS: After 30 years designing jewelry, it's not surprising Judith Ripka has an impressive personal collection. But what's fascinating about the collection — which has been locked up in her vault until now — is that they are pieces that have never been sold at retail. "I just love jewelry," said Ripka, "but I always say, 'I like all children, but I like mine the best.'" For her own jewelry, Ripka seeks out the rarest stones, such as copper tourmaline and pistachio-colored South Sea Pearls, which are hard to come by, but nonetheless inspire her selling collection. Now, she's ready to part with some of it — i.e., approximately 50 pieces ranging in price from \$4,500 to \$950,000. Several pieces are on display this week at Ripka's booth at the tents at Bryant Park, and the collection will travel throughout the firm's 13 retail stores as well as select Neiman Marcus and Saks Fifth Avenue stores. "There are people that keep Picassos in their house



Pieces from Judith Ripka's personal collection.



Ron Burkle with Nelly and Sean "Diddy" Combs at Sundance last month.

PHOTO BY SETH BROWARINK/WIREIMAGE



Domenico De Sole and Diego Della Valle

and one day they wake up and say it's time to share it," said the designer. "I feel very proud and I know they're [whoever buys it] going to get positive karma when they wear it."

THE DOCTOR IS IN: The original red-carpet critic Joan Rivers had a vested interest in catching Tuesday's Bill Blass show. Blass' Michael Vollbracht is designing the comedian's dress for this month's Oscars. "First we work out what I don't want to show, then we go from there," she said.

Across the runway, Dr. Ruth, who knows a few things about show-offs, said she doesn't mind being one from time to time. The sexpert said she has turned up for Blass runway shows since Bill Blass designed a red, white and blue pantsuit ensemble for her for a visit to the Clinton White House. "It's great: I can be a professor at Yale and Princeton and at the same time come here to get all this attention. Of course, at one school you can't say the name of the other."

The good doctor didn't name names, but she did take it upon herself to bring up the ultrathin-model issue. "It's not the models' responsibility, but the industry's responsibility to make sure these models aren't so skinny. They are role models for young women and I believe to enjoy sex you have to have a certain amount of energy. That energy comes from eating."

Her rowmate, Ron Frasch, a grandfather who also has young children, must have gotten an earful during the show. But the Saks Fifth Avenue honcho was keeping mum afterward. "She asked for my business card," was all he would say.

FASHION-FORWARD FOOD: Giada De Laurentiis is giving new meaning to the phrase "designer food." The host of the popular Food Network programs "Everyday Italian," "Behind the Bash" and "Giada's Weekend Getaways," will be cooking up some new recipes inspired by 7th on Sixth designers. On Thursday evening, De Laurentiis will provide the fare at a Peroni-sponsored cocktail at the IMG lounge in the lobby of the Bryant Park tents. The chef plans to serve such fashionable bites as Oscar de Polenta, Duckie Brownies (made with espresso), Carlos Mielon and Prosciutto Panini, Nanette's Pizzettes with Gorgonzola and tomatoes and Swordfish Spiedini von Furstenberg. De Laurentiis seems perfectly suited for the fabulosity of fashion week. As the granddaughter of director Dino De Laurentiis, she's no stranger to celebrities and her husband is a designer for Anthropologie.

SHOW GIRLS: Alice Temperley got some moral support from **Sophie Dahl** and **Natalia Vodianova**, who were perched in her front row Tuesday. Dahl's second book, "Playing With Grown-Ups" isn't due out until October, but she already has a third in the works. That one will be her first stab at nonfiction. In the meantime, she is writing away for Men's Vogue about her "insights into women's minds — for whatever that's worth."

Temperley's show was her last fashion week stop. "This is it and I'm so happy," she said. "I leave for London tomorrow [today]."

Vodianova's husband, **Justin Portman**, another front rower, was also pleased to have an abbreviated itinerary. Watching her walk in Thursday's Calvin Klein show was his only other fashion-related assignment. Vodianova was sporting the team colors even at another designer's show. "She's wearing Calvin like a good girl," he said.

BIG ON BETSEY: **Betsey Johnson** attracted quite the bevy of semi-famous faces to her show on Tuesday afternoon. **Russell Simmons** and his brother, **Joseph "Rev. Run" Simmons**, were there, as was **Fran Drescher** and **Howard Stern's** lady friend, **Beth Ostrovsky**. **Todd Oldham** was happy to cheer on Johnson. "The world is a prettier place because of Betsey," he mused. Oldham is on his way to superstardom if the Bravo reality competition "Top Design" is anything like its other successful shows, which, so far, it is. "We've had the biggest debut in Bravo history," he said, smiling.

A NEW BENZ: By the time **Chris Benz** had climbed to the upstairs dining room at Raoul's in SoHo for a celebratory dinner Monday night, he was able to reflect on the step his career had just taken with the presentation at Christie's of his first signature collection. "It was wonderful; just great," said the Parsons star and former J. Crew designer when asked if the experience lived up to years of expectations. While there are similarities to working for a fashion house and on one's own, particularly in zeroing in on consumer targets, Benz noted, the change in method is a completely different ballgame. At J. Crew, "you design for a box and it's edited down. On your own, you do



Sophie Dahl

PHOTO BY PASHA ANTONOV

everything that's right and it's liberating."

As he was speaking, guests started arriving for the dinner that was hosted by his friend **Elettra Rossellini Wiedemann** and Lancôme, which had provided the makeup artistry for his presentation. Rossellini Wiedemann, who is a Lancôme spokesmodel, has just helped formulate an eco-friendly energy-conservation program for the company and she said she is pondering how to apply the same green thinking to fashion. But her focus right now is on graduating in May from The New School, where she is studying politics, history and economics. After graduation day, her first priority is to "take a rest," then maybe tackle grad school. The 20 friends gathered for the celebration included **Cuba Gooding Jr.**, **Lola Schnabel**, **Eva Amurri** and Lancôme national artistic director **Ross Burton**. They were joined later by **Amber Valletta** and **Shalom Harlow**, who arrived after the Marc Jacobs show ended



Chris Benz and Elettra Rossellini Wiedemann dressed in what Benz calls "Twenties tomboy."

PHOTO BY JOHN CALABRESE

SMELL YOU LATER: Body sprays may have gone the way of the 8-track, but **Sean "Diddy" Combs** is determined to bring them back into fashion — at least for a few months. Combs will launch a cooling body spray version of his men's fragrance, **Unforgivable**, in department stores in March. The 6-oz. aerosol spray will retail for \$24. As Combs opined shortly before the original scent was launched: "There are millions of men that are taking my lead, and I've got to make sure that they come into the promised land of sexy."

MEN ARE FROM MARS...: Felicity Huffman celebrated the release of her campy instructional book, "A Practical Handbook for Boyfriends," on Monday night at Los Angeles specialty store Iconology. Huffman, dressed in a chic black Zac Posen dress, said the book — which was cowritten by friend and TV and film producer **Patricia Wolff** — "is a decoder ring for the boyfriend. There are a lot of really simple things that couples keep getting wrong...It's very tongue-in-cheek, though. We're not trying to be experts." Fellow "Desperate Housewives" star **Eva Longoria** joined the party by playfully leaping onto the red carpet while Huffman was giving interviews, startling her cast mate, then giggling like a true prankster.



For reviews, Fashion Scoops and news throughout the day, visit fashiononsite.wwd.com

INTRODUCING
A UNIQUE LUXURY LINE
OF SKINCARE WITH 100% ORGANIC*
ACTIVE INGREDIENTS

CARE.
EVERYTHING YOUR SKIN NEEDS AND NOTHING IT DOESN'T

STELLA McCARTNEY

WWW.STELLAMCCARTNEYSKINCARE.COM

*CERTIFIED BY ECOCERT

Versaces Get Their Hollywood Star

By Alessandra Ilari

MILAN — Donatella Versace feels completely at ease walking down the runway for her post-show applause. It's receiving awards that makes her nervous.

That explains the mix of fear and excitement Versace says will accompany her on Thursday when she will receive the Rodeo Drive Walk of Style award and accept one for her late brother, Gianni Versace. The recognition for their contributions to fashion and entertainment comes almost a decade after Gianni Versace was murdered outside his villa in Miami, in July 1997.

"It's a great honor for me to receive this prize, especially because I'm getting it in Hollywood, which is my favorite place in the world," Versace said. "I miss Gianni very much. He deserves this award and I only wish he could have received it in person."

"The house of Versace has an inspired legacy of being an influencer of culture in all its forms, for more than two decades," Peri Ellen Berne, chairman of the Rodeo Drive Walk of Style, said in a statement. "The Versace brand is synonymous with cutting-edge, trendsetting style, glamour and sensuality that has earned them an iconic place in fashion history."

Certainly, Gianni Versace, who founded the company in 1978, established a significant connection with the movie industry during his lifetime and was a pioneer in exploiting the allure of the red carpet, both as a media tool and as a cash machine.

"Gianni used to joke about how the only dust he wanted to stick was stardust," smiled a slinky Donatella Versace in head-to-toe black, during an interview at the house's Via Gesù palazzo.

“A budget? Gianni had no idea what it was. Times were so different. We’re talking of the booming Eighties and everything was easy and doable.”

— Donatella Versace

Stick it did, and she certainly wasn't going to wipe it away. Once she took the creative reins of the fashion house, Donatella Versace carried on where Gianni Versace left off, which is demonstrated by her knockout evening gowns that are Oscar-night favorites.

"Hollywood, especially young Hollywood, is so influential and inspirational because on the red carpet these actresses are so well put together; their hairstyle, earrings and makeup all make for a perfect image," she explained.

The celebrity factor was a tried-and-true formula for both siblings, but Versace admitted that from other perspectives she had to adjust her focus.

"A budget? Gianni had no idea what it was," she said with a deep chuckle. "Times were so different. We're talking of the booming Eighties and everything was easy and doable. I remember Gianni would order stacks of clothes five days before the show and we had fun mixing and matching. Today, everything is so much more calculated."

She joked that the advent of the big luxury groups like Gucci Group and LVMH Moët Hennessy Louis Vuitton, and cutthroat competition drastically changed the landscape, making the going tougher.

So, after a series of ups and downs — in the beginning, her collections garnered mixed reviews, she faced personal drug-related issues and was forced to close Versus and halt the house's couture shows — Versace has found her balance.

Proving the point are three standout collections in a row, a new, brighter and airier store concept, a fast-growing accessories business and a company that is on track to post a pretax profit for 2006 with expected sales of \$332 million. There even is talk again about a possible initial public offering, which could be discussed by the Versace family shareholders as soon as this year.

A chunk of the credit for the turnaround goes to chief executive Giancarlo Di Risio, who joined Versace in September 2004 with a cleanup mission that included cutting costs, growing the accessories business and focusing on the signature line.

"About three years ago, when I felt much more in control, I had the urge to change everything around me, including the decor of my office and of the stores. Everything needed to be brighter and more luminous, lighter. Enough with Baroque," recalled Versace. "So I hired Giancarlo, who brought a whole new mentality and new people, which is exactly what I needed to really go forth with my decision to change the collections. In hind-



Donatella Versace during her visit to Beijing last fall.



Fall 2006



Spring 2006



Spring 2007

sight, I should have done it earlier.”

In many ways, though, Versace was thrown into the lion's cage in the post-Gianni era.

“I was very insecure because I knew that all eyes were on me and the recurring question that echoed in my head was people asking, ‘Will she make it?’” she said.

Versace agreed the raised eyebrows were certainly legitimate.

“The bond between Gianni and me was special because our relationship was honest, stimulating and uninterested,” the designer said. “I can tell you, I never expected it to be so hard.”

Initially, she added, her gut instinct told her to walk in Gianni's shoes, until “I realized that I wasn't Gianni.”

That epiphany marked the start of something new.

“It was fundamental. I knew I had some leeway when it came to mistakes, but I couldn't make too many, for the company's sake and future,” said Versace.

In yin-yang style advice, some people told her to continue to follow Gianni in design, while others urged her to forge her own path. “I was confused and didn't know what to do because the Versace style is in my DNA, but I felt the need to evolve,” she said.

As she did so, her design ethos began to grow.

“I changed the way I want to see women dressed. I don't think they need to turn heads at all costs, but they can attract with their mannerisms, attitudes or movements,” she said. “A dress shouldn't overshadow a woman, so my hand is softer, more sophisticated, for a customer who doesn't try too hard.”

Trends, she added, were important as long as there were no U-turns every six months. “It would be like renegeing on what you did a season ago,” she said. “You need to stick to your style guidelines.”

Those guidelines are now fairly firmly established in Versace's mind. As she has grown as a designer and put her personal life in order, she has become more confident about what the house of Versace stands for. She continues to seek inspiration in art, film and the streets, but increasingly goes on instinct, as well. “For example, Versace has always been known for super-cinched dresses, but I don't feel that necessity anymore because I like soft fabrics that fall closer to the body,” she explained.

Work aside, Versace exudes a newly found joie de vivre.

“I changed my friendships and I'm open to rebuilding a personal relationship. I feel very strong and motivated,” she said, adding with a laugh, “Anyone want my cell phone number?”

Fast. Free. Fall. Fashion.

New York, London, Milan and Paris — updated all day, every day.
Get your fashion fix from the editors who know it best.

NEW FROM
WWW.COM

FASHIONONSITE.WWD.COM

Online Coverage of the Fall 2007 Collections

- ▶ Breaking News
- ▶ Fashion Scoops
- ▶ Show Reviews
- ▶ Interactive Photo Gallery

January 29 to March 16

Chloé

SPONSORED BY
the cosmopolitan
BEVERLY HILLS
HOTEL & SPA

GREY GOOSE
La Paire

Retail, Style Milestones for Versace

By Emili Vesilind

BEVERLY HILLS — Versace has reason for a double celebration.

The company launched its renovated flagship here, unveiling a sleeker, more understated side of the decadent Versace style. In addition, creative director Donatella Versace will accept the Rodeo Drive Walk of Style award on Thursday night.

The 5,000-square-foot unit here was the first that the company overhauled from top to bottom.

"Everything is completely brand new, from the floors to the shelves to the ceiling," said Roberto Lorenzini, president and chief operating officer of Versace USA.

The black-and-white color scheme is accented with Italian crystal display units and glossy black terrazzo marble floors, juxtaposed with matte white walls and ceilings.

"This is a new concept defined by Milan," Lorenzini said. "For the U.S. market, the renovation is definitely an important step for us, because it's going to show what Versace is becoming... The boutique is more sophisticated, elegant and modern."

The store maintains a Rodeo Drive address — 248 North Rodeo Drive — but is located in the open-air

Two Rodeo shopping complex, which intersects the iconic shopping street. Tiffany & Co., Gianfranco Ferré, Badgley Mischka and Gucci Fine Jewelry are among Versace's neighbors in the center.

The revamp is part of a worldwide initiative to update all company stores that began in 2005 with the renovation of the company's Fifth Avenue boutique in New York. The boutiques in Milan, Brussels and London have been completed; the Beverly Hills store is the fifth to undergo renovation.

Handbags and accessories were relocated to the second floor from the first, displayed on built-in shelves of alternating black lacquered wood and white leather. The company's ready-to-wear collections moved from the first floor to the smaller, oval-shaped second floor, accessible from a wide, winding staircase. "We dedicated the whole ground floor to the accessory business [because] it has shown amazing growth in the last year," Lorenzini said.

Prices for apparel in the Gianni Versace collection, the top tier under the Versace umbrella, range from \$500 for a sweatshirt to more than \$150,000 for gowns. Handbags range from about \$2,000 to \$7,000.

The company hopes the overhaul will generate double-digit sales growth. After renovations are finished on the six remaining U.S. units, "we may potentially be opening new retail stores," Lorenzini said.

Donatella Versace and her late brother, company founder Gianni Versace, will be honored at the annual Walk of Style event, which celebrates icons in the fashion and entertainment industries. Sharon Stone, Prince Rupert Everett and Elizabeth Hurley are among the guests expected to attend the festivities at City Hall in Beverly Hills.

"The award signifies worldwide recognition of the talent and genius of both Gianni Versace and Donatella Versace," said Giancarlo Di Risio, chief executive officer of Gianni Versace Spa. "The brand Versace has always been strongly connected to the world of cinema, celebrity and music, so this award is very fitting with the brand's history, present and future... Celebrities understand that Versace embodies luxury and atelier expertise. They appreciate the cut above the norm that Versace offers."

Versace has been a go-to label in Hollywood since the Eighties, and has been responsible for some of the most discussed red-carpet looks in recent memory, including the diaphanous green dress worn by Jennifer Lopez at the 2000 Grammy Awards.

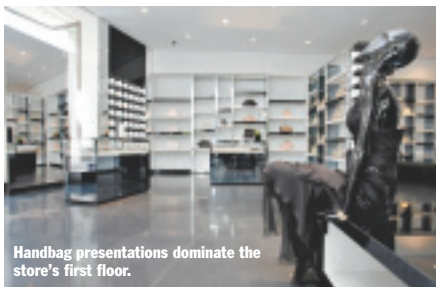
Stylist Daniel Caudill, who has dressed celebrities in Versace, said the fit, paired with glamorous, camera-ready looks, is why stylists turn to the label. "[Versace] dresses have a lot of detail, and it's easy for things to not look right

The main staircase in the renovated Versace store.



PHOTOS BY DONATO SARBELLA

Handbag presentations dominate the store's first floor.



Versace's facade.

when there's detail." Caudill said. "But when [the dress] goes on, everything falls in the right place. There are details inside and underneath the garment as well. They are dresses you know will stay put."

Photographs from Versace's spring 2007 campaign, shot by Mario Testino, will be affixed to banners on main avenues in Beverly Hills until Feb. 25.

A plaque bearing the names of both designers and their signatures will be embedded into the sidewalk of Rodeo Drive. Previous honorees include Salvatore Ferragamo, Giorgio Armani and Tom Ford.

Playboy Kicks Off Rock the Rabbit Project, Pushes Web

By Sharon Edelson and Karyn Monget

Playboy Enterprises continues to pump up the bunny.

The media company recently launched a Web site geared toward women, shopthebunny.com, in its ongoing effort to expand its U.S. retail presence and build a contemporary fashion brand and compete more effectively against retailers such as Victoria's Secret and Fredericks of Hollywood. The company is expected to unveil the site at next week's eTail conference in Palm Desert, Calif.

Meanwhile, it is embarking on a project, Rock the Rabbit, under which 20 bands will customize T-shirts as part of an aggressive marketing program. The project will be featured in a marketing plan that will begin with a six-page feature photographed by rock star specialist Mick Rock, whose work includes portraits of David Bowie, Deborah Harry, Lou Reed and Iggy Pop. Six of the bands — Flaming Lips, The Thievery Corporation, Metric, Kasabian, Rhymefest and Whitestarr — will be featured in the fashion pages of Playboy magazine's March issue, which hits newsstands Friday. Lil Jon will be featured in a Q&A in the magazine.

The concept behind the campaign — customized T-shirts designed by rock stars and their bands rendered in rabbit-head themes emulating fun, style and the good life — will also be featured in a Rock the Rabbit party hosted by Dennis Hopper on Feb. 14 at Rain at The Palms Hotel in Las Vegas. Rhymefest and Whitestarr, whose musicians include Cisco Adler, the son of rocker Lou Adler, and Alex "Orbie" Orbison, the son of the late Roy Orbison, will perform at Rain.

Other bands that will be featured on playboy.com and who have created T-shirts for men and women include Soulawx; Oh No, Oh My; Trainwreck Riders; Home Video; Your Vegas; Dean & Britta; Stellastarr; Monsters are Waiting; Tahiti 80; Johnossi; Illinois; and The Bronx. At the end of February, consumers will be able to log onto rocktherabbit.com and talk to the bands, read their interviews and buy their T-shirts on-line.



A psychedelic-inspired Rock the Rabbit T-shirt by rock star photographer Mick Rock.

The limited-edition T-shirts, which will retail between \$45 and \$60, will be displayed at the Playboy booth at next week's WWD/MAGIC trade fair in Las Vegas. Whitestarr's T-shirts will also be sold at the Playboy Concept Boutique at the Forum Shops at Caesars Palace, where their CDs will be sold and the musicians will sign autographs.

"We are planning a series of events and want to take this international and we want to culminate it with an auction and benefit during fashion week in New York in fall 2008," said Laura Donohoe, vice president of retail marketing and merchandising for Playboy's global retail group.

She said a percentage of the proceeds of the sales of the T-shirts will be donated to LIFEbeat — The Music Industry Fights AIDS.

Playboy, which is perceived to be a male-oriented brand, is making an all-out appeal to women with shopthebunny.com, which features apparel, lingerie and beauty products. Shopthebunny.com's background pages are pink with tiny bunny head silhouettes in lighter pink.

Not surprisingly, "sexy" is the operative word for the tops, sweaters, jeans, skirts, dresses and swimwear on sale. Top styles include burnout halters, tight T-shirts, bustiers and tube tops. Skirts are short and dresses, such as the red rabbit head medalion number for \$79, are revealing. Shoes include clear sky-high platform sandals for \$49 and black Playboy Babe heels for \$59.

As far as accessories, there are belts, sunglasses, hats and handbags with the signature rabbit head silhouette. Gifts and home items include stitched rabbit head satin duvet covers for \$99, black faux mink throws with white rabbit heads, \$83, and leopard-print rabbit head-shaped pillows, \$29. While most of the items on the site are moderately priced, jewelry is more of a splurge. A platinum diamond and sapphire Playmate of the Year necklace with 1.25 carats of diamonds is \$4,500. A similar necklace in yellow gold is \$1,400. The collection includes rings, navel rings, earrings, bracelets and watches.

Playboy declined to comment on sales volume, but said projected sales forecasts and call volume have exceeded projections during the initial 60-day launch.

The Fur Runway Report

New York – February 7, 2007

As New York Fashion Week got underway, temperatures plummeted and everyone under the tents and on the streets took cover in fur. After all,

nothing does warmth more fashionably than fur. Long coats and short jackets were out in force as well as Cossack hats, fur-lined boots and scarves. On the runways fur has a

significant presence as well, adding excitement, glamour and creativity to the top designer collections presented this week. Shorter lengths are trumping the very long, while

attention is on the waist and wrist. Thanks to manufacturing innovations, fur continues to be integrated into a woman's wardrobe in ways never imagined before.



Venexiana Finn raccoon wrap coat.

Venexiana

Driven to elegant extremes, Venexiana explored new proportions in fur this season. Volume gave mid-length coats luxuriant movement and a youthful air, while collars and cuffs were grandly exaggerated for heightened glamour. Designer Kati Stern kept the feeling light by blending fur types as she did with a sumptuous chocolate mink coat trimmed with fox, and a full-length, belted chocolate shearling with fox fringe — a new trim technique from Saga. A Finn Raccoon coat with oversized shawl collar, bell sleeves and cinched waist (pictured) was bold and dramatic, yet appeared to be as light as a feather. The jaunty karakul sable fur hats worn throughout are destined to be the accessory of the season. Like the rest of her collection, Kati's furs should make her the darling of young society this season.



Tuleh Tanuki vest.

Tuleh

Bryan Bradley offers a range of lady-like luxe looks in fur for fall 2007. The hourglass silhouette was prominent in his collection and the theme was carried over to his furs as seen in a fur jacket integrating a squirrel bodice with raccoon sleeves. This silhouette is seen again in a jacket with fur collar, placart and muff sleeves. Black and white feathered fox trim adds drama to a striking red kimono style coat. Color plays an important role in the collection; olive green fur on the cuffs of a long jacket and white fur at the cuff and hem of a dress add richness to these classic silhouettes. Color makes its biggest statement in a deep red sheared mink jacket. But Bradley's most important addition to the fur scene this season is his oversized Tanuki vest. This bold new silhouette may be this season's answer to the poncho that was so hot several years ago.

Baby Phat

Sometimes a little goes a long way and that was the case at Baby Phat where cropped fur jackets, fox hats and matching over-the-knee fur trimmed boots upped the urban glam quotient of sexy suits and mini dresses for day and night. Over-sized structured fur handbags are sure to become a must-have to cozy up to this fall.

Carolina Herrera

Ms. Herrera's furs, like the rest of her collection, are a fresh interpretation of classical elegance. Cashmere and fox and cashmere and sable scarves appeared on several looks, adding that perfect touch of luxury and texture. Trims were used effectively; a fisher collar on a cropped blue lamé jacket and a captain blue plaid wool coat with silver fox collar and circle skirt. A broadtail cropped jacket in brown is young and sexy, yet adds sophistication to the blue blouse and taffeta pencil skirt. Her beige muskrat three-quarter-length sleeve tunic harkens back to the simple glamour of the Sixties, and her exceptional blue muskrat coat with ash wool felt trim is sure to be a must-have piece this season.



Herrera blue muskrat coat.

Zegna

The nonchalant look of throwing on something has its charms. Case in point: a fox pelt draped over the shoulders of a gray flannel jacket at Zegna. This improbable combination is rugged, masculine and sexy for a look that continues to drive men's fur.

Akiko Ogawa

While fur-trimmed hoodies expressed the designer's street smart style, she revealed her softer side with fox fashioned into puffer sleeves on a metallic mini dress, wide cuffs on a cropped jacket and as bands on the arms of a long cowl-neck sweater.

Matthew Williamson

Matthew Williamson shows that fur truly is the ultimate luxury fabric with his sheared fur tunic dress. Slim and flattering, soft and supple, this dress is the height of modernity and chic. The dimensional geometric patchwork design has a vintage vibe, and recurs in a sporty zip-up jacket.



Williamson sheared fur tunic dress.

THE FABRIC OF CHOICE
FUR

Fur Information Council of America 8424 Santa Monica Blvd., Suite 860
 West Hollywood, California 90069 323.782.1700 www.fur.org

FICA

In the Mainstream

New Year Brings New Breed of Acquisitions

By Whitney Beckett

The apparel industry can expect another busy year of mergers and acquisitions.

Following a record buying spree in 2006, industry experts expect even more activity this year, not only from the usual suspects — the giant vendors and private equity firms — but also from midsize, mid-market firms looking for a way to compete in a consolidated world.

Last year was the apparel world's busiest M&A year in more than a decade. The total disclosed value of deals in the industry in the U.S. and abroad more than doubled from 2005. There were 67 deals in 2006, up from 46 the year before, and their value skyrocketed 218 percent, to \$4.26 billion from \$1.34 billion, according to Factset Mergerstat, a leading provider of U.S. and international M&A information to the investment banking and corporate markets.

Among the acquisitions:

- Liz Claiborne Inc. bought Kate Spade for \$124 million from Neiman Marcus.
- Kellwood Co. made smaller niche buys with Vince and Hollywoud.
- Jones Apparel Group didn't make any deals; it did attempt to sell itself, but dropped the idea when it failed to generate high enough bids.
- In September Sara Lee spun off Hanesbrands Inc. as a separate publicly traded entity, creating one of the largest apparel companies in the world with sales of \$4.5 billion.

So far this year, VF Corp. sold its \$350 million intimate apparel division to Fruit of the Loom and is completing its late 2006 deal to buy Eagle Creek, an adventure travel brand.

"Acquisition of growing global lifestyle brands continues to be an important part of VF's growth plan," a VF spokeswoman said in a statement. "While we will continue to be disciplined in our approach, both strategically and financially, we will continue to add lifestyle brands to our portfolio through acquisitions. We have said that we generally are not constrained in terms of acquisition size — we will consider smaller acquisitions and larger acquisitions, although there are fewer of the latter that would meet our strategic and financial criteria. We will look at lifestyle brands that fit VF's Outdoor and Sportswear coalitions, in

“The bottom line with companies like us and Liz is, we look at everything — specialty, contemporary, international — that further diversifies us.”

— Peter Boneparth, Jones Apparel Group

particular, although we will consider acquisitions for our other coalitions, as well.”

The consolidating giants are not the only players in the game, of course. Private equity firms have stockpiled \$200 billion in investment cash, and are looking to buy and sell brands, as demonstrated by Jimmy Choo's changing of private equity hands earlier this week.

But a third sector of investors is also looming: the \$100 million-plus, predominately moderate and better vendors who are competing with the Claibornes and Joneses of the world for space on the retail sales floor. These companies are buying their competition or buying brands that can expand either their channels of distribution or their saturation of existing retail accounts.

But with everyone seemingly on the hunt, and so much activity last year, observers wonder: What is left to buy?

"A lot of the low hanging fruit has already been picked," said Allan Ellinger, senior managing director at Marketing Management Group. "A lot of the compelling companies have already been acquired. The obvious brands have been bought. Buyers have to wade through more stuff to find what they want. It's harder work with different criteria. They may be willing to buy companies that need a bit of fixing or brands that need a bit of polishing up."

Ellinger still thinks 2007 will be an active year of acquisitions. "Virtually every company in our industry is for sale," he said. "They may not have a For Sale sign on it, but everyone is looking for a strategic solution. They are either buying or selling. No one is standing still right now."

Financo Inc., which focuses on retail and apparel, has "one of the best backlogs we have ever had in history," according to Gilbert Harrison, chairman and chief executive officer. A month into 2007, Financo has already closed four deals.

"There are a lot of big companies that have already been acted on, but there are a lot of smaller and medium-size companies with \$100 million to \$400 million in sales that need big brother companies to go to the next stage," Harrison said. "There are still a ton of private companies that are below many people's radar screen — we are trying to dig them out. Then you have the companies that have already been bought by private equity firms that are starting to divest."

Harrison worked on Kellwood's acquisition of Hollywoud last fall. Although the tiny, high-end label is hardly a classical fit for the \$1.9 billion giant, Harrison points to that deal as representative of thinking outside the box. The predominately moderate Kellwood's interest in Hollywoud and Vince also shows the hot spot in the market, Harrison said.

"Everybody wants contemporary," Harrison said. "Designer is very good, but the question that people ask is, how do you grow designer unless you develop a diffusion brand?"

Robert C. Skinner Jr., chairman and ceo of Kellwood, said the company's focus was on upscale brands, and global and direct-to-consumer channels are both major pluses. "In the future, for us, acquisitions are primarily about quality and not necessarily size. This philosophy is a departure for Kellwood as well as many of our competitors, in my mind. It's really about the quality of the company and its brand properties."

Luxury is the key for Marc Cooper, managing director at Peter J. Solomon & Co., a New York investment banking firm. For strategic buyers, he expects to see smaller purchases, "because it's the stuff that will have the growth."



An ad for Kate Spade, which Liz Claiborne bought last year.



A fall 2007 look for Hollywoud, now owned by Kellwood.

"I still think there will be activity, but far more selective than in the past," Cooper said. "It's not about filling holes in the portfolios anymore; it's about growth."

Paul Altman, principal at The Sage Group LLC, a Los Angeles investment banking firm, said brands would be the focus of deals this year. Accessories, specialty retail and niche market segments would also continue to be areas of interest, he added.

"We expect to see meaningful activity from both the large strategic buyers and the most active financial buyers," Altman said. "We expect to see financial buyers play an even larger role this year, as they did in 2006 — low interest rates, strong lending from banks. Financial buyers have been driving up valuations, and we expect this to continue. Strategic buyers continue to favor businesses of significant size that will make a financial impact on their business, but recognize that certain brand or market opportunities may require them to look at smaller-size transactions."

Jones ceo Peter Boneparth, once famously quoted as placing a \$100 million threshold on investments that could move the needle of the company's sales and share price, today says he is open to smaller deals.

"There are realities of our size that make certain small deals impractical, but I wouldn't draw a line about what the size must be," Boneparth said. "If it is a \$40 million business and we think it can be a \$500 million business, we would buy it. It's not so much the initial size as the growth potential."

Jones has not made a buy since it acquired Barneys New York in 2004 for almost \$400 million. Boneparth said Jones' infrastructure had been streamlined since then to be more capable of seamlessly incorporating an acquisition. He added that "the settling of the dust" on department store consolidation "gives us a better opportunity to focus on growth and acquisitions without worrying so much about what will happen on the retail level."

Of course, Jones hasn't given up the idea of selling itself, sources have said. The vendor is said to be mulling a possible break-up of its operations, or an initial public offering for the Barneys New York division. Boneparth said his success with Barneys had made him more interested in the contemporary market — an area where many of his competitors also are trawling for acquisitions.

"The bottom line with companies like us and Liz is, we look at everything — specialty, contemporary, international — that further diversifies us, either by product or distribution channel, with superior management that we believe will enhance long-term shareholder value," he said. "There are always opportunities. Marrying our criteria with what is out there is the tricky part. We tend to be very conservative on valuation. We felt in the past year many of the deals didn't make financial sense."

Over at Liz Claiborne, the first full year under new ceo William L. McComb may not be as acquisition happy as the decade under his predecessor, Paul Charron.

"Deals will remain an important component of growth, but we do not want to rely too much on acquisitions," McComb said. "We want more growth to come organically. When we do acquire, we are interested in companies that will deliver capabilities and/or platforms and presence that are leverageable across some of our other busi-

Continued on page 22

DIESEL
FOR SUCCESSFUL LIVING

Number 254 in a series of articles - however - guides to successful living. For more information call Diesel U.S.A. 212 7592000 www.diesel.com



GLOBAL
WARMING
READY

In the Mainstream

Midsized Players Join Merger Game

Continued from page 20

nesses. Brand power is a must."

Robin Lewis, an industry consultant, noted, "The major publicly owned companies, like Liz Claiborne, VF Corp., Kellwood and others, will definitely continue to seek acquisition opportunities for two reasons: 1) To be able to deliver above-average growth to Wall Street and their shareholders, they must acquire, and 2) strategically, they need to continually find growth in new consumer markets, product categories and distribution channels, on the front end of their businesses and to leverage their huge operating platforms on the back end of their businesses."

Lewis added that continued investments were necessary for these big companies to keep pressure off over-growing individual acquisitions.

"You can't build a brand to the sky," Lewis said. "Wearing the brand that's available to anybody makes it uncool to everybody. So the smart companies like Liz and VF are looking for hot emerging lifestyle brands that are tightly focused on a precisely defined consumer niche, like The North Face or Juicy Couture. They will then lever their marketing, financial and operations assets to expand those brands, not to ubiquity, but within the limitations of the niche's consumer base."

For nongiants looking to compete with the consolidators that have long taken acquisition steroids, becoming a player in 2007's M&A frenzy is on almost everyone's radar. Big companies may be passing up "those pseudo-branded moderate vendors that are cash machines rather than growth engines," said Solomon's Cooper.

Consultant Emanuel Weintraub, who is hosting an April seminar entitled "M&A: Finding the Strategic Fit," said he had a \$40 million accessories client that bought another \$40 million company, "their competitor, who they didn't think was well managed," according to Weintraub, who declined to disclose the parties in the deal. "You will have these kinds of

smaller niche players who will acquire more poorly managed companies," he added. As the big guys are targeting luxury and contemporary branded opportunities, midsized, mid-market companies are targeting themselves as mergers or acquisitions, giving all these companies the potential to be both the acquirer and the acquired.

H.M.S. Productions Inc., which does more than \$100 million in wholesale volume with its better brands Spenser Jeremy and Cable & Gauge, is one of those firms that is looking to buy and is being eyed as an acquisition, according to chairman Nubby Alpern. Alpern views both possibilities with an open mind, but also with caution. He would consider buying a better brand that does about \$20 million in wholesale volume, and would only sell to a company that could benefit the company.



A shop-in-shop for Vince, which Kellwood bought last year.



Jones Apparel Group bought Barneys New York in 2004.

Tracy Evans Ltd., a \$300 million predominately moderate vendor, is ready to make bigger leaps. Tracy Evans received the license for Harvé Benard last year, after Wellington Capital Partners acquired the better business, giving Tracy Evans an entry into the better market. Since then it has acquired Star City, a moderate junior brand, for between \$6 million and \$7 million. The New York firm is looking to expand its portfolio with companies that do at least \$50 million in volume.

At the end of 2006, Rouso Apparel Group, a predominately moderate firm, partnered with a private investment arm of Li & Fung to acquire better-bridge brand GarfieldMarks. In 2007, the Rouso-LF team plans to make additional acquisitions, which will expand Rouso's better-plus segment beyond the quarter it now contributes to the \$200 million business. Michael Hsieh, president of LF USA Investments Inc., an investment arm of Li & Fung, said he and Rouso planned to make additional deals for brands that do \$10 million to \$50 million in revenue and cost \$3 million to \$10 million in transaction.

"We are looking for companies with strong marketing and product management who leverage off our operations and financial base," Rouso said. "Our goal is to acquire companies that have owned brands and brand equity. We feel brands are the future and key to the survival in the industry. We are not limited to a specific market, but would focus on companies in the better, bridge and contemporary arena."

Wellington Capital Group, which bought Harvé Benard Ltd. for \$12 million in September, is open to buying "anything," as long as it does at least \$50 million in wholesale volume, according to ceo Joseph Gabbay. "We have the money to spend. It's just a matter of finding the right deal," he said.

Hilco Consumer Capital LLC is another firm that hopes to leverage the confidence it has gained from a recent deal into future acquisitions. After acquiring Apparel Holdings Group (which does in excess of \$200 million), which it renamed CJ Apparel Group, at the beginning of this year, the Toronto company is "very eager" to buy two or three more companies this year, according to James Salter, Hilco's ceo. "Revenues, or licensed revenues, must have a minimum of \$250 million at retail," Salter said, adding, "Most important for us, though, is brand."

Tent Goers Talk About Their Latest Purchases

NEW YORK — What better place than Bryant Park during fashion week to determine what serious shoppers have been snapping up?

A few like Patricia Herrera Lansing and Amanda Brooks have been buying a personal favorite item in another color.

Before the start of her mother Carolina Herrera's runway show Monday, Lansing said her most recent find was a yellow baby-doll Tracy Feith dress with bell sleeves and embroidery near the top. "It's almost like



Linda Fargo



Amanda Brooks

a short caftan," she said. "I have it in every color but I didn't have it in yellow."

Lauren du Pont also said she picked up a Tracy Feith dress, a white one to the knee, about three weeks ago. Feith is the designer of her newest coat, as well. "It's really cute in corduroy with a crazy psychedelic print and a little ruffle." Despite those two purchases, she said she is not really in a shopping mood just yet.

Her friend Tory Burch's last splurge was pretty low-key. "J. Crew tanks in three colors," Burch said.

Last week, Brooks picked up a Phillip Lim cashmere and silk double-breasted cardigan with matching sweatpants. "I had already bought it in gray," she said. "I was so obsessed with it I had to order another one in black."

Nicole Fischelis, vice president and fashion director for Macy's East, might have been the busiest shopper at Herrera's show. She recently bought an antique cameo pin from Melody Rogers' antique store to add to her collection. In Las Vegas for the MAGIC trade show, she buzzed into Jean Paul Gaultier's shop for a pin-stripe suit. She was wearing one of her other purchases — a fur-trimmed green cardigan from Angelo Tarlazzi. In addition, Fischelis said she has picked up several fur-trimmed leather jackets from her brother Gerard's label in Paris. "It's real luxury — you need that," she said. "And I wear them every day for certain."

Constance White, style director at eBay, also has been known to ring up the cash registers. Before Marc Bouwer's show Friday, she said, "I shop in waves. I just went on a fashion binge and won't shop for six months."

A Dries Van Noten "mousy brown" coat with a black belt was her latest purchase. "I found it on eBay, of course," she said.

Although White does not consider herself an impulse shopper, she recently took the bait. "I was going to lunch



Tory Burch



Constance White

at Pastis and I was early, which is also very unprecedented, so I went into Christian Louboutin. And darn it — they had a sale."

White walked out with a new pair of black leather wedges with leopard insets. "I haven't worn them yet, but I'm happy with them already," she said.

Bergdorf Goodman's senior vice president and fashion director, Linda Fargo, initially thought her last buy was a pair of narrow black pants to add to her collection of black pants. She then corrected herself: "It was Sisley eye cream. Every time before fashion week I try to buy something that will make me feel good."

— Rosemary Feitelberg

WEATHERPROOF®

GARMENT COMPANY
SINCE 1948

WOMEN'S COLLECTION 2007

© 2007, Weatherproof® Garment Co. 212.895.7716



“WEATHERMAN APPROVED”®

Avon Revenues Up 9% in 4th Quarter

By Molly Prior

NEW YORK — Avon Products Inc. has turned a corner.

The direct seller of beauty products ended the first year of its multiyear restructuring effort on solid ground, delivering a 9 percent increase in revenue in its fourth quarter.

"We feel very good about the progress we've made and the actions we'll take in 2007 and beyond to continue to aggressively transform the cost base of this company," chairman and chief executive officer Andrea Jung said during a conference call Tuesday. "We think the turnaround plan is the right one, and that we're taking the right actions."

A hefty increase in advertising spending fueled revenue growth of 9 percent in the quarter ended Dec. 31, to \$2.62 billion from \$2.4 billion in the year-ago period. Net income remained flat at \$184.1 million, or 41 cents a diluted share, from \$183.2 million, or 40 cents a share. Operating profit dipped 5 percent, to \$282.4 million from \$297.4 million, hampered by about \$44 million in net costs tied to the restructuring program.

For the year, net income slid 44 percent, to \$477.6 million, or \$1.06 a diluted share, from \$847.6 million, or \$1.81 a share, on revenue that gained 8 percent, to \$8.76 billion from \$8.15 billion in the year-ago period.

Avon ramped up its advertising spending during the quarter by 95 percent, to \$89 million, which fueled beauty sales by 11 percent. Highlights in the category included the Derek Jeter Driven fragrance, which contributed \$10 million in sales during the quarter, according to Avon.

“We think the turnaround plan is the right one, and that we’re taking the right actions.”

— Andrea Jung, Avon Products Inc.

Last year, Avon increased its advertising spending by 83 percent over the prior year, to \$249 million, outpacing original plans to increase levels by 50 percent.

Credit Suisse analyst Philippe Goossens noted, anecdotally, that during a recent visit to Argentina, he saw Avon ads at bus stops in markets outside Buenos Aires, indicating stepped-up efforts to expand the business. "Avon will have to keep advertising at the levels we're

seeing right now because it's in a very competitive environment," said Goossens, adding that innovation, execution of the restructuring program and accelerated ad spending would remain critical for Avon.

Throughout 2006, Avon announced a string of restructuring initiatives, including "delayering" top management ranks, reducing stockkeeping units through the Product Line Simplification program and streamlining the U.S. distribution network.

Jung said these actions resulted in slightly more than \$100 million in benefits last year, the bulk of them associated with the delayering program that the company completed midyear.

For the year, restructuring costs totaled \$229 million, compared with \$56 million in 2005.

Avon continues to project the overall effort will cost approximately \$500 million, but will produce annual savings of more than \$300 million by 2009.

By region, North America fourth-quarter revenue gained 4 percent, to \$749.9 million. Beauty growth of 2 percent was positive for the first time in eight quarters, and the number of active sales representatives rose 1 percent, the first increase in nine quarters.

Revenue in Latin America increased 13 percent, to \$770.2 million, bolstered by Brazil, which ended 2006 with more than \$1 billion in revenue, making it Avon's second-largest market behind North America. Revenue in Western Europe, the Middle East and Africa increased 10 percent, to \$355.9 million, and in central and Eastern Europe gained 17 percent, to \$456.6 million, fueled by double-digit growth in fragrance and cosmetics. Asia Pacific revenue decreased 2 percent, to \$222.8 million, dragged down by Japan's 13 percent decline. Revenue in China surged 28 percent, to \$67.2 million, as Avon continued to expand its direct-selling business there. At yearend, China had more than 350,000 licensed sales promoters registered with the government. In the quarter, unit sales increased 23 percent and China reduced its operating loss to \$2.9 million from \$7 million in the year-ago period. Avon relaunched its direct-selling effort in China in March and was followed by competitors Mary Kay and Nu Skin.

"Our position is, we have a really good start," said Jung. "We have not seen any impact from new entries... It's a cumbersome market and it takes a lot of time."

The company said it would describe upcoming product innovations at an investor meeting scheduled for Feb. 15, but Jung noted that a major relaunch of color cosmetics was slated for the second quarter.

L'Artisan Parfumeur Unveils Skin Care

NEW YORK — Organic skin care is in for L'Artisan Parfumeur.

The Parisian fragrance marketer has entered the skin care category with Jatamansi, a three-item range named for the Himalayan nar plant, an extract of which is used as a key ingredient in the treatment line.

The Jatamansi line, which has been launched in France and the U.K., will be rolled out to the U.S. starting next month. There are also plans to launch an eau de toilette based on the collection in the summer: A 250-ml. Jatamansi eau de toilette spray will be priced at \$140.

The skin care formulations have been certified as organic by France's Eco Cert, an inspection and certification body that requires a minimum of 95 percent of ingredients to be obtained "by transformation processes that respect the environment."

Also, at least 95 percent of plant ingredients found in the Jatamansi treatment items are said to be organically grown and they make up nearly 30 percent of the finished product — two more Eco Cert criteria — according to François Duquesne, president of L'Artisan Parfumeur U.S.

"We're jumping into a totally different category," Duquesne said of the skin care venture. "It's a holistic approach," he said of the line, which is positioned as an aromatherapeutic, moisturizing assortment focused on skin renewal.

"When you have a network of 30 stores worldwide, you have a critical mass that allows you to offer the customer a larger assortment," Duquesne said. The Jatamansi trio includes a 200-ml. body cream, \$125; a 250-ml. body oil, \$95, and a 250-ml. body milk, \$75. The

Offerings from the Jatamansi line.



Andrea Jung



BEAUTY BEAT

nar plant, which grows at an altitude of about 10,000 feet, is prized for what are thought to be healing and relaxing properties. The Jatamansi products also employ extracts of rose and jojoba.

Sales of the line in the U.S. could range from \$250,000 to \$500,000 in the first year, according to industry sources.

Jatamansi will first reach L'Artisan's five stores in the U.S., including four in New York, in March. Plans call for the skin care line to subsequently be rolled out to L'Artisan's wholesale distribution network, which includes about 100 doors, such as Barneys New York, Bergdorf Goodman, Neiman Marcus and Fred Segal. Duquesne said he can envision eventually as many as six items, principally body care products, in the perfumer's skin care range.

L'Artisan opened its fourth location in Manhattan on the Upper West Side. The 350-square-foot boutique, which opened at 222 Columbus Avenue and 70th Street just after Thanksgiving, is said to be exceeding its business plan of \$500,000 in first-year sales.

Duquesne said he believes the New York City market could support five or six L'Artisan stores. In addition to the newest shop in the Upper West Side, there are locations in SoHo, inside Henri Bendel and on Madison Avenue at 82nd Street in New York, as well as inside Fred Segal in Santa Monica, Calif.

— Matthew W. Evans

Ruby & Millie: Cosmetics Cubed

LONDON — Ruby & Millie has gone vertical.

The British beauty brand — whose founders, Ruby Hammer and Millie Kendall, were appointed Members of the Order of the British Empire by Queen Elizabeth II — will introduce cubic cosmetics compacts in April.

Each compact features two layers of product and one compartment for brushes, all stacked on top of each other. Lip Spa Kit, for example, has three brushes packed in its bottom layer; three shades of lip gloss in its middle tray and three lip treatment items in the top compartment. The similarly organized Bronzing Kit includes a brush, two highlighters and a bronzer.

Prices have not yet been confirmed, but each kit is likely to retail for about 14 pounds, or \$27.40 at current exchange.

— Brid Costello

Rodial's Nip-and-Tuck

LONDON — Skin care brand Rodial here will add Tummy Tuck, a product meant to help flatten the stomach area.

The lotion includes Rodial's key ingredient — pomegranate ellagic tannins, said to firm, tone and repair skin, while increasing collagen production. In addition, peptides purportedly boost cell metabolism; fig extract breaks down fat cells and microfibers give a tightening effect. A 100-ml. pump bottle of Tummy Tuck will retail for 100 pounds, or \$197 at current exchange. It will bow in the U.S. and U.K. at the end of April. Industry sources estimate it will generate 500,000 pounds, or \$983,965, at retail from April through December.

A reformulated version of the brand's Body Sculpture slimming and anticellulite gel will also bow in April. Maria Hatzistefanis, Rodial's founder and managing director, said she hopes to increase the brand's international presence. "We are ready to move to the next level," she said, adding Rodial's packaging has recently been tweaked. "We're looking to European markets with a view to boosting business dramatically."

Hatzistefanis added she plans to increase Rodial's door count in the U.S. to 40 by the end of 2008, up from nine today.

Derek Jeter's Driven scent made \$10 million in sales.



©2005 House of Seagram, LLC. Imperia® Vodka 100% grain neutral spirit, 40% Alc./Vol. (80 proof), distilled and bottled in Russia. Imported by Seagram Company, Inc., New York, NY. PLEASE DRINK RESPONSIBLY. www.imperiovodka.com



VODKA IS RUSSIAN

AND THIS IS RUSSIA'S NUMBER 1 LUXURY VODKA.

IMPERIA VODKA. CRYSTAL CLEAR. VELVETY SMOOTH.

Mont Blanc Sparkles With Diamond Jewelry

By Robert Murphy

CHAMONIX, France — With a glitzy party at this French ski resort, Mont Blanc showcased its desire to become a player in the highly competitive diamond jewelry market.

The launch event last Friday, in a “palace” built of 180 slabs of ice at the foot of Mont Blanc, was a lavish affair attended by celebrities, including Naomi Watts, Lucy Liu, Juliette Binoche and Dita Von Teese.

Welsh opera crossover star Katherine Jenkins (who is the line’s spokeswoman) performed during the four-course meal — replete with an outdoor fireworks display and a fashion show headlined by Naomi Campbell, while rocker Bryan Ferry took the stage later as expensive Havana cigars were passed around.

Mont Blanc, the second-largest company in Richemont’s stable of luxury brands after Cartier, has been diversifying its product range over recent years as its core writing instruments market matures.

Most of those extensions — from leather goods to watches — have been skewed to the male market, the brand’s traditional customer. Watches have been particularly successful, with its production facility in Switzerland, purchased in 1995, producing 100,000 watches annually.

But in fall 2005, Mont Blanc introduced its first collection of small silver jewelry for women, which has been a success so far, and it has since beefed up its offering of female watches.

“The silver jewelry collection immediately made 15 to 16 percent of sales in our stores during the first Christmas season,” offered Lutz Betghes, Mont Blanc’s executive vice president, in an interview before the diamond jewelry launch here.

“The share of female customers in the shops is growing,” he added. “Now 40 to 50 percent of our clients in the stores are ladies, though they are not only shopping for themselves or buying women’s products.”

And it wants to appeal to those customers, while growing the percentage, via the new diamond jewelry collection.

The new line also is a potentially lucrative dive into the fast-growing branded jewelry market, which currently represents only 6 percent of overall jewelry sales worldwide. Though overall branded jewelry sales are growing by more than 10 percent a year, growth in branded high-jewelry is even larger. (Houses from Cartier to Boucheron all reported banner years in 2006 thanks to increased wealth around the world.)

Mont Blanc’s diamond jewelry collection will be priced moderately, retailing from around \$500 for a simple yellow or white gold ring to \$20,000 for more complex creations. The line is made up of four groups that reference different aspects of Mont Blanc’s brand heritage.

One collection, for instance, is called 4810, after the height in meters of Mont Blanc, while another is labeled the Dame Blanche, after an affectionate French sobriquet for the Mont Blanc summit.

The remaining two are dubbed Black and White Magic, and Secret Star, which features pieces with compartments that can be engraved with secret messages. For the launch event, Mont Blanc created a \$3 million necklace with a 37-carat diamond. Betghes said a woman in Hong Kong expressed interest in buying it, underscoring potential for an even more upscale line of jewelry.

The jewelry’s particularity is a special six-faceted diamond the company calls the Mont Blanc cut, since it has the shape of the brand’s insignia. Each piece in the collection will have at least one Mont Blanc-cut diamond, which has been patented.

The cut first appeared last year, when Mont Blanc used it to decorate pens for its centenary anniversary.

“The pens were a great success,” said Betghes. “The cut is very different from other diamonds. It is unique, but still understated — if you can speak of understatement where diamonds are concerned.”

“It is easy for us to make a leap into diamond jewelry, because we are already like jewelers with some of our more elaborate special edition pens,” said Betghes when questioned about the brand’s legitimacy in jewelry.

Though diamonds underpin the collection, other precious stones are used, from black jade to black and white pearls.

Initially about 80 Mont Blanc stores are carrying the line, though it will be rolled out to another 20 units in the near future, according to Betghes. The jewelry will not be offered in duty free units, and it will be sold only in Mont Blanc stores until next holiday season, when it will be available at other select retailers.

Betghes said the diamond collection predicated a massive revamping of Mont Blanc’s stores.

“High jewelry needs space to breathe,” he said.

“Many of our current stores are too small to handle the jewelry properly. About 300 to 400 square feet of shopping space is needed in a store for the jewelry and other women’s products. We are going through a huge renovation project of the stores right now.”

“Each of our new stores will be at least 1,000 square feet. We just opened a shop in Ginza that is 3,000 square feet.”

Though Betghes declined to provide first-year sales projections for the line, he said the ambition was for it to make up 25 percent of the company’s total turnover in the next few years. “It will be an important part of Mont Blanc’s business.”

To wit: he said Mont Blanc has taken over a jewelry atelier just outside Milan where all the high jewelry will be produced.

“We will control all of the production,” he said. “We want to have the highest quality.”

A print and billboard campaign, photographed by Bryan Adams and featuring singer Jenkins, is being rolled out to correspond with the launch. Other publicity events include a fashion show Feb. 19 during Milan Fashion Week.

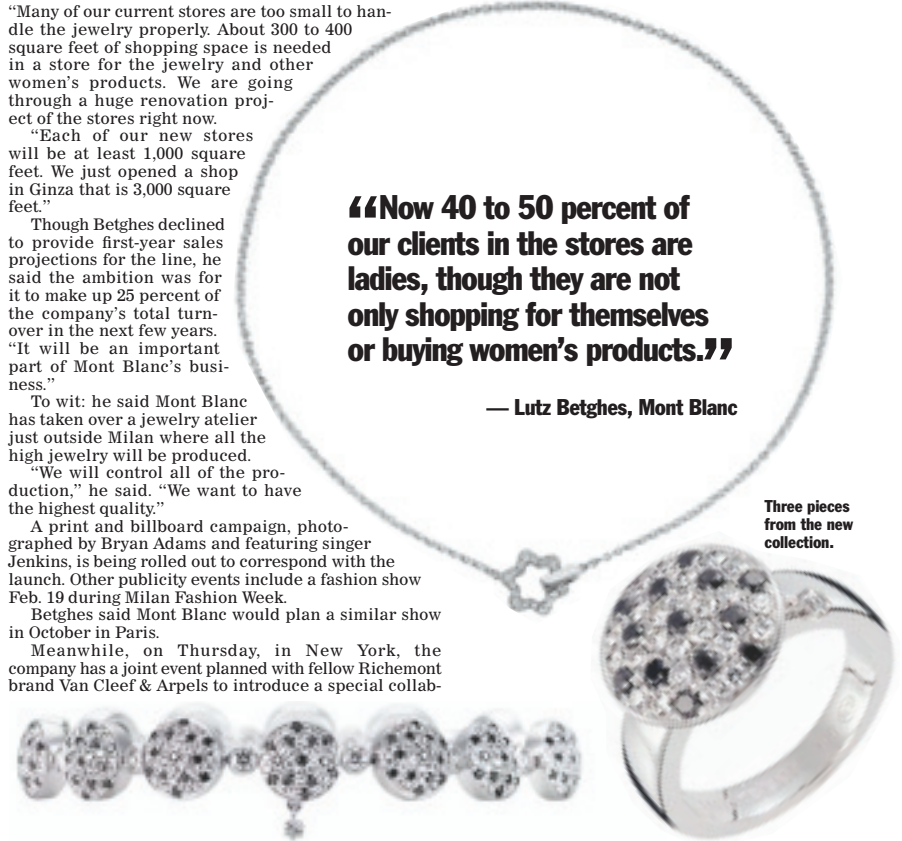
Betghes said Mont Blanc would plan a similar show in October in Paris.

Meanwhile, on Thursday, in New York, the company has a joint event planned with fellow Richemont brand Van Cleef & Arpels to introduce a special collab-

“Now 40 to 50 percent of our clients in the stores are ladies, though they are not only shopping for themselves or buying women’s products.”

— Lutz Betghes, Mont Blanc

Three pieces from the new collection.



Naomi Watts

Dita Von Teese

Lucy Liu with Jerry Hall.

Reach further.



Let our unique vertical expertise and industry experience provide real world solutions for your real estate requirements



• Realty Advisors •

Recent transactions include:

Abercrombie & Fitch New York (Flagship) **Ruehl** New York **Giorgio Armani / Emporio Armani** Bal Harbour | New York
Houston | Palm Beach | San Francisco **Saks Fifth Avenue** San Francisco | Pasadena **Stuart Weitzman** Atlantic City | Costa Mesa
Dallas | Las Vegas | New York | White Plains | San Antonio | San Diego | San Francisco | Aventura | Austin **Hollywood** New York*
Elie Tahari Atlanta | Boston | Las Vegas **Tod's** New York* **David Yurman** Atlanta | Bal Harbour | Beverly Hills | Dallas
Houston | Orlando | King of Prussia | Austin **Ecko Unlimited** New York (Flagship) **Marithé & Francois Girbaud** New York*
TSE Palo Alto | San Francisco **Tory Burch** Atlanta | Dallas | Costa Mesa | Los Angeles | Greenwich **Roger Vivier** New York
American Apparel New York **Forever 21** Pasadena **Eileen Fisher** New York* **Ted Baker** Costa Mesa | Dallas | Las Vegas
Los Angeles **Charlotte Moss** New York **Timberland** Peabody | Salem **Payless** New York **Petit Bateau** Hackensack

*Office/Showroom

Please call for more information: 212-672-2000
Laura Pomerantz • John Brod • Mort Schrader



PBS Realty Advisors LLC 230 Park Avenue 18th Floor New York, NY 10169 www.pbsra.com

ONCOR INTERNATIONAL

North America
Europe
Asia
South America
Africa

BITS & BYTES

By Cate T. Corcoran

STYLE SCHOOL

At newly launched fashion social networking site Shoutfit, users can post profiles about themselves and their style, share photos of favorite outfits and items they wished they owned, and rate and rank each other on how stylish they are. In a recent poll, member Trisha asked others to vote on which of two minidresses she should buy for spring. In the Trends section, Shoutfit's some 800 users post and discuss examples of what's in.

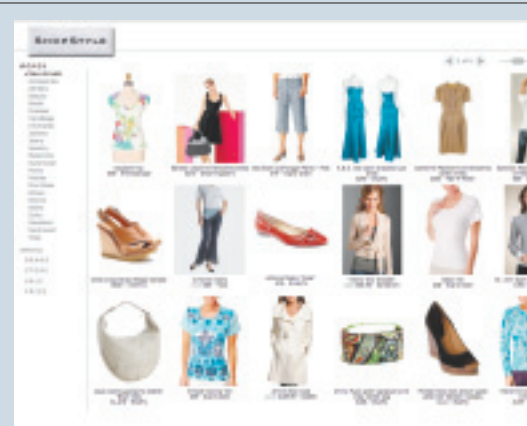


THE RAW AND THE COOKED

Angel Chang's second collection played with the savage and the civilized, using three colors of thermochromic ink on pleated georgette to create a nude effect overlaid with a printed camouflage pattern. A velvet jacket was trimmed with sewn-in iPod controls, and touches of fur were perfumed or sprinkled with tiny fiber-optic lights.



CHANG PHOTO BY TALAYA CENTENO; TEASE PURSE BY EWAN SCHEELS



FASHION FINDER

Shopstyle is a high-style search engine just for fashion. Search for "navy flats," "silk dress" or "Jill Stuart" and you can quickly and easily browse the wares on more than 30 sites as diverse as Dillard's, Anthropologie, Forever 21, Yoox and Barneys New York. Clean-looking images scroll by at record speed and shoppers can bookmark favorite looks.

48%

of online consumers said highly interactive applications such as Google maps "greatly enhance my Web experience."
— Forrester Research Inc.



TEASE, PLEASE

Artist and designer Alison Lewis created the Tease purse for the Switch online show she curates on fashion, design and technology (at theartswitch.com). She hacked a \$5 white leather purse from Target with a light and a 9-volt battery so the light comes on when the purse is opened.

DIY REAL WORLD

Etsy, the online marketplace for everything homemade and crafty — from hand-knitted scarves to oil paintings — has opened Etsy Labs in its new offices in Brooklyn, in a former bank. There will be classes on papermaking for Valentine's Day, afternoon tea every Wednesday, a book club and movies on Thursday nights. Also sharing the space are other do-it-yourself avatars, including editors from Make and Craft magazines and the creators of online sewing community Burda Style.



WHAT CAN A DELL POINT-OF-SALE SYSTEM DO FOR YOUR BUSINESS?



RING UP SALES

GENERATE RECEIPTS QUICKLY

MANAGE CUSTOMER RELATIONSHIPS

HELP SAVE TIME ON BOOKKEEPING

CUSTOMIZE SALES REPORTS

CUSTOMIZE INVENTORY REPORTS



Dell® Point-of-Sale Hardware Solution
OPTIPLEX™ 745 ULTRA SMALL FORM FACTOR

Lease as low as **\$3029** ~~\$79~~/mo., (48 pmts.)*
E-VALUE Code: 09583-BKWCDC2

- Intel Core™2 Duo Processor E63000 (1.86GHz, 2M, 1066MHz FSB)
- Genuine Windows™ XP Professional
- Elo 1522L 15" Touch Screen Monitor
- Epson® T88IV Thermal Receipt Printer
- APG 16" x 16" Cash Drawer
- Hand Held Products 3800G Barcode Scanner-Reader
- Retail Integrator
- Small POS Keyboard with MSR
- 3-Yr Next Business Day Retail Support for OptiPlex™ and POS Peripherals and Next Business Day On-Site Service*

MAKE DELL YOUR SINGLE SOURCE FOR ALL THE POINT-OF-SALE HARDWARE AND SOFTWARE YOU'LL NEED TO CREATE A CUSTOMIZED RETAIL SOLUTION THAT'S PERFECT FOR YOUR BUSINESS. When it's time to upgrade, Dell's one-stop-shopping model gives you the POS solution that fits your needs. Dell can help you create a system – including everything from cash drawers and payment terminals to software – that's easy to set up, manage, and use. And because it's from Dell, you can upgrade to 3 years of Next Business Day On-Site Service* to help keep your business running. It's an affordable retail solution that lets you focus on the success of your business. After all, every retail business is unique. That's why every Dell POS solution is purely you.

Ask about 9.99% Lease financing!*
Available for best-qualified customers.

Find out how Dell's online configuration tool can help you design a customized POS system at dell.com/WWD2



call 877.335.5467
toll free

Call: M-F 7a-8p, Sat 8a-5p CT
*Pricing/Availability: Pricing, specifications, availability, and terms of offer may change without notice. Taxes, fees, shipping, handling and any applicable restocking charges extra, vary and are not subject to discount. Offers may be combined with other select offers or discounts. U.S. Dell Small Business new purchases only. LIMIT 5 DISCOUNTED OR PROMOTIONAL ITEMS PER CUSTOMER. In case of customers leasing under these promotions, please note that items leased will be subject to applicable end-of-lease options or requirements. Dell cannot be responsible for pricing or other errors, and reserves the right to cancel orders arising from such errors. **Next Business Day On-Site Service:** Service may be provided by third-party. Technician will be dispatched, if necessary, following phone-based troubleshooting. Subject to parts availability, geographical restrictions and terms of service contract. Service timing dependent upon time of day call placed to Dell. U.S. only. **Leasing:** Monthly payment based on 48-month QuickLease with Fair Market Value ("FMV") end-of-lease purchase option, does not include taxes, fees, shipping and handling charges and may vary based on creditworthiness. QuickLease arranged by Dell Financial Services L.P. ("DFS"), an independent entity, to qualified Small Business customers. Minimum transaction size of \$500 required. All terms subject to credit approval and availability, and can change without notice. **9.99% Leasing Offer:** Applicable for 28-mo. QuickLease with \$1 end-of-lease purchase option; min. transaction size \$3000; 9.99% implicit lease rate on the stream of payments and does not include any charges other than 28 rent payments (such as taxes, fees, shipping and handling charges); available 2/1/2007-4/30/2007; not valid on past orders or leases; all terms subject to credit approval and availability, and can change without notice. QuickLease arranged by Dell Financial Services L.P. ("DFS") an independent entity, to best-qualified Small Business customers. **Trademarks/Copyright Notices:** Dell, the Dell logo, OptiPlex, the stylized E logo and E-Value are trademarks of Dell Inc. Intel, Intel logo, Intel Inside, Intel Inside logo, Intel Core, Core Inside are trademarks or registered trademarks of Intel Corporation or its subsidiaries in the United States and other countries. Microsoft and Windows are trademarks or registered trademarks of Microsoft Corporation in the United States and/or other countries. ©2007 Dell Inc. All rights reserved.

Exec Tech

Pattern Company Creates Community

By Cate T. Corcoran

Joining the online tech-craft renaissance, magazine publisher and pattern making company Burda Moden has created an online community for "open source" sewing patterns.

The idea comes from open source software, such as the Linux operating system, which is free and can be modified by any programmer. A special collection of Burda patterns is available online and can be printed for free and sewers can post photos of their creations online. They are encouraged to alter the patterns and post instructions.

"It is our dream to have a fashion show" of the outfits people make, said Benedikta Karaisl von Karais, Burda Style's designer.

Designer Wendy Mullin of Brooklyn, N.Y., who has three stores and designed special collections for Wrangler, tapped into a similar idea when she sponsored a contest of designs made with Simplicity patterns from her Sew U book, which came out in September and teaches sewers how to creatively adapt patterns.

The McCall Pattern Co. sells Vogue, Butterick and other patterns online but does not yet have an online community.

Fitz Patterns and Craft magazine also offer free patterns online.

At Burda Style, sewers may create online profiles where they can post photos and videos of their creations and instructions of how to make something, list supplies for trade and bookmark favorite designs from other sewers.

The site has been up for a week, and even before there was any publicity, sewers from as far as Iran, Sweden, Germany and Russia visited and left comments or posted photos.

For instance, Jennifer Tomaszewski of Milwaukee had transformed the Ellinor tunic — originally made up by the Burda team in a disco-worthy sequined black chiffon — into something more suitable for a breezy picnic with the addition of buttons and looped buttonholes and the choice of a sprightly striped cotton.

She also photographed every step of the process, which she posted with instructions on the site.

Sewers are welcome to use patterns from any company. "We don't see it as competition," said Nora Abousteit, who handles marketing and communication for Burda Style.

The idea for the site and the collection was Herbert Burda's, the son of the founders, Abousteit said. He wanted to create younger styles and reach a younger audience.

Burda patterns are well-known among older sewers, such as teacher and author Sandra Betzina, for their precise fit, particularly in jacket sleeves and pants.

Abousteit and Karaisl von Karais make up the Burda Style team, which is located in an old bank in the Forte Greene neighborhood of Brooklyn, near the base of the Manhattan Bridge. It is no accident that the two share offices with Etsy, the online craft marketplace. Etsy is also subleasing offices to the New York staff of Make and Craft magazines and designer Alison Lewis, who teaches at Parsons The New School for Design. Karaisl von Karais is married to an Etsy engineer. She and Abousteit met at a technology conference in Germany last summer.

They are based here rather than Germany because crafting and social software are taking off here, said Abousteit.

"In Germany, the market is not as open," she said. "The scene is happening here."

Even the names of the pattern collections were inspired by Brooklyn. Burda Meets Brooklyn, Hudson Style and Windy Day in the Park include 14 patterns, all taken from the Burda

archive and updated.

In Germany and other parts of Europe, Brooklyn is synonymous with creativity and youth. "It's known as the new creative hub," Abousteit said. "It sounds cool and creative."

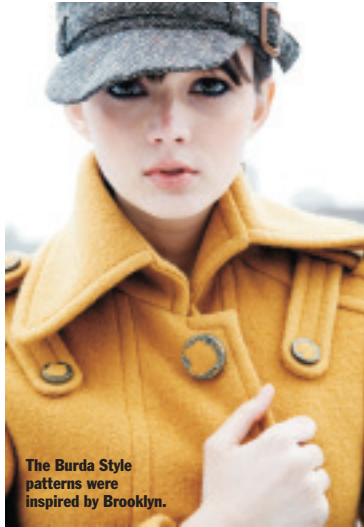
Patterns can be printed out on a regular home printer and taped together, or sewers can print out a pattern on a poster printer at any copy shop. In fact, there is no need to leave the house. Sewers can order printing online at Fed Ex, which will print the pattern and mail it to the sewer.

One day it might be possible to custom-alter a pattern for fit before printing it out, but the technology is complex, Abousteit said.

In the meantime, each pattern prints out in multiple sizes at once so it is easy to cut from one to the other in different areas of the pattern.

"The U.S. market is very excited and ready for it," Abousteit said. "There is a whole resurgence of craft in the U.S. and you can see it with Etsy." In a future version of the site, sewers will be able to click on any style to see if a version of it is for sale on Etsy.

"It's this whole idea of a young start-up and a new beginning for Burda Patterns," she said.



The Burda Style patterns were inspired by Brooklyn.



The Burda Style team.



Retail Service Helps Lift Sales 25 Percent at Sporting Goods Company

A NEW INTEGRATED RETAIL SERVICE aimed at midsize retailers boosted sales at the \$14 million company Just Sports of Mesa, Ariz. The near real-time sales reporting capability of Retail Teamwork let Just Sports respond quickly to trends and helped ring in a 25 percent increase in sales over the holiday season.

"It gave us an edge we were never able to have," said Just Sports owner Kevin Palmer. The company operates 14 stores of 1,500 to 2,000 square feet each in regional malls in Arizona and Colorado. The stores sell jerseys, hats, and other men's, women's and children's apparel with team logos.

Like any other retailer, Just Sports has to be concerned with fashion and trends, said Palmer. But in addition, there is the added unknown of which teams will be popular and how they will do throughout any given sports season. And because so many residents of Arizona are originally from somewhere

else, many different teams have followers, he added.

The 20-year-old retailer was looking for a new point-of-sale system to replace its ancient software, which ran on DOS instead of Windows. Just Sports considered Retail Pro and Microsoft's Retail Management System, among others, and ended up becoming a beta tester for Retail Teamwork because of its near real-time sales reporting capability.

Retail Teamwork of Clearwater, Fla., was started by Michael Mauerer a little over a year ago. Mauerer founded Retail Pro and was involved with QuickBooks Point of Sale. The Retail Teamwork software is based on Microsoft Dynamics, the suite of business software that includes point of sale, but has been altered to work for businesses with five to 500 stores. The software runs on any PC and includes point of sale, inventory, pricing, transfer, financial, supply chain, and custom-

er information. The service costs \$100 to \$200 per month per location.

Just Sports started its rollout in June and was finished by the end of the month. During the most recent National Football League season, a game was coming up where the Steelers were playing the Cardinals. The day before the game, Palmer could watch from headquarters and see which locations were selling the most Steelers merchandise. By midday, Palmer knew which stores could take which merchandise and how much.

In the past, Palmer would have to wait until 2 a.m. to get sales data. By 3 a.m., a crew would be in the warehouse pulling stock and loading the trucks. But by the time the trucks arrived at the stores in the morning, they were already open for business. During busy seasons, employees couldn't restock until night, which meant a two-day delay.

Now the warehouse crew comes

in the evening, and trucks are loaded and ready to go by 1 a.m. By 7 a.m., the trucks have already made their deliveries, and store staff stock the shelves before doors open.

Palmer estimates the new software has helped Just Sports realize tens of thousands of dollars in sales it otherwise would not have had. "Over time it definitely helped us optimize our inventory and increase sales," he said. "There are multiple factors but the software definitely helped us to optimize the sellthrough of products."

Palmer, who said he hopes to open an online store soon, said Christmas sales were also up because the company has been doing more marketing. What's more, the 25 percent increase during the holiday season came on top of an already good Christmas the year before. "So to do an increase on top of that is very good," he said.

— C.T.C.



Women's Sportswear & Dresses
Contemporary
Young Contemporary
Juniors
Casual Lifestyle
Swim
Outerwear
Accessories

We are one.

For one week twice a year, over 115,000 of us participate in the most powerful selling environment in fashion.



We are the fashion industry.
And this is our moment to shine.
Join us.

MAGI

February 13 - 16, 2007
Tuesday through Friday
Las Vegas Convention Center
and Las Vegas Hilton
www.MAGIOnline.com

Family Matters for Herrera Campaign

By Rosemary Feitelberg

NEW YORK — The woman in Carolina Herrera's new advertising campaign appears to embody the younger customer the designer has wooed in recent seasons. Of course, it helps that she is Herrera's daughter and the two share the same name.

Strong, intercontinental and chic, the younger Herrera lives in Spain with her husband and two children. She agreed to do double duty as the leading role in spring ads for Carolina Herrera New York and Carolina Herrera Eyewear. But her photo shoot with Mario Sorrenti was not a sure thing. She mulled over the prospect for a day or so, after her mother and Mario Grauso, president of Puig Fashion Group, made the request.

"I definitely didn't suggest it. I don't particularly love to have my picture taken," the younger Herrera said, adding that some hesitation was due to her uncertainty about carrying the campaign. "I thought about it for a day and then I thought, 'He's a great photographer. Why not?'"

The decision was not as nepotistic as it might seem. Herrera has worked as a consultant for the brand's fragrance since 1997 and became more actively involved with the company with the launch of the lifestyle brand. As the ambassador of the Herrera House of Fragrances and the Carolina Herrera line, she sat in the front row at her mother's show Monday.

As for why now is the time for a more public role for the younger Herrera, Grauso said, "I feel she embodies the spirit of the house." The campaign breaks in magazines next month and will con-



Carolina Herrera in a new campaign for her mother's label.



tinue through the fall in regional print media, billboards and online.

Like the spring collection, the campaign is aimed at women who bring their own style to their wardrobe by choosing classic and timeless pieces. Herrera said she helped select the four dresses she wore for the campaign, with her favorite being a short white dress. Bob Recine and Gucci Westman helped finesse Herrera's image with hair and makeup, respectively.

"The ads look elegant, but timeless, beautiful and modern," the designer's

daughter said. "They're sophisticated but not stuffy. They convey the spirit of the collection. It could look good today or also in four years. Nothing about it is trendy or gimmicky."

And the designer let her daughter and the crew get on with the shoot. The mother only arrived at Pier 59 once the final shot had been taken to drop off her daughter's children, two-year-old Olympia and seven-month-old Miguel. "She didn't want to see anything. She wanted it to be a surprise," the younger Herrera said.

This marks the second time she has appeared in ads for her mother's company — her debut was as a 15-year-old in 1991 in a fragrance campaign. Needless to say, the more recent shoot was easier. "I'm more secure and older. The last one was done in Europe and this was in New York," she said.

While she may appear in another campaign for her namesake, Herrera's more recent foray into modeling was not a crowning moment. "It's not as though I thought, 'Now this is what I want to do,'" she said with a laugh.

The Train™
NEW YORK

February 18-20, 2007
Fall/Winter 2007-2008

International Designer Collections
Fashion - Accessories

Terminal Stores
269 11th Avenue between 27th & 28th Streets
New York

Contact USA :
ph. 212 925 6349
annik@KXassociates.com

Contact Europe - Asia :
ph. +33 1 44 94 70 00
fviguerie@pretparis.com

www.thetrainnewyork.com

PRÊT À PORTER PARIS®
www.pretparis.com

Platform^o2
The Train™

February 18-20, 2007
Fall/Winter 2007-2008

International Bridge & Contemporary Collections
Fashion - Accessories

NEW AT THE TRAIN

Terminal Stores
269 11th Avenue between 27th & 28th Streets
New York

Contact USA :
ph. 212 925 6349
annik@KXassociates.com

Contact Europe - Asia :
ph. +33 1 44 94 70 00
fviguerie@pretparis.com

www.platform2newyork.com

PRÊT À PORTER PARIS®
www.pretparis.com

MEMO PAD

SPECIAL EXIT: The streamlining of editorial duties continues at People, which has pruned its workforce as part of Time Inc.'s drive to cut 289 employees. The weekly has reorganized its Specials department, in charge of producing stellar newsstand performers like Sexiest Man Alive and Hottest Bachelors, so that the regular weekly staff will also produce the themed titles. Previously, a group of about a dozen photo editors, reporters and other full-time staffers, along with a team of freelancers, produced those issues, reporting to Specials editor **Liz Sporkin**. "We aim for flexibility, so all staff has an opportunity to be involved with the Weekly, Specials and people.com," said a spokeswoman about the move.

The Specials department used to sit on the 29th floor, but now its office will be taken up by People's Stylewatch staff. Stylewatch started as a column in the magazine but has grown to a ten-times-a-year spin-off and has its own staff helmed by editor **Susan Kaufmann**. Meanwhile, nutritional spin-off Your Diet is apparently on hold for now, the last issue being in spring 2005. A source said the title took a lot of manpower, but failed to generate the ideal mix of advertisers.

Sporkin will continue to oversee Specials, though it is unclear if employees from the department will be dispatched to other People assignments. However, a memo from managing editor **Larry Hackett** on Friday regarding the closures of the Austin, Chicago, Washington and Miami bureaus said People had received enough voluntary departures among its Newspaper Guild-covered staff in all categories except for the copy department, where the volunteer window will remain open for another two weeks.

— **Stephanie D. Smith**

ALL HAL, ALL THE TIME: Another glimpse of that promised digital future over at Time Inc.: In Style fashion director **Hal Rubenstein** is lending his voice to the cacophony of online fashion week coverage. His daily videos on instyle.com boast far higher production values than the average blogger or YouTuber, though they also fall prey to the unfortunate jungle-lite scoring that so often accompanies runway footage. Rubenstein opines about each designer's offering, interspersed with runway-side commentary from celebrities like **John Legend** and **Katharine McPhee**. He'll cap it off with a tips-heavy roundup Monday. — **Irin Carmon**

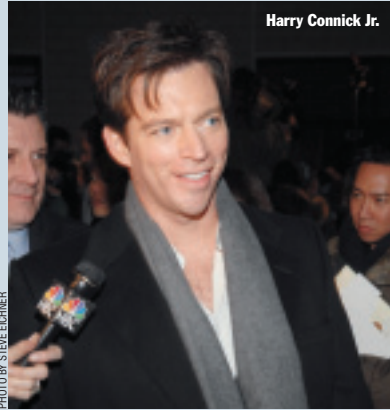
PUBLISHER SHUFFLE: Speculation about a publisher shuffle at some of Condé Nast's underperforming titles has swirled for months, but the company instead came up with a surprise swap between publishers at two of its better performers. Vice president and publisher **Giulio Capua** is leaving Gourmet to join Architectural Digest, while **Amy Churgin** is leaving Architectural Digest to go to Gourmet. The changes are effective immediately.

Both publishers are well-liked within the company, according to insiders, and the switch was in the works for some time. Gourmet's Capua had a strong year in terms of ad pages in 2006, finishing up 7.3 percent at 1,352 pages. Architectural Digest's pages finished flat at 1,709 pages, according to Publishers Information Bureau.

Capua joined Gourmet in June 2002, and was named vice president in 2004. Prior to Gourmet, he spent 12 years at GQ, working his way up from sales representative to associate

publisher. Churgin has served as publisher of Architectural Digest since November 1999, and was named a vice president in 2001. Prior to joining Condé Nast, she was group publisher at Primedia, where she oversaw New York, Chicago, and Automobile, and also held positions at Seventeen, Elle and European Travel & Life. — **S.D.S.**

WHERE'S ROGER?: Last season, Vogue editor in chief **Anna Wintour** conspicuously squired tennis champ **Roger Federer** around the shows — including in the front row at Marc Jacobs — and he later ended up being profiled in Men's Vogue. Not this time round, though, for the champ. At



Monday night's Marc Jacobs show, Wintour accompanied singer and actor **Harry Connick Jr.** So is a Men's Vogue cover or profile in the works? No, a spokesman said. "They're just friends. They've known each other for a long time. It's a consequence of their friendship and not out of any forthcoming editorial," he explained. But one thing was clear from the chuckles between the duo: Wintour doesn't hold a grudge against Connick ribbing her at last year's CFDA Awards, when he swiped her trademark Chanel sunglasses and evening clutch and proclaimed while presenting the Menswear Designer of the Year Award: "Anna, how do you see out of those things?" — **S.D.S.**



BANANA REPUBLIC

Weather Woes the Talk of

sharagano

by GUSTAVO ARANGO

FALL 2007



shown at fashion coterie
530 seventh ave., suite 805 new york, ny
for information contact liz o'brien (212) 300-0494



The accessories display at AmericasMart.

By Georgia Lee

ATLANTA — Severe weather patterns and their growing impact on business hit home at the apparel and accessories market that ended its four-day run Sunday at AmericasMart.

Ice and snow and even a tornado delayed buyers and some vendors from getting to the show on time, and affected overall attendance. In addition, the Super Bowl caused some buyers to cut their trips short. While this market isn't normally

a major one, summer is a big season for Southeast buyers, especially stores in tourist areas.

On Thursday, the opening day of the market, about 200 flights were canceled at Hartsfield-Jackson Atlanta International Airport because of a storm in the Carolinas. The next day a tornado ripped through central Florida, battering a state that, along with much of the Southeast, is still recovering from weather woes of 2005.

"We came in Wednesday and missed the weather, but we're leaving early to get home for

NOUVEAU COLLECTIVE

February '07

Sunday, February 18th - Wednesday, February 21st*

THE NEW YORKER HOTEL
481 8th Ave. at 34th Street, New York, N.Y.
1.866.800.3088 (Reservations Toll Free)
1.212.244.0719 Call for Rates

Sunday, February 18th	9am - 6pm
Monday, February 19th	9am - 6pm
Tuesday, February 20th	9am - 9pm
Late Night Shopping (Wine & cheese)	6pm - 9pm
Wednesday, February 21st	9am - 5pm

The Wingate Manhattan
February Special Rate \$209.00
Make sure you mention code: "CGCOLL"
235 West 35th Street (btw. 7th and 8th Ave.)
New York, N.Y. 10001 1.800.228.1000

Shuttle bus to the Show Place and the Jacob K. Javits Center

For more details please contact:
Nouveau Collective
Tel: 914.736.0030, Fax: 914.736.0333,
nouveau@optonline.net
www.nouveaucollectivetradeshows.com

* All rates subject to change.

Atlanta Market

the Super Bowl," said Susan Green, owner of Violets & Martinis, a Hickory, N.C., specialty store.

Even market events designed for fun and frivolity centered around weather. On Thursday night, the mart hosted "Mardi Gras, Martinis & Market" at the Fernbank Museum of Natural History, a cocktail party that included an IMAX theater showing of "Hurricane on the Bayou," a film about the ravages of storms on the Louisiana wetlands.

Exhibitor Randy Leib, principal at the Leib & Associates contemporary showroom, said bad weather and canceled flights contributed to a slow start. He said retailers were coming off slow holiday months, partly because of warm weather that had hurt sales of fall apparel.

Lawton Hall, senior vice president of AmericasMart, wouldn't release specific attendance figures.

"We felt good about the attendance, but more importantly, our exhibitors felt good about the quality of buying during Market." Hall said the weather caused the show to get off to a late start, but attendance picked up Thursday afternoon. He said the building was busy on Super Bowl Sunday until the show closed at 5 p.m.

As far as product, although no particular trend stood out, dresses and tunics were summer favorites, especially for contemporary stores. Dresses with Empire waists, halter shapes and cap sleeves were offered in a range of fabrics, from knits to crisp cotton and eyelet, shown either alone or worn over leggings or skinny jeans. Neutral palettes dominated classic sportswear, but prints in graphic and vintage-inspired patterns were also offered in a range of soft colors.

Fredi Verdesca, owner of Jami's, a Naples, Fla.-based specialty chain with 14 Florida locations, said her biggest challenge was "searching for lightweight fabrics and color in a market showing fall and neutrals." She cited Emil Rutenberg and Robert Krugman as her key resources.

Focusing on luxurious fabrics, Verdesca bought silk, cotton and rayon blends with dressy metallic finishes or subtle beaded touches. To freshen up her stores for spring and summer, Verdesca ordered bold, colorful jewelry with semiprecious stones.

Business is gradually getting back to normal, after disruption from the 2005 hurricanes, Verdesca said.

Nancy Valentino, owner of Island Pursuit, a specialty store in Longboat Key, who has six South Florida stores, one in Nantucket, Mass., and two in Martha's Vineyard, Mass., said business has been slow as storms continue to drag on consumer spending.

"With home insurance quadrupled and high taxes, consumers have less disposable income," she said. "Their second homes in Florida are no longer the big piggy bank investments that they once were."

To compensate, Valentino bought more selectively, cherry picking and testing lines rather than committing big dollars to any one line. She bought close to spring and summer rather than fall.

She picked up preppy-influenced sportswear — madras plaids, pink and green, gros-grain ribbon trim and vintage treatments — from Lacoste, Project E, Molly B, Tailor New York, Vineyard Vines and Lilly Pulitzer.

"Preppy is the one trend that works for us," she said. "Young people have never seen it and older customers understand it. Other than preppy, trends are all over the place. There's not much focus or direction in the market."

Valentino also bought tunics and leggings from Three Dots, De Lou and Project E, and dresses from Cynthia Steffe and Nanette Lepore.

"The main thing we'd like to see is more lines that interpret younger trends to make them wearable for an older consumer," she said.

Cara Fromin, owner of Modern Milly Inc., who shopped for her three stores — Eve, Ella and Isabella — in Memphis, agreed that trends were scattered, with every line "trying to hit on the one big thing."

For a young contemporary customer, she bought more tunic-style summer dresses than ever, with flutter or cap sleeves that can layer over T-shirts for spring.

"Dresses are huge and every sportswear line had them," she said, citing Ella Moss, Susana Monaco and Nicole Miller and key resources.

With a big denim inventory, she bought straight-leg jeans, which her contemporary customers have accepted, as well as leggings and slim-leg trousers from Elliott

Lauren.

For older customers, she ordered Lynn Ritchie and other lines with a younger look and a more forgiving fit.

To compete with Dillard's, local boutiques and Internet e-tailers, Diane Koch, vice president and manager of 5 Sisters Boutique in downtown Jacksonville, Fla., buys only lines that she can claim as exclusives.

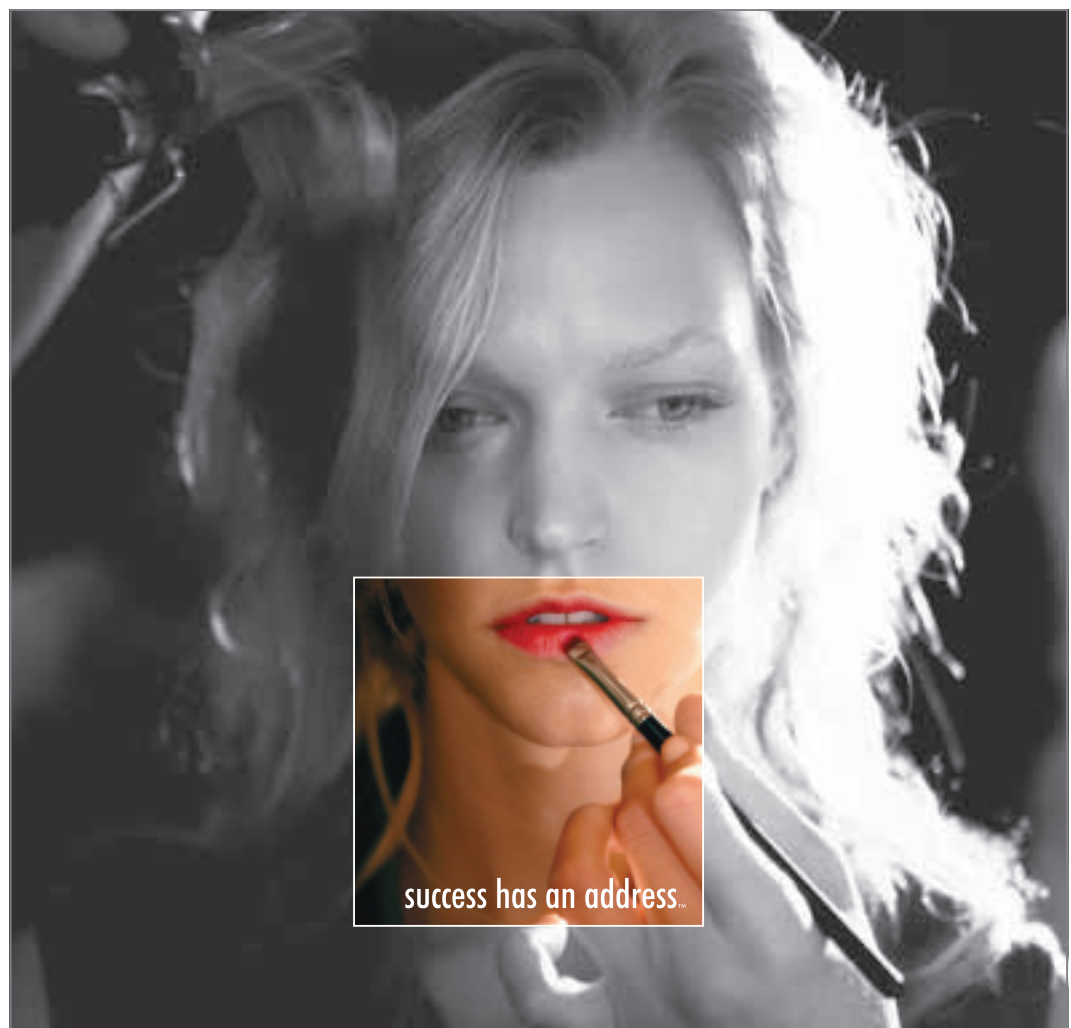
With denim as half of her inventory, she bought three lines to cover her age range of 20s to 50s. David Kahn is for a more mature, high-end customer, J & Co. is for midrange and midprice, and Miss Me works for a young woman.

A few years ago, she abandoned her initial strategy of offering high-end brands. Now she scours the market for little-known labels that yield high mark-ups, such as graphic T-shirts with rhinestone details and Empire waist or halter dresses in prints and patterns.

"I don't care about the names," she said. "I offer customers good quality...and prices under \$200."

She also bought one-of-a-kind accessories, bringing in new pieces often and marking them up as much as 70 percent.

"Accessories, with no season, no fit, have been my lifeline," she said. "We sold 2,100 pieces of bags, jewelry and belts, in three months."



The most successful retail real estate solutions start with
CB Richard Ellis. Tenant and owner representation, asset
 services, investment sales, advisory and valuation services and
 development consulting. The best professionals in the industry
 dedicated to making sure that success has your address.

CBRE
 CB RICHARD ELLIS

Retail Services
www.cbre.com/nycretail
 212.984.8292

Retailers Are in Buying Mood at Dallas

By Holly Haber

DALLAS — The mood at FashionCenterDallas got a lift from strong January retail sales, inspiring buyers to pick up extra spring merchandise as others invested in fall.

“I’m still buying more dresses because they’re new and fresh to me.”

— Kari Keams,
Carl & Barni

“The attitude is very positive in the specialty store sector, which is our lifeblood,” Bill Winsor, president and chief executive officer of the Dallas Market Center Co., parent of FashionCenterDallas, said at the four-day market that ended Jan. 31. “January markets tend to tell you how the year is going to be, and I’m very hopeful it will be a good year in retail across both hard and soft goods.”

It was the first show at FCD with the new Sunday to



PHOTO BY MAN COULTER

The Pulse showroom at FashionCenterDallas.



moda
MANHATTAN
JURIED READY-TO-WEAR

February 18-20, 2007
Over 400 Lines of
Juried Ready-To-Wear
Fall/Winter 2007 Collections

Metropolitan Pavilion
Altman Building
125 West 18th Street
(Between 6th & 7th Avenue)
NYC

Attend: 866-696-6020
Exhibit: 212-710-7441

www.modamanhattan.com

Moda Manhattan is a property of Business Journals, Inc.



NICCOLÒ presents

Aless
Alexa Wagner
Antonio Berardi
Clips
Jacqueline Quim
Maria Pinto
Mariena-Maree
Mary Jane
Suzanne Simon



499 7th Ave South Tower 24th fl N.Y. N.Y. 10018
212.465.8575
www.niccolonyc.com

Come See Mary Jane & Suzanne Simon at The Coterie.

Market



Wednesday schedule. Sales representatives were pleased with traffic, especially on Sunday, but buyers' opinions on the new calendar varied. Some said they wished more showrooms were open on Saturday, and several reps, including Michael Singer of Brad Hughes & Associates, said they planned to make Saturday a big day during the

“Our dress business is huge and just keeps getting better.”

— John Maguire, Tootsies

next market in March.

“We’ve seen just as many stores and also lots of new stores that opened recently, so it’s nice to see the business growing,” said Melanie Jennings, who manages the Johnny Was corporate showroom. “We’re ahead of last January.”

Denise Berman, a partner in Berman & Associates, which shows bridge collections such as Dominique de Sentino, said, “It’s been fabulous, one of the best January markets ever. They’re buying spring, transition and also into fall, which is very encouraging.”

Dresses, tunics, novelty tops and matte jersey items remained popular, while tartans, knits with a twist and textured fabrics emerged as fall trends.

“Our dress business is huge and just keeps getting better,” said John Maguire, dress buyer for Tootsies, a Houston three-unit retailer. “Five or 10 years ago, dresses were only for girly-

girls, for weddings or lunch. Now they’re hip. There’s this Studio 54/Twiggly cute little beaded shift coming back and they’re going to be huge. I loved that.”

Among his favorite finds were Mandalay’s silver beaded fish-scale plunge-neck cocktail dress, Nicole Miller’s silver sequined shift with a jeweled neck and Marc Bouwer’s beaded shift.

“January was surprisingly good with spring dresses,” said Marla Ross, owner of Adelante Boutique in San Antonio. “My budget is up 10 percent.”

Though she expressed concern that many of the silhouettes were too loose and blousey for her customers, Ross was pleased with Free People’s bright tribal-print sportswear, Max Studio’s aubergine matte jersey maxi dress and For Love & Liberty’s novelty tops.

Linda Spaeth, sportswear and dress buyer for Balliet’s in Oklahoma City, was looking for summer deliveries for Balliet’s new branch at The Broadmoor resort in Colorado Springs, Colo.

“Unlike the main store, our biggest selling season in Colorado is June, July and August,” she said. “I wish there were a few more later deliveries, something past April 30, because it’s a golf summer resort.”

Spaeth picked up several new lines, including Pamela Ferrari’s exclusive artistic prints, Junior Drake’s printed silk dresses and Yansi Fugel’s red-and-white striped tops over white linen shorts. She also praised Kay Unger’s dresses, including a marigold gown

with black lace trim.

With both the flagship and the seven-month-old branch exceeding plan, her budget was up.

Julie Kelly, owner of Pavilion in Tulsa, Okla., focused on accessories for immediate delivery, as well as May and June shipments of dresses and sportswear.

“Business has been good,” she said. “We had a great fall and holiday, and we were doing fine in January until we got hit with five days of ice.”

She ordered “lots of bags,” including Big Buddha’s red patent leather quilted tote and Lupe’s metallic styles, as well as Barbara Lesser’s shirred summer dress, Future Paradise’s geometric-print shift and a rose-embroidered cotton voile blouse by JW Los Angeles.

“We’re not doing nearly as embellished stuff in terms of glitz, but our customer is still enjoying embroidery,” Kelly said.

Kari Kearns, owner of Carl & Barni in Houston, was rounding out her spring and summer buy with casual styles for the suburban moms shopping at her store.

“I’m still buying more dresses because they’re new and fresh to me,” she said. “My customer doesn’t want the trapeze. It’s too Mod. The Empire waist shows off the figure a little bit more.”

Linda Segal’s Empire jersey dress fit the bill, she said, as did Junior Drake dresses.

C & BE SEEN

Women & Children's Apparel & Accessories • Gift & Home Accessories • March 18 – 21
Women & Children's Apparel & Accessories • June 3 – 6

This March, make the scene as it's bigger, bolder and more brilliant than ever. Style steps up. Fashion faces off. And, only one place pulls it all together – FashionCenterDallas. It's being held simultaneously with Gift & Home so cross-buying opportunities are a don't-miss must! Everything's new. Anything goes. It's all here. C & BE SEEN™

fashioncenterdallas
AT DALLAS MARKET CENTER

50th

STYLES CHANGE. SO DO DATES.
FashionCenterDallas dates have changed to SUNDAY – WEDNESDAY.

Swarovski Looks to Branch Out, Diversify

Continued from page one

"Business is not getting easier. There is competition out there, but we're working hard." Swarovski crystals have adorned everything from Dorothy's red slippers in "The Wizard of Oz" to the back pockets of Seven For All Mankind jeans. The company, as multifaceted as one of its synthetic jewels, has managed to work with nearly every major designer today, including Giorgio Armani, Chanel, Prada, Yves Saint Laurent, Dolce & Gabbana and Alexander McQueen.

The firm's sponsorship of the Council of Fashion Designers of America Fashion Awards and its financial support of young designers have helped earn it style points. Nadja Swarovski, vice president of international communications, said the impact of these initiatives had extended far beyond that of traditional advertising campaigns.

"We try to create living examples of what can be done with the crystals," she said.

The company is planning a bevy of new initiatives to grow its business and boost name recognition. These include:

"Ten years ago, it was not really something relevant to put crystals on casual sportswear, but this whole movement really opened up new possibilities."

— Markus Langes-Swarovski

- Branching out into fragrances and color cosmetics. Langes-Swarovski said the company was talking to prospective beauty partners and that a deal could come this year. He went on to specify that a small beauty company would be the likely choice rather than a larger one with an already packed brand portfolio.

- Moving into higher-quality jewelry. Swarovski is considering using its gemstone subsidiary Signity to incorporate precious stones like rubies, sapphires and emeralds into its collections. This development is expected during the next one to two years.

- Staging the third edition of the flashy Fashion Rocks event in October. It will take place in London. The 2005 edition, in Monte Carlo, was also sponsored by Swarovski. The first edition was at Royal Albert Hall in London. A rock 'n' roll-theme Fashion Rocks jewelry collection is also in the works.

- Launching a comprehensive wedding project early next year. Swarovski will work with wedding planners and designers to organize every aspect of the event, from sparkling gowns to crystal champagne flutes.

- A new marketing push. This is particularly important to the company, since "Swarovski" is often used as a blanket term for all things crystal. The company is introducing a new label — "Made With Crystallized Swarovski Elements" — that it hopes its partners will apply to individual items or display in their stores.

"We want to make sure that a consumer really can make a wise choice," Markus Lampe, Swarovski's senior vice president of marketing, said at a press presentation here.

With a history dating back to the Austro-Hungarian Empire, Swarovski established its link to the high fashion world early on. In 1931, it developed crystal-studded ribbons and in 1956, it worked with a young Christian Dior to develop Aurora Borealis, a shimmery finish for cut crystal. The designer link continues today.

"Their products are very high quality and they're shinier than the others," said Stefano Gabbana, who, along with his partner, Domenico Dolce, has an affinity for the glassy accoutrements. "We have used this material in a major way, not just as trim, which has given them a boost."

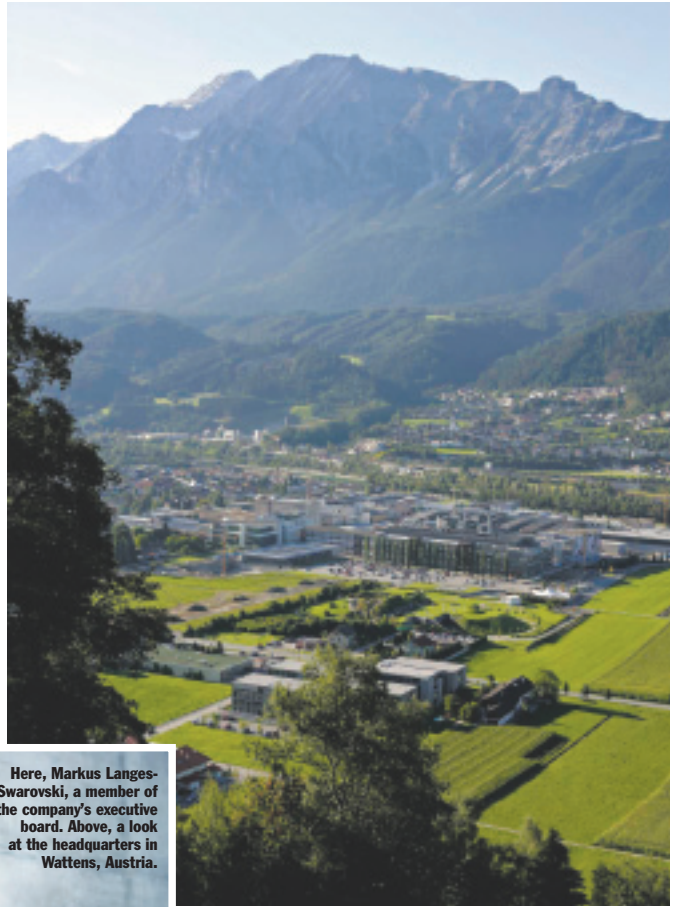
Swarovski crystals once were destined only for red-carpet gowns and evening bags, but designers are increasingly using them for sporty day items and accessories, prompting the company to create new application methods. Last year, Swarovski introduced a yarn containing crystal fragments that can be used in knits and embroideries. The company is working with Gucci and Louis Vuitton on a crystal application for leather.

"Ten years ago, it was not really something relevant to put crystals on casual sportswear, but this whole movement really opened up new possibilities," Langes-Swarovski said.

The company is responding to fashion designers' needs and the overall trend to minimalism by toning down the shine of some of its components in favor of milkier, pearl-like tones. Two of the company's most recent additions to its 140-hue portfolio were mint alabaster and rose water opal.

Langes-Swarovski said the overall market growth for crystal had begun to slow down, so innovation was critical for the company, which is based in a small town about 14 miles east of Innsbruck.

"We are still the market leader. We have the obligation to constantly...stimulate the overall appetite for crystal," he said. "Yes, of course, our competitors are profiting from that, but we are also profiting from that."



Here, Markus Langes-Swarovski, a member of the company's executive board. Above, a look at the headquarters in Wattens, Austria.



Langes-Swarovski, 32, heads branding and communications for the company, which has about 60 shareholders. Fond of talking as poet and businessman, he drops phrases like "the poetry of precision" and "turning destiny to sanctity" among his financial forecasts and snippets about the democratic nature of the brand.

"Our approach to luxury is a multilevel approach to luxury. It's an including approach rather than an excluding approach," Langes-Swarovski said. The company's jewelry collections offer a vast range of products, from an elasticized

bangle fetching 15 euros (about \$20) to an elaborate ruthenium-plated necklace with heliotrope, tabac and jet crystals for 3,200 euros (\$4,160).

Swarovski isn't afraid to dwell outside the rarefied world of couture; its product range trickles down to kitschy fare like miniature figurines of angels and unicorns. Few brands are able to balance such a dichotomy, but the strategy seems to be working.

Swarovski's 2006 sales rose 8.9 percent, to 2.33 billion euros (\$2.94 billion at average rates), and the crystal jewelry and component revenue was 1.74 billion euros (\$2.19 billion) of the total. The company is aiming to reach 3.12 billion euros (\$4.06 billion at current rates) in crystal sales by 2012.

Like founder Daniel Swarovski, who fled to this alpine village more than 100 years ago to safeguard his innovative crystal-cutting techniques from competitors in his native Bohemia, now part of the Czech Republic, his company is determined to keep its corporate secrets in the family vault. Only top executives are privy to the whole crystal-making process, which in company literature is described in almost mystical terms of fire, sand and water. Not even factory workers are allowed to learn more than bits and pieces of the production chain.

"We are really very exigent in protecting our know-how so there are not a lot of people who know the whole process — very few, actually," Langes-Swarovski said.

Nike Details Expansion Plan, Sees \$23 Billion in Revenues by 2011

Nike Inc. outlined a global growth strategy on Tuesday that the athletic giant hopes will help it reach \$23 billion in revenues by 2011, up from \$15 billion in fiscal 2006.

The Beaverton, Ore.-based company said that over the next five years it expects the Nike brand to generate 75 percent of the growth. The brand is creating new category-specific product for six target areas: running, basketball, soccer, women's fit-

ness, men's training and sport culture.

"As the market leader, we have the ability and the responsibility to take the industry and our partners to a new and better place," Nike president and chief executive officer Mark Parker told investors during a conference at company headquarters. "The ability to connect with consumers is the single most important competitive advantage in our industry today. Nobody does this better than

Nike. Our vision is clear. I've never been more excited about our opportunities."

Nike's wholesale business model will remain the primary driver, with retail partners expected to continue to generate more than 80 percent of sales in 2011. Nike plans to start executing segmented concepts with key retail partners in the U.S. over the next two years.

The company will expand direct-to-consumer businesses, which include

full-price stores, factory outlets and e-commerce. By 2011, Nike anticipates direct-to-consumer sales to increase to 15 percent of sales, compared with the current 12 percent. The company also plans to open about 100 new full-price Nike stores worldwide, with as many as half in the U.S., over the next three years.

"Becoming a better retailer will help us be a better wholesale partner," Parker said.

— Whitney Beckett

WWD

©The retailers' daily newspaper
 Published by Fairchild Publications Inc., a subsidiary of
 Advance Publications Inc.
 750 Third Avenue, New York, N.Y. 10017

PATRICK MCCARTHY, Chairman and Editorial Director
EDWARD NARODZA, Editor in Chief
PETE BORN, Executive Vice President
BRIDGET FOLEY, Executive Editor

JAMES FALLON, Editor
RICHARD ROSEN, Managing Editor
DIANNE M. POGODA, Managing Editor, Fashion/Special Reports
LISA LOCKWOOD, News Director
DAVID MOYI, Senior Editor, Retail
ARTHUR FRIEDMAN, Senior Editor, Markets
ARTHUR ZACZKIEWICZ, Senior Editor, Financial
LORNA KUSKI, Associate Editor
GABE DOPPELT, Entertainment Editor
MILES SOCHA, Bureau Chief, Paris
SAMANTHA CONTI, Bureau Chief, London
ALESSANDRA ILARI, Bureau Chief, Milan
MARCO MEDINA, Bureau Chief, Los Angeles
BOBBI QUEEN, Senior Fashion Editor
JENNY B. FINE, Associate Editor
ANAMARIA WILSON, Eye Editor
VALERIE SECKLER, Marketing Editor, Statistics
SHARON EDELSON, Senior Editor, Specialty Retail
JULIE NAUGHTON, Senior Prestige Market Beauty Editor
ANDREA NAGEL, Mass Beauty Editor
NANDINI D'SOUZA, Fashion Features Editor
SARAH TAYLOR, Fashion Features Editor
MARIE KARIMZADEH, Designer Sportswear Editor
LIBBY ESTELL, Senior Accessories Editor
ROXANNE ROBINSON-ESCRIBOUT, Senior Accessories Editor
KIM FRIDAY, Senior Fashion Editor, Sportswear
ANTONIA SARDOINE, Senior Market Editor
EMILY HOLT, Associate Eye Editor
JACOB BERNSTEIN, Associate Eye Editor
ELISA LIPSKY-KARASZ, Associate Eye Editor
VANESSA LAWRENCE, Eye Reporter
CECILY HALL, List and Statistics Editor
MICHAEL AGOSTA, Associate Special Sections Editor

MARKET EDITORS

Accessories: Sophia Chabbot, Caroline Tel (News), Shoshanna Fischhoff (Fashion); Beauty: Matthew W. Evans, Molly Prior, Michele Edgar; Furs: Bobbi Queen; Innerwear/Bodywear: Karyn Mongel; Ready-to-Wear and Sportswear News: Whitney Beckett, Rosemary Fotelberg, Julie Greenberg, Ross Tucker; Ready-to-Wear and Sportswear Fashion: David Yaselsky; Media: Irm Carmon, Stephanie D. Smith, Amy Wicks; Technology: Cate T. Corcoran, Denise Power; Textiles: Ross Tucker (News)

CORRESPONDENTS

Atlanta: Georgia Lee (Bureau Chief), Elizabeth Thurman (Assistant Editor); Dallas: Holly Haber (Bureau Chief), Rusty Williamson (Associate Bureau Chief); Milan: Luisa Zargani, Amanda Kaiser, Courtney Colvita; Chiara Hughes (Editorial Manager); London: Ellen Bunney, Nina Jones; Los Angeles: Melissa Magaysay, Monica Schweiger (Fashion), Rachel Brown, Kharth T.L. Tran, Emil Vestlund (News); New York: William Cotto, Vicki M. Young (Associate Financial Editor), Amy S. Choi, (Associate Editor), Luca Casatone, Jeanne Poggi (Financial Reports); Lauren Benet Stephenson (Web Editor), Carter Love, Bookings Editor; Venessa Lau, Jessica Iredale (Fashion); Paris: Robert Murphy (Retail and Fashion News Editor), Jennifer Weil (Beauty), Ellen Groves (Beauty), Laurent Folcher, Katya Foreman, Emile Marsh; Boston: Katherine Bowers; Washington: Kristi Elle (Bureau Chief), Evan Clark; Tara Bonet-Black, Veronique Hyland, Court Williams (Editorial Assistants)

LAYOUT/COPY DESK

STEVEN HILLMAN, Copy Chief
PETER SABERA, Deputy Copy Chief
 Deborah Boylan, Doug Hennemeyer,
 Lisa Kelly, Maureen Morrison
 (Copy Editors)

ART DEPARTMENT

ANDREW FLYNN, Group Art Director
LUZMERY AMADOR, KIM GILBY, Deputy Art Directors
 Designers: Kara Hasson-Binnie, Mandy Lee,
 Amy LoMacchio, Isabel Villafuerte
JENNIFER BIHEL, Photo Research Manager
CARRIE PROVENZANO, Associate Photo Editor
ANITA BETHEL, Photo and Imaging Director

PHOTOGRAPHERS

New York: Pasha Antonov, John Aquino, Talaya Centeno,
 George Chinsee, Steve Eichner, Kyle Erickson,
 Thomas Iannaccone, Robert Mitra



RALPH ERARDY, Senior VP Group Publisher
JAY SPALERA, Publisher

JOEL FERTEL, Associate Publisher, Innerwear/Legwear/Textiles
DALE REICH, Associate Publisher, Media & Trade Shows
VANESSA MAHLAB, Associate Publisher, Sportswear
ALIX MICHEL, Associate Publisher, Accessories
TIA POTTER, Associate Publisher, Technology
DEBRA GOLDBERG, Associate Publisher, Beauty
RANDI SEGAL, Mass Beauty Director
ERICA SHAFER, Fashion Director
LISA ENGERT, Executive Director, Fine Jewelry
MELISSA MORALES, Account Manager
SUSAN SMITH, Regional Advertising Director
DEBORAH LEVY, Senior Account Manager, West Coast
RON TROXELL, Senior Account Manager, West Coast
PARIS ELIZABETH HAYNES, European Advertising Director
ELENA DEBULLI, Advertising Director, Italy
OLGA KOUZNETSOVA, Account Executive, Milan
JODI MARCHISOTTI, Associate Publisher, Marketing
BLANDRULIEWICZ, General Manager, Fairchild Fashion Group
GREGORY REMILAND, General Manager, Fairchild Online
GENA KELLY, Executive Director, Manufacturing & Distribution
CHRIS WENIGEL, Group Production Director
CRISTINA TAVARES, Production Director
MICHELE LEUNG, Production Manager
JILL BREINER, Associate Production Manager
MICHAEL WAGNER, Senior B2B Distribution Manager
WENDY FRANK, Circulation Director
ANDREA KAPLAN, VP Corporate Communications
JULIE GU, Executive Assistant to the President

TO DIAL DEPTS. DIRECT AREA CODE 212
 News: 630-3500 Fashion: 630-3520 Display Advertising:
 630-4600 Classified Advertising: 630-4610 Editorial Reprints:
 212-9595 Individual Subscriptions: 800-699-0273 Group
 Subscriptions: 212-630-4196; Subscription orders can be
 faxed to 818-467-4550; Production: 630-4475

FAIRCHILD OFFICES

ATLANTA 30303: 3500 Peachtree Rd., N.E., Suite 505,
 (404) 926-3535. CHICAGO 60611: 875 N. Michigan Ave.,
 Suite 1410, (312) 649-6539. DALLAS 75207:
 2730 Simmons Pkwy., Suite 211, (214) 630-5461. LONDON
 WC2: 20 Short's Gardens, WC2H 9AU, (44207) 240-0420.
 LOS ANGELES 90048: 6300 Wilshire Blvd., Suite 720 (323)
 951-1800. MILAN 20121: Piazza Cavour 2, (011) 39-02-
 6558-4201. PARIS 75008: Rue Royale,
 (331) 4-451-1300. WASHINGTON 20036: 1050 17th St.,
 N.W., Suite 600 (202) 496-4975.

FAIRCHILD FASHION GROUP
DANIEL LAGANI, President

Ruling OKs Class Action Suit Against Wal-Mart

By Katherine Bowers

A federal appeals court on Tuesday upheld a 2004 ruling granting class action status to 1.5 million current and former female Wal-Mart associates in the largest gender discrimination case in U.S. history.

The company unsuccessfully argued that such a large class would be unmanageable and that the plaintiffs' experiences were individual rather than representative of a discriminatory culture and practices at the \$312 billion retailer.

"We find the district court acted within its broad discre-

tion in concluding it would be better to handle this case as a class action rather than clogging federal courts with innumerable individual suits litigating the same issues over and over," the appeals judges wrote in the 53-page decision.

The suit, filed on behalf of Betty Dukes and five other former Wal-Mart associates, alleges women are paid less than male counterparts with similar experience and receive fewer promotions.

Wal-Mart said it would appeal.

"We are very optimistic about obtaining relief from this ruling as the case pro-

gresses," said Wal-Mart's lead attorney, Theodore J. Boutross Jr. "Wal-Mart has not conceded anything....Our position is, there is no common pattern and Wal-Mart has a strong diversity and anti-discrimination policy."

Dukes, the lead plaintiff, is an African-American woman who was promoted to manager and then demoted, allegedly in retaliation for her comments about gender discrimination.

"Our clients want to try their claims," said Joseph Sellers, one of the attorneys for the plaintiffs. "They want their day in court."

The lawsuit comes as Wal-

Mart works to improve a blemished reputation that has impaired its ability to open stores in some communities.

About 65 percent of Wal-Mart's hourly workers are women, but only 14 percent of managers are women. An analysis of Wal-Mart's employment and payroll data, submitted during the court's discovery phase, showed women were paid 4.5 percent to 5.65 percent less than men with comparable experience.

The suit covers women who worked for Wal-Mart since December 1998, and seeks injunctive and declaratory relief, lost pay and punitive damages.

RAINFOREST.
 A NEW WOMEN'S OUTERWEAR COLLECTION

420 Fifth Avenue, 27th Floor, New York, New York 10018. 212-575-7620
 rainforest.com

See us at The Center

WWD West

Las Vegas Town Square Looks to Locals

By Emili Vesilind

Turnberry Associates, the real estate development company spearheading Las Vegas Town Square, a \$750 million shopping center scheduled to open in October, is targeting local residents, rather than tourists, in one of the nation's fastest-growing regions.

The company said it has signed up a majority of future tenants, including Victoria's Secret, Abercrombie & Fitch, Guess and Banana Republic. The 1.5-million-square-foot center at the intersection of highways 15 and 215, less than two miles south of McCarran International Airport, also will feature an 18-screen movie theater, Whole Foods, Borders bookseller, Frye's electronics store and a 24 Hour Fitness gym.

Turnberry Associates, based in Aventura, Fla., is partners on the project with Las Vegas-based industrial developer Centra. Turnberry is leasing and managing the center's 150 planned retail units, and Centra is overseeing the 350,000 square feet of office space situated above the stores.

Town Square will have 20 buildings. "It's a place unlike a mall and unlike a traditional lifestyle center," said Joe Tagliola, president of retail for Turnberry Associates. "We're virtually creating a little town. It's a village-style setting designed around the concept of New Urbanism. We're actually creating a town square."

The primary indoor-outdoor gathering place will feature seating, grassy areas and an entertainment area with fountains that kids can splash around in and soft play areas. There will also be a series of courtyards with seating.

Tagliola said the project targets regional shoppers from the 600-square-mile metropolitan area instead of the city's estimated 35 million annual tourists. "We're being really careful to not focus on tourism. We're going after...Las Vegas metro," which has a population of more than 1.6 million, about 70 percent of Nevada's total.

From 1996 to 2005, officials said Las Vegas created 335,000 new jobs, increased inflation-adjusted taxable retail sales by \$6 billion and added 17.2 million square feet for anchored retail centers, excluding malls, to a base of 25.2 million square feet.

A rendering of Las Vegas Town Square.



Town Square will compete directly with centers including Desert Passage at the Aladdin Las Vegas resort, which features stores such as BCBG Max Azria, Ann Taylor Loft and bebe, and Fashion Show shopping center, a sprawling freestanding mall on the north end of South Las Vegas Boulevard with 250 specialty stores and five department store anchors.

Las Vegas Town Square has leased about 80 percent of its retail units. Other tenants include BCBG Max Azria, Chico's, Cache, Crabtree & Evelyn, Eddie Bauer, Fossil, Hollister, Lucky Brand Jeans, MAC cosmetics, Michael Stars, Oakley, Puma, Replay, Solstice, Soma, Steve Madden, Tommy Bahama, White House Black Market and Apple.

"We're promoting and creating an environment with multiple uses," said Tagliola, adding that restaurants will include Texas de Brazil and Yard House. "It's going to be a really cool place to go and hang out in."

Architectural firms Marnell Corrao Associates, based in Las Vegas, and Baltimore-based Development Design Group both worked on Town Square. Based on renderings and models, the aesthetics meld architectural styles with a pronounced Mediterranean influence. Some of the buildings recall classic Italian villas, while others are modern, glass-and-steel structures.

"Many of the buildings have an old-world feel to them, like they've been around forever," Tagliola said.

The firm this year also will begin construction on the Fontainebleau, a 3,900-room resort and casino on Las Vegas Boulevard that will encompass 300,000 square feet of retail space, said Tagliola, who declined to name any tenants.

The 63-story project will be on 24.5 acres of the former El Rancho resort. The Fontainebleau takes its name from the venerable Miami Beach hotel, which was a favorite of the Rat Pack in the Fifties. The project is slated for completion in September 2009.

Among Turnberry Associates' previous projects were the three residential towers at the MGM Grand Casino Hotel in Las Vegas, the 2.4-million-square-foot Aventura Mall in Aventura, Fla., and the 420,000-square-foot Destin Commons in Destin, Fla.

Colcci Makes U.S. Beachhead in Santa Monica

By Khanh T.L. Tran

SANTA MONICA, Calif. — A 21-year-old brand that generates more than \$100 million in sales in its native Brazil and flaunts supermodel Gisele Bündchen in ads, Colcci is taking measured steps to break into the U.S. market.

Owned by AMC Textile, which says it is the second-largest manufacturer in Brazil, the young contemporary label has opened its first U.S. office here with five employees, who are trying to build a wholesale business in a market that they acknowledged to be difficult, competitive and fast-moving. "For any company, not just a fashion company," the task would be a challenge, said managing director Roberta Cysne, who previously worked at Diesel in Italy and Liz Claiborne in Amsterdam.

Colcci faces competition not only from fast-fashion retailers including Los Angeles-based Forever 21, but also other emerging young contemporary labels like Hot Kiss Inc.'s Emphasis. The U.S. is the latest foreign market Colcci is entering. It established operations in Europe in 2003, and in Australia and Japan a year later. Annual sales in France, England, Italy and about a half-dozen other European countries already number \$18 million at wholesale. Cysne said it had a retention rate of about 60 percent with European retailers and planned to open its first European store in Spain in 2008.

Still, the U.S. is an important market, and one where Colcci hopes to exceed its business in Brazil, where it has 120 freestanding stores and 1,000-plus points of sale. Though Cysne plans eventually to open a store in the U.S. and stage a fashion show in New York, she said the current focus was to open accounts with specialty shops and chains that have six or seven locations. So far, Colcci has booked orders from Vault Jeans in Houston, Scarlet in Little Rock, Ark., Staxx in Springfield, Mo., and others.

Colcci, to be launched in the U.S. for winter, designs for four seasons, 230 to 300 stockkeeping units per season; men's styles will make up a third. (Colcci offers 800 to 1,000 sku's per season in Brazil.) Average wholesale prices are \$30 for



Colcci ad featuring Gisele Bündchen.



A look from Colcci's winter collection.

tops, \$40 for denim, \$45 for sweaters, \$50 for nondenim bottoms and \$75 to \$80 for jackets.

Cysne declined to make first-year sales projections, but predicted that the dresses and tops would do as well in the U.S. as they have in Europe, where they make up 45 percent of the business. Made mostly of cotton and Tencel, the voluminous dresses and tops are meant to be worn over leggings and skinny jeans, which come in shades such as black, raw indigo and canary yellow. For a bit of spice, the back pocket of one jean has the phrase "original Colcci" stitched vertically in gold thread in big cursive script.

Such styling convinced owners of Connoisseur 533 in San Jose, Calif., to dub Colcci "the Versace of Brazil" after spotting the label everywhere on trips to the South American country. The four-month-old streetwear boutique added Colcci to its roster of women's labels, including Nicacelly, Hellz Bells and Mama.

Kareem Jahron, co-owner of Connoisseur 533, said his partner, Danny Sullivan, recently took a model to Colcci's office in Santa Monica and ordered anything that looked good on her. "He ordered a lot of stuff — a lot of the jeans and shoes," Jahron said, expecting that his customers will cotton to the relatively unknown brand because it fits well. "For women, it's all about fit, feel and color," he said.

Forever 21 Rollout Barreling Into L.A.

LOS ANGELES — Junior retailer Forever 21 plans to open a 10,480-square-foot XXI store in the Hollywood & Highland shopping center here in mid-2007, pursuing an aggressive rollout in the Los Angeles metro area, where it operates 28 units.

The newest Los Angeles store will be located on a touristy strip of Hollywood Boulevard, within three miles of existing company units at the Beverly Center and The Grove shopping centers. The XXI concept was originally conceived as a larger-format Forever 21 store; most units measure more than 18,000 square feet.

The privately owned company characterized the store as a new retail concept, although it is more revision than reinvention. Forever 21 already operates 17 XXI stores in nine states and Canada, but will now integrate men's wear into its mix of young contemporary apparel.

"Going forward, XXI will feature an expanded accessories section and will add a full men's line," said Larry Meyer, senior vice president of Forever 21. "Store size will increase to help accommodate the increased merchandise."

The Los Angeles retailer helped invent the concept of fast fashion, producing ubertrendy merchandise at lightning speed. It has had to stay nimble to keep pace with a growing pack of competitors, chiefly Hennes & Mauritz and Zara, two European chains that have opened strongly in key U.S. markets. Last year at the Beverly Center, H&M launched a unit across from Forever 21's three-year-old XXI store.

"We welcome [H&M] as a competitor in this market," Meyer said. "We have competed well with them in other markets."

Part of the company's strategy for staying on top has been to diversify its retail base. In recent years, Forever 21 has started a hodgepodge of retail concepts, including Heritage 1981 — pricier casualwear geared to the Abercrombie & Fitch set — a 40,000-square-foot department store-like Forever 21 prototype and For Love 21, an all-accessories concept that added four new doors in 2006.

Growing all the concepts is a priority for the company, which will launch more than 70 stores and expand another 20 in the next few years. "Our focus is on finding locations for our larger concepts and expanding in better malls," Meyer said.

The company, which also is pursuing expansion in smaller, less-saturated markets such as Lynnwood, Wash., and Toledo, Ohio, operates more than 300 locations nationwide, in addition to an estimated 100 Gadzooks stores since acquiring the teen retailer in 2005.

— E.V.

WWD Marketplace West

Call 1.800.423.3314 or email fclassified@fairchildpub.com to advertise

Help Wanted	Help Wanted	Help Wanted	Help Wanted	Help Wanted	Help Wanted
-------------	-------------	-------------	-------------	-------------	-------------



Looking for a Job in Orange County?

Look no further than 24 Seven.

The 24 Seven in Newport Beach works with the top companies in the Orange County Area.
Current job openings include:

FULL-TIME: Juniors Swimwear Designer Sr. Mens Designer Sr. Graphic Designer Jr. Graphic Designer	Technical Designer Mens Accessories Designer Product Developer Denim Designer	Technical Design Manager Account Executive	FREELANCE: Patternmaker Production Artist Web Designer Designers	Technical Designers CAD Designers
---	--	---	---	--------------------------------------



We Put Fashion To Work.™

Please send your resume and career goals in confidence to: mglover@24seveninc.com
2901 West Coast Highway Suite 250, Newport Beach, CA 92663 714-540-2777

YAYA AFLALO

Is continuing to grow and is looking to fill the following positions:

SALES REPRESENTATIVE (WEST COAST)
 YAYA BRAND INC. is looking for a Sales Representative to join our LA Division. This candidate will have at least 2 years of experience in the Contemporary Women's Market. Responsibilities will include: a) a visit

Please email your resume to: mitchell@yayabranding.com or fax to 323-587-0483

DESIGN ASSISTANT FOR LOVE YAYA (LOS ANGELES)
 We are currently looking for a self-motivated, and creative individual to work as a full-time Design Assistant for our casual lifestyle. LOVE YAYA, Assistant and help facilitate the design & execution of the line. Strong technical, conceptual, organizational skills & sense of urgency. Must understand garment construction. Be proficient in Adobe Illustrator & Excel. Fashion Design degree preferred. Benefits.

Please email your resume to: step@yayabranding.com

CHARLIE LAPSON GROUP HANDBAG AND ACCESSORIES ASSOCIATE DESIGNER

LOS ANGELES BASED POSITION

THE CANDIDATE FOR THIS EXCITING OPPORTUNITY WILL WORK DIRECTLY W/ THE HEAD OF THE COMPANY, CREATING THE KEY ACCESSORIES THAT DAZZLE CELEBRITIES ON THE RED CARPETS AND ARE FEATURED IN FASHION MAGAZINES INTERNATIONALLY. YOU WILL ASSIST WITH ALL ASPECTS OF DESIGN, SKETCHING, SOURCING, RESEARCH AND SAMPLE DEVELOPMENT, INCLUDING CREATING TECH PACKS. YOU WILL INTERACT WITH VENDORS IN ASIA AND TANNERIES IN ITALY. MUST BE COMPUTER SAVVY AND ABLE TO COMMUNICATE WITH OVERSEAS OFFICES VIA EMAIL DAILY. YOU WILL BE ABLE TO TRAVEL TO ASIA, EUROPE AND SEVERAL US CITIES DURING THE YEAR. MUST HAVE A DESIGN DEGREE AND MINIMUM 2+ YEARS OF INDUSTRY EXPERIENCE WITH FASHION ACCESSORIES OR APPAREL.

PLEASE EMAIL YOUR RESUME AND SALARY HISTORY TO
LADESIGNCO@AOL.COM INCLUDE JOB CODE #1068



IS RETAIL YOUR PASSION?



MANAGER OF RETAIL OPERATIONS

Ideal candidate will have a minimum of 4 years exp in high-end retail operations, to include Visual Merchandising, Sales Promotion, Inventory Control and Retail Staff Development. Impeccable grooming, outstanding communication skills and excellent references required.

Position is full-time (including weekends and holidays) and will oversee three retail outlets:
 • **Luxury Boutique • Resort Shop & • Spa Boutique**

We offer a competitive salary, benefits and an exceptional work environment.

**For consideration, fax your resume and cover letter to
 805-571-3225**

www.bacarasort.com
EOE

Private Label Sleepwear and Daywear manufacturer group is seeking LA office based:

National Sales Manager/ Sales Executive
 Min. 5 years exp & strong relationships with major retail. Excellent communication skills & self-motivation & team working.

Daywear Designer
 Must have strong sketch & technical package skills, Illustrator skills, fit knowledge, etc.

Production Coordinator
 Min. 3 years in sales/product development experience with good merchandising skill. Must have PC knowledge & be able to work independently.

**Please email resume & salary requirements to:
 matthew@winchoiceapparel.com**



**DESIGN DIRECTOR
WOMEN'S COLLECTION**

Must have Director-level experience with knowledge of premium fabrics and trims. Must know how to process garments, denim and non-denim. Fitting experience is required. Garments are highly constructed and detailed, and a high taste level is a must. Must know Adobe Illustrator and MS Excel. Some travel required.

EVER® is a fast-growing, premium contemporary apparel collection in Los Angeles. We offer a great work environment and compensation package. Please fax your resume to Jason at 323-587-7154. web: www.ever-us.com

TO PLACE A CLASSIFIED AD PLEASE CALL OUR TOLL-FREE 800-423-3314

FOR MORE CLASSIFIED ADS PLEASE CHECK OUR WEBSITE DAILY AT
 www.WWD.com

VP OF SALES

**Major Sleepwear/Lingerie Co. In SF, CA
Excellent Opportunity**

We have an immediate opening for a VP of Sales. Co. factory direct manufactures in Asia. Expand brand & private label with major accts, Nat'l chains, & Dept. Stores. Strong analytical skills / focused / career driven.

We offer great opportunities & a competitive package.
 Please Email or fax resumes to:
 E: hrdept@lhome.com Fax: 510/651-2621 EOE

Sales Help Wanted **Sales Help Wanted**

NATIONAL SALES MANAGER

Contemporary Women's & Men's Apparel

Established & rapidly growing Los Angeles-based women's & men's contemporary brand seeks a dynamic National Sales Manager to oversee & motivate team of sales representatives. Existing relationships with majors is essential. Candidate must possess exceptional communication and analytical skills. Extensive knowledge of retail math is required. Selected candidate will be responsible for monthly sales projection tracking, dept. store analysis and liaising with distributors. Salary + Bonus + Benefits. Email resume in confidence to:
hr.search@hotmail.com

BUYER - WOMEN'S CONTEMPORARY San Francisco, California

Responsible for the development and execution of merchandising strategies and financial plans for Women's Contemporary at eLUXURY.com. This position will be responsible for vendor negotiations, assortment planning, seasonal buys, basic replenishment, vendor relations along with achieving department sales and gross profit objectives. Please e-mail your resume and cover letter to
jobs@eluxury.com

real estate suppliers
opportunities
careers travel

26,630 WWD readers are located in the Western region of the United States.

Fairchild Classified

Call 1-800-423-3314 or email fclassified@fairchildpub.com to advertise.
Source: 03/06 ABC; WWD Subscriber Study; Beta Research Inc., 2005.

Rebecca

SALES REPS

Italian jewelry brand, a world leader, is entering the U.S. market. Looking for energetic Sales Reps who are professional, able to communicate & ready to work with a dynamic marketing & management team.

Please send your resume to:
agostino.magni@testspa.it

**INDEPENDANT REP
SUITS - Los Angeles**

Chinese mfg. of men/ladies suits, with a CA base, seeks a well connected rep. Established in 1945, our annual production is 200K. Lucrative commission package available for the right person.

See us at MAGIC!
 #CM22964
 or email:
berotexinc@yahoo.com

WWD Marketplace National

Call 1.800.423.3314 or email fpclassified@fairchildpub.com to advertise

BUYERS' MART

RTW Items Wanted

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

Off Price Wanted

JOBBER/EXPORTER
We buy better goods. All categories,
including fabrics. Immediate \$\$.
Please call 212-279-1902

REAL ESTATE

To Let For Business

1407 BROADWAY
SHOWROOMS/OFFICES
TREBOR MGMT
Bob Forman 212-944-6094 x 314

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

Showrooms Available

Showroom just off 7th
Small dress mfr. seeks firm or possible
mfr. rep to share showroom.
Fax: 212-840-6653

Showroom to Sublet!
Gorgeous ground floor next to the
elevator w/ private showing booth for
your line. Share receptionist. Production
person & financial advice experts
available for support. Retail space
available. Too pretty to miss just a
turn key operation. Rent the best for
less. Fax: 212-730-4625.

Office Space Available

Office Share / Bryant Park
Office and/or Workspace. Fully
furnished in great bldg. Free phone
and internet access. Call 212-869-8211

Retail Space Available

On 7th Ave. 800 SQ. FT. ON 7TH AVE.
212-484-3765

BUSINESS OPPORTUNITIES

Business Services

PATTERNS, SAMPLES, PRODUCTIONS
All lines. Any styles. Fine Fast Service.
Call Sherry 212-719-0622.

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

Patterns/Samples/Production Snaps/Covered Button
Any Style - Full Service
Call 212-278-0606 / 646-441-0950
Beading Service By Professional
Contract. Penney 917-576-3138

Education

NEW YORK SCHOOL OF DESIGN
Licensed by NY's Education Dept.
4-6 Months with Starting 4-6
Months Training Programs Even & Weekend
Fashion Graphic CAD Designer
Fashion Design
Fashion Illustration
Fashion Merchandising
Fashion Retail Management
Fashion Sales
Women's Wear Portfolio
Draping I, II & III
212-264-8827
Interns are Available!

Photoshop Illustrator CAD Design Training
Fashion Design
Fashion Illustration
Fashion Merchandising
Fashion Retail Management
Fashion Sales
Women's Wear Portfolio
Draping I, II & III
212-264-8827
Interns are Available!

Design Hell..pl
for the Fashion and Textile Industry
Photshop & Illustrator
professional skills and techniques
and portfolio development
Choose your specialization
Customize your course
Advance your career
Day, Eve, & Wknd classes
New classes begin w/ky!
Call Design Hell..pl
212-244-1435

Career Services

FASHION RESUMES SINCE 1970
Lifetime Updating/Phone Interviews
Rush Service Available
PROFESSIONAL RESUMES, INC.
(212)897-1282/(800)221-4425
www.resumesforfashion.com

Freelance Services

Merchandise Brand Developer/Freelance
25 years industry exp. in Whole/Retail
merchandising, design and financial
disciplines. Expert ability to direct and
focus Brand Identity through product
(color, silhouette and Trend), customer
profile and competitive analysis.
Merchandise9@aol.com

HELP WANTED

Help Wanted

ACCESSORY JOBS

*Assoc Account Exec-exp as sales assist- 45K
*Creative Director Tween Room Decor 580K
*Footwear Designer-Casual-Exp Only-575K
*Graphic Artists-Sleepwear-EXPIII To 560K
*Planner/Analyst-Exp w/ Mass Stores-585K
*Product Dev/Merch-Belt-Exp/Sewer to 45K
ACCESSORY EXECUTIVES, INC
Call for details on jobs@ (212)213-6386
Email Resumes:Accessoryexec@aol.com

COSABELLA

Account Executive
Luxury Italian brand seeks highly
motivated sales pro to join NY team
to drive & grow specialty store sales
in the Northeast & New York region.
Candidate must be ambitious, have
excellent presentation, effective com-
munication & good analytical skills.
Extensive road travel required.
Knowledge of RTW a plus. Competitive
salary & benefits commensurate
with experience & skills.
Send resume & salary requirement:
recruiter@cosabella.com

Help Wanted

dreamwear inc.

Well established Lingerie Co looking to fill the following positions. Great working environment & excellent benefits.

Product Development Coordinator
Organized & detail oriented individual to follow-up on all phases of sample development, lab dips, fitting, pricing, & production details. Communication skills with overseas factory are essential. Exp working with major mass chains preferred. Strong knowledge of Word/Excel and good fashion sense required.

Account Executive
Sales professional needed for both licensed & private label product lines, all levels of distribution. Previous intimate apparel experience a must.

Sales Assistant
Minimum 1-year experience assisting sales team. Must have strong communication and follow up skills.

Email resume with job title in subject line. Include salary requirements in cover sheet.
Jobs@dreamwear.com

ART STUDIO MANAGER

Textile Print Converter located in Soho has an immediate opening for a Studio Manager who is organized, has great memory and prior mgmt. exp. Job duties include- customer/mill liaison, working closely with production/converting dept, assorting open line, assist Head Stylist. Excellent communications skills & stable temperament a must! Creative background preferable. Salary will commensurate with experience.
Please email resumes to: fabricwithdesign@yahoo.com

ASSISTANT DESIGNER

Seeking Asst. Designer (Entry Level). Comfortable with computer, fit & construction knowledge in Illustrator, prefer bilingual both Korean & English. Must be detail oriented & possess great writing skills. We offer full benefits. Please send resume to:
Fax: (212) 768-7973 or
Email: mimmie@mapssy.com

ACCTS PAYABLE

Midtown apparel co. seeks experienced, motivated individual for full time position. Computer literacy and the ability to multitask are required. Duties are diverse and detailed in nature leading to involvement with both vendors as well as management.
Please send resume to:
accounts payable.dept@yaho.com

ALLOCATION / BILLING
Rapidly growing NYC apparel importer, Star Ride Kids, seeks exp'd candidate w/ ideally 5-7 yrs exp & excellent computer skills. Responsibilities include entering retailer orders, merging EDI orders, allocation and billing. Email resume to: careerny@yahoo.com

ARTISTS - Graphic(3) 2+ yrs w/a Jr. or Girls apparel mfr doing generic or cartoon lic' Photo/ Illus nec. \$45-55K
Les Richards Agency Call (212) 221-0870

Art Make The Fashion A-List
One of the most successful brands in America, Spiegel has been the fashion resource for over 100 years. A trend-setter in catalog and e-commerce, Spiegel Brands Inc has launched designers and careers. If you are fashion-addicted, have incredible energy and a passion for excellence, this is your opportunity. Join us if you have interest and expertise in one of the following areas:

- *Art Director
- *Assistant Art Director
- *Creative Copy Manager (Voice)
- *Technical Design
- *Sourcing
- *Merchandising
- *Finance

Our tremendous growth means competitive compensation and benefits to qualified individuals. We invite you to submit your resume, salary requirements and area of interest to hmy@spiegelbrands.com or fax to (212) 915-8920
SPIEGEL BRANDS INC

ASSISTANT DESIGNER COLD WEATHER ACCESSORIES
NYC Cold Weather Accessory Company seeks individual w/ min of 2 yrs exp in fashion knitwear or accessories related industry. Will assist Design Director in all aspects of the design process of gloves, hats & scarves. Will also work directly w/ Merchandise Director & licensors in developing national brands. Must be organized, have strong knowledge of all constructed textiles, strong color & design sense, as well as CAD exp on Prima Vision or related programs.
E-mail resume & salary reqs to: AssistDesigner@aol.com

Asst. / Assoc. Buyer
Gift Co. seeks Asst./Assoc. Buyer with 1-2 years experience in Home Buying. Email resume: tsatamp@bluelitup.com

CAD ARTIST Great Opportunity!
Growing sportswear company seeks candidates for entry level Cad Artist. Must be proficient in Illustrator & Photoshop. Please email resume to: awinter@topvalueinc.com

ASSISTANT DESIGNER

Seeking Asst. Designer (Entry Level). Comfortable with computer, fit & construction knowledge in Illustrator, prefer bilingual both Korean & English. Must be detail oriented & possess great writing skills. We offer full benefits. Please send resume to:
Fax: (212) 768-7973 or
Email: mimmie@mapssy.com

ASST PRODUCTION COORDINATOR / QC

Contemporary collection, dress & swim co seeks detailed & organized individual with garment, fit & construction knowledge. Duties include scheduling, tracking, QC & daily contact w/ domestic factories. Must be liaison between design & production. 1-3 yrs exp required.
Please fax resume or email to:
212-719-0745 or hr@shoshanna.com

Bookkeeper F/C
Leather garment mfr/importer in Midtown Manhattan seeks bookkeeper w/ garment center exp. Strong computer skills. G/L, A/R, A/P, P/B req'd. Start immediately. Send resume/salary hist.
Fax: 201-848-0465 or
E-mail: tiborith758@aol.com

Bookkeeper (full charge)
Midtown fashion accessory co. seeks FT, A/P, A/R, G/L. Knowledge of Word Excel and Quickbooks. Factor exp, min 2 years exp in Garment/Accessory industry. Eriknyec2003@aol.com

BOOKKEEPER
Garment maker. seeks book keeper with 3 yrs exp. for A/P and A/R, G/L, Payroll, Collections and charge back. Must be computer literate. Great opportunity! Fax to: 212-382-3623.

BOOKKEEPER
Manhattan based UK owned swimwear business seeks highly organized pt. ft bookkeeper/ administration manager. Job includes all aspects of A/P, A/R, bank & credit card management, reconciliations and customer invoicing. Excellent knowledge of quickbooks req'd.
E-mail resume with "Bookkeeper" in the subject line to:
sales@b-cautique.com

Associate Designer
Sweater & Knit Co. seeks private label designer w/ 3+ years exp in sweaters. Must be spec proficient w/ strong CAD sketching skills in Color Matters software. Email resumes w/ salary requirements to mizmgm3359@yahoo.com.

Assistant/Associate Designer-Cold Weather Accessories
Excellent Opportunity
Creative and organized individual to assist in the design & development of modern cold weather line as well as custom accounts. Must have technical knowledge of knitting, watters and printing. Works directly with senior designer, design director and brand manager. CAD experience an illustration, photoshop and negraphics a plus. Daily communication with overseas mills & good record keeping skills required.
Please email or fax resume to:
The Echo Design Group, Inc
Email: designHR@echodesign.com
Fax (212) 686-5017 EOE

Designer Assistant/Associate
Manhattan based Garment Importer in Ladies Sportswear is looking for a full time individual having excellent skills in sketching, grading, with ability to measure and Spec Garments.
Looking for a team player.
Please fax resume to: (212) 398-2562

Associate Designer
Sweater & Knit Co. seeks private label designer w/ 3+ years exp in sweaters. Must be spec proficient w/ strong CAD sketching skills in Color Matters software. Email resumes w/ salary requirements to mizmgm3359@yahoo.com.

Designer Assistant/Associate
Manhattan based Garment Importer in Ladies Sportswear is looking for a full time individual having excellent skills in sketching, grading, with ability to measure and Spec Garments.
Looking for a team player.
Please fax resume to: (212) 398-2562

Associate Designer
Sweater & Knit Co. seeks private label designer w/ 3+ years exp in sweaters. Must be spec proficient w/ strong CAD sketching skills in Color Matters software. Email resumes w/ salary requirements to mizmgm3359@yahoo.com.

Designer Assistant/Associate
Manhattan based Garment Importer in Ladies Sportswear is looking for a full time individual having excellent skills in sketching, grading, with ability to measure and Spec Garments.
Looking for a team player.
Please fax resume to: (212) 398-2562

Help Wanted

Cosabella related

DIRECTOR OF FINANCE & ADMINISTRATION

NY-based high-end RTW designer is seeking a CPA-level accountant / manager with fashion industry experience. You will be responsible for all accounting functions, including budgeting, financial statements, payroll, A/R and A/P, and fashion-specific analyses and reports relating to standards in inventory, costing, etc. As a member of the management team, you will also be responsible for human resource activities and general office administration, and you will support all business units, including design, production, and sales. Strong references, background check, and passion for the industry required.

To apply please send your resume and cover letter indicating your salary requirements to: HR@dpfox.com or fax to (616)458-6079

NADRI JEWELRY GROUP

DESIGNERS - FASHION JEWELRY

Industry leader in designer "Look of Fine" and trend costume jewelry seeks 2 talented designers to help us keep pace with our rapidly expanding business opportunities. We are looking for an experienced designer (min of 5 years exp.) AND, an entry level designer (0 to 3 yrs. exp.). Candidates must have a fashion and / or fine jewelry background, with strong hand drawing skills and a working knowledge of current trends. Work out of our midtown office. Salary commensurate with experience. Send resumes to:
hr@nadrijewelry.com or fax: HR at (212) 683-8072.

Couture Salesperson and Stylist

Highest level Custom Couture company seeking Sales Specialist. Must have extensive experience working with private clients and top specialty stores. Qualified candidates, please fax resumes to (212) 299-3432

Design Assistant
Better Sportswear company seeks highly motivated, organized, willing assistant with fashion degree.
E-mail: melissam@androusers.com

Assistant Designer
ENTRY LEVEL POSITION for fashion grad w/international aesthetic, sweater background preferred. Must be an organized, detail oriented self-starter with good communication skills. Proficiency in Photoshop, flat sketching, and general computer skills required. Please E-mail resumes with salary requirements to: Katherine@autumnacashmere.com

Design Assistant
Import Co. seeks team player for tech production packages. Illustrator, specs and strong color/design sense a must.
Fax resume to: 212-279-0131

DESIGN ASSISTANT
Manhattan based Garment Importer in Ladies Sportswear is looking for a full time individual having excellent skills in sketching, grading, with ability to measure and Spec Garments.
Looking for a team player.
Please fax resume to: (212) 398-2562

DESIGN ASSISTANT
Manhattan based Garment Importer in Ladies Sportswear is looking for a full time individual having excellent skills in sketching, grading, with ability to measure and Spec Garments.
Looking for a team player.
Please fax resume to: (212) 398-2562

DESIGNER
Junior knitwear co. seeks creative indiv. with at least 4-6 years of experience in cut/ sew market. Must be detail & technically oriented, team player strong computer graphics skills and ability to work under tight deadline. Knowledge of Photoshop, Illustrator & excel a must. Please forward resume with salary expectations to:
Email:CJAGLTD@YAHOO.COM

DESIGNER
Junior & Plus Size
Seeking a full time junior and plus size fashion designer. Min of 8 years experience with junior fashion. Travel domestic and international a must. Exp in working with overseas factories & fabric suppliers. Computer literate.
Fax resume to: (800) 866-1065

DESIGNER
Leading Dress Co. seeks a Designer or a Credentialing Assistant to design dresses and separates for expanding business.
Fax resume to: 212-268-6838

DESIGNER
Major apparel company seeks experienced individual to design for mens sportswear line. Mass market experience a must. Illustrator & Photoshop required.
Please fax resumes to: 212-730-9705

DESIGNER
Major apparel company seeks experienced individual to design for mens sportswear line. Mass market experience a must. Illustrator & Photoshop required.
Please fax resumes to: 212-730-9705

DESIGNER
Major apparel company seeks experienced individual to design for mens sportswear line. Mass market experience a must. Illustrator & Photoshop required.
Please fax resumes to: 212-730-9705

DESIGNER
Major apparel company seeks experienced individual to design for mens sportswear line. Mass market experience a must. Illustrator & Photoshop required.
Please fax resumes to: 212-730-9705

DESIGNER
Major apparel company seeks experienced individual to design for mens sportswear line. Mass market experience a must. Illustrator & Photoshop required.
Please fax resumes to: 212-730-9705

DESIGNER
Major apparel company seeks experienced individual to design for mens sportswear line. Mass market experience a must. Illustrator & Photoshop required.
Please fax resumes to: 212-730-9705

Help Wanted

Help Wanted

Help Wanted

Help Wanted

Help Wanted

Help Wanted



Call 24 Seven and kiss those winter job blues good bye.

Come explore the possibilities of the FREELANCE world with 24 Seven. With the highest temp to perm conversion rate, our FREELANCE jobs turn into PERMANENT possibilities in no time.

Contact us today for the most immediate FULL-TIME, FREELANCE, and TEMP to HIRE possibilities.

Call or email us today 212-966-4426 or rmayse@24seveninc.com

24 seven™

We Put Fashion To Work.™

The future of shopping is here.

HSN is a television and online retailer that's changing the world of shopping. We're combining entertainment with cutting-edge technology to give people more ways to connect, learn, explore and buy — and we need your help. If you're a passionate and experienced professional looking for a chance to maximize your potential with an innovative, growth-oriented company, give us a call...because the future is here. For more information and to apply visit hsn.com and click on Careers at HSN.

We are looking for professionals in the following areas:

- Merchandising
- Quality Assurance
- Planning
- Marketing

Come see us at the Fashion Career Expo on February 9th at booth #25!

there's no place like... **HSN**

DESIGNER

Major Intimate Apparel Mfr seeks a Designer for Girls mass market div. Must be creative, motivated, organized & detail oriented. Resp. include: all phases of Private Label & Licensed line dev/presentations w/Asso. Designer and communicating with overseas office, factories & account. Illustrator exp & computer literacy a must. Some travel required. Great company & full benefits.
Fax: Attn: S. Stevens: (212) 842-4020
Email: SStevens@saramax.com EOE

Designer

MENS/BOYS DESIGNER

Creative fast paced NYC based Private Label Apparel Co. seeks an energetic team player to help develop dynamic product. All interested candidates:
• Must be able to create prints, graphics, illustrations, & technical flats through Adobe Illustrator.
• Must be able to create top-notch presentation boards of product designs.
• Must have knowledge of fit/specs & manage product packages.
• Must be detail orientated & have a strong sense of style, color, & trends.
• Must be proficient in the MAC & PC platforms - Photoshop & Illustrator.
If interested in this position, please email resume to: bsupry@osaus.com

DESIGNERS

*SR Designer Mens Knit Sweater \$100K
Young Edgy Collection Market
*Asso. Mens Dgnr Knits/Sweaters \$80K
*Designer Woven Tops \$70K
*Designer Jeans/Denim Missy \$70-90K
*Boy/Girl/Tod Dgnr-Freelance,NJ \$40/hr
Kwan.Jessilyn@aol.com 212-947-3400

DESIGNER

SWEATER DESIGNER

A better manufacturer of Women's Branded & Private Label Sportswear seeks technical sweater designer with min 2 yrs import experience. Must be proficient in flat sketching and specing, be knowledgeable in sweater stitches, yarns, and construction. Will be send tech packs to factories for sweater development and follow through to production, including generating grades specs for bulk, making fit and trim comments, and sourcing yarns. Fax: 212-382-0237



FASHION CAREER OPPORTUNITIES

Ileen Raskin, Apparel 212-213-6381
Nancy Bottali, Accessories 212-213-6386
Ed Kret, Textiles/Apparel 212-213-6384
raskin718@msn.com
www.raskinexecsearch.com

Graphic Artist

Newborn / Infant-Toddler and 4-8 Girl 2 opening's in Large childrenswear co to create screen prints, all over print, embroidery & appliqué. Strong drawing and conceptual skills. Illus & Photoshop req'd. Able to take direction. Min 2-4 yrs exp. Email or fax resume: schee@topsville.com
212-967-8631 SK

HEAD DESIGNER

Major apparel company seeks head designer for newborn, infant, toddler boys and girls-private label. Candidate with experience targeting mass merchants like Wal-mart a plus. Individual must be organized and be able to work in a fast paced environment. Excellent salary benefits.
PLEASE FAX RESUME TO: 212-292-7897

LOUIS VUITTON

SPECIAL EVENTS MGR

Louis Vuitton is seeking a Special Events Manager for our MANHATTAN corporate office. Responsibilities include managing all regional events, budget management, & strategize event plans. 3-5 years work exp. in event planning, magazine, fashion, retail or marketing industry & excellent communication/organizational skills required.

In addition to an excellent compensation/benefits package, we offer a team-oriented setting with career growth opportunities. Must undergo background check.

Please email resume to: careers@us.louisvuitton.com or apply online at www.louisvuitton.com
EOE M/F/D/V

"On the Marks"

HR Directors + Managers 60-110K
Marketing Mgrs + Coord (4) 45-90K
Brand Manager/Licensing 45-90K
Planners - All Levels 45-90K
Executive Assistants 50-75K

Many opportunities available for TEMP & PERM to hire positions
Email: team@otmaa.com

INVENTORY CONTROL & VENDOR COMPLIANCE

Rapidly growing importer, Star Ride Kids, seeks exp'd, candidate with ideally 5-7 years exp and excellent computer skills. Responsibilities incl: inventory control, QRS, Retail Link, IMA, reviewing routing guides and researching chargebacks. Email resume: careerv@yaboo.com

Inventory Planner iZone

www.izonestore.com
National retailer of eyewear & fashion accessories known for its teamwork and entrepreneurial spirit, located in Rockleigh, NJ. The job calls for knowledge of statistical forecasting, quantitative analysis and excellent communication skills. Candidate should have a college degree in operations or related field and min 5 yrs exp. Email resume with salary requirements to: jcoyne@izonegroup.com and reference Inv. Planner when responding.

* JOBS *JOBS *JOBS *

* Artists Girls- Boys-Jrs. \$H
* Designer Assistants or Assoc. Jr. or girls 7/16
* Design Director Missy c/s knit tops \$HI
* Designer or Assoc. Girls 7/16 or Jr. Swimwr
* Designers MGR-Assist. All Sizes \$HI
* Designer Jr. Denim Sportswear \$HI
* Product MGR Legwear - \$HI
* Product MGRS or Coordinators
* Production Asst or Assoc entry lvl or exp
* Production Coordinator Sweaters \$HI
* Production Coords- bilingual Chinese \$HI
* Production MGR-Assist. Coordinators \$HI
* Production MGR or Coord- Wal-Mart
* Retail Analyst Planner K-Mart/Wal-Mart
* Technical Designers & Assistants \$HI
Call (212) 643-8090; fax 643-8127 (agcy)

LAWYER

A boutique NYC law practice in the fashion / creative industries is seeking an ASSOCIATE ATTORNEY. 4+ years transactional experience in trademark, corporate, employment, some litigation, immigration a plus. Top credentials req'd. Contact: wendy@pearcellip.com

LOUIS VUITTON

invites you to visit our website

www.louisvuitton.com

for new and exciting career opportunities.



gromwell, llc.

CELEBRATING FASHION WEEK!

Look to Gromwell for the best permanent & freelance careers!

EXECUTIVE/MANAGEMENT - All Areas
E-mail: search@gromwell.com

RETAIL/WHOLESALE - All Areas & Levels
E-mail: retail@gromwell.com

DESIGN/TECHNICAL DESIGN - All Areas
E-mail: design@gromwell.com

PRODUCTION/SOURCING/SALES
E-mail: talent@gromwell.com

Call: 212-972-9300 • www.gromwell.com

EOE

Visit us on the Internet.

www.wwd.com



Help Wanted

ANN TAYLOR

Ann Taylor is a premier American specialty apparel retailer for the professional woman. Over our 50 year heritage we have become a well-known resource for quality suits, separates, dresses, shoes & accessories with a feminine, polished approach to updated classic style. COME JOIN OUR MERCHANDISING TEAM!

MERCHANDISE MANAGERS & MERCHANDISERS

These exciting Apparel and Non-Apparel ANN TAYLOR LOFT opportunities involve:

- Driving business strategies to meet or exceed dept financial objectives.
- Building a collection that is consistently client focused & brand appropriate in collaboration with functional partners.

Please apply directly to: www.AnnTaylorcareers.com or forward resume & cover letter to: Recruitment@anntaylor.com (code: MerchLOFT), EOE.

TAYLOR HODSON INC.

Do your recruiters measure up?
You have tried the rest. Now try the best!

Contact Eric Beoney at ebeoney@taylorhodson.com

Fashion forward. Career forward.

Come visit QVC at the WWD Fashion Career Expo Friday, February 9th

QVC

Our core competencies include:

- Inventory Development
- Spec Designer Approval
- Home Product Development Manager
- Planning Opportunities
- Merchandising Opportunities

www.qvc.com

Society of INDUSTRY LEADERS®

www.societyofindustryleaders.com

CATHERINE MALANDRINO

Catherine Malandrino is rapidly expanding! We will be recruiting at the Fashion Career Expo at Gotham Hall, Friday February 9th, 10am-3pm.

Design
Production
Fabric Coordinator
Technical Designers
Patternmakers
Sales

Store Managers
Assistant Managers
Sales Associates
Accounting
Retail
IT

LUXURY ACCESSORIES

company has 2 immediate openings

Full Charge Bookkeeper
with QuickBooks & Excel proficiency.

Order Entry / Customer Service Position
Must be an organized self-starter in a fast paced office with excellent computer & communication skills

Exciting work environment with tremendous growth potential.

Great salary and benefits.

Pls fax or email resume & salary req's to 646-649-9590 or luxury100@aol.com

Raskin

Merchandise Private Label \$60 to \$0K
Assoc. Technical Designer to \$55K
Mens Private Label Sales \$\$\$ Open
Medical Apparel Sales \$\$\$ Open
Brand Mgr Mens Loungewear \$\$\$ Open
Call Ileen Raskin at: 212-213-6381 or
Email resume to Raskin718@msn.com

MERCHANDISERS

Branded Global Companies
Casual athletic/sportswear seeks:

- * Womens Merchandise Mgr \$90K
- * Mens Merchandise Mgr \$90K
- * Womens Better Collections
- * Dir of Merchandising-Retail \$120K

Call Laurie 212-947-3399
or e-mail laurie@karlyn.com

KARLYN FASHION RECRUITERS

OFFICE ADMINISTRATOR

Great Opportunity Madison Ave. Ladies
Stepwear & Robe Mfg. Seeking office
mgr w/ multi task abilities Excel Comm.
skills necessary to work w/ Sales dept.
production Dep, A/R & A/P dept. EDI &
Retail Link exp. Bi-Lingual a plus.

PLEASE FAX RESUME TO: 212-684-5358

OFFICE MANAGER

HR/Office Manager needed for import
co. Must have min 2 yrs mgmt exp.
Please fax resume to: (212) 279-0131

Help Wanted

Freelance Patternmaker

Patternmaker
Bridal & Eveningwear Co. is seeking a part time freelance patternmaker to work directly with the designers in creating new sample patterns. Must have an extensive background in draping & patternmaking. Please fax resume to: 212-242-9771 or email to bimbulom@aol.com

Photographer/Merch Asst.

Girls Dress Co seeks Digital Photographer. Must know Photoshop and Mac. Resp for our Customer Catalog, including creating style numbers and descriptions. Great atmosphere & opp'ty. Benefits / 401K. Attn. Erika. Email: EKushnick@RareEditions.com

Planner

Assistant Planner
Walmart Specialist

Req: 1-2 years exp. Walmart (Retail Link) experience necessary. Strong retail math skills and work accuracy. Assist the Director of Planning to create corporate reports using mathematical formulas in Excel. Excel proficiency a must. Access a plus. Download queries, create sales analysis reports, complete item creation and supplier quote.

Forward resume and cover letter with salary history to: coaresume@aol.com, with AP112 in the subject line.

Prod Devel-Sweaters & Knits \$65-\$70K
Follow-up proto sample thru prod. Work w/ vendor & customers, attend fittings
SusieJesslyn@aol.com 212-947-3400

Production Associate

Fast growing Missy/Contemporary Knit House seeks Production Assoc - Order Coordinator. Responsible for processing orders & revisions, assigning production style numbers, and tracking orders. Communicate primarily with domestic & some overseas factories. Great Co atmosphere, salary & benefits! Fax resume: 212-221-1353

Production Asst

Import Co seeks Prod Asst with min 2 yrs exp in Apparel Imports to follow up with overseas prod (India / China). Good comm & follow up skills w/ buy. Good comm & follow up skills w/ buy. Track deliveries. Email: hr@tanzara.com

PRODUCTION ASST

Sweater/Knit mfr seeks either entry level or 1-2 yr person to assist in domestic production; ordering of accessories, labels, etc. Maintain records & filing; communication with local factories. Proficient in Excel a must. Email res: Liz.Byrne@Smslport.com

Production Coordinator

Lg Childrenswear co seeks person w/ 2-3 yrs exp to follow up with Wal-Mart & Federated Accts & overseas factories. Must be familiar w/ CTL approval procedures. Bilingual in Chinese / English pref'd. Email or fax your resume to: rose@topsville.com (212) 967-8631 attn: RL

Production Manager

Men's apparel importer (Nassau Court NY) seeks exp'd prod mgr with min 2 yrs exp in mens specs and fittings. Must be hard worker, detail oriented with top computer skills = Excel a must. Email/fax your resume: 516-621-2251 mpricce@raffineauo.com

Production Assistant

Fast paced NYC office seeks highly organized, enthusiastic and detail oriented individual with a passion for high-end fashion accessories/shoes. Strong verbal and written communication; administrative and PC skills required.

Please e-mail your resume to: personnel@lhg.co.uk

Production Assistant

Textile co. seeks exp'd self-starter to oversee all aspects of production & communication w/ overseas suppliers. Textile background a must. Detail oriented, organized w/ good follow-up skills. Fluent in Korean. Fax resume & salary requirements to 212-768-0789.

PRODUCTION OPENINGS

Swrtr Assist (Asian Dialect REQ) BOE
Private Label Coord \$35K
Girls/Junior Knits Coord \$40K
Jr. Bottoms Coord \$40K
School Supplies Coord \$40K
Gift & Novelty Coord \$40K
Swrtr Coord (Asian Dialect REQ) \$50K
E-Mail Kerrie@karlyn.com
KARLYN FASHION RECRUITERS

Help Wanted

EVIE KREISLER & ASSOCIATES

EXECUTIVE SEARCH

Specializing in Wholesale, Retail & Manufacturing

Atlanta 404-262-0599
Chicago 847-996-0993
Los Angeles 562-434-6953
New York 212-279-8999

www.kreisler-associates.com

Lambert Howarth

CUSTOMER SERVICE REPRESENTATIVE
Fashion Industry

Fast paced NYC office seeks highly organized, enthusiastic and detail oriented individual with a passion for high-end fashion accessories/shoes. Strong verbal and written communication; administrative and PC skills required.

Please e-mail your resume to: personnel@lhg.co.uk

Production Patternmaker

Established updated, fast paced, missy contemporary co w/ large private label div seeks experienced Prod Patternmaker. Must be able to work from Tech Pak, give sewing instructions & have knowledge of factory procedures. Great atmosphere w/ excellent benefits. Fax your resume to: 212-221-1353

SWEATERS

Asst. Production Coordinator
NEW YORK

Organized & detailed person needed: Communicate daily w/ China Factories • Follow production through shipping of production • Cantonese speaking a plus • E-mail resumes and cover letters to: thicks@unitexny.com

Production / Technical Designer
Laundry & Esprit Outerwear

Must be able to Sketch, do workbooks on computer for both design and production. You will be working directly with design staff. Must be computer literate, know WEB PDM & Illustrator. Production includes: specking & fitting garments, communicating directly w/ factories, trim approval, packing and shipping instructions. Competitive salary and benefits depending on exp. Please Fax 212-944-7697 or E-mail Karen@thelevygroupinc.com

Receptionist/Jr. Fit Model

Jr. importer seeks energetic, personable individual to take care of all office needs, as well as assist our designers in fittings. Must be Junior size medium. E-mail resumes to: bjuniors@gmail.com

Retail Development Mgr.

MICHAEL KORS
Seeks a motivated & eager candidate to help start-up our Merch. Coord. program for Women's MMK. Must be detail oriented & have excellent interpersonal skills. 3+ exp in a like role. Pls email your resume specifying salary req's to: jobs@michaelkors.com EOE M/F

Help Wanted

ATTENTION: FASHION PROFESSIONALS!

WWD FASHION CAREER EXPO

Fashion Week's Premier Hiring Event

Face-to-Face interviews with hiring managers from hundreds of marquee brands in the fashion, retail & beauty industries!

THIS FRIDAY, FEBRUARY 9TH, 10AM - 3PM
GOTHAM HALL, NYC • BROADWAY @ 36TH STREET

Two Years of Fashion Industry Experience & College Degree Required
Only \$10 Admission • Bring Many Resumes!

Interview with:

- Movado Group
- Vera Bradley Designs
- Gromwell
- FAB/Starpoint
- Tiffany & Co.
- Elie Tahari
- Cole Haan
- Liz Claiborne
- Cipriani Accessories
- The Children's Place
- Hot Topic Inc.
- Carhart Inc.
- dELIA's Inc.
- Winston Retail Solutions
- Guess

Employers. FEW SPACES LEFT, call Selh Berk @ 212-655-4505 x244

Vera Bradley *gromwell* *MOVADO GROUP INC*

Pre-register, See Open Jobs & Submit Resume:
www.FashionCareerExpo.com

Help Wanted

Prada USA Corp.

- Luottica Group
- Daniel K
- Kohls Dep't. Stores
- Luca Luca
- Chico's FAS
- Macy's Home Store
- Steve & Barry's
- Foot Locker
- Larry Hansel Clothing
- Marc Ecko
- The Isabella Co.
- Calypso St. Barth Inc.
- HSN
- Society of Industry Leaders
- ... & more!

Platinum Sponsors:

Vera Bradley *gromwell* *MOVADO GROUP INC*

Pre-register, See Open Jobs & Submit Resume:
www.FashionCareerExpo.com

KOHL'S
expect great things

Explore Creative Career Opportunities at Kohl's

Kohl's is the source of inspiration, guidance and great value that lets our customer transform the way she looks, lives and feels in the many roles she plays. Join the excitement...Kohl's currently operates over 800 stores and will have an estimated 1200 by 2010!

Design • Color & Trend • Product Management • Sourcing

Come talk to us about careers in product development supporting our Private and National Exclusive Brands!

PLATINUM RECRUITERS

John Sullivan, Executive Recruiter • Christy Paolotti, Executive Recruiter

Help Wanted

Retail Inventory Controller

www.izonegroup.com

National retailer of eyewear & fashion accessories known for its teamwork and entrepreneurial spirit, located in Rockledge, NJ. The job calls for proficiency in retail inventory management software and a strong service orientation. Minimum of 3 years experience. Email resume w/salary requirements to joynese@izonegroup.com and reference Inv. Controller when responding.

Sales Assistant

Fast paced Apparel Company has opening for Sales Assistant/Analyst with min 5 years exp. Responsibilities include order placements, sales analysis and follow up, communication and interfacing with retailers, and directly working with production and design. Computer literacy and familiarity with Word, Excel and Access a MUST. Should be inspired, motivated and detail-oriented, some domestic travel.

E-mail vmuskopf@saramax.com
Fax: 212-842-4050 Attn: HR EOE

SOURCE US!

"On The Marks" has direct-hire positions for fabric and trim sourcing asst's to 45K. Production Ass't's to 50K. Receptionists to 32K. Design Ass't's to 45K and Merchandise Mgrs to 90K. Additionally, we have many temp and temp-to-perm positions for Prod. Coord's & Mgrs, Tech. Designers w/web pdm, Admin Ass't, Bil. Chinese, mailroom and showroom asst's.

For more information email resume to: devin@otmaa.com or mark@otmaa.com or fax 212-532-6892.

Sportswear Merchandiser

Major apparel co. seeks experienced individual to create & merchandise line for Men's/young men's urban sportswear brand. Distribution to High end specialty stores. Experience with sample making necessary. Must have previous experience. Illustrator/Photoshop required.

Fax resumes to: 212-268-4656

SR Retail Planner to \$120K

Must have Wal-Mart retail link
Call Janet Jourdan 727-772-8717
janetanderson@tampabay.rr.com

STYLING CAREERS.COM

Production Manager - Womens
Marketing Coordinator
Production Mgr - Home Buyer - Men's Bottoms
Print Designer - Textile
Tech Designer - Multi Positions
VP of Merchandising
Merchandise Mgr - Footwear
Patternmaker - All Levels
chris@fashioncareerfa.com

STYLING CAREERS.COM

Production Manager - Womens
Marketing Coordinator
Production Mgr - Home Buyer - Men's Bottoms
Print Designer - Textile
Tech Designer - Multi Positions
VP of Merchandising
Merchandise Mgr - Footwear
Patternmaker - All Levels
chris@fashioncareerfa.com

Help Wanted

SWIMWEAR DESIGNER
Large apparel co seeks exp'd designer for private label swimwear line. Must be able to work in a fast paced environment & have a great eye for color trends & fabric design. Requires Illus & Photo shop exp & offers competitive salary & excellent benefits. Please e-mail resume to: SwimDesigner@aol.com

TECH Assistant Tech Design
Magaschoni Apparel Group/ Global Wise Development
Candidates must be able to accurately spec knit and woven samples, receive/send samples to overseas offices, book fittings with agencies and support the tech designer with various duties. Must be fully computer literate, knowledge of webpdm helpful but not necessary, must have 2-4 years experience.
Please e-mail resumes to: paul.mcdonough@magaschoni.com or Fax: (509) 757-7814

Tech Design/Trim/Prod.
Fast paced, expanding company looking for great benefits seeks experienced candidates. Excel experts. Work well under pressure with sense of urgency.
Tech Designer pattern making exp, grading, strong communication skill in fit corrections and technical sketch.
Trim Coordinator create trim sheets, strong follow up skills and color sense, familiar w labeling / packaging, private label experience.
Prod Traine basic garment construction/ spec knowledge, detail oriented, extremely organized.
Please fax resume to 212-302-3872

TECHNICAL DESIGN 2+ yrs w/ an apparel importer doing specs/tech packs/ 1st sample app/ Photo/Illus. \$40-50K. Les Richards Agency Call (212) 221-0870

Technical Designer
Children's Wear Co seeks a Technical Designer. Ideal candidate would be highly technical in fittings, specs, and grading. Must be self-starter & follow process from start to finish. Walmart experience a plus. Salary commensurate w/experience. E-mail resume/salary requirements: ana.rivera@clifgroup.com

Technical Designer
Large childrenswear co seeks TD w/ min 5 years exp in grading, fitting, spec development, and sample approvals. Great growth potential. Walmart and Target exp a plus. Excel required. Please email or fax your resume to: laura1333@hotmail.com 212-967-8631 Attn: Laura

Technical Designer
Must have experience measuring, specing, grading, and fit comments. Must also be able to follow thru from development to production. Patternmaking is a plus. Good communication skills required. E-mail: kidnutosa@yahoo.com

Technical Designer
Sweater & Knit Co. seeks misy tech designer w/ 4+ years exp. Req'd patternmaking exp, grading & strong communications skills in spec fit corrections. Computer Excel exp a must. Email resumes w/ salary requirements to: mizmgn3359@yahoo.com

Technical Designer
WELL KNOWN BRAND
Sleepwear & Robes
Requirements: highly organized, good understanding of garment construction, patterns & specs. Fabric and trim approval. Prepare tech packages. Skilled in flat sketching, measuring & grading. Excellent communication & computer skills. Please e-mail resume to: Tech707@gmail.com

Technical Designer
OUTERWEAR
Branded, well est'd. Apparel Mfr. seeks Technical person with 5 years minimum experience in patternmaking, fabrics, construction, specs, and production. Must be organized, able to communicate daily w/factories, work well under pressure, and possess strong written & Excel skills. Fax resume to Jodi: 212-997-9188

TECHNICAL DESIGN
Private label and branded knitwear co seeks highly motivated Associate Tech Designer with 7 years experience. Duties incl. specs, lab dips, fittings, Excel, PhotoShop a must. Good benefits and 401k. Please e-mail your resume: kathvann.fraser@smisport.com

Ticketing/Production
Large accessory co. located in Northern NJ seeks detail oriented person to print & send tickets overseas & to warehouse. Must have understanding of UPC's price tickets, inner pack labels, & sku stickers. Communication with shrk & whse. Must be able to juggle several tasks at one time. Please email: jobs@steinharris.com

TRIM ASSISTANT
Apparel Company seeks individual to assist in Trim Department.
PLEASE FAX RESUME: 212-658-9416

TUFI DUEK
Showroom Assistant
Entry level position for detail oriented, self-starter with good computer & communication skills. 32K. Email/fax tufiduek@aol.com / (212) 941-0412.

Help Wanted

STEVE & BARRY'S
MEN · WOMEN · KIDS

LOVE WHAT YOU DO
DO WHAT YOU LOVE
CAREER OPPORTUNITIES

MERCHANDISING
Product Development • Buyer
Merchandise Manager • Buyer
Merchandise Manager • Buyer
Merchandise Manager • Buyer
Merchandise Manager • Buyer
Buyer & Planner

GRAPHIC DESIGN
Graphic Designer • Buyer
Graphic Designer • Buyer
Graphic Designer • Buyer
Graphic Designer • Buyer
Graphic Designer • Buyer

DESIGN
Senior Stylist • Buyer
Senior Designer • Buyer
Senior Designer • Buyer
Senior Designer • Buyer
Senior Designer • Buyer

TECHNICAL DESIGN
Technical Designer (3 Positions)

PUBLIC RELATIONS
Publicist (4 Positions)

COME INTERVIEW WITH US IN PERSON AT THE CAREER EXPO AT OUTINAM HALL, THIS FRIDAY, FEBRUARY 9TH, 10AM - 3PM

TO APPLY: VISIT WWW.STEVEANDBARRYS.COM OR FAX YOUR RESUME TO: (914) 437-1100

THE EXCLUSIVE RETAILER OF THE "STARBUCKS ONE" THE SAME SINCE STEPHEN MANSBURY WEARS ON NBA COURTS

SALES HELP WANTED

Retail Sales Help Wanted Retail Sales Help Wanted

TRINA TURK
PART TIME SALES ASSOCIATE

Trina Turk is seeking an enthusiastic, friendly and motivated part time sales associate for our Meat Packing District location. Candidate will help grow the Trina Turk business while building meaningful relationships with clients.

REQUIREMENTS
Candidates must love to sell, have an established client book, love fashion, enjoy building relationships with clients and provide superior customer service. You will not find a better working environment in boutique sales! We provide competitive compensation and benefits.

Please e-mail/fax your resume to Kristine@trinaturk.com or 212-366-5056 (fax) No phone calls please.

SALES ASSOCIATES
Full-Time
HIGHEST COMMISSIONS PAID!
Escada (USA) Inc. an EXCITING! high end retailer is committed to hiring qualified individuals with a strong fashion background and an inherent sense of style. We currently have opportunities available for Full-Time SALES ASSOCIATES at our MANHASSET BOUTIQUE.

Candidates must possess 2-3 years of high-end retail experience. If you would like to be part of our team recognized for excellence, Fax your resume to: (516) 869-0980, EOE.

ESCADA

The industry just got easier to navigate

go to: **WWD.com**

Log on to www.wwd.com now to subscribe

WWD.com

Sales Help Wanted

Account Executive
Italian Designer multi-line showroom seeks exp'd Salesperson with strong Specialty & Dept. Store relationships, high \$ location. Fax resume to: 212-921-0123

Account Executive
Women's multi-line showroom seeks a salesperson to maintain existing accounts as well as expand our customer base. Must be an aggressive hardworking person with 1 year sales experience in women's wholesale. Please email resume swts231@yahoo.com

brothers & sisters SHOWROOM SALES
Multi line showroom seeks a well established sales executive for both LA and NY showrooms. Must have the following:
1) At least 3-4 years experience in the high end contemporary/denim market
2) Well established, current contacts with the stores/buyers
3) A clear understanding of the contemp. market and the competition

Ideal candidate is goal oriented, a team player, detail-oriented, fashion-conscious, energetic, hard working & professional.

PLEASE FAX OR EMAIL RESUME TO: 212-239-1058 or loren@busny.com

Sales Help Wanted

EYEWEAR SALES SPECIALISTS

The world leader in High Fashion Designer Eyewear

Established, the world leader in high fashion and luxury eyewear designer eyewear direct sales and marketing talent from the fashion industry to fill challenging positions representing a highly visible designer eyewear line. These individuals report to Regional Sales Managers and work in conjunction with a District Coordinator to ensure proper daily management and presentation of the brand. Responsibilities include product show houses to the independent optical channel and retail and visits to customer locations. You'll monitor retail locations to ensure and point of sale presentation and control presentation to ensure correct product presentation and provide weekly activity reporting to Regional Sales Manager. The position offers a base and excellent commission structure, internet access, product displays, presentation and opportunities for their improvement. We require a motivated, team-working professional with a minimum of 3-5 years of retail experience in eyewear sales, a knowledge of business, internet and computer applications. Candidate must be a native English speaker. Our office is located in New York City. Forward resume to:

LUXOTICA GROUP

email: recruiter@luxe.luxotica.com or Fax to: 914-918-3025

MAXSTUDIO.COM

SELLING SUPERVISOR
Maxstudio.com a global corporation bringing leading edge design to today's woman is seeking a Selling Supervisor for their Bloomingdale's 59th Street in-store shop. The Selling Supervisor is responsible for building clientele and facilitating sales growth. Max Studio offers both a competitive salary and benefits package.

Please forward your resumes to:
Fax: (212) 219-9465 or E-mail: mary@maxstudio.com

SOCKS
Account Exec & Sales Rep

Fast growing Sport Sock Co is seeking both a Sales Rep and an Account Exec. Must be exp'd, motivated and have est'd relationships with chains, mid tier stores in branded, unbranded & private label.

Email: gssocks@yahoo.com
Fax: 781-237-3199

Denim Sales Executives
Fast growing jeanswear showroom and mfr. seeks exp'd, energetic and motivated Jr. & Sr. Sales Executives. Denim background, specialty and dept store experience a must. Email or fax your resume to: 212-967-1451 fotos.bouzikos@synergycorporation.net

TSE

Director Of Wholesale
International Luxury Fashion Co seeks Director of Wholesale w/min 7 yrs exp working with major department store accounts. Candidate must have good relationships with dept store contacts, as well as an understanding of luxury and contemporary retailers. You must possess strong leadership, presentation, communication and management skills. Must be efficient with retail projections. A team player is essential. Competitive salary and benefits. Please email resume and cover letter to: fashion_sale11@sbglobal.net

SALES EXECUTIVE
Modern bridge designer company looking for energetic Sales Executive. Must travel to regional markets. Excellent organization, presentation, and communication skills a must. 2+ Yrs Exp only. E-mail resume to: fashion250@gmail.com

SALES PROFESSIONAL
Well known Gift Co. seeks motivated Sales Exec w/min. 5 years experience to maintain existing account structure, as well as develop new business. Well est'd. contacts w/mins retailers a plus. Salary negotiable based on experience. 401k plus full benefits. Please E-mail resume to: mtstuz@tricoastalny.com

SALES REP WANTED
LTB by Littlebig Jeans (www.littlebigjeans.com)
European Denim & Sportswear Giant searching for Road Reps with strong account base & ability to open new accounts in selected territories.
Contact: Ligu Alintas (911) 888-3440 or E-mail: ugur@lbtjeans.com

Senior Salespersons
A Far East manufacturer seeks senior salespersons specialized in at least one of the following: a) children's wear, b) underwear, c) sportswear. Must have solid retail relationship, excellent communication and follow-up skills. Please e-mail resumes to: may@kaisersapparel.com

Showroom Sales
NY showroom of mfr in China seeks an aggressive, exp'd indiv to sell moderate primsy sweater. Fax: 212-704-0182 dreamapparel@gmail.com

STYLECAREERS.COM
Sales Rep - Accessories
Junior Handbag Sales Rep
Shoe Sales Rep
Sales Person - Mens Urban
Sales Rep - Wms Urban
Wholesale Sales - Sleepwear
Showroom / Sales Assistant
Sales Person - Childrenswear
Sales Exec - Mult Positions
chris@fashioncareerfaairs.com

Sweater Salesperson
Jr/Missy sweater mfr seeks salesperson for chains & catalogs. Following a must. Sweater exp a +. Patjudice@aol.com

VP of SALES
NY based Intimate Apparel co. seeks to expand distribution to junior, plus size, mass merchants and private label accounts. Excellent compensation. Please email resume to: indas@eleaintimates.com or fax to: (212) 532-8707

Sales Help Wanted

Exciting opportunities with the rapidly growing lifestyle brand, Tory Burch.

Account Executive Ready to Wear
Candidate should have min 2+ yrs exp handling majors. AE must be self-motivated, detail oriented w/strong analytical skills.

Account Executive Footwear and Accessories
You must be a highly motivated, self sufficient AE who will handle the majors. Must have 3+ yrs exp in footwear sales, strong organizational / analytical skills.

Excellent apply to work in fast-paced environment
Please send resume to: careers@toryburch.com and include position title in subject line.

Me&Ro

Wholesale Sales Executive
Me&Ro is a New York City based luxury jewelry company. Me&Ro is in search of a few GREAT people that can embody passion & Customer Service in the form of Sales. Ability to communicate effectively with customers, excellent oral / written communication skills, strong attention to detail & ability to multi task. Data entry & PC skills a must. Prior jewelry experience a big plus. Knowledge of luxury specialty store market a must. E-mail: hr@meandrojewelry.com

Lines

Lines Wanted

Traveling Sales Pro
South East & Mid-Atlantic Traveling Rep seeks Better Dresses & Sportswear. Call the professional at (804) 346-0766

Lines Offered

NYC Subway Line
Exp'd reps for 2 hip lines. Dept store / specialty / urban. Men's, jr's, kids tops / accessories. Sport store connection helpful for new project. E-mail resumes to: nycsubways@earthlink.net

Subscribe today!

Call our toll-free hotline at 1-800-289-0273

WWD

ADVERTISEMENT

Future *Take your career to the next level* in Fashion

A Guide to the 2007 WWD Fashion Career Expo NYC



Fashion is constantly changing and success comes to those who can stay ahead of the trends and predict what will be big in the future. A career in fashion is no different. The ability to make continuous steps forward makes for a successful career.

This year, over 1,000 job hunters will attend the WWD Fashion Career Expo with the hopes of taking their career to the next level—and there is no better place to find an assortment of desirable positions.

"The best aspect of what we do is provide candidates and recruiters face-to-face interaction, which is very hard to get these days in our online world," said Bradford Rand, president and ceo of Fashion Career Expo. "Mostly candidates submit their resume online and then there's no human interaction. We're basically bringing the handshake back to the process — we're humanizing, as I like to say, the recruitment process."

Candidates have more opportunities to interview for a big position than they realize.

Fashion Career Expo is the nation's premiere producer of professional job fairs for the industry. For over 14 years, they have presented successful hiring events and helped thousands of companies recruit the top talent in the industry.

This year will be no exception with a number of well known new brands added to the mix, such as Prada, Luca Luca and Theory.

According to Rand, candidates have more opportunities to interview for a big position than they realize. "Sometimes companies do not list all of their openings on FashionCareerExpo.com when they're participating in the fair," he explained. "Recruiters may only list a few of the critical jobs. So when candidates are actually meeting with these companies, they could find a number of opportunities that are not posted online anywhere. There might be a great job waiting for the right person — but something the candidate has to be prepared to do is ask the right questions."

Candidates are not the only attendees with a

multitude of choices. Recruiters use the fair's unique setup to screen as many potential hires as possible.

"Recruiters can see 70 candidates at the show and actually recruit right there on the spot in a matter of minutes, as opposed to months," said Rand. Recruiters also get the resume database of every candidate that walks in — and all of the candidates that registered, but did not make it."

what I'm there for, and what a lot of retailers are there for, is that mid-level."

Recruiters' expectations when it comes to interviewing a mid-level candidate can be higher than for an entry-level candidate, according to many recruiters.

"I would expect them to be more knowledgeable about the industry and have a better understanding



Attendees browse exhibitor booths during the 2006 WWD Fashion Career Expo.

According to Abby Miller, director of human resources for Cipriani Accessories, candidates that attend the job fair are impressive. "We attended for the first time in September and I was very happy with the quality of candidates. This is one of the reasons we've decided to go back this year."

Hundreds of other companies are also preparing for the event, and of these recruiters, over 60 percent are hiring for a mid-level position, according to Rand, providing a great opportunity for candidates to use the Expo to take their career to the next level.

"Most organizations usually go right to the college for entry-level positions because that's how bigger companies are structured," said Todd Davis, product design and development recruiter for J.C. Penney. "So

► WWD Fashion Career Expo New York

Friday, February 9, 2007

10 a.m. — 3 p.m.

Gotham Hall

1356 Broadway @ 36th Street

New York, NY 10018

212.244.4300

Pre-register, search open jobs and submit your resumé in advance at www.FashionCareerExpo.com

WWD FASHION CAREER EXPO

Call 212-630-4618 or email julie.azous@fairchildpub.com to advertise

**WORK.
LIFE.
STYLE.**

**A PASSION
YOU CAN SHARE**

The women and men of Ann Taylor are passionate about their careers. Whether you are interested in an opportunity within our network of retail stores or in our headquarters, we invite you to share in our future and experience great success in your career.

Visit our career website at ANN.TAYLORCAREERS.COM

ANN TAYLOR | LOFT | ANN TAYLOR
LITTLE BOY




**always the
perfect fit.**

**Bringing together the
best talent in fashion.**

gromwell

TALENT@GROMWELL.COM **212.972.9300**

MOVADO GROUP INC.



Put yourself in the right place at the right time.

Please Visit Our Career Site:
www.movadogroup.com/careers/

Nicole Miller

A New York based global fashion leader in women's apparel is seeking creative and fashion minded individuals in New York and the New York metro area. Ideal candidates will be self-motivated and sales driven.

The following opportunities are available:

- Sales Associates in our New York Flagship locations
- Manager positions at our new Livingston, NJ location
- Wholesale Assistant

If you are looking for more than just a job, but a career opportunity. Please email resumes to: NONufrychuk@nicolemiller.com

To learn more about Nicole Miller please visit us at: www.nicolemiller.com.

Vera Bradley

JOIN OUR GROWING TEAM!

Vera Bradley is a nationally recognized manufacturer of popular handbags, luggage and accessories. Visit us at the Fashion Career Expo at Gallean Hall in New York City on February 19th. Based in Fort Wayne, Indiana, we are currently seeking individuals qualified for the following areas:

visual design, product design, marketing creative, retail, sourcing, planning

Visit www.verabradley.com for additional information. Send your resume along with a cover letter to: VBCareers@verabradley.com






Under Armour continues to create new career opportunities to keep up with our unprecedented growth. As an industry leader we have focused on hiring top talent to help take us to new levels and we are on the search again. We have needs in the following areas:

**BRAND MARKETING
FOOTWEAR (Athletic)
PRODUCT DESIGN/DEVELOPMENT
PRODUCT MANAGEMENT
RETAIL MARKETING**

If you are passionate about your career and looking to make an impact, then you need to look at our opportunities. Under Armour offers a competitive salary, employer paid medical premiums and the opportunity to work for one of the hottest brands in America. These positions are located in **Baltimore, MD**.

To learn more, visit our website at www.ua.biz.com/careers/ and apply directly.

EDENFWDV

Join the Stein Mart Story

With a company that continues to enjoy exciting growth and new markets, you can count on Stein Mart for exceptional career opportunities. Not only that, you can be on the forefront of fashion, identifying trends and allocating merchandise to our stores across the country. Our merchandise includes current-season, brand-name fashions for women and men; accessories; home décor; linens and shoes, all priced 20% - 60% below department stores and specialty shops.

We're looking for top-quality buyers and planners who want to bring affordable fashions to our customers. We offer a family-friendly and supportive atmosphere and excellent advancement potential. You can do what you do best, so we can do what we do best.

To find out about our current job openings at our corporate office in Jacksonville, Florida, and at our stores across the country, visit our website at www.steinmart.com, and click on Careers.

Stein Mart
once you get you get it.

www.steinmart.com
Equal Opportunity Employer

LARRY HANSEL CLOTHING, LLC



RAMPAGE

career opportunities

submit resumes to:
dcohen@rampage.com



Join the **HOTTEST, FASTEST GROWING**, luxury life style apparel company in the nation!

Career Opportunities Include:
Customer Service Representative
Sr. Men's Sportswear Designer
Men's Knits Designer
Women's Knits Designer
Design Assistants
Assistant Controller, Retail
Retail Store Manager and staff for our new location soon to open in: Chicago, IL; Short Hills, NJ; Woodbury Commons, NY, Houston Gallery; Texas, Lenox Square in Atlanta, Georgia.

Please send resumes to truereligionbrandjeans.com
True Religion Brand Jeans
www.truereligionbrandjeans.com

of their goals, although I still expect them to come with the same qualifications and attributes we look for in all employees," said Miller.

Mark Dillon, manager of recruiting for American Eagle Outfitters, agreed. "I would definitely assess the person through a different lens if they were entry-level versus having more experience. Although, I think one thing remains true: the core values, integrity, passion, innovation and teamwork. These are the things that are true whether you're looking for an entry-level candidate or talking to an experienced candidate."

Experience is a key word, as many recruiters take a long, hard look at a candidate's past before assessing their worth in a future position.

"I look for solid work experience," said Miller. "I know that the fashion industry has a higher than normal turnover rate and there are a lot of changes in this industry, but that does not preclude the fact that I look for stability in a background. I can not justify somebody being in a job for six months, one year, nine months. I

for is integrity. It is something that is really powerful, and no matter what position we are recruiting for here at American Eagle, we ask ourselves the question, 'Can I see myself working for this person?' To drive a distinctive culture within our company, it's important we have people with high integrity that drive teamwork and know how to innovate."

In addition to citing integrity, recruiters agreed that passion and drive are also keys to success in the retail world.

"Recruiters may only list a few of the critical jobs. So when candidates are actually meeting with these companies, they could find a number of opportunities that are not posted online anywhere."

Bradford Rand, president and ceo of Fashion Career Expo



Potential employees take advantage of the face time they have with recruiters.

look for someone who has a proven track record and worked in reputable companies."

Tom Foley, managing partner of Gromwell, LLC, looks for someone who is "a student of their category."

"You have jobs and you have careers," Foley continued. "Someone who has a job works nine to five. Someone who has a career is a person people entrust with their business to propel it forward. You need somebody who owns the position."

According to Rand, the best way to show recruiters at the Expo you will own the position they want to fill, is by proving past successes with strong references and recommendations. "One of the best assets that a potential new employee can show to a new employer is factual examples of what they've done for the company," he said. "Have they increased sales? Have they designed new lines of clothing that are now selling? Bring proof of your accomplishments."

These examples should all be validated by a candidate's references, added Rand. "If there is any point on your resume where there is a fabrication, or there is a lie of any sort, that will discredit the entire resume," he said. "You really need to be honest."

Dillon agreed. "One of the key, core values I look

"The biggest thing we look for is someone willing to do whatever it takes," according to Davis. "Outside of that, it depends on the position. If I'm looking for designers, I want incredible communication and relationship building skills. And the 'no diva' rule is in effect. While there's a world out there for people who want to be in couture — and that's a great place to be — I look for people that can build relationships, have the skill set and have an incredible passion for bringing great design to the masses."

Davis added that whether he is promoting or hiring a candidate, flexibility is also an important quality. "Be open to new experiences," he said. "Often I run into people who say, 'I'm a kids designer and that's all I want to do.' Well, that's not really going to develop you. By the same token, there are some that say, 'I just want to do everything.' Those candidates have to figure out where they best fit within the organization."

Recruiters are not only looking to fill the position at hand, most are planning for the candidate's future in the organization, assessing them for the chance to be promoted before they even start in the position.

"One thing I look for when recruiting for any position: someone who can handle the job at hand and who has

the capabilities to take on more responsibilities and grow within the company," said Miller. "I never look for someone who just has the capabilities to do the job that I am recruiting for, I want somebody who can grow and expand, we need somebody who is very self motivated, who can work independently and is never afraid of hard work or taking on more responsibilities above and beyond what their current position is all about."

According to Davis, J.C. Penney builds their company by looking for individuals that are not only fit for the current opportunity, but would also be a good fit for the next two levels.

Foley agreed. "Companies know they are taking someone on board who is three to six months away from being really effective for them, so they'll mentor this person. They want someone who will make this a career and become a student of the category or business."

While a popular assumption for fashion candidates is that New York is the only place to find great opportunities, many recruiters insist an employee's value increases if they are willing to relocate.

Davis noted that when interviewing, he looks for people willing to transfer to another location. "I've always said that you really need to be flexible in order to be successful because opportunities aren't always going to be down the street. There are a lot more people fighting for jobs in New York and there is a smaller supply than in other places. People don't realize that they're giving up a lot to live in New York."

Dillon agreed. "This is a global economy and the ability to move and adapt and relocate is sometimes a necessity to grow within the company."

Whether one is looking to join a new company, score a promotion, receive better pay or move to a new location, they can find it all at the WWD Fashion Career Expo.

"The expo puts you in the face of decision-makers for 40 to 50 companies -- these are the people who are doing the hiring," said Foley. "If candidates know what they have to offer, bring it to the table and highlight it in their resume, I think they have a good shot at landing a job."

Also working in candidates' favor is the job market, which many sources say is the healthiest it's been in many years. "A lot of good things are happening right now," said Foley. "It's a very exciting time."

"Recruiters can see 70 candidates at the show and actually recruit right there on the spot in a matter of minutes, as opposed to months," said Rand. Recruiters also get the resume database of every candidate that walks in — and all of the candidates that registered, but did not make it."

Bradford Rand, president and ceo of Fashion Career Expo

The WWD Fashion Career Expo should be exciting as well. In fact, Rand suggests attendees internalize this excitement, because nothing attracts recruiters more than a positive outlook.

"When you're positive, motivated, outgoing and have a confident smile on your face, it sets a world of difference between you and someone else," he said. "If a candidate, despite being very talented or qualified, is not in a good mood that day, recruiters can feed off of that. My key advice is leave your problems at home and come to the WWD Fashion Career Expo thinking that it's going to be a fresh new beginning—it's the first day of the rest of your life."

PUT YOURSELF IN THE RIGHT PLACE AT THE RIGHT TIME

At Movado Group, we are committed to building the strongest watch brands in the industry – and we are passionate about what we do. Our people are fueled by a creative spirit and a drive for excellence that are reflected in every aspect of our business. We offer the watch industry a compelling strategic vision and a track record of sustained growth. We offer our employees unparalleled opportunities for career advancement. We invite you to share in our success!

Movado Group offers a wide range of fine brands. From the luxury of Ebel to the fun, chic California style of Juicy Couture, Movado's diverse and powerful portfolios speaks for itself. We proudly offer watches from nine of the most respected names in time: Movado, Ebel, Concord, ESQ SWISS, Coach Watches, HUGO BOSS Watches, Juicy Couture Timepieces, LACOSTE and Tommy Hilfiger Watches.

WE MAKE THE WATCHES THE WORLD WANTS TO WEAR

Now is the perfect time to explore career opportunities in the watch industry! Visit our career site for a complete listing of our open positions. Our employees enjoy a competitive compensation and benefit package, including tuition assistance and stock ownership plans. Relocation assistance is also available for certain positions. Movado employees are the cornerstone of our business, and we invite you to grow your career with us!

To be a part of this dynamic corporation, visit our website at www.movadogroup.com/careers



MOVADO GROUP INC.



Bringing together the best talent in fashion.

gromwell

TALENT @ GROMWELL.COM

212.972.9300



BCBGMAXAZRIAGROUP

Recognized as a global leader of women's contemporary fashion, BCBG Max Azria Group continues to grow & diversify. With an international vision of Bon Chic, Bon Genre (French for Good Style, Good Attitude), BCBG Max Azria Group maintains the highest standards in creativity, quality and innovation – in its product offering, operations and staff. The Group's vast portfolio of over 15 brands encompasses a retail & wholesale network of more than 9,000 points of sale in over 45 countries on 5 continents. With more than 10 offices around the globe, our worldwide team is integral to the company's successful expansion. We are currently seeking creative, talented and dynamic individuals to join our growing workforce of over 10,000 employees.

We have several positions available due to the continuous growth in our women's & men's lines. We are hiring for the following divisions:

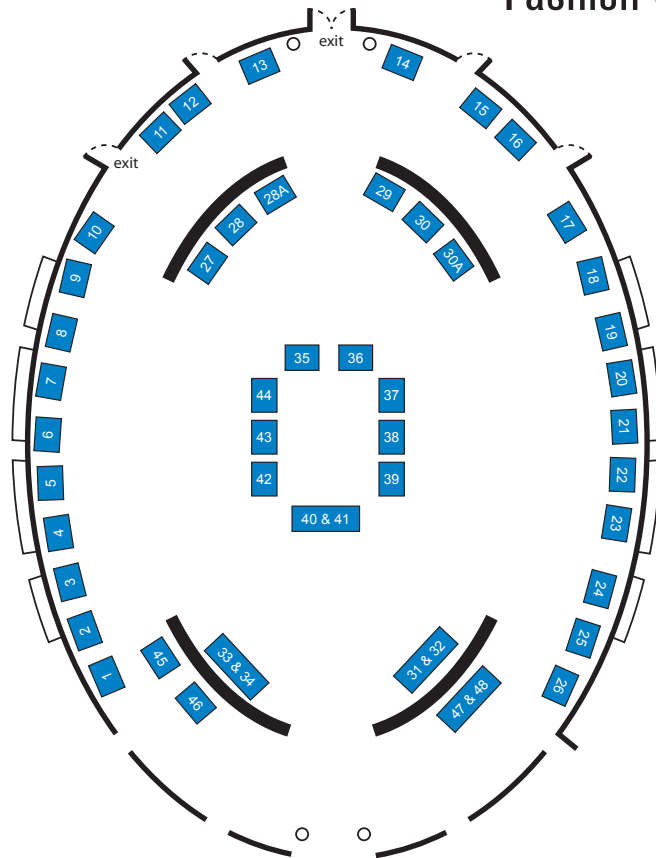
Women's Design
 Technical Design
 Patternmaking
 Production & Sourcing
 Textile Design
 Marketing/Advertising
 Graphic/Web Design
 E-commerce

Retail Accounting
 Retail Buying
 Retail Operations
 Product /Visual Merchandising
 Merchandise Planning/Allocation
 Corporate Recruitment
 Loss Prevention
 Sales

To Apply: Qualified candidates, please submit your resume to human.resources@bcbg.com. BCBG Max Azria Group is an equal opportunity employer. To view all of our current career opportunities, please visit our company's career section at www.bcbg.com

WWD FASHION CAREER EXPO

Fashion Week's Premier Hiring Event



Friday, February 9, 2007
10a.m. – 3p.m.

Gotham Hall
 Broadway @ 36th Street
 New York City

Bring Many Resumes

Only \$10 Admission

Two Years Industry Experience
 & College Degree Required

Pre-register & search jobs at:
FashionCareerExpo.com

Companies interested in
 recruiting, call Seth Berk at
212.655.4505 x244

American Eagle Outfitters	5
Avon Products Inc.....	3
By Design, LLC	28A
Calypso St. Barth Inc.	2
Carhartt, Inc.	10
Catherine Malandrino.....	21
Chico's FAS, Inc.....	19
Cipriani Accessories	4
Cole Haan.....	37
dELiA's, Inc.	30A
Daniel K.....	46
Elie Tahari	20
FAB/Starpoint.....	26
Foot Locker.....	1
Gromwell.....	40/41
Guess	18

H&M	43
Hot Topic Inc.	28
HSN.....	25
J.C. Penney Co. Inc.	29
Kids Headquarters	42
Larry Hansel Clothing.....	24
Levi Strauss & Co.	9
Liz Claiborne Inc.	6
Luca Luca.....	8
Luxtotta Group	22
Macy's Home Store.....	12
Marc Ecko Enterprises	11
Movado Group Inc.	33/34
Paul Stuart	44
Prada USA Corp.....	38

Sears Holdings Corporation	14
Society of Industry Leaders	45
Spectragerm.....	15
Spiegel Brands Inc.	16
Steve & Barry's	30
The Bon-Ton Stores Inc.	17
The Children's Place	13
The Isabella Company	36
Theory.....	23
Tiffany & Co.	39
Tourneau Inc.	7
Urban Outfitters Inc.....	27
Vera Bradley Designs.....	31/32
Winston Retail Solutions.....	35
Women's Wear Daily.....	47/48

WWD

gromwell

MOVADO GROUP INC.

Vera Bradley

F.A.B. STARPOINT

GUESS

BY MARCIANO



Career Opportunities at our Los Angeles World Headquarters

Accounting and Finance

Advertising

Corporate Administration

Design

E-Commerce

Human Resources

Information Technology / Systems

Legal

Licensing

Merchandising

Pre-Production

Production

Public Relations

Purchasing

Real Estate

Recruitment

Retail Allocation

Retail Buying

Retail Planning

Sales

Visual Merchandising

View our open positions at www.guessinc.com/work

GUESS

BY MARCIANO

GUESS

FACTORY STORE

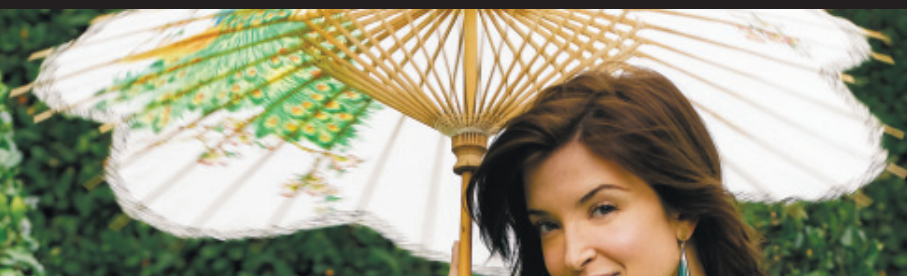
GUESS

ACCESSORIES



Marciano





GGPoised.



ggp.com

wwwdCoterie

SECTION II

NUOVO DENIM

Designers are making bold moves this fall. At Fashion Coterie, scheduled Feb. 20 to 22 at the Jacob K. Javits Convention Center and Piers 90 and 92, exhibitors will be offering lots of graphic pieces in rich, bright colors, as well as an array of moody, dark shades. Here, Habitual's cotton denim cardigan and cotton and spandex jeans. Linea Pelle belt.

WDCOTERIE



A wine-goblet chandelier is the centerpiece of the dining room at Varietal.

SPICE OF LIFE

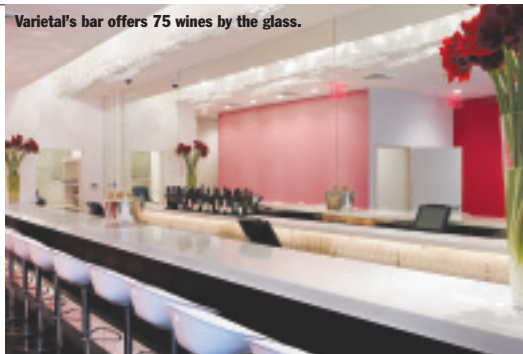
Dishes like pan-roasted grass-fed beef and sautéed snapper are appealing in their ways, but entrées are far from the main event at Varietal, a new Chelsea restaurant put together by food and wine director and owner Gregory Hockenberry.

Peek into the immaculate dining room for a glimpse at a unique chandelier made of what seems like hundreds of glass wine goblets, then tuck yourself into a seat at the bar for one of 75 wines by the glass and a dazzling array of sumptuous appetizers and delicious, if slightly odd, desserts. Beware the hard sell of bubbly at the beginning of the evening — “It will cleanse your palate!” — unless you’re in the mood to splurge on grower Champagnes. Alternatively, a \$1,200 magnum of 1987 cabernet sauvignon from Joseph Phelps Vineyards in Napa is always available.

The restaurant, which opened in December, still has a few hiccups to work through, but delectables like the monkfish liver appetizer and a goat’s milk bread option help make up for it. Pastry chef Jordan Kahn, a graduate of Alinea in Chicago and the Thomas Keller empire, offers up weird and delightful treats like celery root with cherry wood ice cream and absinthe with sour apple sorbet. And if you’re over the whole cocktail thing, the Mexican lemongrass tea certainly warms up a bitter February night.

Varietal, 138 West 25th Street, 212-633-1800.

— Amy S. Choi



Varietal’s bar offers 75 wines by the glass.

VARETAL PHOTOS BY PASHA ANTONOV

Scene

Looking for a great bite, or maybe a little bit of fun? Check out some of New York’s newest hot spots.

URBAN STUDIES

Buyers in search of a little comic relief and some serious exercise should make a beeline to Equinox for Urban Rebounding, an exercise class conducted entirely on mini trampolines.

The 45-minute class might look like a laugh to passers-by — who often stop to peer in to see what all the smiles are about — but the routine provides high-intensity, low-impact cardiovascular conditioning. The crux of the class is a combination of moves borrowed from Jane Fonda-inspired aerobics, sport-specific drills, sprints, push-ups and ab crunches. Overachievers up the strain by working out with hand weights. Participants can burn between 300 and 500 calories, depending on weight, body composition and, of course effort, according to instructor Gregg Cook. He keeps the energy level high with his enthusiastic commands.

JB Berns invented Urban Rebounding after being sidelined with a knee injury. Eager to keep his cardiovascular fitness level up without aggravating his injury, he turned to the rebounder, a tool often used for physical rehab. Berns draws on his martial arts background for various exercises, but Cook thinks it’s all that bouncing that keeps people coming back.

“There is a feeling of freedom and buoyancy — and feeling like child bouncing on his parents’ bed,” he said.

Equinox Fitness offers Urban Rebounding at its clubs at 205 East 85th Street (212-439-8500) and 140 East 63rd Street (212-750-4900.) Guest passes are \$35.

— Rosemary Feitelberg

DOWNTOWN’S OLIVE BRANCH

Like many savvy uptown natives these days, Fig & Olive is making its foray into the downtown world.

Fig & Olive’s new Meatpacking District location, which opened Dec. 19, is neighbors with Pastis, Hotel Gansevort and Spice Market. At 5,000 square feet, the new spot is about four times larger than the Upper East Side original and seats 200.

The Mediterranean restaurant is as diverse and bountiful as the region from which it takes its inspiration. At the Fig Cafe, visitors can taste dishes and sip cocktails. The Olive Room seats formal diners; a 16-foot marble communal table faces the open kitchen, and a 36-foot marble bar and lounge suits the area’s social types.

Executive chef Pascal Lorange, formerly the private chef of Julio Iglesias, has cooked for Oscar de la Renta and Princess Stephanie of Monaco. He also spent time in Spain, and he draws on that Mediterranean region for Fig & Olive’s menu.

Guests start with a complementary olive oil flight that includes a selection from Spain, France and Italy. Tasting menus offer selections of vegetables, crostinis, cheeses, cured meats and, of course, olives. For an appetizer, try the salmon and tomato carpaccio. True to the restaurant’s name, Fig & Olive’s main courses all include extra virgin olive oil — from grilled skewered lamb on couscous with figs (koroneiki olive oil) to the papillote of sole with vegetables (baussy fruity olive oil) — and many include figs. And if a bottle of olive oil doesn’t hit the spot, perhaps a bottle of the region’s wine will.

Fig & Olive, 420 West 13th Street; 212-924-1200.

— Whitney Beckett



Three dishes from a diverse menu. Above: The Olive Room at Fig & Olive.



Dennis Foy’s dining room.

PALETTE MEETS PALATE

Veteran chef Dennis Foy shares his artistry at the stove as well as the easel in his new eponymous TriBeCa restaurant. He painted the land- and seascapes (all for sale) that transform the former Lo Scalco walls, and he also tosses creative fire into each dish.

Some unexpected pairings include tuna tartare with apples and cinnamon rather than avocado. Butternut squash soup meets air-dried duck and marshmallows, and the top-line nut-themed cocktail draws from Charbay black walnut liqueur, house-made chestnut simple syrup, Frangelico, Amaretto and cream — with nutmeg sprinkled on top. The presentation reinforces the creativity, making a standard dish like braised short ribs pop from the plate, thanks to a colorful bed of spicy red cabbage and baby carrots. For dessert, a chocolate hazelnut dome shines like a cue ball.

The chef himself comes out in his whites to schmooze with patrons. Foy has certainly had time to get the whole restaurant recipe right. For the last 30 years, he has reigned over fine kitchens in Manhattan and New Jersey, including Bay Point Prime, EQ and Mondrian.

At the newest Dennis Foy creation, prices range from \$8 to \$18 for appetizers, \$24 to \$35 for main courses and — for the truly inspired — about \$7,500 for a painting.

Dennis Foy, 313 Church Street; 212-625-1007.

— W.B.



www.colcci.com

geni@colcci.com

Come and see us at Project Las Vegas at booth # 109 17th Avenue

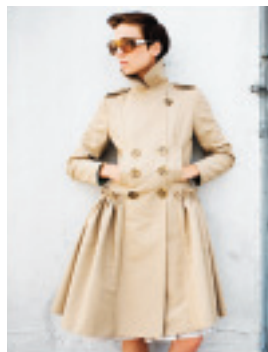
colcci

WWD COTERIE

Buy Away



Searle's current best-selling dress.



A Mel en Stel trenchcoat and a Mike & Chris coat (right) are bestsellers at Girlshop.

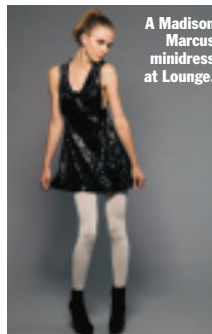


Buyers are on the hunt for new and noteworthy fall items at Fashion Coterie as well as fill-ins for summer. Here, a look at what some stores are seeking.

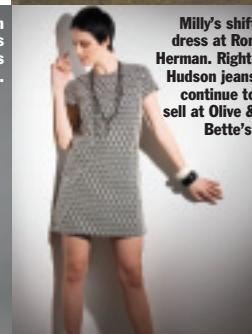
— Julee Greenberg



J Brand jeans are hot sellers at Rapunzel's Closet.

Store: Henri Bendel, New York**Hot right now:** The dress, particularly the minidress in black and white and in bright colors.**Will it continue into fall?** "Yes," said Ann Watson, vice president and fashion director. "The dress is an easy item to wardrobe for various lifestyle needs — on its own, as a layering piece, and it can easily be dressed up or down."**Seeking at Fashion Coterie:** "We are looking for new designers, a continuation of shine, embellishment and saturated colors, the blouse and tailored jackets," she stressed. "We would love to see designers really move forward with a vision of the future versus looking in the rear-view mirror."**Store:** Rapunzel's Closet, Palm Beach, Fla., and shoprapunzels.com**Hot right now:** J Brand's 14-inch leg-opening jeans and T-bag's tunics and dresses.**Will it continue into fall?** "J Brand will continue to be hot — they are very basic, a great price, easy fit. Both my mom and I wear them," said Randi Evans, owner and buyer. "T-bags, too — their patterns are so different and original, we have waiting lists for them every month."**Seeking at Fashion Coterie:** "I hope to find new color palettes; something different from all the blues, plums and dark greens," she said. "We'd like to see some great dresses in soft fabrics like Supima and cashmere."**Store:** Next, Cleveland**Hot right now:** Cheap Monday jeans**Will it continue for fall?** "Skinny jeans are just starting to take off in the middle of the country," said Deirdre Maloney, women's buyer. "At \$65, these are affordable for everyone."**Seeking at Fashion Coterie:** "Fun accessories that don't break the bank," she said. "Handbags, belts and jewelry that straddle the line between funky and different and salable and wearable."**Store:** Searle, New York**Hot right now:** A gold dress from the Searle Collection.**Will it continue for fall?** "I think the silhouette will sell into next fall, yes," said Rick Weinstein, director of sales and marketing. "It's classic with a twist. We are testing it for spring as a sleeveless halter dress and it's selling well."**Seeking at Fashion Coterie:** "[We hope] to find visionary designers who can provide our demanding customers with the next big thing they so desperately seek," he said.**Store:** Girlshop, New York and girlshop.com**Hot right now:** "The Mike & Chris Barton hoodie with balloon sleeves and wide lapel is performing extremely well on Girlshop.com, and a subtly deconstructed Mel en Stel trenchcoat with skirted bottom is selling fast at the Girlshop boutique in the Meatpacking District in New York," said Laura Eisman, founder and chief executive officer.**Will it continue for fall?** "Yes, but I think the focus will shift down a bit to volume in bottoms," she said.**Seeking at Fashion Coterie:** "Wide leg denim and high-waist palazzo trousers; smartly tailored pieces with a touch of oversize detail," she said.**Store:** Olive & Bette's, New York and oliveandbettes.com**Hot right now:** Dresses and denim are the two best-selling categories.**Will it continue for fall?** Yes.**Seeking at Fashion Coterie:** "[We] are always looking for new vendors. Other categories include sweaters because novelty knits are a key category. A little bit of outerwear, because last year there were some early sales and novelty T-shirts," said Stacy Pecor, owner. "Because so many vendors are doing dresses, it seems to have left a void in the skirt and trouser categories. We will be on the hunt for both."**Store:** Zoe, Princeton, N.J., Brooklyn, N.Y., and shopzoeonline.com**Hot right now:** A 3.1 Phillip Lim dress.**Will it continue for fall?** "Dresses have been bestsellers for the past couple of seasons, and I believe that the trend will continue," said owner Lisa Brock.

A Madison Marcus minidress at Lounge.



Milly's shift dress at Ron Herman. Right: Hudson jeans continue to sell at Olive & Bette's.

**However, for fall, we are seeing movement away from so much volume and toward more feminine and structured shapes."****Seeking at Fashion Coterie:** "Denim has become a fashion staple. Over the years, denim has followed so many trends and each season there is a new denim company that offers the newest, hottest jeans on the market," she said. "This season, I would love to find more designers that offer the new pant [style]."**Store:** Teen Angel, four locations in Florida and shopteenangel.com**Hot right now:** "Anything by T-Bags," said Kerry Kovler, buyer. "They're new, fresh, with plenty of different body styles that can accommodate any age or body type. The prints are extremely strong and change every month. Our customers love it because of its cutting-edge feel and trendy look."**Will it continue for fall?** "Right now, T-Bags seems like an insiders' brand — celebs and only fashionistas in the know — but sales are steadily climbing in our stores. We can't keep this brand in stock," she said.**Seeking at Fashion Coterie:** "As always, we're looking for special occasion dresses and separates, especially skirts," she stressed.**Store:** Ron Herman, Los Angeles, and ronherman.com**Hot right now:** Shift dresses.**Will it continue for fall?** "Yes, layered with turtle-necks, tights and chunky, fat heels," said John Eshaya, vice president.**Seeking at Fashion Coterie:** "Always new lines and young, fresh new designers," he said. "I'm also looking for people doing early summer deliveries."**Store:** Lounge, New York**Hot right now:** "Our bestseller right now is mini/shift dresses, like the black sequin dress by designer Madison Marcus," said Tina Setia, women's buyer.**Will it continue for fall?** "The shift dress will definitely still be the 'It' piece for fall, but [we'll add] heavy tights and longer sleeves to accommodate the brisk weather," she said. "I also expect to see sequins, stripes and plaids going forward as well as a lot of military-inspired designs."**Seeking at Fashion Coterie:** "I hope to see some new, original design concepts," she said. "A fresh take on a classic idea, or a truly revolutionary and imaginative concept that has yet to be discovered."**Store:** Arrive, Miami**Hot right now:** Anything from Mike and Chris and also Gryson bags.**Will it continue for fall?:** Yes.**Seeking at Fashion Coterie:** "Right now, we have a very strong assortment going," said Jana Adler, women's buyer. "I usually shop Coterie with an open mind and the hopes of finding something great."

HUGO BOSS FASHIONS INC. Phone +212 940 0600 www.hugoboss.com



NEW YORK LOS ANGELES ATLANTA BEVERLY HILLS CORAL GABLES COSTA MESA DALLAS
KING OF PRUSSIA PALM BEACH MARLTON SAN DIEGO SAN JOSE HACKENSACK HONOLULU

BOSS
HUGO BOSS

SECTION II

WWDCOTERIE

Trend Spotting

The upcoming Fashion Coterie show promises to hit all the high points for fall, from bold, all-over brights to splashy graphic patterns — with a few stops along the way.



Walter's wool coat. Wolford tights; Maria Bonita boots.

Plaid



Pil's cotton shirt, Ben Sherman's cotton sweater vest and Rock & Republic's wool and nylon shorts. Hat Attack hat.

PHOTOS BY PASHA ANTONOV; MODELS: KAYDIVISION AND TODANA ELITE; HAIR BY KATY YUNG; MAKEUP BY ANTHEA KING; ARTIST: SP7 (MOTIVPRIMO.COM); PHOTO ASSISTANT: TRACY LEES; FASHION ASSISTANTS: JULIA COLLIER AND JARA BONE; BLACK: SILVER SHOES BY CESARE; PADIOTTI; RED SHOES BY STUART WEITZMAN; STYLED BY WAYNE ALLENDE AND DAVID VASNY

SECTION II

WWDCOTERIE



Tibi's silk shirtdress and Central Park West's acrylic jacket. Sloane & Alex bag; Erickson Beamon necklace.

Graphics



Jet Black

Wool skirt and silk and cashmere sweater from Badley Mischka Platinum Sportswear. Lenore Solmo earrings; Yoana Baraschi patent belt.

WWDCOTERIE

From left to right:
Madison Marcus' silk
dress. Mimi Turner
bag; Wolford tights;
Maria Bonita belt; Lee
Angel bracelet.
Mimi Turner's silk
dress. Ben-Amun
necklace; Gara
Danielle pendant.

Jewel Tones



J BRAND

captain

pretender

kat

bee

ankle cleavage

gordon

get the latest

at

COTERIE

javits center

www.jbrandjeans.com

WWDCOTERIE

Debutante



Cotton dress from Vera Wang Lavender Label.
De Groot patent clutch;
Erickson Beaman earrings.

kitson denim



kitson^{LA}



115

kitson

800.241.9252

SECTION II

WWDCOTERIE

Scarlet



Mac & Jac's wool, nylon and angora coat and
Parameter's silk top and polyester and cotton skirt.

WWDCOTERIE

Taking It to the Booths

By Julee Greenberg

As the ready-to-wear runways roar in New York, exhibitors at this season's Fashion Coterie are gearing up for a big selling season.

The show runs from Feb. 20 to 22 and will again be split between two venues — the Show Piers and the Jacob K. Javits Convention Center — because of ongoing construction at the Piers. Organizer ENK International has arranged for shuttle service between the sites.

For the contemporary T-shirt company Michael Stars, Los Angeles, Coterie means the launch of a dress collection.

"Due to the high demand for dresses, we launched a line that reinforces our philosophy of merging function with fashion," said Michael Cohen, founder and chief executive. "Our dresses stand out because we combined beautiful silhouettes and colors that follow popular trends, yet remain timeless. Every style is made to make a woman feel comfortable and confident."

Wholesaling from \$58 to \$85, the 12-style dress line is available in baby-doll, jumper and minidress styles and in colors ranging from neutral to vibrant.

For New York-based Edun, the contemporary line

founded by U2 frontman Bono, the past few years have been a learning curve, and now, it's on track.

"After being in the market for a while, we have really found our place," said Bridget Russo, global marketing director of the brand. "In the early days, we were a very feminine line. Now, we are still feminine, but with an edge, which I think suits us well."

Designed by creative director Rogan Gregory, the fall line follows a "nature at night" theme, with dark forest graphics on T-shirts, silk dresses and hoodies. Russo said the colors were all dark with a mix of the shades of dawn and dusk. There is a lot of black and gray throughout, with teal and fuchsia accents. There are also plenty of easy-to-wear shift dresses, military-inspired jackets and high-waisted jeans.

Edun wholesales from \$50 to \$350.

For Chaiken, which has offices in New York and in San Francisco, owner Julie Chaiken said she would attend the Coterie personally to meet with buyers.

"I haven't been for a while, but I'm really looking forward to it," she said.

For fall, Chaiken will show chunky sweaters in cashmere blends, a full maternity line, some basic pants, knit tops and blouses with intricate patterns.

"The blouses are sort of like playing with origami,"

Continued on page 16

Chaiken will have a variety of blouses at Coterie.



SECTION II

WWDCOTERIE



Michael Stars will show a full dress line.



Paper Denim & Cloth has gone preppy for fall.

Taking It to the Booths

Continued from page 15

she said. "Imagine origami with fabric."
Chaiken wholesales from \$90 to \$250.

Contemporary sportswear firm Y? Morrissey, New York, expects a robust growth to continue in 2007. Executives said volume increased by 45 percent last year, for with over \$7 million in sales in 2006. The company, which pronounces its name "Why Question Morrissey," expects to reach \$10 million this year.

Owner JR Morrissey said he would have his entire fall collection at Coterie, as well as items for immediate delivery. There will be a full range of pants, which Morrissey said has become his must-have item. For fall, the pants silhouette is skinny, although the leg is slightly wider.

"People have really started to come to us for our pants, so that has become a big concentration of ours," he said. "We don't tend to lose many people in the dressing room; we are very fortunate in that way."

Besides the pants, Morrissey said the collection consisted of long jackets, printed skirts and knit tops. There are tropical weight pinstripe and plaid pants, jersey tops and dresses. Wholesale runs from \$38 to \$150.

At Paper Denim & Cloth, Chris Gilbert, president, said he was offering sportswear in addition to the regular denim mix. For fall, Paper's trend was "Oxford meets Princeton," he said, citing a slew of preppy looks.

There are turtleneck sweaters, knit ponchos, plaid skirts and thermal tops in animal prints like owl and deer, he said.

"We also have plenty of immediates in our assortment of denim," he said. "There are still a lot of peg legs, but they are getting slightly wider, with a higher rise than we are used to seeing."

Gilbert said his favorite new addition to the collection was a pair of Seventies-inspired wide-leg jeans with patch pockets. Paper Denim & Cloth wholesales from \$22 to \$50.

Laura Poretzky, designer of Abaete, said she was focused on shift dresses.

"They are very Mod and easy to wear," she said, "so I think they will continue as a trend."

Available in long-sleeved and sleeveless styles, the dresses, she said, come in simple colors like navy and black, with jewel-tone accents like a black dress with a turquoise stripe down the front. Green and deep purple are accented throughout. Abaete wholesales from \$120 to \$250.

Y? Morrissey will offer skirts in new prints.



ATELIER
76 INTERNATIONAL DESIGNER COLLECTIONS
NYC
International Designer Fashion and Accessories
Feb. 17-19 DoubleTree Guest Suites Times Square
Pre-registration 505 992 9112 atelierdesigners.com

333 Seventh Avenue, New York, NY 10018
Tel: 1-212-944-0700 • Fax: 1-212-921-0125

ROBERTA SCARPA



ModaEspaña
Platform 2 February 18-20
The Train February 18-20
Designers & Agents February 18-20
Fashion Cotere February 20-22
New York

For more information, please do not hesitate to contact us:
Spanish Interstate Council
cose@coisat.org
www.coisat.org
Trade Commission of Spain
Tel: 012-901-4933
Fax: 012-902-2194
sewyol@coisat.org
Exposiciones Moda España en el exterior...
www.fashionfromspain.com

ANJARA • ARMAND BASI • CUSTO BARCELONA • DAVID VALLS • DIKTOR'S • ESCORPION • HOSS INTROPIA • ISABEL DE PEDRO • JAVIER SIMORRA • SITA MUHT

SHOW-ROOM - MILANO 02-29.52.97.81 - www.lanelmiss.it Press Office: PRB PR 7250 Beverly Blvd - Suite 207 - Los Angeles - CA 90036 - Phone 323.931.9300 Fax 323.931.9330 prbpr2@aol.com

LOVE SEX MONEY



...so run home. she's training you.

ADVERTISEMENT

Diego M - Blue reversible real fox fur cut in waves gives an unusual look to this city quilted jacket. It is double-sided, guaranteeing resistance to all weather conditions.

MADE IN ITALY



2007 - 2008 Italian Trade Shows

Milano Unica
February 13-16, 2007
Fieramilanocity - Portello
info@milanounica.it
www.milanounica.it

Milano Moda Donna*
February 17-25, 2007
Fiera Milano Congressi
designated showrooms
& facilities
info@cameramoda.it
www.cameramoda.it

White
February 22-25, 2007
Via Tortona 27, Milano
white@pittimmagine.com
www.whitemilano.it

NeoZone
February 22-25, 2007
Via Bergognone 34, Milano
neozone@pittimmagine.com
www.neozone.it

Cloudnine
February 22-25, 2007
Via Tortona 58, Milano
cloudnine@pittimmagine.com
www.cloudnine.it

Milanovendemoda
February 23-26, 2007
Fiera Milano City - Milano
expo@expoacts.it
www.expoacts.it
www.milanovendemoda.it

Anteprima
March 1-2, 2007
Fiera Milano City
(Porta Eginardo)
trend@trendselection.com
www.trendselection.it/anteprima

Mifur
March 14-18, 2007
Fiera Milano City
fieramifur@wms.it
www.mifur.com

Micam Shoevert
March 15-18, 2007
Milano Fairground
September 20-23, 2007
segreteria.promozione@ancicalzature.co
www.micamonline.com

Mipel
March 15-18, 2007
Milano Rho
September 20-23, 2007
segreteria@mipel.com
www.mipel.com

Filo
March 21-22, 2007
Centro Congressi
Palazzo delle Stelline
Milano
info@filofair.com
www.filo.it

Oroarezzo
March 24-28, 2007
Arezzo
Centro Affari Arezzo
info@cpsarezzo.it
www.oroarezzo.it

Comocrea
March 26-27, 2007
Villa Erba
Cernobbio Como
comocrea@apacomo.it
www.comocrea.com

Cosmoprof
Bologna
March 30-April 2, 2007
sosecos@cosmoprof.it
www.cosmoprof.it

Lineapelle
April 17-19, 2007
Bologna Fairground
October 2007
lineapelle@unic.it
www.lineapelle-fair.it

Siba
April 19-21, 2007
Centro fieristico
Piacenza
info@piacenzafiere.it
www.siba.piacenzafiere.it

Exit - Exportitalia
May 2007
Tiapoint Centergross
Bologna Pad. 32
Funo di Argelato
Bologna
franceschini@er.cna.it
www.bo.cna.it/exit

Il Tari' in Mostra
May 4-7, 2007
Marcianise- Caserta
October 12-15, 2007
Centro Il Tari
marketing@tari.it
www.tari.it

Mido
May 4-7, 2007
Fiera Milano Rho
infomido@mido.it
www.mido.it

Proposte
May 9-11, 2007
Cernobbio - Como
Congress Centre
Villa Erba
info@propostefair.it
www.propostefair.it

Vicenzaoro 2
Vicenza Fiera
Oromacchine
May 12-16, 2007
vicenzafierra@vicenzafierra.it
www.vicenzafierra.it

Expo Riva Shoe
Palazzo dei Congressi
June 2007
Riva del Garda
info@exporivaschuh.it
www.exporivaschuh.it

Si Sposaitalia
June 22-25, 2007
Milano Fairground
expo@expoacts.it
www.expoacts.it
www.sposaitaliacollezioni.it

Pitti Immagine Filati*
Florence
July 2007
Fortezza da Basso
dir.marketing@pittimmagine.com
www.pittimmagine.com

Salone della Gemmologia
September 2007
Macef Oro/Argento
Milano
macef@fmi.it
www.fmi.it/macef

Orogemma
Vicenza Fiera
Salone dell'orologio
September 15-19, 2007
vicenzafierra@vicenzafierra.it
www.orogemma.vicenzafierra.it

Valenza Gioielli
October 7-10, 2007
Valenza
Palazzo Mostre
aov@interbusiness.it
www.valenza.org

Modaprima
November 26-28, 2007
Salone Internazionale delle
collezioni moda e accessori
Fiera Milano City
modaprima@pittimmagine.com
www.modaprima.it

*** by invitation only**

The above dates are subject to change without notification by show organizers. Please contact the respective offices directly for updates, catalogues or registration information.



33 East 67th Street New York NY 10021
Tel. 212.980.1500 Fax 212.758.1050
Email: newyork@newyork.ice.it
www.italtrade.com



MADE IN ITALY:

An emphasis on quality and innovation make Italian textiles, fashion, footwear and accessories more desirable than ever.



Despite an increasingly competitive global market for luxury goods and apparel, Italy remains at the forefront of the fashion world offering unparalleled quality and innovation.

"Production and competition may be rising throughout the world, but experienced shoppers seeking the best will not compromise by accepting only style, color, knitwear, fabrics, service and luxury goods that are Made in Italy," said Aniello Musella, executive director for the U.S. at the Italian Trade Commission.

According to many retailers, the Made in Italy tag means superior quality.

"When those in the know hear 'made in Italy,' it automatically gives the product cache," said Rick Weinstein, director of sales and marketing for Searle, a New York-based boutique with seven retail locations, best known for shearlings, coats and leathers. Weinstein is particularly impressed with Italian outerwear, belts and wovens for their great quality and craftsmanship. "The fabric and manufacturing will most likely be terrific."

Italy prides itself on its technological advancement. A leader in fibers, yarns, fabrics and finishings, Italian manufacturers continue to create products that buyers and

designers seek out year after year. In fact, Italian manufacturing is so superior that top designers choose to have their products made in Italy.

"Italy is a supplier of creativity, offering buyers, retailers, designers and consumers what they seek most: innovation, style, originality and quality," said Musella. "There is a rising international demand for Italian textiles, fashion, footwear and accessories."

Robin Weiss, buyer/owner of Butter, a Brooklyn-based retail store, agreed, adding that she buys a large assortment of Italian merchandise for her store. "The Italian quality is amazing," she said. "The quality carries you through more than just one year. Whether it's a basic T-shirt or a fashion piece, the quality is very comparable."

Many retailers assert that consumers can always discern a difference in quality goods, which is why they are drawn to Italian-made items.

According to Weinstein, "Consumers may not know that it's made in Italy and that's why it's better, but intrinsically they know it's a wonderfully made product."

"Production and competition may be rising throughout the world, but experienced shoppers seeking the best will accept only style, color, knitwear, fabrics, service and luxury goods that are Made in Italy."

Aniello Musella,

Executive Director for the U.S. at the Italian Trade Commission



▲ Agresti

The swinging doors hold necklaces while insuring all drawers are locked. Features 24 karat gold-plated brass details and natural Elm Briar with tarnish-free ultrasuede lining. 17x12x14.5 inches. \$1450

▼ Agresti

Hexagonal jewel box in Elm Briar is lined for earrings, rings and various jewelry. Features a necklace bar and pouch. 13.5 x 9.5 x 3.5 inches. \$395



▲ Agresti

Hexagonal jewel box in Elm Briar with necklace bar and pouch. Removable tray features earrings holders, ring section and space for two watches. 15.5 x 10.5 x 5 inches. \$595

▼ Missoni

Acetate square sunglasses in red with metal trim. Also available in black. \$290



▲ Missoni

Acetate aviators in white with flower pattern inside. Swarovski crystals on the temples. Also available in brown, pink and green. \$250

▼ Missoni

Acetate square sunglasses in black and fuchsia with metal trim. Available in three colors. \$290



LES COPAINS USA - 46 WEST 55TH STREET NY NEW YORK - TEL. 212.262.8556

BVW SPA - TEL. +39 051 536011



blue

Les Copains

MILANO MODA DONNA

CAMERA NAZIONALE DELLA MODA ITALIANA

Canon

SPONSOR PRINCIPALE

International Milan
Fashion Week

Calendario provvisorio
aggiornato al 26 Gennaio 2007

17/24 Febbraio 2007
17th/24th February 2007

Temporary schedule
updated on 26th January 2007

stilate/fashion shows

Sabato 17 febbraio/Saturday 17th february			Mercoledì 21 febbraio/Wednesday 21st February		
11.00	ELENA MIRO'	MILANO MODA DONNA Sala Spiga	9.00	JENNY PACKHAM	MILANO MODA DONNA Sala Manzoni
12.00	NEW UPCOMING DESIGNERS NEXT GENERATION	MILANO MODA DONNA Sala Borgospesso	9.45	ANGELO MARANI	MILANO MODA DONNA Sala Borgospesso
12.45	ROBERTA SCARPA	MILANO MODA DONNA Sala Manzoni	10.30	MARIELLA BURANI	MILANO MODA DONNA Sala Montenapoleone
13.30	SEDUZIONI DIAMONDS VALERIA MARINI	MILANO MODA DONNA Sala Montenapoleone	11.15	ANTONIO MARRAS	MILANO MODA DONNA Sala Babila
14.15	MALLONI	MILANO MODA DONNA Sala Borgospesso	12.15	ROBERTO CAVALLI	Location da comunicare
15.00	BALIZZA	MILANO MODA DONNA Sala Spiga	13.15	SALVATORE FERRAGAMO	Piazza Affari, 6
15.45	SHIRT PASSION	MILANO MODA DONNA Sala Manzoni	14.15	EMPORIO ARMANI	Via Bergognone, 59
16.30	JT	MILANO MODA DONNA Sala Borgospesso	15.00	EMPORIO ARMANI	Via Bergognone, 59
17.15	VARUN BAHL	MILANO MODA DONNA Sala Spiga	15.00	DEBORA SINIBALDI	Location da comunicare
18.00	NORMALUISA	Corso Venezia, 16	16.00	FRANKIE MORELLO	Via Palermo, 10
			17.00	GUCCI	Piazza Oberdan, 2/b
			18.00	GUCCI	Piazza Oberdan, 2/b
			19.00	ANNA MOLINARI	Piazza dei Mercanti
			20.00	VALENTIN YUDASHKIN	Via Turati, 34
			21.00	TRUSSARDI	Location da comunicare
Domenica 18 febbraio/Sunday 18th February			Giovedì 22 febbraio/Thursday 22nd February		
10.00	ROBERTA DI CAMERINO	MILANO MODA DONNA Sala Spiga	9.00	GAETANO NAVARRA	MILANO MODA DONNA Sala Manzoni
11.00	LUCIANO SOPRANI	MILANO MODA DONNA Sala Borgospesso	9.45	MAX MARA	MILANO MODA DONNA Sala Babila
12.00	SIMONETTA RAVIZZA	MILANO MODA DONNA Sala Manzoni	10.30	LES COPAINS	MILANO MODA DONNA Sala Borgospesso
13.00	ROCCO BAROCCO	MILANO MODA DONNA Sala Montenapoleone	11.15	EMILIO PUCCI	MILANO MODA DONNA Sala Montenapoleone
14.00	CLIPS	MILANO MODA DONNA Sala Borgospesso	12.00	AMULETI J	MILANO MODA DONNA Sala Spiga
15.00	LORENZO RIVA	MILANO MODA DONNA Sala Spiga	13.00	LAURA BIAGIOTTI	Via Rivoli, 6
16.00	ALESSANDRO DE BENEDETTI	MILANO MODA DONNA Sala Manzoni	14.00	DOLCE & GABBANA	Viale Piave, 24
17.00	SONIA FORTUNA	MILANO MODA DONNA Sala Borgospesso	15.00	JOHN RICHMOND	Location da comunicare
18.00	MARIA CALDERARA	Via Lazzaretto, 15	16.00	FENDI	Via Sciesa, 3
19.00	ROBERTO MUSSO	Via Meda, 24	17.00	FENDI	Via Sciesa, 3
20.00	FRANCESCO SCOGNAMIGLIO	Via Meravigli, 5	18.00	BELSTAFF	Location da comunicare
21.00	UNRATH & STRANO	Location da comunicare	19.00	MOSCHINO	Location da comunicare
			20.00	ALESSANDRO DELL'ACQUA	Via San Gregorio, 29
			21.00	ORARIO ASSEGNATO	
Lunedì 19 febbraio/Monday 19th February			Venerdì 23 febbraio/Friday 23rd February		
9.00	KRISTINA T.	MILANO MODA DONNA Sala Manzoni	9.00	GIULIANA TESO	MILANO MODA DONNA Sala Manzoni
9.45	AGATHA RUIZ DE LA PRADA	MILANO MODA DONNA Sala Borgospesso	9.45	SPORTMAX	MILANO MODA DONNA Sala Babila
10.30	CN'C COSTUME NATIONAL	MILANO MODA DONNA Sala Montenapoleone	10.30	ERMANNNO SCERVINO	MILANO MODA DONNA Sala Montenapoleone
11.15	BLUGIRL	MILANO MODA DONNA Velodromo Vigorelli	11.15	BLUMARINE	MILANO MODA DONNA Velodromo Vigorelli
12.15	KRIZIA	Via Manin, 21	12.00	MISSONI	MILANO MODA DONNA Sala Senato
13.00	D&G	Viale Piave, 24	13.00	GIANFRANCO FERRE'	Via Pontaccio, 21
14.00	GIORGIO ARMANI	Via Bergognone, 59	14.00	LUISA BECCARIA	Via Fiori Chiari, 17
15.00	GIORGIO ARMANI	Via Bergognone, 59	15.00	GIANFRANCO FERRE'	Via Pontaccio, 21
16.00	JUST CAVALLI	Location da comunicare	15.00	KEI KAGAMI	Via Mercato, 3
17.00	MOSCHINO CHEAP & CHIC	Via Bezzacca, 5	16.00	ICEBERG	Via Palermo, 10
18.00	BURBERRY PRORSUM	Corso Venezia, 16	17.00	GIANNI VERSACE	Piazza Vetra, 1
19.00	MAURIZIO PECORARO	Corso Venezia, 51	18.00	GIANNI VERSACE	Piazza Vetra, 1
19.00	DANIELA GREGIS	Piazza Sant' Ambrogio, 23/a	19.00	CIVIDINI	Location da comunicare
20.00	PRINGLE OF SCOTLAND	Location da comunicare	20.00	TER ET BANTINE	Via S. Francesco d'Assisi, 15
21.00	CARLO TIVOLI	Via Turati, 34	21.00	ORARIO ASSEGNATO	
Martedì 20 febbraio/Tuesday 20th February			Sabato 24 febbraio/Saturday 24th February		
9.00	PIERLUIGI FUCCI	MILANO MODA DONNA Sala Borgospesso	9.00	AB SOUL	MILANO MODA DONNA Sala Manzoni
9.45	AIGNER	MILANO MODA DONNA Sala Spiga	10.00	ALVIERO MARTINI	MILANO MODA DONNA Sala Borgospesso
10.30	ENRICO COVERI	MILANO MODA DONNA Sala Manzoni	11.00	BYBLOS	MILANO MODA DONNA Sala Manzoni
11.15	ETRO	MILANO MODA DONNA Sala Senato	12.00	ORARIO ASSEGNATO	MILANO MODA DONNA Sala Spiga
12.00	LA PERLA	MILANO MODA DONNA Sala Montenapoleone	13.00	THES & THES BY THES TZIVELI	MILANO MODA DONNA Sala Borgospesso
13.00	ALBERTO BIANI	Viale Piave, 42	14.00	ORARIO ASSEGNATO	MILANO MODA DONNA
14.00	ALBERTA FERRETTI	Location da comunicare	15.00	ORARIO ASSEGNATO	MILANO MODA DONNA
15.00	BRIONI	Location da comunicare	16.00	ORARIO ASSEGNATO	MILANO MODA DONNA
16.00	BOTTEGA VENETA	Viale Piceno, 15/17			
17.00	POLLINI BY RIFAT OZBEK	Via Bezzacca, 5			
18.00	PRADA	Via Fogazzaro, 36			
19.00	PRADA	Via Fogazzaro, 36			
20.00	6267	Via San Barnaba, 48			
20.30	PAOLA FRANI	Location da comunicare			
21.00	ANTEPRIMA	Via Turati, 34			

Le Case/The Fashion Houses:

BORBONESE, DERERCUNY, DSQUARED2, HAUTE, JO NO FUI, LOVE SEX MONEY, MASSIMO REBECCHI and ROMEO GIGLI sono presenti nel calendario di Milano Moda Donna e in fase di assegnazione/ are present in the schedule of Milano Moda Donna and are being assigned.



Camera Nazionale della Moda Italiana has the right to change the structure of the schedule, with regard to its functionality and logistics (see the General Rules of CNMI which can be downloaded on the website www.cameramoda.it - Events/Schedule section).

Via Gerolamo Morone, 6 - 20121 Milano
ph. +39-02 7771081 - fax +39-02 77710850/62

Camera Nazionale della Moda Italiana

info@cameramoda.it
www.cameramoda.it



Classeditori

P&Gbeauty





DIEGO
M

PARIS 1 - 4 February PRÊT-À-PORTER - L'EXPRESSION
MILANO 23 - 26 February MILANOVENDEMODA - TREND Hall 10

LAZISE (Verona) Italy +39 045 6471166 www.diegomoda.it

ADVERTISEMENT



◀ **Angela Caputi Giuggiu'**

Part of the "Graniglia" collection, this necklace recalls Fifties post-modern paving. It is enriched by black seed-pearls and small diamonds, which create a sparkle suitable for day or night. \$175



▲ **Angela Caputi Giuggiu'**

This necklace alternates little pearls and nacre sticks to create an amber brightness and evoke the hot mediterranean culture. \$200

▶ **Angela Caputi Giuggiu'**

Part of the "Foresta" collection, this necklace is also made of plastic resin, and its colors evoke the hot summer season of the amazons forest. \$210



◀ **Camera Nazionale della Moda Italiana**

Moments of Milano Moda Donna at the "Fashion Milano Center-September 2006."

▼ **Camera Nazionale della Moda Italiana**

Moments of Milano Moda Donna at the "Fashion Milano Center-September 2006."

▶ **Camera Nazionale della Moda Italiana**

Moments of Milano Moda Donna at the "Fashion Milano Center-September 2006."



ANGELA CAPUTI[®]

Giuggiù



BIJOUX

Via S. Spirito, 58/r 50125 Firenze Tel. +39 055 212972 Fax +39 055 211315
www.angelacaputi.com angelacaputi@hotmail.com

ADVERTISEMENT



◀ **Diego M**

Black reversible parka with hood and coulisces in technical fabric and natural fox. It can resist low temperatures, such as the Russian -25 degrees, and is really chic when worn reversed.

▼ **Diego M**

Brown parka with natural fox printed lynx. A warm winter coat with an important fur hook that gives an extra resistance to cold, wind and rainy days.



▲ **Diego M**

Black mink coat with belt. Light and chic, this original masterpiece of the DIEGO M collection is a modern version of a wardrobe classic.



▲ **Les Copains**

Knitted cotton/viscose batwing cardigan is shown over a matching sleeveless dress. Dress \$645, Cardigan \$945

▼ **Les Copains**

Animal print tunic in silk is shown over a matching cotton godet skirt. A knitted cardigan with leather and woven linen detail completes the look. Knit \$495, Shirt \$480, Skirt \$345



▲ **Les Copains**

Classic Les Copains knitted blazer with signature crest in stretch viscose is shown over a stretch piquet polo and a white cotton bermuda. Bermuda \$315, Polo Shirt \$200, Knit Jacket \$1625

“LA FORTEZZA”

by



SECURITY FOR YOUR JEWELRY.

ITALIAN CONTEMPORARY
ELEGANCE FOR YOUR HOME.
OUR UNIQUE AND EXCLUSIVE
BRIARWOOD WALL-SAFE ARMOIRE
FITTED FOR YOUR JEWELS
AND ANCHORABLE
TO THE WALL.

800-518-2199

WWW.AGRESTI.COM





ALLISON | Tel. 877 268 5757 | sales@allisonusa.com | Mod. MI 584

MISSE