

# ST. JOHN TAPS FETTER/2 SUNGLASSES HIT NEW HIGHS/9

Women's Wear Daily • The Retailers' Daily Newspaper • April 2, 2007 • \$2.00

# WWD MONDAY

Accessories/Innerwear/Legwear

## Class Action

After spring's blitz of show-off colors, activewear designers have turned to utilitarian neutrals for fall, leaving the flashy moves to the workouts. Here, Nike's cowl-neck top over Zooney's T-shirt, both in cotton, with Danskin's nylon and Lycra spandex shorts. For more exercise looks, see pages 6 and 7.

### Kate's Rolling Stone: Topshop's Moss Line To Be in 20 Countries

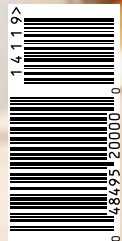
By WWD Staff

Topshop is going global with Kate Moss.

The British retailer plans to roll out its Kate Moss for Topshop collection to all 19 Barneys New York stores in the U.S. beginning May 8 in the brand's major push into the U.S. market. And the line will be launched in other retailers worldwide, ranging from Colette in Paris and 10 Corso Como in Milan to stores in Moscow.

"The Kate Moss collection will be introduced in the U.K. on May 1 and we will then go to 20 other countries with it," said Sir Philip Green, Topshop's owner.

See **Topshop**, Page 11



PHOTOGRAPHED BY THOMAS ANIVACCONE AT PETER VALLANDURT PILATES STUDIO; MODEL: OLIVIA NEW YORK; HAIR: DAVID MEDVE; ARTIST: SPY/TIMOTHY PARRANO.COM; MAKEUP: MIJJI KATSUYUKI/WORK GROUP; STYLED BY BOBBI OLEEN

## St. John Names Fetter Interim CEO

St. John is making a shift at the top as it seeks a permanent chief executive officer.

The \$400 million company has appointed chief operating officer Bruce Fetter to also serve as interim ceo. He replaces Philip Miller, who has been interim ceo since April 2006.

Fetter, along with Marie Gray, co-founder and head designer of St. John, returned to the company in the last six months, along with designer Maria D. Lopez and Kelly Gray, former creative director and co-president with Fetter.

That team departed after Richard Cohen was named ceo in 2004. Part of Cohen's strategy was to entice younger customers to St. John, but it fell short of expectations. Many of the newer styles met resistance from the brand's loyal and mature customers.

"Bruce has a deep understanding of all aspects of our business at St. John," chairman Jim Kelley, who also is president of Vestar Capital Partners, the brand's owner, said in a statement. "He has the confidence of the board of directors and entire management team to assume this

critical leadership role."

Fetter will report directly to Kelley while the board, which includes Marie Gray, continues to search for a permanent ceo.

Neither Fetter nor Kelley was available for comment.

Fetter, who is also a board member, first joined the company in 1997 as vice president of distribution and became co-president with Kelly Gray, the daughter of St. John founders Marie and Bob Gray. Fetter was chief operating officer when he left the company in March 2005. He rejoined St. John in October.

The New York-based Miller has been commuting to St. John headquarters in Irvine, Calif. He remains "a key adviser to our management team and a member of our board of directors," Kelley said in the statement.

Miller was instrumental in bringing back Fetter and making Lopez vice president of design after Cohen and former creative director Tim Gardner left the company.

— Marcy Medina

## Tod's Opens New Hogan Unit in Hong Kong

By Constance Haisma-Kwok

**HONG KONG** — Hogan opened its second store here with a fashionista-studded party at the Star Ferry that featured an appearance by "Hannibal Rising" star Gaspard Ulliel. But the real news is the brand's sleek boutique and what it represents.

Located in Tsimshatsui's bustling Harbour City mall, the 950-square-foot shop carries both men's and women's footwear and features the brand's iconic decor, comprising red leather walls and banquettes, polished steel and glass shelves and stitched leather "frames" around built-in display boxes. Its debut comes three years after the first Hogan store opened at Pacific Place on Hong Kong Island.

"We decided to open the second store because the first store is doing very well and has been since its second year of operation," said Tod's SpA chief executive officer Stefano Sincini. He said it was difficult to market the brand when it first launched 20 years ago, but the world is catching up to Hogan's relaxed style. "The world is becoming more casual, we dress less formally at work. We are evolving into a different lifestyle and Hogan is perfect for it," said Sincini.

But Hogan is only one part of Tod's Group's expanding presence in Asia. The company — which owns luxury brands Tod's, Hogan, Fay and Roger Vivier — now has more than 50 stores in the region, not including Japan, where there are another 20-plus. "We are growing, Asia is a strategic market for us, even though we arrived late compared to others," said Sincini. Tod's sales in Asia were up 25.3 percent last year to 88 million euros, or \$116.2 million, from 70.3 million euros, or \$92.8 million, in 2005. (Figures include sales in the Middle East.)

Sincini spent part of the week before his arrival in Hong Kong investigating potential markets for Hogan, including a stop in Kuala Lumpur, Malaysia. "We are studying the markets," said Sincini, who explained the company likes to have a strong understanding of a marketplace before expansion. While Tod's



**“The world is becoming more casual, we dress less formally at work. We are evolving into a different lifestyle and Hogan is perfect for it.”**

— Stefano Sincini, Tod's SpA

is available in most of Asia's major markets, most often via franchise — as it is in Taiwan, South Korea, Thailand and China — the other brands are not. (In Hong Kong, Singapore and Japan, Tod's stores are directly owned.)

"We are very cautious with the development of our brands. We'll open stores with Tod's, but not until we have the right location. We want the right management, the right mall and the right brand mix," he said.

As for China, Sincini said the potential there is great, but the company is not quite ready to make a big move on its own. "Maybe we will go into China, but right now we are happy to wholesale. [Hogan is] in Shanghai in On Pedder [the multibrand store operated by Pedder Group] and the results have been very good, but we won't open a store in China before 2008," he said.

Sincini said growth for each

brand will come from two major sources — expanding product categories and opening stores. In terms of the first, Sincini pointed to Hogan, which is best known for its Interactive sneaker, but has begun to add sandals, mules and some high heels. This fall, the first two Hogan apparel items will be launched: the Kerouac jacket for men and the Rock jacket for women. The leather jackets, along with a capsule collection of luggage, shoes and bags, were inspired by Jack Kerouac's Sixties classic "On the Road," said Sincini.

Although Sincini declined to estimate sales for the coming year or for the new Hogan shop in Hong Kong, he did grant that so far this year, things are going well. "We work every year to do better. The beginning of the year has been promising, but the market is not easy to predict at this moment. Still, we are quite optimistic," he said.

## WWD MONDAY

Accessories/Innerwear/Legwear

### FASHION

**6** Fashion's minimalist mood has hit fall activewear in neutral-tone styles with such details as subtle camouflage prints and crisscross straps.

### GENERAL

**1** British retailer Topshop plans to roll out its Kate Moss for Topshop collection to all 19 Barneys New York stores in the U.S. starting in May.

**9** ACCESSORIES: Eyewear makers are targeting big spenders, namely women plunking down thousands of dollars on designer handbags.

**10** INNERWEAR: Leigh Bantivoglio is celebrating 10 years in business with a new logo and hangtag to give her brand a more recognizable image.

**14** Suits University trains Men's Warehouse's sales associates and managers to be "wardrobe consultants" rather than just salespeople.

**16** The U.S. imposed countervailing duties on glossy paper from China, as Congress pushes for broadening the scope of the antisubsidy law.

### EYE

**4** A Q&A with graphic designer Louise Fili, who has co-authored "Euro Deco: Graphic Design Between the Wars" with husband Steven Heller.

Classified Advertisements.....17-19

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VOLUME 193, NO. 69. WWD (ISSN 0194-3380) 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. Belandino, Executive Vice President/CFO; Dale Chirchella 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. 866549096-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 TRANSPARENTS), 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.

### COMING THIS WEEK

**TUESDAY:** Oxford Industries reports third-quarter sales and earnings.

Turkish Fashion Fabric Exhibition, London (through Wednesday).

**THURSDAY:** Delia's Inc. reports fourth-quarter and year-end sales and earnings.

**FRIDAY:** The U.S. Labor Department releases the March employment report.

### In Brief

● **ARABOV TRIAL STAYS IN DETROIT:** Celebrity jeweler Jacob Arabov, also known as Jacob the Jeweler, will have to stand trial in Detroit, a federal district court judge ruled following a hearing on Arabov's request to move the trial to Manhattan. Arabov faces federal charges for allegedly laundering more than \$270 million in proceeds from the sale of illegal narcotics on behalf of a Detroit organization known as the Black Mafia Family. He has pled not guilty. Judge Avern Cohn ruled that since Arabov's trial was separated from that of three other defendants facing the same charges, there was no need to change the venue. Arabov reportedly requested the change of venue so it would be more convenient for his celebrity clients to appear on his behalf. The trial date is set for Aug. 6. If convicted, he could face 20 years in prison.

● **SMART SHIRTS PROMOTIONS:** Kellwood Co. is promoting its senior management in Smart Shirts Ltd., a wholly owned subsidiary based in Hong Kong. Effective Sunday, Jesse C.P. Zee, managing director of Smart Shirts, has been promoted to chairman; Gerald Rhoads, deputy managing director; is managing director; and Michael T. Gilson, Kellwood director of special projects, is senior vice president of finance. They report to W. Lee Capps 3rd, Kellwood chief operating officer and chief financial officer, who has assumed oversight of Smart Shirts from Robert C. Skinner Jr., Kellwood chairman, president and chief executive officer.



## Olivier Courtin-Clarins Says Groupe Is Not on the Block

**PARIS** — Groupe Clarins is not for sale, according to Olivier Courtin-Clarins, the company's vice president of research and development, on Friday.

He was responding to rumors circulating that the company is on the block since his father and Clarins founder, Jacques, died late last week.

"They are rumors," maintained Courtin-Clarins. "There is no change in capitalization. There is no need to sell. The company remains run by my brother and myself. There is no strategic change."

Courtin-Clarins was referring to his brother, Christian, who is Clarins' president and chief executive officer.

As reported, the company's stock price had risen on the news of senior Courtin-Clarins' passing. Sources had cited, among other possible suitors, Procter & Gamble, the Estée Lauder Cos., L'Oréal and LVMH Moët Hennessy Louis Vuitton.

— Jennifer Weil



Christian Courtin-Clarins

## KKR, Pessina to Review Alliance Boots' Books

**LONDON** — Alliance Boots said Friday it has agreed to open its books so that Kohlberg Kravis Roberts & Co. and Stefano Pessina can undertake due diligence after the suitors sweetened their potential takeover approach to over 10 billion pounds, or \$19.68 billion at current exchange.

KKR and Pessina, who is Alliance Boots' executive deputy chairman and holds a 15 percent stake in the company, said in a regulatory announcement Friday that they had upped their potential bid to 10.40 pence, or \$20.47, valuing the company at 10.1 billion pounds, or \$19.88 billion.

On March 12, Alliance Boots, which owns health and beauty retailer Boots the Chemists and a wholesale pharmaceuticals business, rebuffed the consortium's initial advance of 10 pence, or \$19.69, per share, claiming it did not reflect the fundamental value of the company.

KKR, a private equity firm, and Pessina said the latest announcement does not signify a firm intention to make an offer; however, analysts are bullish about its chances.

"It's virtually a done deal," said Richard Ratner, chief analyst at Seymour Pierce in London, adding that while other companies are also likely to be eyeing Alliance Boots, Pessina's strong links with the company's wholesale business and the high price potentially on offer could turn other suitors off. "It's a very good deal for shareholders."

KKR and Pessina said in the statement they expect to commence due diligence shortly. "The consortium's investment rationale is predicted on long-term growth," the consortium said in the statement. "Its objective is to work with the existing management team to enhance Alliance Boots' position as a global leader in the health care services and beauty industries. The consortium is also committed to building upon Alliance Boots' unique position as a trusted U.K. brand and retail institution."

Last week, Alliance Boots announced plans to invest 65 million pounds, or \$128 million, to rebrand a majority of its 900 community pharmacies to take on a recently tested "your local Boots pharmacy" format. The pharmacies were owned by Alliance UniChem prior to its merger with the Boots Group in July last year.

— Brid Costello

## Symrise Sees Red in 2006

**LONDON** — Flavors and fragrances firm Symrise reported Thursday a net loss of 89.9 million euros, or \$119.9 million at current exchange, for 2006.

The Holzminden, Germany-based company, which generated losses of 52.4 million euros, or \$69.9 million, in 2005, said the result was due to nonrecurring items including costs linked to its initial public offering last year and its restructuring program.

Earnings before interest, taxes, depreciation and amortization adjusted to eliminate nonrecurring factors were up 26 percent, weighing in at 243.2 million euros, or \$324.3 million. Sales spiked 7 percent year-on-year to 1.229 billion euros, or \$1.64 billion.

Going forward, Symrise said in a statement it expects to ring up annual sales growth of 5 percent per annum in 2007 and 2008, while the adjusted EBITDA margin will increase from 19.8 percent in 2006 to "substantially more than 20 percent."

"It is our objective to achieve faster, primarily organic growth than the market," the firm said in the statement. It also said it is planning to make acquisitions.

In 2006, Symrise's Scent & Care Division saw sales jump by 6.5 percent to reach 647.4 million euros, or \$863.3 million. EBITDA for the division rose 29.2 percent to 112.9 million euros, or \$150.5 million.

— B.C.

## Federated Mulls Global Expansion

By Robert Murphy

**BARCELONA** — Federated Department Stores is contemplating international expansion, Terry Lundgren, the retailer's chairman, president and chief executive officer, told a conference of retailers here Friday.

Speaking at the World Retail Conference, Lundgren said he was in the early stages of "investigating" the "global expansion" of the Macy's and Bloomingdale's banners.

Though he stressed a jump abroad was at a "very early stage," Lundgren said a successful international play held vast potential.

"It would have to be a meaningful opportunity," said Lundgren. He underscored that it would have to be part of a clear strategy and create value for shareholders.

He did not indicate where his early leanings would lead him to plant Macy's or Bloomingdale's flags.

Lundgren said it was only a matter of time

before an American department store retailer became bullish about overseas expansion. Saks Fifth Avenue and Harvey Nichols already have opened stores in the Middle East and, earlier this month, France's Galeries Lafayette said it would open in Dubai. Saks also is planning to open a store in Shanghai, while Harvey Nichols has one in Hong Kong. But in the case of Saks, the overseas stores are operated by a franchise partner, with little financial risk on the part of the U.S. retailer.

"There has to be someone who will break through in multiple markets," said Lundgren. "It hasn't been done at the department store level."

There are companies that operate department stores in different markets, albeit under several banners.

Galen Weston owns Selfridges in the U.K., as well as Brown Thomas in Ireland and Holt Renfrew in Canada. Italy's Maurizio Borletti is trying to build a pan-European department store group via his ownership of La Rinascente in Italy and Printemps in France.



Terry Lundgren

## Leiber Plans Several New Units

THE ACCESSORIES BRAND LEIBER PLANS to double its retail presence in the next two years, with hopes of opening boutiques in cities including Miami, Houston, Washington, Chicago, Los Angeles, San Diego, Dallas and Phoenix. The company is also considering a second New York shop, according to a real estate source.

Leiber hopes to open one new location this year and between five and seven stores in 2008. New stores will be between 1,000 and 1,500 square feet in both urban locations and upscale malls or lifestyle centers. It currently operates six boutiques, in New York, Las Vegas and

Atlanta, among other cities.

"The company is looking for very high-profile locations with luxury co-tenants such like Jimmy Choo, Gucci, Louis Vuitton and Chanel," said Karen Bellantoni, senior managing director at Robert K. Futterman & Associates, Leiber's exclusive real estate broker.

Leiber, which is currently without a chief executive, has recently launched several initiatives including a luxury jewelry collection and a line of bags by stylist Rachel Zoe. The new stores will complement the new mix in merchandise.

— Amy S. Choi

## Fashion Scoops

**NOTABLE STORE:** Maurice Ohayon, the designer and owner of Notify jeans, has a knack for selecting great dance partners. After teaming with Karl Lagerfeld to design the K Karl Lagerfeld denim line, Ohayon tapped architect Zaha Hadid to create his first store. Slated to open soon near the Place du Marche Saint Honoré, the store will act as an atelier, where visitors can sneak a look at exclusive denims being designed.

**RICCI'S REDUX:** Christina Ricci has a passion for vintage. "I view fashion as art," said the pint-sized actress, who co-hosted the launch party for Samsonite's Fashionaire collection at the Gramercy Park Hotel on Thursday night. "Wearing Madame Grès is like wearing a museum piece." Putting her money where her mouth is, Ricci accessorized her Sophia Kokosalaki cocktail dress with vintage Jean Schlumberger designed Tiffany & Co. bracelets. Ricci brought her own creative team to her shoot, as she's featured in the company's global relations campaign for the vintage-inspired line.

Vintage clothing maven Cameron Silver, who collaborated on the line, flew in for the event along with Samsonite creative director Quentin Mackay. Marissa Tomei and Gina Gershon also stopped by to ogle the goods and talk to Mackay. "I like having designer friends. I say I like something, and they design it and give it to me. But if someone asked me to design luggage, I think I would really enjoy it," said Gershon, who is a busy bee. She is working on a CD and just finished a teen novel with her brother and has even dabbled in accessories design before. She designed a case for her favorite instrument — the

Jew's harp. "It didn't really come out right," she said. "The proportions were all wrong. I'm still on the quest for the perfect Jew's harp case."

**NESTING:** Fashion and art met at the Nest Foundation benefit and silent auction last Wednesday night as Cynthia Rowley, Zac Posen, Sari Gueron, Richard Chai, Benjamin Cho and Charlotte Ronson crowded into Chelsea's Emergency Arts gallery. Susan Sarandon hosted the event for the nascent foundation — which is raising money for a residential facility in Austin, Tex., to house children who are victims of commercial sexual exploitation. Among the artists (many of whom were in attendance) who donated works to the event were Dash Snow, Adam McEwen, Rita Ackerman, Jeff Koons, Nan Goldin, Will Cotton and Matthew Barney, along with fashion snappers Inez van Lamsweerde & Vinoodh Matadin, Mario Sorrenti, Sante D'Orazio, Craig McDean and Terry Richardson — who himself won big bidding on a work by Nate Lowman. Meanwhile, Ivanka Trump, Amanda Hearst, Eleanor Ylvisaker and Arden Wohl toasted co-chair Stella Schnabel's 24th birthday and her brother Vito got himself a Dan Colen piece as a present.

**CORAL CONSERVATION:** SeaWeb, an organization dedicated to promoting ocean conservation, brought the issue of the depletion of the world's coral reefs to the attention of retailers such as Fortnum & Barrons New York, Mikimoto and Buccellati during a breakfast last Thursday at Tiffany & Co. "Coral is so popular in jewelry, fashion and home decor," said Patty Debenham, director of coral programs at SeaWeb. "We can work with the leaders in the jewelry and fashion industries so that they can create products that conserve the oceans."

Debenham said 11 percent of the world's coral reefs has been lost and another 30 percent will disappear in the next 30 years if coral consumption doesn't decrease. "For some companies, coral isn't a huge percentage of their sales," Debenham said, adding that products representative of coral can be made using silver or crystal. "Maybe Mikimoto could create a piece that has a pearl and also represents coral," she said, adding, "pearls need healthy oceans to grow."

Tiffany stopped using coral five years ago. Its foundation has given SeaWeb a grant to spread its message.



Christina Ricci at Samsonite.

PHOTO BY KRISTEN USOMBY



Joely Richardson in Dolce & Gabbana.

# Magic Carpet



Who says a spring awakening requires delicate florals and pastel hues? Not these thespian gals, who showed up at a string of recent premieres in looks that stretched from a sexy strapless minidress to a lace-trimmed hourglass shift. **Hilary Swank** and **Rosario Dawson** tread a bold path with in-your-face colors like scarlet and deep teal, while **Joely Richardson** opted for a body-skimming shimmery nude dress. And **America Ferrera** and **Joanna Preiss** stayed staunch supporters of evening black, the latter going full-out with an homme-worthy pantsuit. Guess the Easter Bunny better start shopping for a new look.



Hilary Swank in Peter Soronen and Roger Vivier.



America Ferrera in Couture Couture.



Joanna Preiss in Balenciaga.



Halle Berry in Roberto Cavalli.



Rosario Dawson in Donna Karan.

SWANK: RICHARDSON PHOTOS BY GREGG DESURE/WIREIMAGE; FERRERA BY JOHN SCULL/WIREIMAGE; BERRY BY RICHARD LEWIS/WIREIMAGE; PREISS BY MARK SULLIVAN/WIREIMAGE; VERHOEVEN BY LAO YASRY/WIREIMAGE; DAWSON BY SONY PICTURES CLASSICS/COURTESY GARETT COLLECTION

Carice van Houten in "Black Book."



Paul Verhoeven

## Shock and Awe

From "Basic Instinct" to "Total Recall," the underrated "Starship Troopers" to the much-maligned "Showgirls," Paul Verhoeven has never failed to shock. On Wednesday, the 68-year-old director's World War II epic "Black Book" hits. The story? A Jewish girl who joins the Resistance and ends up falling in love with an SS officer.

**WWD:** This is your second film about the Nazi occupation in Holland, the first being your 1977 breakthrough "Soldier of Orange." What made you want to revisit the topic?

**Paul Verhoeven:** I wanted to add something new to it, to talk about the darker, not-so-heroic side of the war. When we made "Soldier of Orange," we found material about Dutch Resistance members secretly collaborating with the Germans, but it didn't fit in with the narrative, which was based on an autobiography by Erik Hazelhoff Roelfzema, who is still alive and considered to be a genuine Dutch war hero. In some ways, "Black Book" is a companion piece.

**WWD:** Was it hard going back to the Netherlands after 25 years of making blockbusters?  
**P.V.:** Artistically, it was a pleasure. There was no one telling me there was too much nudity or that my character wasn't politically correct, that a Jewish girl falling in love with a Nazi should be avoided because it might displease the audience. From a financial point of view, of course, it was much more difficult. If you do a movie with an American studio, you know that when they say yes, they mean yes, and they have the money. In Europe, particularly if you're working on an independent movie, yes means "probably."

**WWD:** You were two years old when the Nazis invaded Holland and seven when they left. What do you remember from the time?

**P.V.:** I remember the hundreds of American and English planes flying over to bomb Germany, the lines they would leave in the sky, the dead people in the streets when the English bombed a quarter of The Hague, where we lived.

**WWD:** The Hague was also the headquarters for the Germans in Holland. Why did your parents move there during the war, and what was their interaction with the Nazis like?

**P.V.:** My father was the headmaster of a school, and he'd always wanted to get out of the country and go to a bigger city. He wasn't in the Resistance, but he had to hide under the floor of our house several times, because the Germans started to pick young men at random off the streets. They moved them to work in factories because all their men were away fighting.

**WWD:** Does your own interest in the Resistance stem from the feeling that perhaps he should have done more?

**P.V.:** Well, that's true. But so should 90 percent to 95 percent of the population, most of whom were neutral. It's similar to what we see now in Baghdad, where the majority of Iraqis just want to go about their business.

**WWD:** Yes, I watched "Starship Troopers" this week (a sci-fi feature about a war with aliens that also satirizes American culture and propaganda). And I wondered what you'd say about Iraq.

**P.V.:** I'd say it was a big mistake. And without saying "Starship Troopers" was prophetic, it was at least a reflection of elements in American society that were visible at the time, a kind of neo-conservative thinking that became dominant in the Bush administration and led to this disastrous war.

**WWD:** Many people didn't see the irony then, just as they did not respond to your movie "Showgirls." Are you surprised that "Showgirls" has since become a cult favorite?

**P.V.:** Well, I was never convinced that I made a really bad movie. I was taking my cues from Vegas itself, and I felt that in a very hyperbolic way, I was portraying the absurdity of a certain American reality. I thought it was funny.

**WWD:** From "Black Book" to "Basic Instinct," your protagonists always wind up in disastrous affairs. Is your own romantic life as dramatic?

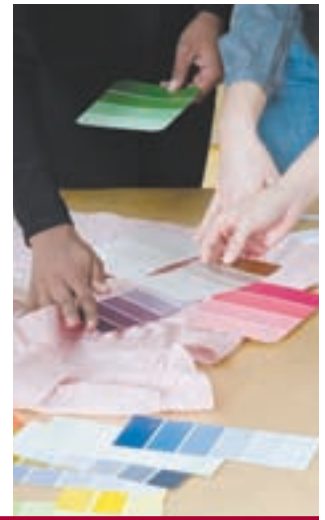
**P.V.:** Not at all. I've been married 40 years.

**WWD:** How did you meet your wife?

**P.V.:** I was doing a short at my old high school and she was the vice president of the student club. And we fell in love. But that doesn't mean I have not been meeting and falling in love with people throughout my life. Because that's happened, too. It's not that I would not look at other women. Somebody who's that interested in sexuality and erotic situations is, of course, going to have an enormous interest in women.

— Jacob Bernstein





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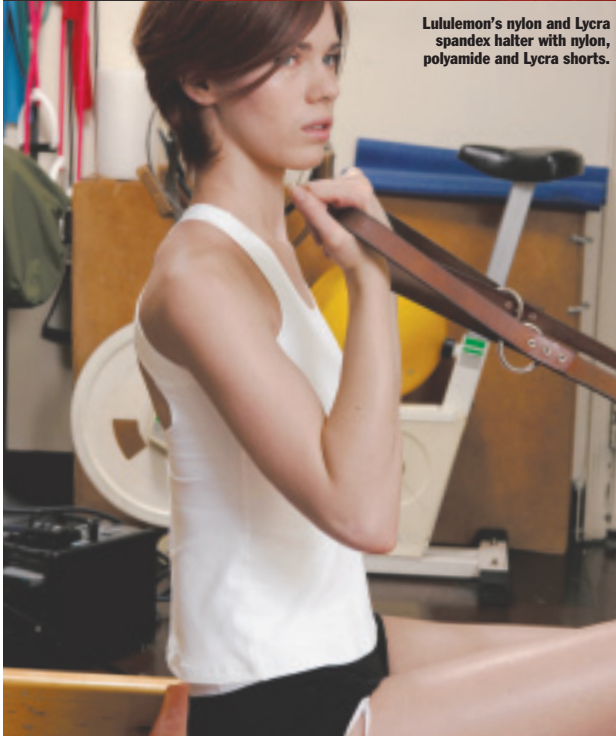
**WWD** | **DNR** | **FN**

# Active Ingredients

Fashion's hot minimalist mood is surfacing in fall activewear, too, in looks that mirror the roots of that genre. Think neutral-toned pieces with a little edge from such details as a tie-dyed pattern or bold zipper.



Divine Wear's cotton halter with Prim Padilla's nylon leggings.



Lululemon's nylon and Lycra spandex halter with nylon, polyamide and Lycra shorts.



Prim Padilla's nylon sports bra and Capezio's cotton and Lycra leggings.



Spring & Clifton's rayon, cotton and cashmere pullover with Capezio's cotton and Lycra leggings.



Blue Fish Activewear's nylon bra and shorts.



MPG's polyester and spandex halter and leggings.



PHOTOGRAPHED BY THOMAS ANNACCONI AT PETER VALL LANGOUBT PILATES STUDIO. MODEL: OLIVIA NEW YORK. HAIR: DAVID MEDVEY / ARTISTS BY TIMOTHY PRANO.COM. MAKEUP: MIJU KATSUYUKI WORK GROUP. FASHION ASSISTANT: CAMERON KERSHAW. STYLED BY BOBBI QUEEN



Calvin Klein white label

**NEW YORK** — Supercool. That was the vibe creative director Kevin Carrigan — and 36 models — created Thursday at his fall presentation for Calvin Klein Jeans and Calvin Klein white label sportswear. Carrigan delivered an “ode to Francisco,” referencing Francisco Costa’s designer collection in more ways than one. For the Jeans collection, Carrigan said, “Gray is the new black,” illustrated by boot-cut Western-inspired denim and textured knits. Drop-sleeve Ts were big and voluminous, infused with a bit of patent and shine.

As for the white label, Carrigan said he aimed to “reach a wide audience with the Calvin aesthetic,” offering sportswear looks that ranged from a slouchy knit turtleneck to skinny pantsuits to a terrific metallic trench. He went “back to black” here, mixing in earth tones, cobalt and teal. The accessories were a highlight, and also mirrored Costa’s collection with great patent and metal wedges, sleek cropped boots and square leather bags.



Calvin Klein white label

## Dolce & Gabbana to Open 2 Boutiques in New Delhi

By Luisa Zargani

**MILAN** — Dolce & Gabbana is zeroing in on India, with the opening of two boutiques in New Delhi by the end of the year as part of an ongoing expansion strategy in emerging markets.

At the same time, the company said Friday it expects to have earnings before taxes, interest and depreciation and earnings before interest and taxes of 304 million and 229.1 million euros, respectively, or \$405.5 million and \$305.5 million, for the fiscal year ending March 31. Revenues will total 1.05 billion euros, or \$1.4 billion at current exchange rates, a 30 percent increase from the previous year.

Wholesale revenues are estimated at 1.31 billion euros, or \$1.74 billion. The in-house production of the D&G diffusion line last year helped boost the company’s sales over the 1 billion euro, or \$1.3 billion, mark. The spring collection was the first to be entirely produced and distributed in-house since Dolce & Gabbana ended its 12-year licensing pact with IT Holding.

As for the expansion into

India, Cristiana Ruella, director of general affairs, said in a statement that the country “is still a new territory for us and we look forward to being part of the development of the luxury sector in the country.”

The firm is finalizing an agreement with leading Indian real estate developer DFL Group, which will allow the opening of Dolce & Gabbana and D&G boutiques at New Delhi’s new prestigious mall, Emporio. These will be the company’s first directly operated boutiques in India.

“We see this project at Emporio as a great opportunity, the first step of a long-term investment plan. There is no doubt that India is a promising market with great potential, and we will fully exploit it using the synergy between our great experience in the luxury sector and DFL’s deep knowledge of the local market,” said Ruella.

The company has 90 directly operated stores worldwide. The firm has been expanding in emerging markets such as China with its wholly owned subsidiary. Last year it opened boutiques in Beijing, Shanghai and Hong Kong.

## Calvin Klein Lays Down Fresh Roots in London

By Nina Jones

**LONDON** — Francisco Costa has lifted the veil on London’s first Calvin Klein Collection store — inside Harvey Nichols — since he took over the design helm and revealed details of more upcoming units in China, Brazil and Japan.

Calvin Klein Collection’s creative director for women made a flying visit to London last week to fete the opening of the brand’s shop-in-shop on Harvey Nichols’ first floor.

“The shop looks amazing. I’m very excited,” said Costa during an interview in the hushed lounge of Claridge’s. “The buyers are fantastic and the selection they’ve made has catered to the very high-end fashion customer. They’ve bought all across the board. And it’s selling well.”

Costa added that customers at Harvey Nichols shared a few traits with those who frequent Calvin Klein’s Madison Avenue store. “It’s a clientele that understands fashion, and who wants the new.”

The 538-square-foot London boutique is one in a series of Calvin Klein Collection stores set to open outside the U.S. A stand-alone store in Beijing and an in-store boutique in the department store Daslu in São Paulo, Brazil, are both slated to open in May, adding to existing stores in such cities as Milan, Moscow, Rome and Dubai.

Costa said Japan also would be a possible location for the future. Before a store opens there, the brand will stage a World of Calvin Klein event in Tokyo on May 21. The company will showcase all its labels inside a temporary house structure in the grounds of the Meiji Jingu Gaian museum, designed by architect Shinichi Ogawa.

“It’s very important to us and exciting to see the stores happen outside of the U.S. — to have that validation,” said Costa, adding the brand’s worldwide customers often put a slightly different spin on the line. “They want the American spirit, but they’re perhaps a little more adventurous in the way they buy, and a little more accepting.”

But Costa did more than just work in London. On Wednesday night, the designer attended a dinner hosted in his honor by Alexandra Shulman, editor in chief of British Vogue. Natalia Vodianova, Bianca Jagger, Jemma Kidd, Jasmine Guinness and Philip Treacy gathered at Harvey Nichols’ fifth-floor restaurant to congratulate Costa on the new boutique.

And he even managed to squeeze in a trip to see the much-talked-about play “Equus” during his two-day pit stop. “I love London — it’s such a thrilling city. There’s a lot of great energy here for me,” said Costa.



## Accessories Report

## Made in the Shades: Eyewear Goes Deluxe

By Sophia Chabbott

## WHO'S THAT BEHIND THOSE \$130,000 SUNGLASSES?

While the price of those limited edition jeweled Cartier shades will inflict sticker shock on many consumers, eyewear makers are targeting big spenders, namely, those who are plunking down thousands of dollars on designer handbags.

"America is trading up. What was once expensive is now the opening price point," said Mark Ugenti, senior vice president of sales for Safilo's retail sunglass division.

Safilo produces eyewear for such upscale brands as Giorgio Armani, Gucci and Dior.

"You look at handbag and shoe prices going up and up. In the future, you will see [eyewear] that is much more expensive [than now]," Ugenti added.

While celebrity cool was the push behind the Sixties ad slogan "Who's that behind those Foster Grants?" opulent luxury is now the name of the game. Some are comforting their demanding upscale consumers with diamond- and ruby-encrusted 18-karat gold eyewear. Kieselstein-Cord Eyewear boasts a signature alligator fob bedecked in diamonds, and Chrome Hearts recently jeweled its Disfunctional frame to the tune of \$10,000.

Loree Rodkin offers diamond-encrusted crosses, peace signs and hearts on custom eyewear, produced by Sama, where designer Sheila Vance is often asked to do custom work. She recently created the Pyramid of Diamonds frame with 3.23 carats of diamonds and another frame with an 8-carat diamond at the temple.

"One of the biggest trends for spring heading into fall is this idea of trading up into something that's fine, like a fine jewelry sunglass," said Ed Burstell, Bergdorf Goodman's senior vice president and general merchandise manager of beauty, jewelry and accessories. "We've had success selling Cartier in the \$3,000 range, gold and wood [Cartier frames] and the \$5,000 range."

Bergdorf's will offer \$4,000 frames from Kieselstein-Cord, a \$6,000 Oliver Peoples limited edition and pricey ones, too, from Leiber and Golden Wood.

"The work going into all of these glasses commands a higher price," Burstell said. "There's a lot more handwork in all of these."

A spokeswoman for Optical Shop of Aspen said its Miami store often sells out of the jeweled frames.

The high-as-the-sky prices were the talk of the town at Vision Expo East, which ended a three-day run on March 25 at the Jacob K. Javits Convention Center in New York. Many companies at the show projected double-digit growth for this year on top of last year's double-digit increases. The show had 561 exhibitors, the same as in 2006.

Cartier bowed its new jewelry-inspired Panthere eyewear collection at a private launch party a day prior to the trade show. The frames start at \$500 and go up to \$130,000 for a custom gem-drenched pair. In its Classic

line, the company offers a signature option for select clients in which it will inscribe the consumer's name, a phrase or a word such as "love" or a sports logo onto the top of the right lens.

While Cartier is known for its luxurious jewelry and watches, eyewear represents an entry price point for a fledgling Cartier customer.

"Cartier is about accessibility," said Frédéric de Narp, president and chief executive officer of Cartier in North America. "Cartier is the fastest-growing luxury brand in America."

De Narp said it's the firm's plan to keep having high-quality distribution of eyewear, made in its factory near Paris.

Brands like Armani, Robert Marc, Lafont and Fendi are wooing customers with limited edition styles that also offer the benefit of exclusivity. In recent seasons, some of Armani's limited editions offered mother-of-pearl inlay, an intense treatment of crystals or an entire frame covered in crocodile-embossed leather.

Marc offered sunglasses with buffalo-skin temples, and Lafont had a limited edition frame for its 20th anniversary this year. Made completely of metal filigree, it will become a collector's item, the company believes.

Leiber Eyewear, which is produced by Legacie, offers styles with hand-painted and hand-set Austrian crystals that are retired often. They retail from \$465 to \$1,100.

The latest limited edition Fendis boast hand-painted flowers and tiny studs that spell out Fendi on either temple at \$600 retail.

"They're very deluxe," said Giancarla Agnoli, senior vice president of design at Marchon. "It's a distinction for a fashion consumer who understands luxury. It's a combination of luxury and uniqueness."

Many companies attribute the emergence of this new deluxe eyewear market to the growth of the designer eyewear business.

Pierre Faye, senior vice president of Luxottica in North America, said the firm's luxury designer brands, such as Bulgari and Chanel, which have an opening price point of \$300, are booming, as are its premier fashion brands, like Prada, Ralph Lauren and Versace, which start at around \$200.

"With increased pricing in handbags, designer eyewear is really an entry price point," said Faye.

In other trends at Vision Expo, vintage styles made an appearance, such as in Ray-Ban's Wayfarers and Carolina Herrera's small, round tortoise frames. Aviators are still strong, but the more square-shaped Navigator has made an entry at John Varvatos and Marc Jacobs.

Shields are still important, but logos across the board are a bit smaller, akin to the trend in the handbag market. Notable ones include Dior's Raindrop frame jeweled at the temples with a small Dior insignia embossed at the sides, and Betsey Johnson's Harajuku Collection frames made of coated paper on acetate.



Giorgio Armani limited edition sunglasses.



A frame from Cartier's Panthere collection.



Fendi's hand-painted limited edition frame.



Sunglasses with sterling silver and diamonds from Chrome Hearts.



Designer brands like Donna Karan are flourishing.

## Russian, Japanese Buyers Drive Mipel

By Luisa Zargani

**MILAN** — Russia is increasingly shaping up as the land of opportunity for Italian leather goods manufacturers.

The industry's association, ANCI, reported a 54.2 percent growth in exports to Russia in the January-November 2006 period to 80.9 million euros, or \$107.9 million at current exchange rates.

The number of Russian visitors at Mipel, the four-day international leather goods exhibition that closed here on March 18, grew 11.6 percent. Giorgio Cannara, president of Mipel, also pointed to Japan as a valuable outlet for the industry's business. Visitors from Japan grew 10.3 percent this season.

"This time, after four days of the exhibition and in light of the latest economic data, we feel we are a little more than moderately optimistic," said Cannara. "We are gathering strong positive signals from countries outside Italy, which are always our main markets. Japan in the forefront, but the domestic market has also been showing an interesting vivaciousness."

ANCI estimated sales outside Italy last year showed a 15 percent growth, valued at 2.7 billion euros, or \$3.5 billion, with an increase of production between 8 and 10 percent, worth 3.3 billion euros or \$4.3 billion. Despite a weak U.S. dollar, sales in the American market grew 8 percent — the best performance from that area in five years.

The data, as well as brisk traffic at Mipel, where visitors grew to 18,204, up 9.5 percent from the March 2006 edition, helped lift the mood of exhibitors at the show, which presented accessories for fall-winter 2007-2008.

"We are working well with Eastern countries, from Russia to China and Japan, where customers have no trouble spending and enjoy showing their purchases," said Mauro Casoni, creative director at Tardini, which specializes in alligator bags. "Alligator stands for luxury just as much as diamonds stand for jewelry."

Tardini bags wholesale for 2,000 to 5,000 euros, or \$2,600 to \$6,500. For fall, the company presented a shopping bag with a zipped-up, structured compartment on

the bottom to store, for example, an extra pair of shoes.

Shiny metallic hides or soft patent calf leather were a trend at Mipel, as were oversize bags, usually deconstructed but always functional, with a plethora of storage pockets. In addition to a woody color palette, there were touches of vivid red and eggplant purple. Nickel and other metallic details were also strong. Pony remains a strong hide for the fall-winter season, together with napa, reptile skins and furs — from sheepskin to eco-friendly synthetics.

"Pony and furs are a must for Russian retailers," said Nives Zanotti, designer at Via Repubblica, based in Italy's San Mauro Pascoli.

Zanotti, sister of footwear designer Giuseppe Zanotti, said shiny patent is also popular with the Russian market. The company works mainly with countries outside Italy, but all production is made here.

"This was our strategy ever since the beginning, when we started out as Zanotti Pelle in 1978," said Paolo Bugli, general manager of the company. "We first started working with Japan and Korea and have been in Russia for the past 15 years."

The brand is also available in the U.S. at Bloomingdale's and Nordstrom. Bags made with laser-cut swatches of napa that are then sewn together for an artisanal yet luxurious look were among the hits at Via Repubblica.

Another strong trend was braided leather, especially forming bags' handles. Among the lines showing this trend were Bric's, which is steadily expanding its handbag business from its original focus on travel, and David & Scotti, where designer David Dewar McMillan said the show kicked off above expectations from Day One.

"These retailers are looking for original designs," said McMillan. "That's why I really believe that people should realize they must pursue their own brand image, with original graphics and a unique presentation. It's hard, but Italy's future lies in its creativity and the investment in new designers."

Pierluigi Terrida, chief executive officer at Terrida, based in Venice, also said he was pleased with business at Mipel, adding, "The number of visitors has been steadily growing over the past two or three years."

Produced in Italy, the bags are made with printed crocodile and pony hair in vivid and contrasting color combinations — such as red and brown — and patterns that reproduce giraffe or zebra skins. Bags retail for \$500 to \$700. Terrida said business in Japan is also picking up, especially golf bags.



A David &amp; Scotti bag.

## Innerwear Report

## Bantivoglio Finds Her Stride After 10 Years

By Karyn Monget

**NEW YORK** — Leigh Bantivoglio is celebrating her 10th year in business with a new logo and hangtag meant to give her brand a more recognizable image.

The logo, created by Paxar Corp., resembles an exotic pink-and-gold fan with mini tassels.

After graduating from Parson's School of Design in 1994 with a degree in marketing and a stint as a fashion assistant for WWD, her "passion" for lingerie and an ambition to start her own brand and company propelled her to create Leigh Bantivoglio Inc. in February 1997. Despite her aspirations, Bantivoglio had no experience in the design, merchandising, sourcing and pricing fields, and she naively embarked on a number of sobering learning experiences.

"I went on a trip to Europe with my mother and saw all of this great lingerie that wasn't here," Bantivoglio recalled. "My dad gave me a little money after graduating from college, enough to put a down payment on an apartment. But \$5,000 turned into \$10,000 because I found out you need things like a fax machine and fax paper. I still use my first fax machine because I think it's my lucky charm."

Bantivoglio, whose bra and daywear company generated wholesale annual revenues of over \$2 million in 2006, specializes in sexy, dual-purpose boudoir fare of silk and European laces like camis, teddies and slips that can be worn easily with jeans and ready-to-wear or simply in the bedroom. But it took six years to absorb and glean the experience needed to become a seasoned designer and businesswoman.

"I started out with bras and panties with all of these crazy laces, metallics and neon colors, and I didn't know how to price or design anything," said Bantivoglio. "The first year I had better stores like Neiman Marcus and Bergdorf Goodman buying from me. But I never thought of quantities and everything was priced \$400 and \$500. So I had to eat humble pie."

"I called the stores and asked what was the problem, and they said fit and pricing. I didn't know how to grade...so I had to learn how to make all of the patterns with cardboard. The seventh year was a turning point for me, but I was at my wit's end and was working 18-hour days, including Saturdays."

But Bantivoglio's determination paid off.

"I have three full-time employees, distribute from a warehouse in New Jersey and contract through a fac-

Here: Bantivoglio's lace-trimmed silk teddy. Right: Special effects and detailing are among Bantivoglio's signatures.



Leigh Bantivoglio



FASHION PHOTOS BY ROBERT MITRA; BANTIVOGLIO BY PASHA ANTONOV

tory in China," said Bantivoglio. "My sales volume has quadrupled in the past two years, and my brand is now being sold internationally in Dubai, Israel and Japan."

Rebecca Apsan, owner of La Petite Coquette, a lingerie boutique in Manhattan who has been buying Bantivoglio's designs for the past decade, said, "She's phenomenal. Everything she creates is the pulse of fashion and usually ahead of fashion. Her lingerie is feminine, innovative and different. What else would you want?"

Tanya Killen, buyer of Black Satin Intimates at The Wynn hotel in Las Vegas, said, "We opened in November,

and we are doing very well with Leigh's line. It's probably the favorite with our customers because they are worn as crossover pieces, as innerwear/outerwear items under a jacket or with a pair of jeans. I've added her new bridal line which is very pretty and feminine. I love the colors she uses, and the fit is very good."

Tiffany Fuller, manager of La Mode Lingerie, a four-year-old lingerie store in Houston, singled out versatility as a top asset.

"Our customers absolutely love her line," Fuller said. "They love to wear her camis with jeans, as well as camis with tap pants in the bedroom. It's all very versatile."

## By Caprice Expands Distribution in a Global Push

**LONDON** — Caprice Bourret has global ambitions for her lingerie brand.

The American-born, London-based model plans to promote her collection of lingerie, By Caprice, into three more countries this year: the United Arab Emirates, specifically Dubai, Spain and Italy.

France is a possibility, said Bourret, who noted she is in talks with additional retailers in the U.S., South Africa and the U.K. about selling her contemporary lingerie. She'll also be launching her first swimwear line this summer.

"This is quite a big year for me," said Bourret. "I haven't even been going a year yet. I'm trying to keep up with everything."

Bourret is best known in Britain for appearances in TV shows including VHI's "The Surreal Life," her steamy photographs in men's magazines including Maxim and FHM and TV ads for Diet Coke and Pizza Hut.

The blonde's lingerie collection, which launched last February, is sold at the British department store chain Debenhams and by e-commerce retailers ASOS.com and figleaves.com. By Caprice is also sold in the U.S. at Nordstrom, in South Africa at Edgars and in Germany at Otto Versand.

Bourret would not give a sales volume, but first-year wholesale sales were close to \$1 million, according to industry estimates.

"We've had a really good reaction to it, it's been really quick-moving," said Clare Kearney, head of buying at figleaves.com. "It has a really strong look, with striking color combinations and it's competitively priced. It definitely helps that Caprice models the ranges herself. She's well known in the U.K. and looks great in the images. We'll be buying significantly more for autumn and winter selling."

Bourret's 28-piece fall collection has expanded to include all-in-one silhouettes and corsets. Bourret said the lingerie will retail from around \$15 for a thong to \$35 for a bra.

Regarding the 14-piece swimwear line to be launched this summer, she said, "It's a fashionable product. I have prints, some embellishments, some with padding, some without. I've really gone across the board. The colors are vibrant and the cuts are very complimentary. It's not just for skinny women, but also for voluptuous bodies. Not everyone has a model's body, but I still want everyone to feel sexy."



Bourret models a best-selling balconette bra and bikini.

Despite the strong reaction to her lingerie brand, Bourret said she wants to build the line slowly and steadily.

"As with anything, you sort of listen to what the demand is," she added. "I walk before I run. I want to give my ladies a solid product. That's the way you create longevity in a brand. I want my customers to keep coming back."

— Lucie Greene

## INTIMATE NOTES

**LUXURY LINER:** On Gossamer, a contemporary bra and daywear resource at The Carole Hochman Design Group, has come up with a fashionable yet practical product: the Luxury Liner.

The utilitarian panty, which is available in a thong and a bikini, wicks moisture away from the body and stops stains, and a contrasting black liner hides spotting. The patent-pending wick-stop liner is stitched into the panty, making the undergarment micro thin, comfortable and convenient, said Amy Ligouri, vice president of merchandising.

Distribution is aimed at major specialty and department stores and boutiques. Suggested retail is \$19.

Ligouri said reaction at retail has been "very strong" since the specialty undies were introduced at stores in February.

"We have been having consistent sell-throughs anywhere from 6 [percent] to 8 percent weekly, with Nordstrom's being our strongest major store group," said Ligouri. "Black and nude are most important, followed by pink. White has been the weakest-selling color."

Jeffrey Clair, vice president of new business development for On Gossamer, said, "We're being told by retailers that a lot of women are buying the Luxury Liner to wear as workout wear. All styles are on replenishment, and there's been a big demand for a high-cut brief, which we will ship in June."

The panties are merchandised on a hanger and in a clear box with a tag line that says: "No Leaks, No Stains, No Problems."



# Topshop to Unveil Kate Moss Collection at Barneys

Continued from page one

"This is a major initiative for us, and we want to push the boat along in a big way."

Green and Moss will come to New York for the launch at Barneys, which, as reported in WWD, is throwing a cocktail party for the model on May 8. She and Green also will attend the Costume Institute gala at the Metropolitan Museum of Art.

"We agreed to this 12 days ago," Green said. "Barneys then asked us when we would deliver the collection, and we said in a month. I think it surprised them, but we do things quickly."

The Barneys deal is another step in Green's drive to build the Topshop brand in America in advance of the retailer opening its own store here. Green said he continues to search for a site for a U.S. flagship, although nothing has been finalized.

"This is a great tie-up in terms of Kate Moss and Topshop to present the brand in a meaningful way in the U.S.," said Green.

Topshop is on an aggressive expansion drive, in both the U.K. and overseas. Green said the retailer currently has 97 stores across 30 countries and recently opened a 20,000-square-foot store in Stockholm, its largest unit outside Britain. Next up is a 15,000-square-foot store in Moscow, near Red Square, with a local partner. In the U.K., the retailer plans to add 400,000 square feet over the next 12 to 15 months, half of which will be major flagships.

"Some of them will be new stores and some will be replacement stores for units that were 7,000 to 8,000 square feet but now will be 40,000 to 50,000 square feet," Green said. "They will be mirrors of what we are doing on Oxford Street," where Topshop has its flagship.

As for Barneys snagging the Kate Moss line in the U.S., "we saw it, we wanted to do it from the start and felt very strongly about it," said Julie Gilhart, the retailer's senior vice president and fashion director.

Barneys has carried some Topshop products in the past, as well as some of the collection of Green's British men's wear chain Top Man. In August, Barneys offered Topshop's Baxter jeans because it was such a "great skinny jean," Gilhart said. "We have a customer that also shops at Topshop when they're in London. They had this jean, so we thought, 'Let's bring in that style in a few washes.' That's how we established a relationship."

Barneys' executives felt the Kate Moss for Topshop line was a natural fit for the specialty store, even if it addresses a much lower tier than its otherwise top designer assortment.

"We thought it was another interesting thing for us to do," Gilhart said. "Kate has never let us down in terms of style and she is a great stylist. Kate's style is very much Barneys' style. We completely relate to the design direction that she has given. It is like going into her closet, with items that work on their own or together. And you can see Kate wearing every piece."

At price points from \$20 for a tank top to \$200 for dresses, the Kate Moss collection is priced below Co-op price points, where dresses are often more than \$200 and could cost as much as \$700. Barneys has no intention to generally widen its range with lower prices at Co-op. "Sometimes you make an exception for something unique," Gilhart said. "This is the first time Kate has done anything, and we feel she is a part of our store. She was working with Corrine Day when Corrine shot



Kate Moss during London Fashion Week.

our campaign in the early Nineties. "Some things feel vintage-y and feminine, and others are edgier and cool," she added of the collection. "There are some romantic pieces and some rock 'n' roll pieces, too."

Gilhart said key pieces include a white one-shoulder eyelet dress, a silver-studded jersey top, short shorts and a racer-back tank top.

She added that, save for a few edits here and there, Barneys picked up the collection almost in its entirety, with plans to sell it in Co-op departments. While details of the store presentation are still being figured out, Gilhart said it most likely will be displayed in special areas, and called out through displays and merchandise on the floor. "We're also doing windows...and Simon [Doonan, creative director] is channeling Kate for them."

Even if the deal is an exception to the rule for Barneys, the move to bring in a line at such mainstream prices is a further sign of just how democratic fashion has become.

Until recently, fashion has always cultivated an elitist attitude: invitation-only runway shows, haute couture for one special customer and prices that exclude all but the wealthiest tier. In the past five years, however, fashion has been trickling down to the masses. Web sites such as Style.com have brought looks from the catwalks of Paris, Milan and New York into millions of homes. The trend toward demi-couture — ready-to-wear with couture-quality details — is gaining popularity, and designers have created

low-priced offerings for value-oriented retailers.

Karl Lagerfeld, Stella McCartney and Viktor & Rolf caused a stir at H&M with limited edition collections. Target's Go International program of capsule collections from rising stars has included Luella Bartley, Tara Jarmon, Sophie Albou, Behnaz Sarafpour and Proenza Schouler. In November, Roland Mouret collaborated with Gap Inc. on a capsule collection of dresses that were sold primarily in Europe, with a limited number in Gap's New York stores. Meanwhile, Christopher Kane and Marion Schwab also teamed up with Topshop, and Giles Deacon designed for New Look.

Isaac Mizrahi, of course, created one of the first high-low business models by balancing a populist-priced line for Target, which launched in 2003, with a custom collection introduced at Bergdorf Goodman the following year.

Designers have always had populist leanings. In the Forties and Fifties, department stores sent buyers to the Paris shows, where they purchased garments to copy, sometimes with the tacit approval of the designers themselves. In the late Seventies, Halston created a collection for J.C. Penney, but his association with Penney's ultimately hurt his image at upscale retailers such as Bergdorf's, which unceremoniously dumped him. "If you were creating a meal and everything was foie gras and truffles, everyone would barf," Mizrahi told WWD last year. "[On the other hand] if all you ate was pizza, you would want caviar after a while. It's the same with clothes and decor....Halston began to see the light, but he couldn't do it because society wasn't ready for it. It feels right to me now."

What's changed since Halston's day? For one thing, cross-shopping: In the last decade, consumers have gotten comfortable with shopping at a variety of retailers, where, prior to that, the wealthy stuck to luxury stores and those with modest incomes frequented discounters. Today, it's not unusual to see BMWs and Mercedes in the parking lots of Wal-Mart and Target. This doesn't mean that everybody's buying apparel, however. Some designer customers only shop the grocery, consumables and hard goods aisles.

H&M's three designer launches have been feeding frenzies, with some styles selling out within hours of the stores' and the entire inventory gone within a matter of days. Target has done well with special events held to publicize a Go designer. The Proenza Schouler collection was introduced at a party at Opening Ceremony, which was packed with fashion editors and other style-worthy guests invited either by the giant mass chain or the owners of the hip downtown boutique. Paris' Colette featured the Proenza Schouler for Target line for a limited time. Reaction to the collection in Paris was mixed, with some shoppers thinking they'd found the sale rack when they saw the wallet-friendly prices.

As for any future non-Moss Topshop items that Barneys could possibly scoop up, Gilhart said: "We are always open to everything, but right now we are just concentrating on Kate."



Topshop's London flagship.

## Blue & Cream Takes the Jitney Downtown

By Sharon Edelson

**NEW YORK** — Phase II of Chrystie Place, the highly touted mixed-use development on the Bowery — the city's largest Whole Foods opened there last week — has landed its first fashion tenant, Blue & Cream. The retailer, with stores in East Hampton and Southampton, N.Y., will open in September a 1,250-square-foot unit on East First Street and the corner of Bowery.

Blue & Cream is no stranger to the Lower East Side. Conceived by Jeff Goldstein, an entertainment impresario who produced Lindsay Lohan's 20th and 21st birthday celebrations, Blue & Cream sells men's street brands such as ALIFE, DQM, Married to the Mob and SSUR, which are sourced on the Lower East Side. "I used to joke that Blue & Cream was the Fresh Air Fund for Lower East Side designers," said Goldsmith, adding, "We also featured Trovata, Rag+Bone and Maharishi very early on. Together, under one roof, is a superfunny offering."

Women's labels such as 3.1 Phillip Lim, Charlotte Ronson and Twelfth Street by Cynthia Vincent also share the roster. For the Bowery store, Goldsmith plans to add Alexander Wang, Jenny Kayne, L.A.M.B., Neil Sperry and Spurr, among others. "The challenge is identifying fresh, young designers to add to our existing mix,"

Goldstein said. He plans to introduce dresses, cashmere knits and coats for fall with price points above \$750, which has been the ceiling until now for Jill Stuart dresses and tops.

The Chrystie Place project began in 2005 with Avalon Chrystie Place, a 15-story building of 361 luxury and middle-income apartments, and an 85,000-square-foot Whole Foods Market. Phase II, a nine-story building on the north side of East Houston Street, will have 206 rental apartments, a lounge, roof terrace and fitness center for residents, along with 20,000 square feet of retail space.

There's also a third phase, Extra Place, an alley on the north side of East First Street, which is intended to look like a slice of the Left Bank, with a pedestrian mall lined with interesting boutiques and cafes.

Williams Jackson Ewing, the retail consultant and leasing agent for the developer, AvalonBay Communities, is leasing eight stores in Phase II to fashion tenants. The stores range in size from 800 to 2,500 square feet. "You won't find many chains, and there may be some one-of-a-kind things," said Michael Ewing, a principal in WJE.

Blue & Cream is indicative of the independent retail spirit WJE is seeking. The new Blue & Cream store is being designed as a gallery space in a nod to the transformation of the Bowery with the opening of the New



Museum of Contemporary Art, which is expected later this year, Goldstein said.

Goldstein is planning future units for the Upper West Side; Las Vegas; Snowmass, Colo.; Palm Beach, Fla.; Newport Beach and Malibu, Calif., and Washington.

The Bowery, he said, is undergoing "a monumental transformation. This is my opportunity to be a part of redefining a historic neighborhood and at the same time take on the responsibility of maintaining the soul of the Bowery. There should be a sense of how the history of the neighborhood led to the revitalization of the arts scene. Our gallery project will showcase street art and graffiti art of the last 25 years alongside merchandise. We want to blur the lines between fashion and art at our Bowery location."

Financial

52-WEEK					52-WEEK											
HIGH	LOW	RETAILERS	P/E	VOLUME (000'S)	LAST	AMT	CHANGE	HIGH	LOW	RETAILERS	P/E	VOLUME (000'S)	LAST	AMT	CHANGE	
83.82	49.98	Abercrombie & Fitch (ANF)	15.9	188810	75.68	-	-1.78	35.98	27.30	Jones Apparel (JNY)	-	-	92389	30.73	-2.42	
28.14	19.51	Acadia (AKR)	53.5	27015	26.07	-1.32	-0.83	48.12	22.14	Jos. A. Bank (JOB)	16.8	21198	35.35	-0.20	-0.20	
41.44	21.07	Aéropostale (ARO)	20.1	46279	40.23	-0.74	-0.74	34.84	24.46	Kellwood (KWD)	35.7	16428	29.33	-0.99	-0.99	
25.72	17.01	Alberto Culver (ACV)	10.9	59588	22.85	-0.09	-0.09	28.72	21.75	Kenneth Cole (KCP)	19.7	4766	25.67	-0.97	-0.97	
3.45	1.88	Alpha Pro Tech (APT)	20.5	2729	3.16	-0.09	-0.09	70.28	56.96	Kimberly Clark (KMB)	21.0	96738	68.49	-0.50	-0.50	
34.80	19.01	American Eagle (AEO)	17.2	93909	29.99	-0.91	-0.91	53.60	34.20	Kimco Realty (KIM)	34.8	79113	48.74	-1.68	-1.68	
45.15	32.25	Ann Taylor (ANN)	19.3	54283	38.78	-0.66	-0.66	76.41	51.51	Kohls (KSS)	22.8	188843	76.61	1.18	1.18	
10.45	6.17	Ashworth (ASHW)	-	2014	7.57	0.01	0.01	37.81	22.54	K-Swiss (KSWIS)	12.2	12800	27.02	-1.71	-1.71	
70.13	26.16	Avon (AVP)	34.8	69097	37.26	-0.76	-0.76	16.48	11.30	Lacrosse Footwear (BOOT)	14.7	1307	15.45	-0.67	-0.67	
21.75	8.63	Bakers (BKRS)	30.7	5574	9.01	-1.11	-1.11	18.86	11.37	Lakeland Inds (LAKE)	14.5	445	14.00	-0.15	-0.15	
26.86	14.07	Bebe (BEBE)	19.9	53938	17.38	-1.40	-1.40	32.60	23.54	Limited Brands (LTD)	15.7	219764	26.06	-0.67	-0.67	
40.00	27.10	Benetton (BNG)	42.2	156	32.31	0.10	0.10	24.23	8.66	Liquidity Services (LQDT)	52.7	15925	16.94	-1.08	-1.08	
16.50	10.01	Big Dog (BDOG)	89.4	435	16.00	0.36	0.36	46.84	33.62	Liz Claiborne (LIZ)	16.9	55510	42.85	0.16	0.16	
9.60	6.05	Birks & Mayors (BMJ)	15.4	138	9.21	0.00	0.00	21.64	6.99	LJ Intl. (LAJE)	42.7	33810	10.16	0.44	0.44	
34.62	25.14	Bis (BI)	23.7	36540	33.83	-0.05	-0.05	32.88	24.17	Luottica (LUX)	26.8	4223	31.85	-1.02	-1.02	
46.44	23.73	Blair (BL)	702.0	1299	41.79	0.30	0.30	103.59	67.11	Macerich (MAC)	139.9	31866	92.36	-0.17	-0.17	
6.80	1.48	Blue (BLUE)	12.3	9745	1.84	0.25	0.25	24.08	10.68	Maidenform (MFB)	18.4	20926	23.07	-0.05	-0.05	
1.60	0.68	Bluefly (BFLY)	-	5217	1.05	-0.01	-0.01	48.67	29.81	Men's Wearhouse (MW)	16.9	32237	47.05	-1.25	-1.25	
57.66	20.22	Bon-Ton (BONT)	19.9	11997	56.24	-0.30	-0.30	26.31	17.14	Marcus (MCS)	23.0	7022	23.26	0.02	0.02	
56.52	30.14	Brown Shoe (BWS)	14.1	18569	42.00	-2.45	-2.45	57.65	20.12	New York & Co. (NWC)	17.6	2318	33.14	0.73	0.73	
37.32	22.25	Buckle (BUCK)	17.7	5300	35.70	-0.32	-0.32	35.40	17.91	Movado (MOV)	18.7	49681	29.45	-2.18	-2.18	
26.32	15.00	Caché (CACH)	33.9	16146	17.75	-0.03	-0.03	3.50	0.67	Movie Star (MSI)	-	5047	2.36	-0.45	-0.45	
34.93	20.53	Carter (CRI)	16.8	29676	25.34	-0.91	-0.91	25.95	18.81	National Retail Prop. (NINN)	20.6	43404	24.19	-0.70	-0.70	
15.10	9.05	Casual Male (CMRG)	9.9	22605	11.83	-0.62	-0.62	33.88	22.80	New Plan Excel (NXL)	37.6	69075	33.03	0.03	0.03	
26.70	20.30	Cato (CTR)	14.1	3224	23.39	-0.60	-0.60	9.41	9.41	Nike (NKE)	19.2	90612	106.26	-2.79	-2.79	
50.36	35.80	CB2 (CB2)	37.6	29446	44.84	-2.15	-2.15	110.10	75.52	Nitche's (NICH)	22.3	2676	5.29	-0.09	-0.09	
12.74	9.15	CCA (CAW)	14.7	578	11.90	-0.05	-0.05	9.38	3.63	Nordstrom (JWN)	20.1	121961	52.94	-0.51	-0.51	
13.15	5.96	Charles & Colvard (CTHR)	18.2	2526	6.28	0.04	0.04	59.70	31.77	Oakley (OO)	30.7	11228	20.14	-0.10	-0.10	
33.93	18.50	Charlotte Russe (CHIC)	16.0	20791	28.87	0.08	0.08	23.80	14.86	Orange 21 (ORNG)	55.6	268	5.41	-0.04	-0.04	
15.57	9.69	Charming Shoppes (CHRS)	14.4	106428	12.95	0.60	0.60	6.40	3.25	Orchard Paper (TIS)	17.5	5334	20.84	0.16	0.16	
60.89	27.90	Chattam (CHTT)	23.2	14500	58.94	-1.20	-1.20	11.55	6.64	Oxford (OXM)	16.5	5367	49.44	-0.06	-0.06	
47.20	33.65	Cherokee (CHKE)	20.6	1176	43.06	-2.01	-2.01	53.98	34.34	Pacific Sunwear (PSUN)	37.1	83050	20.83	0.26	0.26	
41.29	17.26	Chico's (CHS)	25.4	198523	24.43	0.48	0.48	25.26	13.12	Parlux Fragrances (PARL)	20.0	16043	5.58	-0.41	-0.41	
71.81	51.67	Children's Place (PLCE)	21.4	17745	55.76	-2.11	-2.11	16.53	4.43	Paxar (PXR)	20.6	82421	28.70	0.15	0.15	
31.25	16.88	Christopher & Banks (CBK)	18.9	50709	19.47	0.41	0.41	29.13	17.00	Payless Shoes (PSS)	17.5	38832	33.20	-0.62	-0.62	
43.83	34.57	Cintas (CTAS)	17.3	8561	36.10	-1.22	-1.22	35.36	20.36	Perry Ellis (PERY)	21.0	5652	31.99	0.06	0.06	
57.85	26.78	City Trends (CTRN)	26.8	4783	42.74	-1.39	-1.39	33.83	14.33	Phillips-Van Heusen (PVH)	22.4	102354	58.80	0.61	0.61	
37.49	23.88	Claire's Stores (CLE)	18.4	91683	32.12	0.10	0.10	60.70	32.21	Phoenix Footwear (PXG)	11.8	183	4.55	-0.04	-0.04	
51.83	25.18	Coach (COH)	31.9	138534	50.05	-0.91	-0.91	6.09	3.00	Playtex (PYX)	28.4	13625	13.57	-0.49	-0.49	
31.26	16.77	Coldwater Creek (CWTR)	33.1	150134	20.28	0.26	0.26	15.04	9.30	Polo Ralph Lauren (RL)	23.5	24360	88.15	-0.41	-0.41	
69.00	56.00	Colgate Palmolive (CL)	26.0	82015	66.79	-0.33	-0.33	90.12	45.65	PriceSmart (PSMT)	40.0	2904	15.36	-0.77	-0.77	
65.73	42.83	Cortana (COLM)	17.9	13471	47.83	-0.24	-0.24	1.83	0.92	Quaker Fabric (QFAB)	-	899	1.18	0.06	0.06	
37.26	17.61	Conn's (CONN)	13.8	14105	24.75	-0.09	-0.09	1.83	0.92	Quiksilver (ZQK)	18.3	80151	11.60	-0.20	-0.20	
58.70	46.00	Costco (COST)	23.0	170173	53.84	-0.72	-0.72	16.08	10.90	R.G. Barry (DFZ)	20.2	3139	10.42	0.52	0.52	
9.50	7.27	Cost U Less (CULS)	13.6	523	8.97	-0.13	-0.13	10.47	5.52	Ramco-Gershenson (RPT)	21.5	6135	35.71	-0.09	-0.09	
58.57	21.56	Cross (CROX)	27.3	61141	47.25	-0.49	-0.49	39.55	25.81	Regency Centers (REG)	41.3	23804	21.05	-0.41	-0.41	
7.62	4.24	Culp (CULP)	16.0	617	7.77	0.24	0.24	21.69	13.61	Retail Ventures (RVI)	-	10858	21.05	-0.41	-0.41	
14.00	9.02	Cutter & Buck (CBUK)	-	110	2.40	0.09	0.09	3.61	0.76	Revlon (REV)	-	76638	1.07	-0.04	-0.04	
5.00	1.78	Cygné Designs (CYDS)	-	18.2	1473	27.08	-0.35	-0.35	26.70	9.73	Rocky Brands (RCKY)	12.9	1343	11.40	-0.54	-0.54
31.63	21.34	Decks Outdoor (DECK)	28.1	15081	71.02	-1.87	-1.87	35.00	22.12	Ross Stores (ROST)	19.8	68904	34.40	-0.09	-0.09	
73.65	33.36	Delta's (DLIA)	51.1	12209	9.18	-1.22	-1.22	16.36	14.10	Saks (SKS)	18.9	60763	180.16	-1.83	-1.83	
12.00	6.61	Delta Apparel (DLA)	17.9	13471	47.83	-0.24	-0.24	189.97	130.34	Sears (SEI)	18.8	4109	33.30	-1.04	-1.04	
14.91	10.58	Delta Galil (DELT)	40.6	64	6.65	-0.29	-0.29	9.22	5.19	Shoe Pavilion (SHOE)	29.4	564	6.20	0.69	0.69	
72.33	48.49	Developers Diversified (DDR)	37.1	65780	62.90	-0.75	-0.75	123.96	76.14	Simon Properties (SPG)	49.6	65542	111.25	-3.30	-3.30	
36.47	24.77	Dillard's (DDS)	10.7	36962	32.73	-0.99	-0.99	38.03	19.70	Skechers (SKX)	19.6	20056	33.57	-1.94	-1.94	
21.40	12.10	Dollar General (DG)	48.0	336333	21.15	-0.10	-0.10	6.15	3.68	Sport-Haley (SPOR)	-	18	4.47	-0.31	-0.31	
28.09	16.91	Dress Barn (DBRN)	14.6	45902	20.81	-0.16	-0.16	18.00	11.27	Stein Mart (SMRT)	18.7	17772	16.32	0.28	0.28	
44.71	26.71	DSW (DSW)	28.4	25220	42.21	-1.90	-1.90	4.45	2.83	Stephan (TSC)	41.8	30	3.90	0.05	0.05	
42.06	22.34	Duckwall-Alco (DUCK)	25.6	143	41.05	-0.09	-0.09	44.70	23.20	Steve Madden (SHOO)	13.2	11601	29.20	-1.18	-1.18	
15.00	6.50	Eddie Bauer (EBHI)	-	66212	11.37	1.38	1.38	18.00	11.90	Stride Rite (SRR)	15.9	22514	15.39	-1.82	-1.82	
23.60	13.63	Elizabeth Arden (RDEN)	25.8	7340	21.82	-0.89	-0.89	13.54	10.98	Superior Uniform (SGC)	40.1	284	12.82	-0.07	-0.07	
50.12	34.81	Estée Lauder (EL)	26.9	84608	48.85	-0.63	-0.63	21.24	14.20	Syms (SYM)	31.9	768	18.65	-0.42	-0.42	
21.82	11.05	Everlast Worldwide (EVST)	16.3	430	20.88	-0.15	-0.15	2.15	0.38	Tag-It (TAG)	-	18365	1.34	-0.45	-0.45	
33.31	21.57	Family Dollar (FD)	18.9	11380	29.62	-0.08	-0.08	31.00	17.30	Talbots (TLB)	39.7	32590	23.62	-1.54	-1.54	
46.70	32.57	Federated (FD)	24.8	288667	45.05	-1.46	-1.46	13.70	9.27	Tandy Brands (TBAC)	-	315	13.13	0.22	0.22	
16.62	9.55	Finish Line (FINL)	18.3	20654	12.60	-0.13	-0.13	8.32	5.75	Tandy Leather Factory (TLF)	11.0	384	7.20	0.15	0.15	
26.16	24.58	Forest City (FCY)	31.9	41	25.30	-0.10	-0.10	64.74	44.70	Target (TGT)	60.2	20161	40.39	-2.26	-2.26	
28.94	15.89	Fossil (FOSL)	27.9	20212	26.47	-0.71	-0.71	43.56	29.67	Tarrant Apparel (TAGS)	18.5	205464	59.26	-2.25	-2.25	
15.74	11.30	Freds (FRED)	21.7	27353	14.70	-0.92	-0.92	2.20	1.05	Taubman (TCO)	136.7	25352	57.99	-0.		



**NEW YORK** — Chanel filed a lawsuit against **Ilia Nicholas**, alleging trademark counterfeiting and infringement. Nicholas does business as **fashionbagcafe.com**, **ebagsfashion.com** and **Fastline Unlimited Premier**, as well as **Complete Trace Inc.**, an inactive Florida company that did business as **Fastline Unlimited Trace**. The lawsuit, filed in a federal court in southern Florida on March 23, alleged the defendants sold “counterfeit products, including at least high-quality handbags, bearing trademarks which are exact copies of the Chanel [trade]marks and trade dress.” Chanel asked the court for a preliminary and permanent injunction against the defendants and for punitive and statutory damages. The defendants could not be reached for comment.

**Bare Escentuals** filed a lawsuit against **L'Oréal USA** and **L'Oréal SA** on March 22 in a federal court in the Northern District of California alleging false advertising, trademark infringement and unlawful business practices. According to court documents, Bare Escentuals alleged that L'Oréal's use of the “Bare Naturale” name infringes on its own trademark and that it intentionally targeted Bare Escentuals' mineral-based foundation with “deliberately false and confusing advertising in order to mislead consumers and strip market share in the product segment.” Bare Escentuals' products are sold at Sephora stores and through QVC. According to a L'Oréal spokesperson, “the lawsuit is completely without merit. We stand behind our claims 100 percent, and we will vigorously defend this matter in court.”

**Gucci America**, owned by **PPR Group**, **Chloé SAS**, owned by **Compagnie Financière Richemont SA**, and **Alfred Dunhill Ltd.**, operated by **DFR**, joined forces and filed a trademark infringement lawsuit against **MyRepublicanhandbag.com**, **Wholesalereplica.com**, **Replicawatch-town.com**, **Traderinasia Consulting** and **Kelvin Cho** in Manhattan federal

court on March 26. The lawsuit alleged that the defendants were manufacturing, importing, exporting, distributing and selling counterfeit reproductions of genuine Gucci, Chloé and Alfred Dunhill handbags and watches, among other items. According to court documents the plaintiffs filed a request for a temporary restraining order against the Web sites on March 27. A cause hearing in the case is currently set for April 17.

In an unrelated case, a Manhattan federal judge issued an opinion in favor of **Gucci America Inc.** in a pending trademark infringement lawsuit against **Exclusive Imports International**, **Cyril Israelson**, **Innopex Ltd.**, **Aaron Wexel**, **Joshua Frankel** and **Imperial Trading Ltd.**



According to court documents, more than 1,200 watches purported to be authentic Gucci watches were allegedly imported by the defendants. Judge Richard Conway Casey's opinion, entered in a Manhattan federal court on March 14, said the defendants' attempts to prove the watches in question were not counterfeit, “amounts to little more than smoke and mirrors.”

The defendants in the case had filed a counterclaim against Gucci for interfering with their contracts and had filed a request for summary judgment on the absence of willfulness. In turn, Gucci filed a request for summary judgment against the defendants. The opinion said “in light of the court's finding that defendants infringed Gucci's trademark by selling or offering for sale counterfeit watches, it would be inappropriate

to grant summary judgment to defendants on the remedy of injunctive relief prohibiting future infringement.” Casey's opinion granted Gucci's motion and denied the defendants' claim. The lawsuit has been ongoing since November 1999, and it will now go to a jury trial to determine damages.

**Bernardo Footwear LLC** filed a patent infringement lawsuit against **Dillard's**, **Federated Department Stores**, **Fortune Dynamic** and **Michael Kors** in a federal court in Houston on March 22. According to court documents, Bernardo alleged the defendants infringed on patents it holds for two sandal designs called the “Medieval” and the “Molly.” Both Federated and Michael Kors declined to comment, citing company policy regarding ongoing litigation. The other defendants did not return calls for comment. The complaint alleged the named defendants each manufactured and sold sandal designs that infringed on Bernardo's registered patents. The court papers also said that in August 2006, Bernardo had filed and settled other litigation relating to the Medieval sandal with Brown Shoe Co., J&A Shoe Co. Inc., Payless ShoeSource Inc., Michael Kors, New Century Footwear Inc. and White House|Black Market Inc.

A Manhattan federal judge issued an opinion on March 21 in a lawsuit between **Beautiful Jewellers Private Ltd.** and **Tiffany & Co.** Judge Kimba Wood granted Tiffany's request to dismiss some of the counts, but denied a similar request in regard to other counts. The majority of counts from the original lawsuit, including alleged fraud, breach of fiduciary duty, unfair competition, unjust

enrichment, and promissory estoppel, were not dismissed. According to court documents, the original lawsuit was filed over a contract between the two parties to set up a stand-alone Tiffany boutique in Mumbai. BJP alleged that Tiffany violated the terms of that agreement by terminating the relationship and allegedly selling products in India through a competing distributor. Beautiful Jewellers is an Indian corporation with its headquarters in Mumbai.

**Cartier**, a division of **Richemont North America Inc.**, and **Cartier International**, were awarded a final judgment on consent in a trademark infringement lawsuit against **Georgetown Fine Jewelry & Art**. The judgment was entered in a Manhattan federal court on March 20. According to legal papers, the court issued a permanent injunction against Georgetown, prohibiting it from infringing on Cartier's trademarks and awarded Cartier \$25,000 in damages. In an unrelated case, on March 23, Cartier also won a consent judgment and permanent injunction against **Lan Boa Duong**, one of a list of defendants in a trademark infringement lawsuit that has been ongoing since 2002.

**Frank Muller USA** was awarded a final judgment on consent in its lawsuit against **Yafa Antique Jewelry** and other affiliated defendants for trademark infringement, unauthorized importation of goods, unfair competition and violation of the Tariff Act. Per the judgment, Yafa is permanently restricted from selling products that infringe on Frank Muller's trademarks. No damages were awarded, and both parties agreed to pay their own legal costs. The judgment was entered March 19.

— Liza Casabona

## Hartmarx Swings To Net Loss in Qtr.

Impacted by a change in the timing of shipments and a planned reduction in its tailored clothing business, Hartmarx Corp. posted a first-quarter net loss last Thursday.

The net loss came in at \$3.4 million, or 9 cents per diluted share, for the quarter ended Feb. 28, which compares with earnings for the same period last year of \$2.6 million, or 7 cents per share. Sales for the quarter declined 16.8 percent to \$120 million from \$144.2 million during the comparable period last year.

The company said the loss was expected and resulted from factors that affected its men's tailored clothing lines.

“Despite the poor first-quarter operating results, we continue to expect a significant earnings recovery for the full year of 2007 compared to 2006,” said Homi Patel, chairman and chief executive officer, in a statement. “We are starting to realize the benefits from the actions we initiated last year, and we expect to return to profitability in the second quarter with significant favorable comparisons to the prior year occurring in the second half of the year.”

The company shifted approx-

imately \$13 million of its advance Spring tailored clothing orders from the first quarter of last year into the second quarter this year, according to Patel. The company said it also reduced its tailored clothing operation; two tailored clothing lines included in first-quarter 2006 were not renewed this year. Additionally, Hartmarx pointed to the impact of retailer chargebacks and allowances on operating results as factors in its quarterly performance.

The company said its women's business was a bright spot for the quarter, representing approximately 25 percent of revenues in the first quarter as opposed to 16 percent for the same period last year. Sales and earnings for that segment were also improved. The company recently acquired the One Girl Who and Zooey brands.

Hartmarx manufactures business, casual and golf apparel under many of its own brands, as well as producing clothes under exclusive license agreements with brands including Tommy Hilfiger, Burberry men's tailored clothing, Claiborne, DKNY, Pierre Cardin, Perry Ellis and others.

— L.C.

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# The Training Advantage

By Sharon Edelson

**NEW YORK** — Consumers gripe about dismal service in stores and retailers pledge to improve the shopping experience, but few actually succeed.

Men's Warehouse, however, has been dedicating time and resources to training, and reaping the rewards. Suits University, a training program for the retailer's salaried sales associates and managers, prepares employees to be "wardrobe consultants" rather than simply salespeople, by teaching corporate values, sales and product information.

About 20 times a year, 30 employees from across the country travel to Men's Warehouse's corporate headquarters in Fremont, Calif. — the company built a separate facility for Suits U in the late Nineties.

Sales associates participate in the program any time during the first year of employment. They must have worked for the company for at least 30 days. The sessions, which run from Sunday through Friday, are intense.

"We have 32 hours of classroom training, half of which consists of selling," said founder and chief executive officer George Zimmer. "When I say selling, we call it 'Selling With Soul.' It's part of our culture. We don't sell up or sell an expensive product when a less expensive one would suffice. We represent the customer."

In addition, the sales associates learn about tailoring and how to fit customers for clothes.

"This employee group [sales associates] is thought of as replaceable and turnover is high," Zimmer explained. "They're very appreciative of the training. We give them their average commission and base salary for a 40-hour week while they're at headquarters. A lot of them think of it as a vacation."

Recreational time is well thought out and built into the program. The groups spend a day at Monterey Bay and have dinner in San Francisco. "They bond over the course of the week," Zimmer said. "After the program they remain friends. The biggest benefit is the off-time, meals and evenings, when this group of 30 men and women with a couple of corporate executives just sit around and talks."

Suits U costs Men's Warehouse under \$1 million a year to implement, or about \$1,500 per person. Zimmer thinks it's money well spent.

"The long-term dividend is high," he said. "There are salespeople in every class who come for training and are really lost. They don't know what they're doing. After the program, a lightbulb goes off in their head. They show a 30 percent or 40 percent improvement. A lot of people are very good when they arrive. It's hard to say we make them better. I do believe it's one of the reasons we have one of the lowest shrinkage rates in the retail industry."

The savings on low shrinkage and a smaller security department "is a significant number," Zimmer said. "There are other ways this type of investment pays off. We have lower [staff] turnover. That means many things in terms of continuity with customers and employees. It's hard to achieve."

A testament to the program is the fact that 90 percent of the company's store managers started out as sales associates.

Men's Warehouse was number nine on a list of top rated companies in "New Dynamics

That Create and Build Retail Competitive Advantage," a report for the National Retail Federation Foundation by Kanbay Research Institute. KRI took 300 leading companies with annual sales of over \$100 million and applied a set of benchmarks, such as stable or increasing market share and high return on investment, for five consecutive years. Only 15 firms made the cut: UPS, Dollar Tree, Dollar General, Walgreens, Kenneth Cole, Petco, Kohl's, Target, Men's Warehouse, PetSmart, Office Depot, eBay, Apple Stores, Macy's and Hasbro.

Gary Williams, president of KRI, said Men's Warehouse is the only apparel retailer he's come across with such a strong commitment to training. "Macy's approach is on a regional basis," he explained. "In terms of customer desire for merchandise, the regional approach could do very well. From a training perspective, the more consistency you have, the better. We've seen that consistent training can be enormously



Apparel retailers could benefit by giving sales associates more training.

**HR**  
A MONTHLY REPORT

beneficial to driving sales. You just don't see that [training] in the apparel industry. Why? It could be because apparel retailers over-focus on costs."

Zimmer's people-centric approach is evident in other aspects of employee relations. Many companies might terminate an underperforming employee, but Zimmer often tries to find a more creative solution.

"When we have people who are not necessarily succeeding in a position, we see if their skills would work in another capacity before we fire them," he said. "A fellow here used to be in charge of a large group of stores [as a manager] but it wasn't working out. He was such a great guy we brought him into the corporate office and put him in charge of employee complaints. He's done an amazing job. I recognized him at a holiday dinner last year and 800 people stood up and applauded."

Zimmer also believes store managers can use a refresher course. Every year, the firm's 2,000 managers descend on the Fremont headquarters — in eight groups of 250. The groups are taught to solve problems and make good decisions through various exercises. "Our stores are small enough that they're really like neighborhood clothing stores," Zimmer said. "We want the store manager to handle a customer's problem. When you do solve problems you have greater customer loyalty."

## Penn Campus Gets Into Fashion Fray

By Lisa Lockwood

**PHILADELPHIA** — The University of Pennsylvania held its first fashion week on campus last week, bringing the Ivy League campus into the fashion fold.

Penn Fashion Week 2007 included 10 events, such as a GlamShots Photo Shoot fund-raiser, allowing students to have their makeup done by professional makeup artists and have their photos taken by a photographer, and the fourth annual Dzine2Show fashion show titled Duell, featuring both student designs and local boutiques, held at Penn's Museum of Anthropology and Archaeology. There also was a fashion and retailing career panel discussion featuring such speakers

as Jacky Clyman, executive vice president of Cockpit; Joan Shepp, owner of the high-end Philadelphia boutique bearing her name, and Stacey Monsen, men's design director at Steve & Barry's.

Fashion week was organized by a committee made up of members from Dzine2Show, Fashion Fashion Society, the Wharton Retail Club and Delta Sigma Pi.

The panel discussion was moderated by Bill Cody, managing director of the Jay H. Baker Retailing Initiative at the Wharton School and a lecturer in the marketing department. The panelists described the divergent paths they each took to become successful fashion executives and offered insights into today's retail environment. Panelists were in

agreement that it's best to train at an established department or specialty store, or apparel manufacturer, before striking out on one's own. Steve & Barry's Monsen said that, this way, you learn other companies' best practices. She also believes it's easier to go from a larger retailer to a smaller one than the other way around, since you learn how to manage a much more complex business.

Shepp, who runs a designer specialty boutique on Rittenhouse Square, recalled that when she first started out in Philadelphia, she used to travel to New York to buy handbags from department stores such as Bloomingdale's to sell at her store until she began going directly to the wholesaler. Noting how things have come full circle, Wharton's Cody pointed out that several weeks ago, Terry Lundgren, chairman and chief executive of Federated, was in town

and wanted to see Shepp's Rittenhouse Square store and windows.

The highlight of fashion week came Friday night, when student models took to the runways showcasing both student designs and local boutique clothing. Shoes were designed by Andrew White, a Penn junior who paints designs on high-heeled shoes and sneakers. On Saturday, Design2Sell held a trunk show, clothing drive and corporate charity auction, where the Penn designers and boutiques sold their clothing that was shown on the runways.

Tying in with fashion week is Penn's new fashion magazine titled *The Walk*, which launched last November and currently is out with its spring issue. In it, Penn students model the clothes, shoot the layouts and write features. It is supported by advertising from companies such as Abercrombie & Fitch.





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# U.S. Opens Door to Unfair Subsidy Cases

By Evan Clark

**WASHINGTON** — The U.S. Commerce Department's decision to impose countervailing duties on glossy paper imported from China — reversing a 23-year-old policy — might be a prelude to similar actions involving the apparel industry.

Countervailing duties are intended to offset unfair subsidies given to foreign producers. The duties had not been applied to nonmarket economies such as China and Vietnam because the U.S. was unable to determine the precise impact of subsidies in the highly controlled economic systems in those countries.

Commerce Secretary Carlos Gutierrez said at a news conference on Friday that it is now possible to determine the effects of subsidies in the Chinese economy because that nation has modernized its policies.

"We are demonstrating our continued commitment to create an environment of true competition for American manufacturers, for workers and farmers," Gutierrez said in announcing the countervailing duties. "This decision, however, does not signal any retreat from economic engagement with China. Rather, it speaks to the growing strength of our commercial relationship."

The Chinese government sounded a defiant tone.

"This action of the U.S. side

goes against the consensus reached by the leaders of both countries to resolve disputes through dialogue," said Wang Xinpei, spokesman for China's Ministry of Commerce, according to the Xinhua News Agency, the country's official news service. "China strongly requires the U.S. side to reconsider the decision and make prompt changes."

China's currency policies, which domestic producers and many in Congress say undervalue the yuan and confer an unfair advantage because it lowers the cost of exports, were not a factor in the case.

There are various efforts in Congress to expand the anti-subsidy laws, including one that would let them be used to counteract currency manipulation.

The preliminary determination in the paper case set duty rates at 10.9 percent to 20.4 percent, depending on the level of subsidy a company is receiving. A final decision is scheduled for October.

A U.S. firm may only petition the Commerce Department to bring a countervailing duty case involving imports of goods that are in direct competition with it. The industry, however, might figure out a way to take advantage of the change by getting the administration itself to initiate a case, rather than a company.

"The ability to help our industry is still limited,"

said Auggie Tantillo, executive director of the American Manufacturing Trade Action Coalition, which lobbies for U.S. textile interests.

Still, the action presents domestic producers with a potential precedent to fight imports from China.

"It's good news," said Cass Johnson, president of the National Council of Textile Organizations. "There's now a precedent for us to go to the government and say, 'If China is subsidizing its apparel industry, self-initiate a CVD [countervailing duties] case.'"

On Capitol Hill, the administration's action did not diminish the push for a legislative fix of the countervailing duty laws.

"We plan to move forward with bipartisan legislation introduced by Representatives [Al] Davis [D., Ala.] and [Phil] English [R., Pa.] to ensure we are combating all unfair trade, whether it is dumping or subsidies, that puts American workers, farmers and businesses at a disadvantage," said House Ways & Means chairman Charles Rangel (D., N.Y.) and Rep. Sander Levin (D., Mich.), chairman of the trade subcommittee, in a joint statement. "Changing the law will remove any doubt or court challenge to make certain that every industry can file a case if they have been harmed."

— With contributions from Kristi Ellis

## MEMO PAD

**CHECKING IN:** How does a MySpace-obsessed former teen magazine editor become qualified

enough to muse on [forbes.com](http://forbes.com) about business? Perhaps through entertaining statements such as: "My corporate sugar daddy gave me a lot of cool things: a car and driver, a clothing allowance and a sick expense account. But I also had to pretend I was excited making love to an old man every night." Former Seventeen editor in chief **Atosa Rubenstein** clearly was speaking metaphorically in referring to her former job in her first column for the *Forbes Web* site, which was an innovation in the digital realm. More thoughts on business are to come: She has signed on as a regular contributor to [forbes.com](http://forbes.com)'s op-ed section. A spokeswoman for Rubenstein said she planned to contribute approximately every other week to the site. "What I especially value about Atosa is that her voice is a fresh and original one that resonates strongly with a large and important audience," said [forbes.com](http://forbes.com) executive editor **David Andelman**. "It is very much the *Forbes* tradition to surprise and delight. We expect Atosa to fulfill that in her every contribution."

Meanwhile, Rubenstein will be honored by the Advertising Women of New York in its inaugural Changing the Game awards recognizing women who, according to AWNY president **Arlene Manos**, "have seen the path before the rest of us, reinvented themselves or their companies or made an educated leap of faith that has paid off." The organization singled out Rubenstein for taking the risk of leaving her job at Seventeen to start up her own teen-focused consultancy. Rubenstein will receive the award on May 2 in New York. — **Stephanie D. Smith**

**TOUGH CRITIC:** When it comes to critiquing fashion, New York Times scribe **Cathy Horyn** has nothing on the unfiltered **Kanye West**. The rapper/producer takes swipes at hoodies, three-piece suits and actors **Vince Vaughn** and **Owen Wilson** in urban fashion magazine *Complex*, penning the "Fashion Beatdowns" column in its April/May issue. West wrote the column for nearly two years between early 2004 and late 2005, but returned for the magazine's fifth anniversary edition. A self-declared fashion innovator who is said to be working on a clothing line, West declares several trends dead and evaluates celebrity style of some red-carpet standbys. He declares the "grown and sexy" look is over — "Enough already with the f---ing three-piece suit," he writes. "No more open bow ties stuck perfectly on your shirt with your vest!" However, West said, "Gray jeans are the end-all-be-all right now. Dior pants in general — last year, Dior annihilated the game." Designers also get West's streetwise valuations: "The Alexander McQueen bomber leather: straight drug dealer status," he said of the jacket he wears in one of his spreads. The issue hits stands April 10. — **S.D.S.**



Kanye West

**RUSH TO THE SUN:** The Miami media scene is finally waking up to the city's building boom, and most new players are vying for the luxury market. New York-based cable and Web channel Plum TV, for example, plans to launch in Miami Beach as part of a \$20 million expansion funded by private investors, many with South Florida ties such as **Jimmy Buffett** and **Chris Blackwell**, founder of Island Records.

"There's excitement in Miami, and our advertisers appreciate access to locals or tourists with disposable incomes," said **David Kuhn**, director of new operations, who spent March in Miami securing Channel 5 on Atlantic Broadband to reach 100,000 subscribers, hiring an eventual staff of 12 and producing enough local content for a May debut.

Meanwhile Modern Luxury, a Los Angeles-based publishing group with 25 titles, including *Angeleno*, leased office space in Miami's Design District to gear up for Miami magazine's premiere September/October issue. Publisher **Leslie Wolfson**, a Miami native who served for more than a decade as co-publisher of *The Ocean Drive* Media Group in Miami Beach, said the magazine will appear bimonthly until next year in printings of 50,000 copies that will be mailed to wealthy zip codes and distributed at upscale businesses. Since the average reader of the company's other titles is 41 years old with a median income of \$300,000, Miami falls right in line, according to Wolfson. **Richard Martin**, former editor in chief of *Complex* in New York, has signed on as editor in chief.

Phoenix-based 944 magazine chose Miami as its sixth market in preparation for its New York launch and going national, according to **Stephen Kushnir**, director of new business development. "It's a stronger stepping stone to our goal than Austin [Tex.] or San Francisco," he said.

After tapping former Miami Herald and Flavorpill.net editor **Brett O'Burke** as managing editor, the April issue hit in late March during the city's annual dance music conference. Kushnir said 50,000 copies offering equal parts national and local stories about nightlife and culture are distributed for free in hotel rooms and boutiques.

"We focus on twentysomethings, which isn't the same luxury demographic as *Ocean Drive* magazine," said Kushnir.

**Jerry Powers**, founder and chairman of *The Ocean Drive* Media Group, said he has no plans to veer from the magazine's formula of nightlife, celebrity and lifestyle coverage that garners 280,000 readers and 18,000 subscribers. "There's plenty of room for unique media here. It's just the copycats of us that always fail," he claimed. — **Rebecca Kleinman**

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Missy & Jr. Sportswear Co. seeks CAD Artist w/ exp in drawing, coloring prints and Photoshop. Texpro a plus. Please fax resume w/ salary requirements to Charlie/Patricia 212.986.5177.

**Customer Service**

Well established Large Costume jewelry Co. seeks hardworking experienced organized professional located in LIC distribution facility. Must have customer service exp. with department stores & mass retailers. Salary commensurate with experience. Please fax resume to: 212 764-6026

**Design Asst.**

Better Men's Sportswear Co. seeks well organized, detail oriented team player to assist Design Director. Prof. in Excel/Photoshop/ Illustrator (must do detailed tech. flat sketches). Duties include issuing P.O.'s, tracking samples, create presentation boards & line sheets, specing samples & fit comments, follow up w/overseas suppliers. Women's casual sportswear design exp. a +. Please E-mail resumes to: [personnel@ix.netcom.com](mailto:personnel@ix.netcom.com)

Designer \$85-110K BOE. Current exp in Junior driven trend. Private label. Proficient on Illustrator/Photoshop. 973-564-9236 or [Jarialine@comcast.net](mailto:Jarialine@comcast.net)

**Help Wanted**

**ALEXANDER WANG**

- **SHIPPING ADMINISTRATOR:** Min. 5+ years experience; international shipping & logistics background
- **BOOKKEEPER:** Knowledge of QuickBooks mandatory, A/R, A/P, etc.
- **CUSTOMER SERVICE REP:** Min. 3+ years experience, strong administrative skills, multi-tasker
- **ASSISTANT DESIGN:** Min. 3+ years, knitwear/tech background a must
- **PROD'N./DEVELOPMENT:** Min. 5+ years exp., strong negotiation skills.
- **OPERATIONS/GENERAL MANAGER:** Proven track record a must!

Bilingual skills + +. Must know Excel, and enjoy fast-paced environment; no turtles need apply please!

E-mail resume (name/position in subject field) to: [dennis@alexanderwang.com](mailto:dennis@alexanderwang.com)

**FIT MODEL**

Seeking fit Model with the following:  
**HEIGHT: 5'7" (approx.)**  
**BUST: 35"**  
**WAIST: 28"**  
**HIPS: 38"**

Part-time. Excellent work environment. Fashion district location. Email headshot and measurements to: [vivan@saywhatny.com](mailto:vivan@saywhatny.com)

**DESIGNER ASSISTANT**

For Intimate Apparel Company. Must be a fast learner, detail-oriented & organized along w/a great work ethic. Construction knowledge & ability to create flat sketches in Illustrator req'd. Associates in fashion also req'd. Lingerie sales/merch exp a plus. Email/fax resume to: [Vmuskopf@saramax.com](mailto:Vmuskopf@saramax.com); (212) 842-4050, Attn: V. Muskopf. EOE

**DESIGNER**

**Associate Designer**  
Major intimate apparel mfr. is seeking an Associate Designer. Should be creative, organized, detail-oriented & a team player. Resp. include: communicating w/overseas office/factories, sketching, processing artwork, preparing sample/prod. pkgs., assisting merchandiser in all phases of development. Must be computer literate & know Illustrator. Some possible travel. Great growth opp. Email resume to: [stevens@saramax.com](mailto:stevens@saramax.com) EOE  
Fax: mail to: S. Stevens; 212-842-4020

Designer HANDBAGS \$45-\$70K  
Great opportunity for highly creative designer. Design Jr. bags from leather to straw etc. for dept. store private label line of successful handbag. Req: 1-3 years handbag design exp., flat sketching, great verbal & written comm. Spec. packs, overseas comm. preferred. E-mail resume: [cburke@cburke.com](mailto:cburke@cburke.com) Tel 914-337-3660 Fax 917-591-2521

**DESIGNER**

NYC based children's apparel co seeks CAD designer with some designing background for team athletic sportswear. Must be creative, detail-oriented, able to work well within the team & meet deadlines. Excellent Illustrator & Photoshop skills. Please email resume to: [hr@francoapparel.com](mailto:hr@francoapparel.com)

**Designers - Junior**

Samsonte (MA - U.S.A)  
Fashion forward designers w/ interest in soft goods fashion trend.  
E-mail resumes to: [Jobs\\_Mansfield@samsonte.com](mailto:Jobs_Mansfield@samsonte.com) EOE

**DESIGNER**

Stella, a tailored contemporary cut-and-sew knit Women's Wear label, seeks a detail oriented Designer with production experience. Ability to oversee designs from concept through retail production necessary. Work closely with Creative Director. Must be able to source fabrics & trim, and be computer savvy (Adobe Creative Suites, MS Office, etc.). Must also have strong illustrative skills, by hand & computer. Salary commensurate with experience & skill set. 4-6 years women and/or knit background required. E-mail resume & salary requirements to: [stella@stellaamerica.com](mailto:stella@stellaamerica.com). Please visit us at: [www.stellaamerica.com](http://www.stellaamerica.com)

**DESIGN**

**JUNIOR DESIGNER**  
Leading girls dress mfg co. seeks a creative, energetic, highly motivated Jr. Designer with 2-3 yrs exp with children's wear. Must thrive in a fast paced environment. Must be able to juggle multiple projects. Must be able to hand sketch. PhotoShop/Illustrator a +. We offer a creative, energetic & fun working environment. If you are a team player looking for a new challenge, we want to hear from you. Please send e-mail resume to: [trichardson@kahnluccas.com](mailto:trichardson@kahnluccas.com)

**Help Wanted**

**EVIE KREISLER AND ASSOCIATES**

**Intimate Apparel DESIGNERS & BUYERS WANTED**

5 plus years exp in intimate apparel needed. B.A./A.A. is preferred. Designers must have bra molding/mold pattern making. Travel required.  
Send resume/salary requirements to: [Angela@Kreiser-Associates.com](mailto:Angela@Kreiser-Associates.com) [Kathy@EKJobs.com](mailto:Kathy@EKJobs.com) call (404)262-0599 or (212)279-8999

**DSNR MISSY INTIM APPAREL**

Est'd Co. seeks experienced individual for Daywear/Intimates licensed line. **A.D. FORMAN ASSOC.** 450 7TH AVE (AGCY) 212-268-6123

**Import Production Mgr.**

NYC Dress/Sportswear Co. seeks an exp'd. Import Manager. Duties include product development, sourcing, L/C exp., and coordinating prod'n. Fax: 516-829-7883.

**MARKET ANALYST**

The Doneger Group, the fashion industry's leading merchandising consulting firm, has an exciting opportunity available. A highly motivated & enthusiastic individual will build strong working relationships with our retail clients & the vendor community as Sportswear Market Analyst. The position requires strong communication both written & presentation, analytical, organizational and interpersonal skills. Minimum 5 years related exp. For consideration e-mail resume to: [hrcma@doneger.com](mailto:hrcma@doneger.com).

**MERCHANDISER / COORDINATOR**

Successful multi-label dress mfr seeks highly motivated individual to launch new Bridesmaid Division. Must have 3-5 years experience.

**EXCELLENT OPPORTUNITY!**

E-mail resume and salary requirements in confidence to [bridesmaidsmerchandiser@gmail.com](mailto:bridesmaidsmerchandiser@gmail.com)

**Merchandiser/ Designer**

New York Private Label Sportswear Importer seeks a passionate, creative and exp'd individual. Duties incl. analyzing market & trend, sourcing fabric, completing tech packs & following up sampling. Strong interpersonal & communication skills are a must. E-mail resume & salary history to [jobs@starnetwork.com](mailto:jobs@starnetwork.com)

**Merchandising Asst**

Global Textile & Apparel Manufacturer, candidate will work in Product Development & Merchandising Department, assist managers on fabric/cotton woven & knit tops/ trims development, coordinate with customers & factories on samples. Great growth opp. Proficiency with Excel, bilingual English & Chinese a plus. E-mail or Fax your resume (Attn:HR) to: [air.recruiter@gmail.com](mailto:air.recruiter@gmail.com) or 212-481-4447

**Patternmaker**

Patternmaker \$70-90K BOE. Current exp in womens blouses. Wovens + knits. First + production patterns. On the table exp ok but prefer Gerber Accurmak exp. Queens location. 973-564-9236 or [Jarialine@comcast.net](mailto:Jarialine@comcast.net)

**Children's dress company seeks exp'd Patternmaker.**

Let thru production. Technical skills required. Email your resume to: [sugarplummy.com](mailto:sugarplummy.com)

**PRODUCTION ASSISTANT**

**STONE MOUNTAIN**

Seeking a Prod'n. Asst. to communicate with our factories in Asia regarding order details, delivery information, shipment tracking and communication with our National Sales Team. Individual must be organized and have knowledge of all Microsoft systems. Two years minimum experience in logistics a must; Salary commensurate. E-mail all resumes to: [anartec@stonebags.com](mailto:anartec@stonebags.com)

**Production Asst.**

Est'd. Men's Sportswear Co. seeks an organized, detail oriented person w/ min. 1-2 yrs. exp. to join production team. Duties to include issuing P.O.'s, order entry, tracking samples & production, specing MEN'S garments, liaison w/overseas factories & between sales & design. E-mail resumes to: [personnel@ix.netcom.com](mailto:personnel@ix.netcom.com)

**Help Wanted**

**Production Coordinator**

Ladies & Children's sleepwear co. seeks highly organized, detail-oriented mfr. Garment knowledge & computer proficiency a must. Must be Korean & English bilingual. 2-3 yrs. exp. in Mass Market prod. Please forward resumes to: E-mail: [goc@lewardine.com](mailto:goc@lewardine.com) or Fax: (212) 869-3938

Production Mgr \$80-90K BOE. Current exp in sourcing in Far East. Chinese Exp. Bilingual. Strong exp in denim washes, dyeing, construction etc. Travel to China two times a year. [Jarialine@comcast.net](mailto:Jarialine@comcast.net)

Production Source Mgr \$175-200K BOE. Current exp in sourcing womens and girls panties, bras, sleepwear WW. From inception to completion. Large co. Email: [Jarialine@comcast.net](mailto:Jarialine@comcast.net)

**Production/ Sourcing Assistant**

Men's apparel company seeking a highly organized, detail oriented Sourcing / Production Assistant with minimum 3 years experience to assist sourcing manager in all phases of import sourcing and production.

Responsibilities include daily contact via e-mail with overseas agents and factories, purchase order entry and follow up, coordination of samples; Basic computer skills including Word, Excel and Outlook are required. Spec knowledge a plus. Competitive salary and benefits.

Fax resume with salary history to: **A. LaFrance** at 212-766-2349 or E-mail: [alafrence@blockcorp.com](mailto:alafrence@blockcorp.com) Equal Opportunity Employer M/F

Production Sourcing Mgr \$200-225K BOE. Current exp in kids/teen. Must have strong exp w/ delivering to Wal-Mart, Midtown Co. [Jarialine@comcast.net](mailto:Jarialine@comcast.net)

**PRODUCTION TECH COORDINATOR**

Fast paced missy moderate career sportswear co. creating three new positions to fill. We are seeking highly motivated, detail oriented & organized people with excellent communication skills. Responsibilities include creating trim & spec. details for production technical design sheets. Proficiency in garment & textiles a must.

Please fax your resume: **Attention: Michelle F.** 212-768-3588

\*Product or Production\* Assistants- Coordinators-Managers Many Jobs-Excellent Salaries Call B. Murphy 212-643-8999; fax 643-8127

**Technical Designer**

Lingerie company seeks tech designer needed to develop and grade specs, comment on fit samples, and communicate with overseas factories. You will be responsible for the fit process through production. Must have previous exp. be organized, and be proficient in preparing computerized tech packs. E-mail resume including salary history to: [nebtutton@gmail.com](mailto:nebtutton@gmail.com)

**TECHNICAL DESIGNER**

Major apparel co. seeks candidate with experience in children's sizes boys/girls. Must have thorough knowledge of knit and woven garment construction. Exceptional organizational and follow up skills a must. Responsibilities include specing, grading measurements and interaction with design & merchandising. Requirements include ability to work in a fast-paced setting & to clearly communicate details to overseas factories. Excellent Excel skills & knowledge of Illustrator. Please fax resume to: 212-656-1861

**SALES HELP WANTED**

**Sales Help Wanted**

**concept ACCESSORIES**

**Account Executive Off Price**

Large accessory company seeks aggressive individual to help liquidate seasonal inventory to off price retailers and jobbers on an ongoing basis.

This is a full-time position, and requires a min of 5 yrs exp in this market.

Please send resume, sal req and a list of key acc's to: [hr@concept1.com](mailto:hr@concept1.com)

**TOP NOTCH SALES**

Well established updated Missy Better Sweater Co. seeks aggressive & highly motivated individual to expand with dept./chain stores.

Fax resume to: 212-302-7672 or Call Charman at 212-302-0444

**Garment Sales**

Garment mfr w/ showroom on B'dwy hiring freelance sales & regional reps. Attractive commissions offered. Fax/Email resume to: 212-967-6188 [DA7888@aol.com](mailto:DA7888@aol.com)

**Junior Account Executive**

International Luxury Fashion Co seeks a junior account executive with a minimum of 3 years experience with department store accounts. Ideal candidate must possess strong analytical, organizational & communication skills. Proficiency in retail math is required.

Please email cover letter and resume to: [fashion.sale1@sbctobal.net](mailto:fashion.sale1@sbctobal.net)

**MAXX NEW YORK**

Account Executive - Specialty Store Come join the fun, cool, exciting and highly successful world of handbags! MAXX NEW YORK is looking for you! We are looking for a sales account executive with specialty store exp and a fabulous attitude able to work in a fast paced environment. Great presentation and communication skills a must. Strong computer skills including Excel, PowerPoint, AS400 or equivalent and retail math required. Must have accessory sales experience - handbag knowledge a big plus!

Please fax resume to 212-679-0311

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**Fairchild Classified**

Call 1-800-423-3314 or email [fpclassified@fairchildpub.com](mailto:fpclassified@fairchildpub.com) to advertise.

**Sales Help Wanted**

**NADRI JEWELRY GROUP**

**ACCOUNT EXECUTIVE FASHION JEWELRY**

Prestige costume jewelry company seeking an individual to manage sales to major department store accounts. Retail buying experience or a strong wholesale sales background in either cosmetics, accessories or jewelry preferred. Work out of midtown showroom. Please send resumes to: [HR@NadriJewelry.com](mailto:HR@NadriJewelry.com)

**GISSWEIN INDEPENDENT SALES REPS**

European women & children's comfort slipper brand seeks experienced Sales Reps to expand existing account base in Mid-West, Southeast, Mid-Atlantic & SoCal/SW.

PLEASE FAX RESUMES TO: 888-867-7395

**SALES AGENT**

H.K. Shanghai based OEM apparel operation is expanding! Seek skillful C% sales & agent from US & Canada. Net 30 possible for factor-approved accounts. Contact Arch at: [inquiry@vital-millennium.com](mailto:inquiry@vital-millennium.com)

**SALES EXECUTIVE MEN'S ACCESSORIES**

**MAX LEATHER GROUP/ CIPRIANI ACCESSORIES**

**NEW YORK CITY SHOWROOM**

Cipriani Accessories, a leading designer belt, small leather goods & cold weather accessories co. has an outstanding career oppy for exp'd Sales Executive to join our growing co. position based out of our New York Showroom. Our prestigious designer labels incl Calvin Klein, Sean John, Guess, Nine West, Anne Klein, Michael Kors and Lacoste. Successful candidate will be resp for handling men's designer & private labels for dept. specialty & off price accs. We seek someone who has established contacts & who has a proven track record of generating new acc's & relationship building. Min 3-5 yrs' exp in the men's belt/small leather goods/accessories industry req'd. Ideal candidate will be a highly motivated individual w/strong merchandising abilities & organizational skills capable of juggling priorities & working in a fast paced environment. Ability to work independently/voice sound judgment essential. Excellent communication skills & a polished presentation are a must. Good computer skills & retail math are nec. We offer a competitive base salary plus comm. based on bkgd/exp. coupled w/comprehensive employee benefits package. Pls submit resume/cover letter as a Word doc indicating salary history & req's to: [amiller@maxleather.com](mailto:amiller@maxleather.com)

**SALES EXECUTIVE**

Upselling leather goods & accessories brand seeks self motivated sales professional who can grow existing business. Must have strong relationships with independent retailers, department stores. Proven record of growing business and opening new accounts is required. Competitive salary plus commission. Fax resume: 212-627-3603 or E-mail: [jobsvlg@gmail.com](mailto:jobsvlg@gmail.com)

**Sales Manager Handbag Co.**

Growing luxury handbag co. looking for a dynamic salesperson. Small but background a plus. Tel 212-268-1117 [kim@clevercarriagecompany.com](mailto:kim@clevercarriagecompany.com)

**LINES**

**Lines Offered**

**Jewelry Rep Wanted**

Soho designer, proven track record seeks ind rep connected to upscale boutiques. E-mail resume to [Tenold@aol.com](mailto:Tenold@aol.com)

**POSITIONS WANTED**

Personnel Wanted

**SALES REPRESENTATIVE**

Relationships with all majors Accessories SALES LEADER Please call: (609) 315-2455

**SALES LEADER**

Relationships with all majors Accessories SALES LEADER Please call: (609) 315-2455

**WOMEN'S WEAR DAILY**

750 3rd Ave. New York, NY 10017

**CONFIDENTIAL SERVICE:** To answer box number ads and protect your identity: (1) Seal your reply in an envelope addressed to the box number; (2) In a separate note, list companies and subsidiaries you do not want your reply to reach; (3) Enclose both in a second envelope addressed to: CONFIDENTIAL SERVICE, WWD, Classified Advertising, 750 3rd Ave. New York, NY 10017

**GET RESULTS! PHONE YOUR AD TO WWD TOLL-FREE: (800) 423-3314 or (212) 630-4610 FAX: (212) 630-4634 DEADLINE: NOON (ET) DAY PRIOR TO DATE OF PUBLICATION**

**HOW TO ANSWER BOX NUMBER ADS:** All replies to box number ads should be addressed exactly as indicated in ad copy. For those box numbers without a street address, mail to: Box WOMEN'S WEAR DAILY 750 3rd Ave. New York, NY 10017

# WWD ICSC Preview

Location. Location. Location.



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