PARIS — Transparency is one of the hottest trends of the season, and it ranges from peekaboo details to allover effects. Karl Lagerfeld featured it the latter way for Chanel, veiling this short sequined dress in a chiffon frock with little pockets. For more sheer things, see pages 4 and 5.

Climbing the Ladder: Chanel Taps Chiquet As First Global CEO

By WWD Staff
NEW YORK — Maureen Chiquet has been named global chief executive officer of Chanel, effective Jan. 1, 2007.

The appointment completes Chiquet’s transition from the mass world of Gap, her previous company, into running one of the world’s most iconic luxury brands.

The global ceo position is a new one for Chanel and Chiquet will “oversee and coordinate all of [the company’s] activities worldwide,” the company said. She will report directly to Chanel chairman Alain Wertheimer and will be based here, where Wertheimer has his primary office.

See Chanel, Page 6
Levi’s Earnings Climb as Sales Slip

By Ross Tucker

A one-time benefit related to the planned closure of a U.S. distribution center caused earnings to spike for Levi Strauss & Co. in the third quarter, offsetting weakness in several key markets.

“We’re where we expected to be at this point of the year,” said the regional division head of the Levi’s women’s business back, said Hanson. Sales of the Dockers brand rose 2.8 percent to $175.1 million from $170.2 million driven by a 15 percent sales increase in the women’s business. For the year, Hanson said Dockers’ business has increased 21 percent.

The company continued to make progress in its plan to exit the core business. Sales fell 0.9 percent to $215.4 million from $217.3 million during the quarter, but Hanson said that the company’s core brand, which represents 90 percent of volume in the region. Management also hopes to capitalize on the success of her husband, the designer of the Margherita SpA.

As of next year, I will hand over the reins of Benetton Group to my son, Alessandro Benetton, who is ready to assume the role of the company’s president and CEO, said a 60-year-old and Benetton’s advertising campaign had “weird, quirky concepts. A one-time benefit related to the planned closure of a U.S. distribution center caused earnings to spike for Levi Strauss & Co. in the third quarter, offsetting weakness in several key markets.

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Bruce Fetter Returning to St. John

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St. John announced Tuesday that its former chief operating officer, Bruce Fetter, who departed the $400 million apparel firm in March 2005, is returning with what remains of the design team. The 44-year-old company sells in 28 countries, operates 29 freestanding retail boutiques and employs 4,000 people.

— Marcy Medina

Ironically, Parrot Cay wasn’t the first encounter between Karan and Weber. She and her late husband, Stephan Weiss, had interviewed the executive in 2005 after the departure of many employees. Ironically, Parrot Cay wasn’t the first encounter between Karan and Weber. She and her late husband, Stephan Weiss, had interviewed the executive in 2005 after the departure of many employees.
From see-through shirts to dramatic, geometric slashes of filminess, transparency played many roles on the spring runways.
Gucci’s Giannini Makes Holiday Items for UNICEF

**Gucci’s Giannini Makes Holiday Items for UNICEF**: MILAN — “Deck the bags with boughs of holly” by Giannini’s new Christmas tune. Creative director Frida Giannini has worked holistically on the new holiday merchandise. Among the highlights of last year’s link with the United Nations Children’s Fund UNICEF, Giannini whipped up Flora Joy, a festive rendition of Gucci’s strong-selling Flora print featuring berries, leaves, holly, and violets. The motif will crop up on velvet handbags with emerald-green leather trim and olive silk scarves. Christmas tree decorations, shoes, key rings and iPod covers made of the revised version of La Pelle Guccissima. Gucci has also created an enamel holly charm.

The 2006 holiday campaign is part of the most extensive UNICEF fundraising campaign in the history of the organization, and we are committed to supporting important humanitarian projects in war-torn areas, said Mark Lee, Gucci chief executive officer and president. The items will be sold in some 200 Gucci stores worldwide from December 1-25. Oscar-winning actress Jennifer Connelly will be the honorary representative and spokesperson for the 2006 UNICEF campaign. She will also participate in yet-to-be-defined events. According to Connelly, “I am very proud to have a part in this UNICEF initiative, and look forward to sharing the joy of giving with the children of the world.”

**ANALYZE THIS**: Speculation is swirling that Time Inc. is preparing to lay off more employees by the end of the year. But while the company denies cuts are imminent, there could be one reason staffers should be wary: Consulting firm McKinsey & Co., as one source close to the company described it, is “swarming” the Time Inc. offices to evaluate the troubled publishing division.

Time Inc. confirmed the two are working together. While publishers employing consultants isn’t unusual (even at WWD parent Condé Nast), the McKinsey/Time relationship is notable — the troubled company is so desperate for advice that it is reaching out to such a high-profile firm and, as one media observer explained, McKinsey is “infamous in the industry for swinging the axe.”

As for a spokesperson for the magazine, “When we’ve been working with Time Inc. for six weeks, “They have worked with us on a number of projects and for an extended period of time and their current focus is very specific,” she said. “They’re looking at the editorial process to see what can be reengineered to free up investment dollars for future growth.”

Secondly, they’re looking at how to further integrate online and print editions.

McKinsey is not assigned to specific titles, but is evaluating the entire division and working primarily with the editorial side. editor-in-chief John Huey on down, according to the spokesperson. That said, magazine is probably the consultants first priority, since, under new managing editor Richard Stengel, it is searching for a way to stay competitive against newer outlets. A robust Web site is obviously part of the future for the magazine, but the site’s staff to run it are still undetermined. Moreover, the company has struggled with developing new Web-only brands, and its current focus is on other areas, including architecture, design and the arts, as well as fashion. Michael Roberts remains fashion and style director, having joined Vanity Fair in April from The New Yorker. At the time, one editor predicted Saltzmann’s shift to an elevated status would cause some fallout, although it’s unclear whether this caused friction between the two. Saltzmann is based in London, but will continue to travel for the magazine. “She is a special figure on the international scene and this new post gives her an expanded opportunity to bring her good taste and sensibility to the pages of the magazine,” said VF’s editor in chief, Graydon Carter. — Amy Wicks

**DIVIDING LINES**: Vanity Fair has finally sorted out any confusion over its fashion and publishing departments. The solution is: it’s given Elizabeth Saltzman a new title. Saltzman, fashion and style editor at large at Vanity Fair since April and fashion director since 2005, is taking on the newly created position of international social editor. She will oversee the magazine’s social coverage and also report primarily with the editorial side from Time Inc. but is evaluating the entire division and working primarily with the editorial side from Time Inc. and, as one media observer explained, McKinsey is “infamous in the industry for swinging the axe.”

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**Chanel Appoints Chiquet to Global Post**

Continued from page one

“We are a global business,” Chiquet told WWD on Tuesday. “New York places me in one of our largest markets to keep an eye on how the business is developing. The heart of the brand, in France, but its blood runs through the different fronts, she pointed out, from the core values of the brand.”

We need to take risks and continue to see growth in each and every different segment, she stressed the strategy of diversification that ensures the coherence of the brand’s vision worldwide, while men’s fragrance, beauty, watches and fine jewelry.

A search is on for a successor to Chiquet as president of Chanel Inc. France. Piero Martinetti is president of Gap Inc.’s Banana Republic division after holding several executive positions at Old Navy and the Gap. She joined Gap in 1985 as assistant merchandiser in the accessories division. She began her career at D’Orsay in Paris in 1985 as a production manager.

Chiquet acknowledged she’ll be on the lookout for the new leader as her global business continues to develop. “I’ll be traveling around the world and will be closely interested in how it is being distributed and how travel and time in New York,” she said.

As for her initial priorities, Chiquet dismissed the high-pressure notion of “growth for growth’s sake,” describing Chanel’s position among luxury ranks, and its status as a private company, as a “meritorious advantage.”

The priority is not extensive growth, but sustaining the brand’s growth over time while never compromising its character. We need to take risks and continue to stay innovative, but it is also important to stay true to the core values of the brand. “It’s not about speed,” she said.

We can really manage this brand for the long term. Each of our segments has a stand-alone business and we see growth in each and every different segment. We need to have different horizons, the company has had steady growth in recent years.

In perhaps a nod to her populist past and high-end present, Chiquet, 43, typically dresses in jeans topped by a classic Chanel jacket, a cashmere sweater and a pair of Chanel sunglasses.

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WWD Style Starts Here™
Meet Jane.
She speaks three languages. She says like, like, too much.
### Douglas Perfumeries Sales Near $2 Billion

**BERLIN** — Based on preliminary figures, Douglas Perfumeries sales grew 13.8 percent in fiscal 2005-06 from Oct. 1, 2005, through last Sept. 30. The group’s perfumeries generated sales of 1.56 billion euros, or $1.96 billion. All dollar figures are converted from the euro at current exchange rates. Douglas opened 65 doors in fiscal 2005-06, on a like-for-like basis, by 3.4 percent.

In Germany, the 433 Douglas doors increased sales 4.3 percent (like-for-like by 1.9 percent), to $1.05 billion, or by 3.4 percent. The group noted that the Elytis stores contribute 46.2 percent of total sales, up from 41.3 percent.

Czech Republic. In May 2006, Douglas opened its first perfumery in the Netherlands, Italy, Spain, Poland, Hungary and the Czech Republic. The group opened 100 doors in fiscal 2005-06. Douglas opened its first perfumery in Turkey and is now represented in 18 countries.

Douglas did not release profit figures, but said that based on “our earnings goals as well,” the group had targeted a result for fiscal 2006. Andrew Groisman, chief executive officer, said he expected to reach 2.3 percent. Douglas and its perfumery were included in last year’s sales figures only from April on, and that the group did not fully consolidate them until Oct. 1, 2005. Significant gains were posted in both the Netherlands and Spain. Douglas’ sales in the Netherlands increased 4.3 percent, to $1.05 billion, or by 3.4 percent.

The group, which includes book, jewelry, fashion and perfumery categories, posted annual sales of 1.56 billion euros, or $1.96 billion, or by 3.4 percent. Like-for-like sales decreased 2.3 percent. Douglas held its annual meeting and presented its consolidated financial statement at its annual financia press conference in Düsseldorf on Jan. 17.

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### Blue Holdings Deal For Retailer a No-go

By Ross Tucker

O
wn retailing a challenge to showcase its portfolio of denim brands, G.A.V. previously held the license for the Calvin Klein bridge line, but Todd Slater, a retailer analyst for Lazard Capital Markets LLC, here, said he expected it could bring Kellwood $20 million to $30 million in revenue, calling the license acquisition an “incremental positive” for the St. Louis manufacturer.

Slater considered Tuesday’s news “a non-issue in the near term.” On Izod, he added, “We believe the Izod brand was generating approximately $40 million in annual revenue and was only slightly profitable after accounting for royalty fees to PVH. An exclusivity with May Co., Izod fell victim to the upscaling of May doors by Federated post-acquisition. We believe Kellwood was having a difficult time placing the product in new doors and generating enough of a return to cover royalty and advertising payments to PVH.”

### Fashion Scoops

**LOVE ‘EM AND LEAVE ‘EM:** Ellen Barkin watched from a private viewing room at Christie’s in New York on Tuesday as the unsellably loaded more than 100 pieces of jewelry for $20,369,200 (well above the 15 percent estimate) given to her by billionaire financier and Revlon chairman Ronald O. Perelman, who in January surreptitiously filed for divorce from the actress. Jewelry biographer Roberta Lebus recently purchased a significant percentage of the Up Against the Wall retail chain from Long Rap Inc. had fallen through.

As Kellwood, the $2 billion apparel firm, shifts its strategy, its recognizable brands like Calvin Klein’s derivative lines have become more aggressive than the moderately priced Izod, said Skinner. Kellwood had the women’s Izod line, relaunched in 2002, and the business generates an estimated retail volume of $40 million. Upon acquisition, Kellwood will return the Izod license next June to PVH, which manufactures the men’s Izod collection.

“We believe we can replicate in the women’s sportswear arena the success of the Izod brand in men’s sportswear,” Emanuel Chirico, chief of PVH, said in a statement. “The design, merchandising, price positioning and distribution for the women’s sportswear line will mirror that of our Izod men’s product. It is a natural progression for the company to move in this direction.”

The dual Calvin Klein licenses, which will run concurrently through 2012 with a renewal option to 2017, give Kellwood a stronger foothold in the destination apparel market. In addition to its fall relaunch of the Calvin Klein better line, Kellwood recently announced its purchase of contemporary resource Vince Guez viewed the acquisition as a significant step toward the company to move in this direction.”

### VIVA ITALIA

It may have seemed an odd setting, but Manhattan’s Chinatown Brasserie last week was all about Italy—or at least Italian fashions. Fabiola Beracasa and Emilia Fanjul hosted a luncheon to introduce the popular Intimissimi collection, which is now offered. Besides exclusively at Victoria’s Secret (Barrs is the face of the line’s ad campaign). During pre-lunch cocktails, guests such as Natalie Leeds Leventhal and Jackie Astor nibbled spring rolls and dumplings, while Shoshanna Gross and Fanjul confronted the pediatrician. “I think this dress is supposed to be a bade fit,” joked Fanjul of her choice of maternity gear, a very chic Anna Sui crochet frock. This dress is supposed to be a loose fit,” joked Fanjul of her choice of maternity gear, a very chic Anna Sui crochet frock. 

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### BEAUTY BEAT

By Whitney Beckett

NEW YORK — Kellwood Co. and Phillips-Van Heusen Corp. have revised three licensing arrangements between the companies. Kellwood is to license the Calvin Klein women’s bridge and sportswear lines for spring 2007. The ck line will be Kellwood’s entrée into the bridge market. It also originally held the license for the Calvin Klein men’s Izod collection. Kellwood will return the Izod license next June to PVH, which manufactures the men’s Izod collection.

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With almost a decade of experience working with Kevin Carrigan, creative director of both Calvin Klein’s women’s and bridge collections, and Tom Murry, CKI’s president, “This is a real strong move for them,” said Robert C. Skinner Jr., Kellwood’s chief executive officer. “At the same time, we are focusing in the moderate arena on developing our own brands rather than licensed brands.”

As Kellwood, the $2 billion apparel firm, shifts its strategy, its recognizable brands like Calvin Klein’s derivative lines have become more aggressive than the moderately priced Izod, said Skinner. Kellwood had the women’s Izod line, relaunched in 2002, and the business generates an estimated retail volume of $40 million. Upon acquisition, Kellwood will return the Izod license next June to PVH, which manufactures the men’s Izod collection.

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CULVER CITY, Calif. — Mercedes-Benz Fashion Week returns to Smashbox Studios Oct. 15 to 19, and the outlook for spring is decidedly fresh and feminine. Here, Ashley Paige's self-portrait illustrates her cheeky West Coast charm. Her inspiration? "Peace, love and knits," the designer said.
Going to Town

Once a virtual no-man’s-land, Culver City has become a bustling neighborhood offering great eats, cool nightspots and even a few places to unwind and escape from the fashion week fray.

Bahay, 3825 Main Street, 310-836-2181
Among the several home stores that dot Culver City, Bahay (“home” in Tagalog) is not your typical furniture shop. Bahay feels like a loft decorated in modern decor, and is quickly becoming an insider favorite. The store was opened by Kana Manglapous, a former director of Milk Gallery in New York, and Eugene and Margarita Lorenzana, the designers. The store embraces the new “global chic” trend in home design, focusing on unique pieces in exotic woods and bold colors. All the furniture designs can be custom-made. — Sarah Koch

Bottle Rock, 3847 Main Street, 323-653-6359
With over 2,000 wines to choose from, the Bottle Rock wine bar may be the perfect antidote to a long day of fashion. Enjoy your wine with equally affordable and delicious appetizers — create your own platter from the vast selection of cheeses and meats or dream up your own panini with a black truffle cheese, runny Brie or any other delicious cheese that might catch your eye. — S.K.

The Lounge Spa, 11911 West Washington Boulevard, Suite B, 310-398-1498
An ultraluxurious hot spot featuring tonic concoctions, lavish decor and first-class treatment, The Lounge Spa looks and feels like Hollywood’s newest nightclub. But instead of providing a space for tabloid-worthy debauchery, this spa offers an array of cocktail-influenced spa treatments meant to soothe the body. Opened by Alice Koskas (formally of Dermologica, Murad and the Ritz-Carlton in Marina del Rey), the Lounge caters to film industry clientele who indulge in “Grand Marnier” massages and “fruit cocktail” facials. Oh, and the bar is gratis for all clients. — Janel Molton

The Wilson Food and Bar, 631 Washington Boulevard, 310-287-2093
The Bar part of Wilson’s Food and Bar serves fine wine and beer and the Food part serves exotic small-plate treats, such as harissa-rubbed prawns with wasabi, and beef and scallop carpaccio. Or, if you’re in the mood for a full-course meal, take a seat in the restaurant’s main dining room and ask for chef Michael Wilson’s (son of Beach Boys drummer Dennis Wilson) tasting menu. He’s known for transforming even mundane summer camp classics into something fabulous, like his Rabbit Sloppy Joe. Prices range from $10 to $25. — Ana La O’

Tender Greens, 9523 Culver Boulevard, 310-842-8300
Cafeteria-line lunches used to be the antithesis of cool — until Tender Greens took over the assembly line and swapped mystery meat for scrumptious salads made from local, organic produce. The hand-picked butter lettuce and fresh arugula salads are topped with gourmet fixings like seared ahi tuna and flat-iron steak. If you’re craving something warm, you can grab a sandwich or some soup. After watching Tender Greens chefs build your salad, take your dish to go or enjoy it in the restaurant’s sun-lit patio — the perfect spot to sit back, relax and sip some freshly squeezed lemonade or a glass of chilled wine. (Who says noon is too early?) Prices range from $4 to $10. — A.L.
MOD CHIC
HOLIDAY 2006

Our MOD CHIC COLLECTION celebrates the energy and style of bold contrast with beauty that is ultra-fly and chic. For holiday, we were inspired by mod, a style that merges the best of the past with a twist on the future for an ultra-cool, sexy sweet vibe.

Smashbox Cosmetics proudly presents The Louis Verdad show at Mercedes-Benz Fashion Week Los Angeles.

Now Showing...

Helmed by both veterans and newbies, these lines are first-timers at fashion week in Los Angeles.
Here, a quick primer on who they are and what to expect on the runway. — Marcy Medina

Evisu
This Japanese denim brand, based in Hong Kong and marketed from the U.K., started in 1980 with a collection of 14-oz. selvage denim jeans and has evolved into full women’s and men’s collections. After its introduction in the U.K. market in 1996 and the U.S. market in 1999, the brand began to show in Milan. For its first runway show in the fashion-forward Los Angeles denim scene, Evisu will highlight its full range of women’s and men’s products, from Japanese selvage jeans (the Heritage Collection) to the Triple E line (Italian-produced denim) and the Donna collection for women, which is designed by Bonita Newby. Fashion week will also mark the debut of a limited-edition collection of 1,000 pairs of jeans co-designed with Evisu’s one-time brand consultant, Adriano Goldschmied.

Tart
Expanding upon the supersoft draped T-shirts that made it a commercial success, Tart now has a collection that includes select prints — a rich, exotic botanical leaf and a floral pattern — to complement the solids and highlight the fit. Inspired by Seventies Halston style, Tart has come into its own with an evolved vision that’s ripe to be showcased in a runway show. From a brand-growth perspective, Jamie Finegold, chief executive officer of JD Fine & Co. (parent of the Tart brand), knew the time had arrived. “The right team was in place, the collection has garnered good press and demand for Tart at the retail level has skyrocketed. Mercedes-Benz Fashion Week at Smashbox Studios is the ideal venue to experience Tart as it is intended to be seen,” she said.

Lavaun
Believes creative director Jacqueline Lavam, a graduate of the Fashion Institute of Design & Merchandising, that “we incorporate concepts from anatomy and biology into each design. We want to assimilate a scientific perspective into the world of fashion. We go through an incubation process with our designs until they bloom.”

Life & Death
The designers of Antik Denim, Philippe Naouri and Alexandre Caugant, have joined forces with artist Cynthia Tello to create Life & Death, which made its debut at the Project trade show in Las Vegas in August. The lifestyle collection of T-shirts, dreeses and knits uses cottons and hemp embellished with embroidery and details such as glass and bone buttons. “Our line is very earthy,” explained Tello. “We incorporate concepts from anatomy and biology into each design. We want to assimilate a scientific perspective into the world of fashion. We go through an incubation process with our designs until they bloom.”

Kushcush
Already a successful swimwear line selling at Henri Bendel, Kushcush will introduce a ready-to-wear collection at Mercedes-Benz Fashion Week at Smashbox Studios. Designer Kerry Cushman, a former advertising executive who launched the line with her husband, was inspired by the early Eighties, which she calls “one big trip down memory lane.” Films like “Fast Times at Ridgemont High,” “Girls Just Wanna Have Fun” and “Sixteen Candles” inform her fun, girly clothes. One black and gold group is a tribute to the band AC/DC, which she had on steady rotation as she designed the collection.

Balans
“It was important for me to introduce the line during L.A. Fashion Week because Los Angeles is my home — I grew up here and the line is a reflection of me,” said Balans designer Alison Zimmerman, pictured here wearing her washed silk strapless disco dress. “I am inspired by a woman’s body, how she moves and how a fabric like habotai silk complements that movement — it’s feminine, and sexy,” she said. Her collection of dresses, lingerie, tunics, camis and jackets — all hand-washed for a softer hand — incorporates colors from nature like ash, rust, ivy and ice. Raw edging and hand-wrinkled treatment, paired with the high-quality fabric, create a laid-back luxury.

Thrive
Thrive, founded in March 2005, is a distinctive line that fuses exotic, high-quality fabrics such as silk, silk-chiffon and lace with detail-rich designs. Thrive incorporates the contributions of up-and-coming Los Angeles area painters, musicians, graphic designers and graffiti artists into high-fashion, design-driven pieces. The subtle incorporation of graffiti and screen printing adds an edgy street undertone to the black, white and metallic pieces. It is a dichotomy that captures the clash of high-fashion glamour with street casualwear as seen in Los Angeles, believes creative director Jacqueline Lavam, a graduate of the Fashion Institute of Design and Merchandising in L.A.
Angels in Bloom

From glam rock to Woodstock, “Pride and Prejudice” to Art Nouveau, Los Angeles designers have one common inspiration for spring — it’s all about the woman.

“A spirit of modern sensuality... a play on proportion... sculpted shapes and silhouettes that are sleek and asymmetrical.” — David Cardona, Collection Bebe

▲ “Parisian chic.” — Chan Luu

“My love affair with music, from punk to rock to Eighties to glam.” — Daniella Clarke, Frankie B.

▲ “A theater performance of Louisa May Alcott’s ‘Little Women.’” — Summer Olayan, Samora

“Raindrops in a bamboo forest.” — Joseph Domingo

▲ “The glorious undead.” — Erik Hart, Morphine Generation

“My inspiration comes from a word. It is called ‘sweet’... dirty sweet, pretty sweet, sweet sweet.” — Jennifer Nicholson

▲ “A dead forest brought back to life, the softer side of darkness.” — Sheri Bodell
“The everlasting, modern romance of Gustav Klimt.” — Sue Wong

“Vibrant colors and the seductiveness of Hollywood.” — Dina Bar-el

“Femininity is in full bloom this spring! A woman is like a flower, each one unique.” — Uriel Saenz

“A Rendezvous Weekend at the No-Tel Motel.” — Meghan

“Childhood memories of the circus.” — Joy Han, Voom by Joy Han

“Man Ray’s composition of line, light and odd sense of femininity.” — Erica Davies

“The strength of a woman.” — Louis Verdad

“Starlets of the Fifties: Audrey Hepburn, Natalie Wood and Hedy Lamarr.” — Alan Del Rosario

“The Bennett sisters of ‘Pride and Prejudice,’ on holiday in Cannes.” — Donna Baxter, Elsie Katz Couture

“Women in the bedroom.” — Kelly Nishimoto

“Le Carnaval International De Rue”
Show Business

They’re behind the scenes, on the runway and in the front row. Five fashion week insiders share tips for surviving the shows. — Marcy Medina and Ana La O’

Lisa Rinna, owner and buyer, Belle Gray boutiques

WWD: What do you carry in your bag?

WWD: How do you unwind at the end of the day?
L.R.: With a massage by Seline.

WWD: What do you eat?
L.R.: I don’t eat usually during the shows.

WWD: What key items are you looking for?
L.R.: Great dresses, fresh tops and new designers.

WWD: What shows will you hit?
L.R.: Kevan Hall, Ya-Ya, Erica Davies, Louis Verdad, Frankie B.

WWD: What is your energy boost?
L.R.: Yerba Mate tea.

WWD: Heels or flats?
L.R.: Heels!

Serene Hsu, president, HSN PR

WWD: What do you carry in your bag?
Serene Hsu: Cell phone charger, water, protein bars, concealer and Tab Energy.

WWD: Heels or flats?

WWD: Do you have a favorite outfit for fashion week?

WWD: What is your pre-show ritual?
S.H.: Coffee, Tab Energy and a lot of prayers.

WWD: How do you unwind at the end of the day?
S.H.: I don’t do that until fashion week is over.

WWD: How do you deal with crashers?
S.H.: As politely as possible. I’ve literally removed people from the front row myself. That’s the most horrifying part of fashion week.

Phira, agent, Photogenic Models

WWD: What are the five essentials in your pockets?
Phira: Blackberry, iPod, whisky flask, my charts.

WWD: What’s on your iPod?
Phira: R&B, jazz and classical. It calms me down when I have designers screaming at me.

WWD: What shoes do you wear?
Phira: Dunks Jordans, Blazers and Chucks.

WWD: What is your fashion week uniform?
Phira: Plain white T-shirt and good jeans. I like Acne, Corpus, Nudie and APC.

WWD: What is your pre-show ritual?
Phira: I go backstage and give everyone hugs and kisses and make them feel great. Let them know that their agent loves them.

WWD: What is your favorite energy booster?
Phira: I drink lots of water.

WWD: Favorite late-night eats?
Phira: I like the Mexican stands and Sushi Mae on Third Street.

Lori Taylor, makeup artist, Smashbox

WWD: What do you carry in your purse?
Lori Taylor: BlackBerry, Smashbox lipstick in Elegant, Smashbox lip gloss in Crystal, Big Red gum, Fiji water.

WWD: What beauty products do you always have on hand?
L.T.: Smashbox Call Time Refresher Spray or Epicuren Spray With Lavender.

WWD: What shoes do you wear?
L.T.: Sigerson Morrison black ballet flats and chocolate brown BCBG riding boots.

WWD: What is your fashion week uniform?
L.T.: Classic Levis peg-leg or my old Joes and any top with an Empire waist.

WWD: What is your favorite energy booster?

WWD: How do you unwind at the end of the day?
L.T.: Go hang out in the VIP section and have a glass of whatever they’re serving.

Jeff Vespa, co-founder and photographer, WireImage

WWD: What is your camera of choice?
Jeff Vespa: Cannon Eos 1D Mark II.

WWD: What shoes do you wear?
J.V.: John Varvatos Jack Purcell’s.

WWD: What do you always carry in your bag?
J.V.: Water and a pen.

WWD: Where do you eat?
J.V.: If I get to eat, it’s from the sushi bar in the lobby or chips and dip backstage with the models.

WWD: Who has the best celebs in the front row?
J.V.: Louis Verdad.

WWD: What’s your favorite energy booster?
J.V.: An A-list celeb
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For leasing information, please contact Hanna Struever at Retail Portfolio Solutions. ph. 949.715.9032

Inspired Pop
Show and Party Schedule for Mercedes-Benz Fashion Week at Smashbox Studios

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<tr>
<th>Date</th>
<th>Time</th>
<th>Event Description</th>
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<tbody>
<tr>
<td>Thursday, Oct. 12</td>
<td>7 p.m.</td>
<td>Tony Duran Adult, Interior Illusions Gallery, 8448 Santa Monica Boulevard</td>
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<td>8 p.m.</td>
<td>Scout trunk show 7920 West Third Street</td>
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<td>9 p.m.</td>
<td>Louis Verdad, Smashbox: The Main Tent</td>
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<td>Sunday, Oct. 15</td>
<td>3 p.m.</td>
<td>Thrive, Smashbox: Stage One</td>
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<td>4 p.m.</td>
<td>Balans, Smashbox: The Lightbox</td>
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<td>5 p.m.</td>
<td>Sue Wong, Smashbox: The Main Tent</td>
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<td>6 p.m.</td>
<td>Hollywood Style Awards, Pacific Design Center, 8687 Melrose Avenue</td>
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<td>7 p.m.</td>
<td>Evisu, Smashbox: Stage One</td>
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<td>Meghan, Smashbox: The Lightbox</td>
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<td>Monday, Oct. 16</td>
<td>Noon</td>
<td>Candice Held, Smashbox: The Lightbox</td>
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<td>1 p.m.</td>
<td>Single, Smashbox: The Main Tent</td>
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<td>3 p.m.</td>
<td>Metro 7, Smashbox: Stage One</td>
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<td>Kushcush by Kerry Cushman, Smashbox: The Lightbox</td>
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<td>Corey Lynn Calter, Smashbox: The Main Tent</td>
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<td>Morphine Generation, Smashbox: Stage One</td>
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<td>Shay Todd, Smashbox: The Main Tent</td>
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<td>9 p.m.</td>
<td>Frankie B., Smashbox: The Main Tent</td>
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<td>Tuesday, Oct. 17</td>
<td>Noon</td>
<td>Gen Art Barker Hangar, 3021 Airport Avenue</td>
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<td>2 p.m.</td>
<td>Italian Trade, Smashbox: Stage One</td>
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<td>Tart, Smashbox: The Lightbox</td>
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<td>5:30 p.m.</td>
<td>Erica Davies, Iconology, 353 South La Brea Avenue</td>
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<td>6 p.m.</td>
<td>Alan Del Rosario, Smashbox: Stage One</td>
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<td>7 p.m.</td>
<td>Dina Bar-El, Smashbox: The Lightbox</td>
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<td>7 p.m.</td>
<td>Des Kohan garden party, Des Kohan Boutique, 671 Cloverdale Avenue, Miracle Mile</td>
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<td>8 p.m.</td>
<td>Jennifer Nicholson, Smashbox: The Main Tent</td>
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<td>9 p.m.</td>
<td>William Rast, Social Hollywood, 6525 Sunset Boulevard</td>
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<td>Wednesday, Oct. 18</td>
<td>Noon</td>
<td>Joseph Domingo, Smashbox: The Lightbox</td>
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<td>3 p.m.</td>
<td>Samora, Smashbox: Stage One</td>
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<td>Chan Lu, Smashbox: The Lightbox</td>
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<td>5 p.m.</td>
<td>Sheri Bodell, Smashbox: The Main Tent</td>
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<td>6 p.m.</td>
<td>L.A. Fashion Awards, Orpheum Theatre, 842 South Broadway</td>
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<td>L.A. Fashion Awards, Orpheum Theatre, 842 South Broadway</td>
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<td>P Ka Bu, P Ka Bu Pavillion, Broadway at Olympic</td>
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LOS ANGELES — In the first fashion show for the contemporary label William Rast, founders Justin Timberlake and Trace Ayala are seeking inspiration from “The Outsiders,” S.E. Hinton’s novel whose scruffy greasers and preppy socs were immortalized on film by Francis Ford Coppola. But the music star and his childhood best friend are fast becoming insiders when playing the fashion game.

A year after launching their street-influenced Ts and jackets and high-end jeans for men and women, Timberlake and Ayala chose to stage their Oct. 17 runway show at Social Hollywood, the celeb-friendly eatery that is far from the white tents erected in Culver City, Calif., for Mercedes-Benz Fashion Week at Smashbox Studios. Taking active roles in choosing hair and makeup and overseeing the model casting and fittings, the duo also is inviting key retailers that currently carry their clothes, such as Bloomingdale’s, Nordstrom, Saks Fifth Avenue and Neiman Marcus, as well as potential new customers.

“We’re going to show how strong the denim is,” Timberlake said on Monday at a preview of the spring collection in People’s Liberation’s showroom here. “We’re going to show the potential of this brand.”

The promise of William Rast lies in new washes and fabrications ranging from white and light gray to dark indigo and a white-on-blue pinstriped pattern. The 45 looks for men and women also will include trousers made of twill. “We’re a little bit of Tennessee, we’re a little bit of Hollywood,” said Ayala, who grew up in Memphis with Timberlake.

The looks also will fluctuate between two extremes: street and preppy, according to Brooke Dulien, a Los Angeles-based jewelry designer and boutique owner who is styling the show. “Both can have attitude and be sexy and have street appeal,” she said.

Ayala said Timberlake selected the music for the event — though not all the tunes will be his — and Timberlake confirmed that he will perform after the runway show; the after party will be next door at Blvd. 3.

No matter how many albums Timberlake sells — his second solo project, “FutureSex/LoveSounds,” made its debut at the top of the Billboard 200 — he still likes fussing over rivets and other aspects of the fashion business. Timberlake said he and Ayala will explore possible clothing combinations for the runway up to the day of the presentation and stay behind the scenes during the actual show.

“How long am I going to jump around on a stage?” Timberlake said. “I don’t know. I want to do this [clothing line] forever.”

— Khanh T.L. Tran
Mischa Barton for bebe
800.808.2323 or bebe.com
WWDExecTech

Wired Generation Fuses Fashion, Tech

By Cate T. Corcoran

It’s not only the Paris collections that are out to marry fashion and technology. A handful of recent graduates have branched out on their own to do the same thing, while others are partnering with big names in both fashion and technology to bring about a cross-pollination between the often mutually exclusive worlds.

Technology is clearly on fashion designers’ minds at the moment, with futuristic looks all over the Paris runways last week. Hussein Chalayan was one of the few who truly wedded technology and fashion with his collection of mechanically transforming dresses.

A more recent arrival is Black Box Nation, a partnership of Rhode Island School of Design graduates Diana Eng and Emily Albiniski. The goal of the New York-based company is to merge fashion with his collection of mechanical and technology in products and, not incidentally, to make math and science more accessible through fashion and vice versa.

Their wide-ranging designs are inspired by electronics, mathematical concepts and forms found in nature, such as insect wings and flower petals.

Fittingly, the two met in a class intended to teach artists how to use electronics, called “The Artist’s Machine.” Eng studied fashion design, and Albiniski majored in industrial design. They formed the company last April. So far, Black Box Nation has consulted for Motorola and is selling a line of jewelry fashioned from electrical components on its Web site.

The company’s work has won prizes and been featured in exhibitions. Last week, Eng, Albiniski and friend Audrey Roy won the 24-hour Yahoo Back Door contest for “Blogging in Motion,” a purse that takes a photo every few steps and automatically posts each photo on a blog and stamps it with the time, date and subject.

Later this month, their creations will be part of an exhibition called “Extra Sensory: Fashion and New Technologies” at the Centre des Arts in Paris. In March, they exhibited more than a dozen outfits in a fashion show at the first Maker Faire in San Mateo, Calif., which attracted thousands to view do-it-yourself tech, craft and art demonstrations.

In 2003, a dress they created for a school project appeared on the cover of I.D. magazine. The Inflatable Dress, as it is called, can light up and change forms. It’s fashioned out of fused plastic tablecloths and a repurposed vacuum cleaner. The wearer can record her lighting and inflation sequences on an included memory chip and repeat them later.

A line of convertible clothing based on biometric principles came out of a five-week course of study at Bath University with mechanical engineers and biologists. For instance, a jacket that turns into a purse plays with the idea of self-preservation. The different ways the excess jacket fabric can be distributed inside the purse is based on insect wings and flower petals, said Eng. A collection of translucent, glowing jewelry can be snapped together in configurations of the wearer’s own design.

“It’s almost like Lego Mindstorms for girls,” said Eng. “They can learn about building working circuits.”

Designers Joshua Hupper and Miyako Nakamura are figuring out how to translate Kent, Ohio-based AlphaMicron Inc.’s expertise in liquid crystals to the fashion world. The company launched its first collection, called Adept by AlphalMicron, in an 88th Avenue showroom during New York Fashion Week.

The line of sportswear separates, cocktail dresses and swimwear makes use of the ability of liquid crystals to appear to suddenly change color. So, for instance, a tone-on-tone striped swimsuit in pale green suddenly looks blue when its wearer steps outside. “It’s like a horse of a changing color,” said Hupper.

A liquid crystal is a material that is liquid but whose optical properties mimic a solid. So, for example, polymers can be injected with materials that have liquid-crystal properties, and these in turn can be mixed with fibers, fabrics, metals and other materials to create clothes, eyeglasses, sequins and buttons that suddenly change color.

Adept was founded in 1997 by physicist Bahman Taheri. She’s now consulting for Donna Karan and has an entry in the current exhibition “Black Style Now” at the Museum of the City of New York. Her fused wrap dress was made in a Canadian factory out of Sea Cell jersey fabric, which releases nutrients such as calcium and vitamin E to the skin.

Taheri said she is not a fashion person but believes the eyeglasses could reach a fairly wide audience. “Right now, the goggles are flying off the shelf,” he said. “We don’t have the capacity to keep up with the manufacturing.” We’re not making many. We didn’t anticipate the growth.

“I think the potential for growth is enormous,” added Taheri. “The line between physics and art is not as great as everybody makes it out to be.”

The company has the potential to branch out into other types of technology in the future, he said. For instance, it is currently working on a nanotechnology project.

Natalia Allen, 23, formed her design consulting firm after graduating from Parsons in 2004. A surfer from Santa Cruz, Calif., her senior thesis garnered a lot of attention for its networked surfboard, which used the U.S. government’s wireless network at sea to let surfers check out conditions at nearby beaches and signal for help if they went out on their own and got into trouble. She showed it with a collection of travel clothes that could easily go from beach to city.

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One of her recent projects was to develop a phosphorescent fabric. She also works with business development firm Schlonsberg Flynn to advise companies on how to increase their revenues by marrying the appropriate technology to the right design.

Angel Chang, 28, was a design assistant at Donna Karan before stepping out on her own. Inspired by the work engineers in the U.S. Army and at schools such as the Massachusetts Institute of Technology and New York University, she collaborated with several students on her first collection of 10 pieces, which she showed during New York Fashion Week.

“It was embarrassing to me to be in a design company and not know these scientists,” she said. “Then I realized that no one in our industry did. There’s a cultural divide, and the two groups don’t understand each other.”

Sonali Sridhar and Mouna Andraso, graduates of NYU’s Internet Telecommunications Program, contributed the concept of silk-screen prints with inks that change color or disappear when exposed to sunlight or sudden changes in temperature. The chiffon border of a five-layer cotton circle skirt was printed with a 3-D design in changing ink. An embossed vinyl raincoat lights up with battery-powered light-emitting diodes, or LEDs.

Except for the waterproof raincoat, all the clothes are washable, and Chang kept comfort and practicality in mind. Wholesale prices range from $200 to $2,000. Chang also works as a marketing consultant for W and writes reviews for French Vogue.

“Designers are always using the same materials and fabrics every year,” she said. “Nothing ever changes. I wanted to move fashion forward.”
VF Boosts Sales, Margins With Local Pricing

By Cate T. Corcoran

VF Corp. wasn’t looking to change its markdown process when new services company Apex Decisions Inc. approached the $6.8 billion maker of Wrangler, Nautica and The North Face.

But VF Corp. chief financial officer Roger Spatz suspected the company’s 78 outlet stores could benefit from an approach that took local tastes and trends into consideration.

The Greensboro, N.C.-based giant had been using Excel to set prices and markdowns for all of its VF Outlet stores nationwide. Apex, of Minneapolis, which was founded in 2001 by a physicist and an engineer, proposed using price elasticity modeling to determine optimum markdowns for whatever clusters of stores, styles and colors VF desired.

“We felt we were leaving money on the table,” Spatz said. “Either we were taking markdowns too quickly or we weren’t taking them fast enough, which negatively impacts stores toward the end of the season.”

Two pilot tests last year convinced VF to implement the service. “The results were very dramatic,” Spatz said.

From August through October 2005, VF tested the service in playwear and also in two jeans categories. The test was conducted in 15 stores, which were compared with 13 similar stores that still used VF’s existing process.

Adjusting for some changes in the business and leaving out playwear, a business the company has since exited, revenues increased about 5 percent, Spatz said. The gross margin percentage increased 3 percent, and gross margin dollars increased 18 percent.

Remarkably, this was during a period when traffic to the stores decreased.

Another result was that the outlet staff had less work to do as far as actually marking down the products. One of VF’s concerns was that the new service would increase the number of markdowns and “touches” of the merchandise. In fact, by using Apex, the company was able to decrease its touches about 10 percent.

“When we dug into the data, it was because we were selling more product in test stores at the price they had been marked,” Spatz said.

A second pilot expanded on another product group and ran through February of this year. It produced similar results. So the company went ahead with an implementation across all of its outlet stores, which was completed in August in time for the back-to-school season.

VF appreciates the service’s ability to focus on increasing sales as well as gross margin dollars.

“We thought gross margin dollars are most important for the majority of our business,” Spatz said. “But since we’re an outlet, we also have the dynamic to take products and liquidate them, so if we want to maximize sales on distressed products, we can do that.”

Now VF electronically feeds Apex the prior week’s sales results and inventory levels. Then every Monday at 2 a.m., VF receives Apex’s recommendations. VF’s analysts look through the changes and make any necessary adjustments, such as meeting competitor’s local discounts. By Tuesday, the changes are applied to VF’s system and passed out to the local stores, which take the markdowns on Wednesday.

Spatz said the company opted to keep prices fairly consistent between stores in the same geographical area and across colors in the same style, so as not to confuse the customer.

Apex Decisions bases its pricing on a percentage of the revenue it generates for its customers. It is not the first price optimization company. ProfitLogic, which was acquired by Oracle, has a large market share among apparel retailers.

In the future, VF hopes to leverage the Apex service and improve its performance further by implementing a strong allocation tool such as Arthur, Spatz said.
WWD West

Image Makers: Apparel Brands Marry Art, Commerce

By Khanh T.L. Tran

Coming soon to a T-shirt near you: pink bubble monsters, two-headed lavender snakes and a sinister Bugs Bunny brandishing big scissors.

These are among the designs artists have created for apparel companies — and there are more to come.

Art and commerce are becoming a potent combination as more apparel labels, particularly those in the action sports industry, collaborate with artists to add an extra dimension to their designs.

Shane Wallace, president of Active, a 16-door board sports retail chain based in Irvine, Calif., said his store is one of many good bands out there that aren’t so easily at their fingertips.

“A lot of times it’s the execution of the artists that are good, but they don’t have the access,” Wallace said. “This is where the retailer can create that.”

“Instead of using four or five logos, [apparel companies] get into this pool of amazing graphics and textile designs for its clothes,” Wallace said.

“For a mainstream entertainment company like Warner Bros., based in Burbank, Calif., the collaboration with Dr. Romanelli on DRx allows it to reach an edgy, older audience,” Garcia said. “The desire to reach a new audience drives many of these partnerships.”

The company’s concept store design has not been tweaked since the first store opened seven years ago. “We make merchandise for these artists and products inspire him,” said Ted Vadakan, co-founder of Los Angeles’ Poketo, a line of wallets, T-shirts and pottery.

The trend, however, is becoming too commonplace for Miguel Garcia, co-owner of Barracuda, a boutique on Melrose Avenue in Los Angeles that carries street labels, including Buddhist Punk, Hysteric Glamour and Converse by John Varvatos.

“We make the opening of a Puma store really easy, and the tail machine,” said Antonio Bertone, Puma global director of brand and communication. “We need to find a way to make the opening of a Puma store really easy, and the concept of a store arriving in a container was born.”

“Instead of using four or five logos, [apparel companies] get into this pool of amazing artists,” Wallace said. “That’s a key component because when you walk into this [gallery] space, you’ll automatically feel the difference,” said Maryellen Zarakas, senior vice president of worldwide marketing for Warner Bros. Consumer Products. After the launch party at 181 Martel last Friday, the exhibit is running for about three weeks, before heading to Tokyo and other foreign cities, she said.

“Globally, Puma has almost 80 concept stores, and that’s the third Puma unit in New York City, sandwiched between Heartland Brewery and an of-fice building, is the third Puma unit in New York City,” Lucchetta said. “You will see all of Puma’s ideas could be represented, so each store will be different.”

“Puma is getting gritty,” said Antonio Bertone, Puma global director of brand and communication. “It works like this: A big, red container, holding all of Puma’s ideas could be represented, so each store will be different.”

“Everybody wants to be connected to this hard-to-penetrate tastemaker,” said Darren Romaneli, the owner of high-end clothing label Dr. Romanelli. He approached Warner Bros. last year about injecting new life into the Looney Tunes brand with a collaborative project called DRx. “Kids obsess over these — street culture and collaboration culture,” he said.

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“Most of our retailers are more concerned about what we’ve been doing with Sound Movement and our [sponsored] team riders,” said Josh Johnson, the marketing and publicity director who is in charge of SMS, citing Zumiez as one of the stores excited about the new program. One band Johnson plans to add is The Redcoats Are Coming, a Brooklyn, N.Y., female duo that sings spooky but catchy pop songs with names like “The Haunting.”

“Almost all of our consumers are only educated on surf and skate videos,” Johnson said. “There are so many good bands out there that aren’t so easily at their fingertips.”

In the case of Element Skateboard’s women’s brand, Eden, gathering a team of creative women allows the brand to reach beyond skater girls. The newest addition is Isibeal Park, a Queens, N.Y., musician and poet who will release a CD cosponsored by Element next year. “It blends in more with our boutique vibe,” said Rhima Khouri, a sales manager at Element in Irvine, Calif. “It’s creating and projecting a positive image of women.”

With contributions from Ana La O’

Puma: Delivering Retail in a Box

The German activewear company’s new “store-in-a-box” concept store makes its debut today with the opening of a shop in Portland, Ore., and one Thursday in New York’s Union Square.

“We got too polished and became too much of a retail machine,” said Antonio Bertone, Puma global director of brand and communication. “We need to find a way to make the opening of a Puma store really easy, and the concept of a store arriving in a container was born.”

“It works like this: A big, red container, holding all the fixtures and furniture for the store, is delivered to the new location. If the space is prepped, it takes about three days to set up the entire store. Then the red box becomes the checkout desk.”

“The shoe itself will ‘feel like a graphic, heavy loafer,’” Bertone added. “In the New York store, which has almost 3,500 square feet, features plain beige walls, floor space as it was,” said Paolo Lucchetta, architect of the new concept. “You will see a brick wall — the shell is absolutely open with no placeholders, and the atmosphere is gallery.”

Lucchetta’s Italian design firm, Retail Design Srl, specializes in designing retail concepts. He started working on the design a year ago, letting the Puma products inspire him.
ST. JOHN, headquartered in Irvine, California, one of the premier names in American women’s fashion and widely recognized in the fashion industry for its innovative and extensive manufacturing capabilities is seeking creative, exceptional and dynamic individuals to join our team. The following exciting opportunities are located in Irvine, California.

PRODUCTION PATTERNMAKER
St. John Knits is currently searching for highly skilled Patternmakers. Individuals will be responsible for First Design prototype patterns as well as finalizing patterns for production. The ideal candidate will have the following: adept at draping and extremely detail oriented, proven experience in working directly with Designers and an ability to instruct sewers in the making of the first sample. Computer patternmaking skills a plus.

TECHNICAL DESIGNER
St. John is also currently seeking new Technical Designers to join the Technical Design team. The ideal candidate will have the following: a degree in Fashion Design with emphasis in textiles and clothing. Possess an aesthetic point of view with an eye for detail and proportions. Ability to work independently and within a team environment. Ability to manage multiple projects simultaneously. Strong computer skills.

EMBROIDERY DESIGNER
We are currently looking for an Embroidery Designer of Embellishment to support our Sequin and Embroidery department. The ideal candidate must have innate artistry and design capabilities, in addition to excellent digitizing skills with 5-7 years experience in the industry. Experience in operating embroidery equipment is essential. Knowledge of patternmaking, grading and graphic arts are a plus.

St. John offers a comprehensive benefit package including Vacation, 401(k) Plan, Employee Discount, Medical, Dental, and Life Insurance.

Please submit resumes to: corporate@sjk.com or fax to 949-437-8112. To view all career opportunities within St. John please visit www.stjohnknits.com.  EOE

Chief Executive Officer
For Boutique Fashion Company
Location: Los Angeles, California

Fashion Industry Executive

Brief: This position requires a dynamic and motivated individual who is eager to take a young company to the next level of development by the use of a strong marketing approach. The successful candidate will be uniquely qualified to launch the company into new markets, will oversee the daily operations of all departments, including the sales force, and will team with the company owner to devise a strategic plan to achieve desired short, mid and long-term goals.

Experience in:
• working directly in the fashion or beauty industry – international experience a plus
• a company with fewer than 20 employees for at least 2 yrs
• overseeing day-to-day operations of a small to medium sized company
• managing staff, including basic knowl. of employment law
• hiring, monitoring, and evaluating staff
• overseeing all financial aspects of the company, developing a marketing approach, and managing its sales force
• identifying any systems that would benefit the growth of the company

Send complete resume/profile & salary history/requirements: Robin Saltor, Concentric Consulting Services robin@concentricconsultingusa.com
**LOS ANGELES & NEW YORK**

**POSITIONS AVAILABLE**

**SALES EXECUTIVE**

Los Angeles & New York

FABRIC/GARMENT

Seeking an experienced Sales Executive of Fabric and Garment. Ideal candidate must have at least 2 years of sales and marketing experience in the industry. This position offers excellent compensation and a great opportunity to grow with the company.

**Textile Designer**

Los Angeles

With experience in fabric design & concepts through garment color, fabric, finish. Must be proficient in Adobe Photoshop and other graphic programs. Minimum of two years experience.

Please send your detailed resume with contact details by email to: mjsearch@gmail.com

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**US PRESIDENT**

Major Global/European Accessories & Jewelry Co., based in Dallas TX.

Re-Launch of fashion priced multi-brand watch & jewelry company. Vertically integrated co. with own mfg. in Asia. Start-up climate in US. Products sold thru major retail outlets & non-traditional channels.

**Candidate qualifications:**

- Must have had several years of FULL P&L experience (>$50M) in US market,
- Experience in: mktg/brand, operations, product development, sales, finance, customer relations.
- Channels: department & specialty store as well as catalog, online, HSN/QVC®, duty free/travel, club stores etc.

Please forward resumes to: mjsearch@gmail.com

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**SBE Entertainment Group** is seeking vibrant, highly motivated individuals to join the creative team of this growing start up. Visit www.sbeent.com

- **Graphic Design Associate**
  - Daily exposure to the creative design, production and development of brand standards, graphics, pre-opening, corporate graphics, web design, marketing materials and various corporate duties.

- **Interior Design Associate**
  - Daily Design Communication, Sourcing, Project Coordination, Spec Writing, vendor communications, cad drawings, brand Standard research, FF&E and OS&E research.

Apply to: jobs@sbeent.com

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**Established LA Company located in downtown Los Angeles is currently hiring for the following positions:**

**SALES REP WANTED**

Well established luxury brand is seeking a highly motivated Footwear & Accessory Sales person for the West Coast. Should be aggressive, organized and have strong computer and follow-up skills. Must have excellent relationships with higher end retail buyers—a background in luxury footwear is preferred.

Please send resumes to: lr3523@gmail.com

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**Fine Jewelry Sales**

LA based designer, Suzanne Felsen, is seeking a highly motivated sales and multi-faceted administrative associate for new Melrose Avenue boutique. Position includes some work in production coordinating. Excellent opportunity for growth. Min 2 yrs exp.

E-mail resume to: roger@suzannefelsen.com

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**Director of Sales**

How Rock & Roll Lifestyle Brand has an immediate opening for an in-house Director of Sales. Must be highly motivated, enthusiastic, professional and have strong existing relationships w/ luxury retailers and buyers in high-end dept stores and specialty stores. Min 3 years sales exp. Competitive Salary + Commission.

Fax resume & salary history to Nathan (310) 861-8617

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**Aggressive Sales Rep**

LOS ANGELES BASED

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**PATTERNMAKER**  
Designers seek an experienced patternmaker well-versed in all pattern making specifications, capable of using computer-aided design systems and extensive tech. knowledge.  
Fax or email resume to 212-764-8882.

**PATTERNMAKER**  
Seeking a patternmaker with extensive experience in all aspects of pattern making, capable of using computer-aided design systems and strong tech. knowledge.  
Fax or email resume to 212-764-8882.

**PATTERNMAKER**  
Need an experienced patternmaker to oversee all fit corrections, issue fit tkts. and fabric inventory control. Must be detail oriented and have strong computer skills.  
Fax or email resume to 212-764-8882.

**PATTERNMAKER**  
Seeking an experienced patternmaker to oversee fit corrections, issue cut tkts. and fabric inventory control. Must be detail oriented and have strong computer skills.  
Fax or email resume to 212-764-8882.

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**PRODUCTION ASSISTANTS**  
Fast paced women's apparel retail seeks 1 or 2 female, 1st person to work in a high energy environment. Must be detail oriented and have strong computer skills.  
Fax or email resume to 212-764-8882.

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**PRODUCTION COORDINATOR**  
Fast-paced women's apparel retailer seeks 1 or 2 female, 1st person to work in a high energy environment. Must be detail oriented and have strong computer skills.  
Fax or email resume to 212-764-8882.

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**TECHNICAL DESIGNER**  
YOUNIQUE CLOTHING, Inc. is a fast-paced, growing women's apparel retailer seeking a motivated professional to join our expanding team. We are currently seeking a Technical Designer with 3-5 years experience.  
Email: cappleton@youniqueinc.com  
Fax: 212-764-8882.

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**TECHNICAL DESIGNER**  
YOUNIQUE CLOTHING, Inc. is a fast-paced, growing women's apparel retailer seeking a motivated professional to join our expanding team. We are currently seeking a Technical Designer with 3-5 years experience.  
Email: cappleton@youniqueinc.com  
Fax: 212-764-8882.
Retail/Corporate Custom Manager

Lori Piana, a leader in manufacturing & distribution of the finest quality textiles, ready to wear accessories & custom made garments, has an outstanding opportunity available in our retail division. Successful candidate will grow the program business through various areas of direct sales & developing strategy for retail stores. Must have 5+ yrs exp. in luxury retail in men's custom apparel. Excellent interpersonal & communication skills are essential along w/ a commitment to providing the highest level of customer service.

Barbara Bauman

Sales Associate

Fashion designer Barbara Bauman is seeking a sales associate for her New York flagship store in Soho. Retail sales experience required, preferably in luxury goods. Experience must be customer service driven, action forward. Competitive salary benefits based on experience. Resume may be e-mailed or faxed to 212-620-1366.

SALES EXECUTIVE

A growing women’s contemporary designer is looking for a highly motivated and experienced individual. Please fax your resume to 212-354-3921 or e-mail to sales@nblondon.com.

SALES EXECUTIVE

Andrea Bossi - Mens Casual Import Co. is looking for an energetic and motivated sales rep to handle new accounts. Must have proven track record and solid multi-account management. Send resume to richard@nblondon.com.

SALES EXECUTIVE

JSong International Inc. is seeking a Sales Executive to handle new accounts in the Southeastern US. Must have experience in sales of fashion accessories. E-mail resume to jsong@jsong.com.

National Sales Manager

Cullen, an established bridge or better designer company is looking for an experienced sales person to handle its men’s and ladies markets. Optimum compensation package. Resumes & salary requirements to Neill@cullenusa.com.

SALES EXECUTIVE

Seeking a Sales Executive for the Southeastern US. Must have experience in a sales position. E-mail resume to jsong@jsong.com.

SALES ASSOCIATE

A growing women’s contemporary designer is looking for a high level professional who can handle major accounts and tie in new products and sales representatives. Please fax your resume to 212-354-3921 or e-mail to sales@nblondon.com.

SALES EXECUTIVE

MB Apparel Manufacturer is seeking a Sales Executive with an understanding of apparel trends and an acute sense of style to handle major accounts. Must have prior experience, current solid contact in specialty stores. Send resume to richard@nblondon.com.

SALES EXECUTIVE

FABRIC SALES 800-COM

Japanese Fabric Mfr. Sell USA, design@fabricsales800.com 212-687-3840

SALES EXECUTIVE

NSG International Inc. is seeking a sales rep to handle new accounts. E-mail resume: jsong@jsong.com.

Sales Executive

ABRA Bridget Bernard Importer is an established bridge or better importer looking for a motivated sales rep to handle new accounts. Send resume to sales@abraidol.com.

Textile Sales Exec.

Have extensive exp with European textile sales. Excellent interpersonal & communication skills are essential. Send resume to 212-625-1939 or e-mail to jrg@ibsn.com.

Textile Sales Exec. (NY)

NJsong International Inc. is seeking a Sales Executive for the Southeastern US. Must have experience in sales of fashion accessories. E-mail resume to jsong@jsong.com.

Textile Sales Exec.

A growing women’s contemporary designer is looking for an energetic and motivated sales rep to handle new accounts. Must have proven track record and solid multi-account management. Send resume to richard@nblondon.com.

SALES PROFESSIONAL

Looking for aggressive, motivated and experienced sales professional to develop and grow the men’s better category for our New York showroom. Must have strong department store contacts. Fax resume to 212-487-5951.

Sales Rep - Handbags

Established handbag line seeks a sales rep to spread their brand nationwide. Excellent computer skills and composure required. Send resume to 212-625-1939 or e-mail to jrg@ibsn.com.

SALES Rep Wanted

Burl Bertha and/or Truitt/Freeze Apparel Lines. Must have experience working in women’s better. Great contacts, travel experience required. Fax resume 212-625-0426 or e-mail to bls@westsideike.com.

Sweater Salesperson

NY Junior Bottoms manufacture seeks a Sweater Salesperson to represent mill(s) or sales position. Must have experience in sweater industry. Send resume to 212-620-0100.

Senior Designer

Ideal candidate should have min 7 yrs exp with flair for identifying emerging trends in f & ms sportswear mtls. Must have talent to develop key fashion silhouettes, prepare specs & design & art concepts to meet deadlines. Must have the ability to direct meetings to meet deadlines.

SALES MANAGER

Looking for a motivated, self-starting and creative individual to represent mill(s) or sales position. Must have experience in sweater industry. Send resume to 212-620-0100.

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