## Business Week

## 25th July 05 – 31st July 05

### The North Face wins 2005 Polartec European APEX Design Award

29 July 2005

The North Face has won first place honours at the 2005 Polartec European APEX Design Awards with its Women's L/S Clarke ¼ Zip top, part of the Flight Series – an athlete-tested performance collection featuring ultra light, multi-purpose apparel and equipment. The top is made from Polartec Power Dry silkweight fabric and is thus quick-drying, lightweight and has performance properties.

Raglan sleeves, performance styling, a deep drop zipper for easy ventilation and the fast wicking, quick drying Polartec Power Dry fabric make is designed to be an effective base layer for high aerobic activities and snowsports where staying dry increases comfort.

The Polartec APEX Design Award goes to the best-of-the-best Polartec based garments that will be available to consumers this coming autumn. Winners are selected based on the style, function, and fit of the garment as well as the most innovative and appropriate uses of Polartec fabrics in the designs.

### Outdoor market larger than previously thought, says EOG

29 July 2005

The European Outdoor Group (EOG), an association of 32 large international outdoor brands set up to represent the common interests of the European outdoor industry, has participated in a major study of the European market which revealed that the European specialist outdoor market is larger than previously assumed.

Originally estimated at €2.6 billion, it is now valued in excess of €3 billion. The wider outdoor market which includes own brand and lifestyle products is now estimated to be worth over €5 billion. The findings also reveal that the average growth across the outdoor sector is just over 1% (between 2003 and 2004) and growth rates vary from category to category, with outdoor lifestyle being seen as a significant growth area.

The survey was carried out based on data provided by European outdoor brands for 2003 and 2004.

### Saucony sales fall

29 July 2005

Saucony, Inc., a supplier of performance athletic footwear, casual footwear, apparel, and accessories, has announced disappointing financial results for the quarter ended July 1, 2005.

Net sales for the second quarter decreased 8.8% to $40.1 million compared with $44.0 million in the second quarter of 2004. Net income fell by 44.4% to $1.7 million in the second quarter of 2005, compared with $3.0 million in the same period in 2004.

For the six months ended July 1, 2005, net sales decreased 9.9%, to $82.0 million, compared with $90.9 million in the comparable period of 2004. Net income for the six months ended July 1, 2005 decreased 32.9% to $4.9 million.

### Rocky Shoes & Boots reports record Q2 results

29 July 2005

Rocky Shoes & Boots, Inc. has announced record financial results for the second quarter and six month period ended June 30, 2005. For the three months ended June 30, net sales increased 139% to reach a record $65.5 million compared with $27.4 million for the corresponding period a year

ago. Net income rose to a record $2.8 million versus $1.4 million last year.

For the six months ended June 30, 2005, net sales increased 158% to a record $127.0 million compared with $49.3 million for the six months ended June 30, 2004. Net income rose to $3.9 million versus $1.5 million a year ago. This was primarily a result of the EJ Footwear acquisition in January 2005, which contributed $77.9 million in revenue during the period.

Mike Brooks, chairman and CEO of Rocky Shoes & Boots, stated, "The combination of Rocky and EJ Footwear has created a powerful new operating platform and we are committed to capitalising on our growing position in the market."

## Second Chance acquired by Armor Holdings

29 July 2005

Second Chance Body Armor, Inc., the manufacturer of body armour that has recently been involved in a lawsuit over the sale of defective equipment containing Zylon, has been acquired by Armor Holdings, Inc., a manufacturer and distributor of security products and vehicle armour systems. The total purchase price at auction was $45 million in cash and includes the assumption of certain liabilities.

Second Chance, which is headquartered in Central Lake, Michigan, with a manufacturing facility based in Geneva, Alabama, filed for bankruptcy protection in federal court last year.

## K-Swiss reports record Q2 results

29 July 2005

US-based Athletic footwear brand, K-Swiss Inc., has reported record results for the second quarter ended June 30, 2005. Net earnings increased 27.1% to $16,765,000, compared with $13,188,000 in the prior-year period. Net earnings for the six months ended June 30, 2005, increased 22.0% to $42,629,000.

For the second quarter of 2005, total worldwide revenues increased 17.2% to $126,474,000 compared with $107,904,000 in the prior-year period. Domestic revenues increased 7.5% to $95,099,000 and international revenues increased 61.7% to $31,375,000. Total worldwide revenues for the first six months increased 7.6%

Steven Nichols, chairman of the board and president, stated, "The highlights for this quarter were continued strong international operations, particularly in Europe, and better-than-expected domestic at-once sales. We are also on schedule for the launch of L.A.M.B. footwear this month in high-end boutiques and better department stores and have sustained momentum in our classics with important domestic and international customers."

K-Swiss Inc. designs, develops and markets a range of athletic footwear for high performance sports use, fitness activities and casual wear under the K-Swiss brand. It also designs and manufactures footwear under the Royal Elastics brand.

## SATRA breaks sales record for footwear testing equipment

29 July 2005

Research and technology centre, SATRA's, footwear test equipment has increased significantly and sales have now broken all previous records with orders reaching £ 250,000 ($350,000) in one month alone.

SATRA's newly-designed slip resistance tester, Martindale Plus abrasion machine and safety footwear impact rig are in most demand and equipment has just been sent to companies in France, Italy, Romania, the Far East, Brazil and Colombia.

Stephen Andrew, head of SATRA's equipment sales team, explained: "We responded quickly to the new safety footwear methods (EN ISO 20344) used to CE mark footwear offered for sale in Europe, and our latest impact tester is proving successful due to its unique design and

because it is fully compliant with the latest regulations.

"Our latest slip tester, with improved software, has also been upgraded to conform to the new method (EN 13287)."

The Martindale Plus tester for leather and textile samples which was launched earlier this year at the Asia Pacific Leather Fair (APLF) is also proving successful. It incorporates a new design whereby the abradant moves, not the samples, exactly the opposite format to conventional abraders.

"Any new standards usually mean that machinery has to be modified to test to them and credit to SATRA's despatch and development staff and engineers for responding to meet this record demand," adds Stephen.

The technology centre now manufactures and sells more than 150 different types of test machinery to more than 70 countries around the world.

## Skechers USA announces record second quarter revenues

29 July 2005

Designer and developer of men's, women's and children's footwear Skechers USA, Inc. has announced record financial results for the second quarter ended June 30, 2005.

Net sales for the second quarter of 2005 rose 12.5% to $263.9 million compared with $234.7 million in the second quarter of 2004. Net earnings were $15.9 million versus $8.3 million in the same quarter of 2004. Gross profit for the second quarter of 2005 was $111.5 million compared with $95.2 million in the prior year period.

"Much like our record first quarter 2005 sales, our reported second quarter net sales of $263.9 million represent our highest second quarter revenues in the company's history," said David Weinberg, chief financial officer of Skechers USA "This marks the sixth consecutive quarter of year-over-year top-line quarterly increases, a clear testament to the continued strength of our brands."

For the six-month period ended June 30, 2005, net sales were $510.1 million compared with $456.2 million in the first six months of 2004. Net earnings were $26.2 million, compared with $15.4 million in the first six months of 2004.

## Russell Europe invests in bespoke market

28 July 2005

Russell Europe Ltd, a wholly owned subsidiary of Russell Corporation, has invested in its bespoke/customwear offering for Europe with the acquisition of Picos, a Portuguese-based bespoke clothing manufacturer. The acquisition was finalised on Friday July 22, 2005.

Picos, which was established by Jean Michel Abou and Jose Dias in 1997, has a reputation for bespoke manufacture throughout Europe and is said to be renowned for its fast turnaround of bespoke garments, samples and high quality production.

Richard Oliver, managing director, commented on the acquisition, "We recognise the potential of the bespoke market in Europe and strongly believe the values of Picos complement those of Russell Europe."

The bespoke arm will be headed by Allan Hodge, customwear business manager within Russell Europe.

## Fraly licensed to produce Lotto underwear

28 July 2005

Italian sportswear company, Lotto Sport Italia, has renewed its licensing agreement with Fraly for the manufacture and distribution of sports underwear collections under the Lotto brand.

The collaboration between the two

companies is to continue for a further five years, until December 2009, and will mainly apply to the European area.

Under the terms of the agreement, Fraly of Bergamo will manufacture and distribute sports-style underwear for men and women, whilst further developing their research into the design of the products.

After a first phase in distribution that has been mainly concentrated on the Italian market, Fraly now expects to expand into other European countries.

### DuPont reports flat sales

28 July 2005

US-based chemical producer, DuPont, has reported higher sales for the second quarter of 2005, but consolidated net sales were $7.5 billion, essentially flat versus the second quarter 2004 which included $0.6 billion in sales from the Textiles & Interiors businesses divested on April 30, 2004. Net income for the second quarter was $1,015 million.

### Omnova performance chemicals expands in Asia

28 July 2005

US-based producer of emulsion polymers, specialty chemicals, and decorative and functional surfaces Omnova Solutions has established Omnova Performance Chemicals Trading (Shanghai) Co., Ltd. in order to expand the company's presence in the Asia-Pacific region. Omnova Asia will extend the sales and servicing of the company’s emulsion polymer and specialty chemicals technology, while building on its business relationships throughout the region.

Headed by Sherry Xia, newly appointed as Asia-Pacific business manager for Performance Chemicals, the new company will focus on promoting specialty products including textile chemicals, emulsion polymers for nonwovens, and tapesand adhesive applications.

With 2004 sales of $746 million, Omnova employs 1,850 people worldwide.

### Report claims US textile industry cannot rely on quotas

28 July 2005

According to a report issued by Anderson Bauman Tourtellot Vos & Company (ABTV), companies in the US textile industry can still survive and thrive, but only if they adopt smart, new strategies that make them a global player. Those that rely on quotas and protectionist legislation are set for failure.

"New performance-enhanced products represent the future of US textiles," said Peter Tourtellot, managing director of ABTV. "Traditional textile products can still succeed with aggressive branding and better management of the supply chain."

The report recommends that companies should: outsource production to cut costs and keep prices competitive; tighten supply chain logistics; practise strong branding; take advantage of "smart textiles" developed from nanotechnology;  explore the technology for non woven products; and concentrate on core strengths rather than developing non-textile lines.

"Traditional textile manufacturing has all but disappeared, but textile companies and brands don't have to disappear with them. A strong commitment to technology and a willingness to change will keep them competitive," Tourtellot added.

### Lanxess inaugurates new technical centre in Shanghai

28 July 2005

On July 19, Lanxess officially inaugurated its new, multifunction Technical Centre in Shanghai. Located in the Zhangjiang High-Tech Park on the Pudong-side of Shanghai, the centre offers state-of-the-art testing facilities. The centre will also house the Regional Marketing Headquarters of the TRP rubber Business Unit and be the focal point for product application and development as well as offering employee

training for China and the whole Asia-Pacific Region.

## CPD Düsseldorf attracts 44,000 buyers

28 July 2005

CPD Düsseldorf, which ran from July 24-26, closed on a successful note, registering 44,000 visitors from the specialist fashion retailer sector, nearly one third of which came from abroad. The number of exhibitors was similar to that at the previous event, with 1,500 fashion suppliers from 46 nations, and in view of the current economic situation, organisers are viewing these figures as particularly positive.

Pre-GDS was also incorporated into CPD Düsseldorf, where brands such as Audley Shoes, Belmondo, Donna Grazia, Mustang Shoes, Sixtyseven and Unisa showcased their first summer trends in bright red, yellow, green and blue as well as pastel shades.

The next CPD Düsseldorf will be held from 5 to 7 February 2006.

## Russell reports Q2 sales

28 July 2005

Russell Corporation has reported fiscal 2005 second quarter earnings of $4.7 million on sales of $342.1 million, record sales for any second quarter.

The 18% gain in sales over last year's second quarter was led by increases associated with acquisitions, which generated more than $50 million in revenues. Operating income was $18.0 million in the quarter, down from last year's $23.9 million which included the one-time gain of $4.4 million associated with the sale of the company's position in Marmot Mountain, Ltd.

Sales in the activewear segment increased more than 10% percent and were particularly strong in the Artwear channel, which recorded sales increases of nearly 15%.

For the sporting goods segment, sales increases of nearly 30% were driven by the 2004 acquisitions of AAI, Huffy Sports and Brooks.

Mossy Oak experienced declines in revenue and profits for the quarter versus a year ago. Lower prices and the reduction of a major retail programme resulted in a revenue decline of more than 30% in the quarter.

Also in the sporting goods segment, increases in sales in the quarter for the Russell Athletic Group's base business only partially offset the absence of Major League Baseball and the discontinuance of the Discus brand at a major account.

"Given the expectations we had for the quarter, we are certainly disappointed with the results," said Jack Ward, chairman and CEO. "The good news is that there is solid consumer demand for our products and the major impacts experienced in the second quarter were primarily operational issues. We are rapidly addressing these issues, but we expect continued impact into the third quarter. We have already taken a number of steps to improve our cost position and further leverage our growth opportunities."

## India’s CCEA approves scheme for Integrated Textile Parks

27 July 2005

India’s Cabinet Committee on Economic Affairs (CCEA) has approved a Scheme for Integrated Textile Parks for creating up to 25 export parks.

It has also approved a budget of Rs. 625 crores ($143,970,736) in 2005-06 and 2006-07 for the scheme.

It is expected that these will have an international infrastructure to house approximately 1,250 state-of-the-art textile units, aimed at creating a substantial increase in textile exports.

## West European fibre imports to Australia down in 2004

27 July 2005

According to Australian Wool Innovation Ltd., Western Europe's imports of raw fibre (greasy, scoured and carbonised wool) from all countries fell slightly during 2004 compared with 2003. Imports of wool top and other semi-processed wool also fell during the period.

The first quarter of 2005 offered no improvement with shipments of raw and semi-processed (mainly apparel type) wool from Australia, South Africa, Argentina and Uruguay lower in volume compared with the same period in the previous year.

Australia accounted for the lion's share of greasy, scoured and carbonised wool imported from countries outside Western Europe during 2004, increasing its share at the expense of South American apparel fibre suppliers.

## Aker Kvaerner teams with SINOPEC for polyolefins project

27 July 2005

Aker Kvaerner has agreed a strategic joint venture with China Petrochemical Corporation (SINOPEC Group) to execute a world scale polyolefins project for Saudi Basic Industries Corporation (SABIC). Aker Kvaerner will be the joint venture leader with expected involvement in the region of $400 million. The total contract value has not been disclosed.

The joint venture will provide engineering, procurement and construction for a Linear Low Density Polyethylene (LLDPE) plant and a Polypropylene (PP) plant, together with the associated product handling facilities. The new plants, part of a major new ethylene complex, will each have a capacity of 400,000 tonnes per annum. The PP plant will use Dow's Unipol polypropylene technology, whilst the polyethylene plant will utilise SABIC's LLDPE technology.

The project will commence shortly and the complex is expected to start production in April 2008.

## Puma posts strong Q2 and H1 results

27 July 2005

Puma has released its second quarter and first half results. Global brand sales reached almost €1.2 billion in the first half. Worldwide branded sales, including consolidated and license sales, totalled €529 million during the second quarter, marking a 14.3% increase from the same period last year. During the first six months branded sales grew 16.4%. Footwear sales rose by 16.3% (in Euro 14.5%) to €676 million, apparel by 14.5% (12.7%) to €393 million and accessories by 34.4% (32.6%) to €99 million.
The licensed business grew a strong 19.1% to €134 million in the second quarter, and 26.7% after six months to €276 million.

Due to a tax rate decline this year, net earnings rose from €52 million to €59 million in the second quarter and from €132 million to €150 million in the first half.

Based on the strong results achieved so far, Puma’s management has raised sales guidance from previously mid to high single digit growth to up to 10%. Gross profit margin is also expected to reach the higher end of the guidance between 51% and 52%.

## Bayer keeps emissions down despite increased production

27 July 2005

German specialty chemical group, Bayer AG, has managed to maintain the previous years’ levels of emissions and waste despite considerable increases in its production volumes. The company said that this has been achieved through continuous advancements in environmental protection, improved processes and rigorous application of recycling options.
In some areas, even further reductions were achieved. Emissions of greenhouse gases per ton of product fell by 14% compared with 2003. Values for environmental parameters relating to emissions into the air and water, waste generated and use of resources were at around the same level in 2004 as in 2003. At the same time, total production volumes

rose by 22% from 12.8 million metric tons in 2003 to 15.6 million metric tons last year.
"By modifying processes, utilizing modern technologies, closing outdated facilities and deploying energy-efficient power plants, Bayer has drastically reduced greenhouse gas emissions by more than 60 per cent in recent years," said Dr. Udo Oels, Member of the Board of Management responsible for Innovation, Technology and Environment.
"By doing so we have already exceeded the ambitious targets set by the German government and the Kyoto Protocol of a reduction of 50% by 2020 15 years early."

**DOE develops textile marking system**

27 July 2005

Hong Kong's Department of Energy's Oak Ridge National Laboratory (ORNL) has announced the development of a textile marking system to track the presence of US-made yarns and fabrics in apparel imports. The system will ensure the use of US fabrics and yarns in apparel products imported under US preference programmes and free trade agreements.

The system is based on a near-infrared material that can be used as a marker, geometric figure, or barcode, with millions of letter and number combinations. The marker, which can only be read by special scanners, identifies the source, type, production conditions, and composition of textile material.
The system is reportedly far less expensive than other information encoding systems such as the use of DNA or radio frequency identification (RFID) and may also offer advantages such as no impact on material properties and multiple uses at a lower cost.

The next phase of the project will involve field tests to identify whether the marker has an effect on the fabric quality. In addition, researchers will investigate the optimum method for applying the tag to the material.

**India investigates Taiwanese nylon yarn dumping claim**

27 July 2005

Following China's protective move, India has now requested an investigation into the dumping of nylon filament and textured yarns from Taiwan, China, Malaysia, Indonesia, Thailand, and South Korea.

Textile makers on the investigation list include Formosa Chemical & Fiber Corp., Li Peng Enterprise Co., Lealea Enterprise Co., Zig Sheng Industrial Co., Cain Yarn Co., Suntex Fiber Co., Acelon Chemicals & Fiber Corp., and Fu-Ta Textile Co.

Taiwan's textile manufacturers have in recent years expanded the production volume of nylon fabrics. About 60% of Taiwan-made nylon yarns and related products is currently exported to the mainland, and only a small portion goes to India. In 2004 Taiwan's output of nylon yarns amounted to 455,000 tonnes, with 110,000 tonnes sold overseas. In the same year, Taiwan shipped 4,900 tonnes of nylon yarn to India, more than double the figure of 2,200 tonnes recorded a year earlier.

The average price of nylon filament and textured yarns exported by Taiwan's textile makers stood at $2.4-2.5 per kilogramme, higher than the corresponding price of $1.9 in 2003.

**TCFUA sues clothing companies over FCTA violations**

27 July 2005

The Textile Clothing and Footwear Union of Australia (TCFUA) has taken legal action against 29 clothing companies, accusing them of violating the Federal Clothing Trades Award (FCTA). The legal action has been taken to ensure that companies act in accordance with the industry award, which itself will be under threat if the government's proposed industrial relations reform goes ahead.

According to the union, approximately 300,000 outworkers in Australia earn wages as low as A$2 or A$3 and work in poor conditions, where a 15-hour day is common.

The 29 companies were also urged by

activists to adhere to the voluntary Home Workers Code of Practice.

## US Trade Representative praises textile members for supporting CAFTA-DR

26 July 2005

US Trade Representative Rob Portman has praised key Members of Congress interested in textiles issues for their support of CAFTA-DR.

"The Central America-Dominican Republic Free Trade Agreement is a great agreement for the American textile industry and American textile workers because it strengthens our relationship between yarn and fabric makers in the US and apparel producers in Central America. Furthermore, it solidifies a market in our hemisphere that will enable our textile industry to compete against Asia."

## Quiksilver completes acquisition of Rossignol

26 July 2005

Quiksilver, Inc. has successfully completed its previously announced acquisition of Skis Rossignol S.A., a leading alpine ski equipment manufacturer. Quiksilver now owns directly or indirectly approximately 94% of Rossignol, with over 95% of the voting rights, and anticipates acquiring additional shares through a second tender offer period.

Rossignol owns and operates a diversified portfolio of brands including Rossignol, Dynastar, Lange and Look in winter sports, as well as Cleveland Golf. Rossignol's revenues totalled approximately $589 million for the twelve months ended March 31, 2005.

## OutDoor 2005 reports record attendance

26 July 2005

In spite of a poor retail climate in many European countries, the OutDoor show, held in Friedrichshafen, Germany July 21-24, recorded a 7% increase in visitors. In the four days, a total of 15,137 trade visitors from 78 countries (2004: 14,130 trade visitors from 68 countries) attended the show with 650 direct exhibitors, 70% of which came from abroad.

“We are delighted we could extend the OutDoor show and provide an even bigger platform for the industry to present and communicate what’s new and exciting in the outdoor world,” said Rolf Mohne, managing director of the Friedrichshafen exhibition company.

The next European OutDoor Trade Fair has been postponed by three days and will now take place at the Friedrichshafen exhibition centre from Sunday, 23rd July to Wednesday, 26th July 2006.

## Columbia Sportswear appoints Brad Gebhard VP of Footwear

26 July 2005

Active outdoor apparel and footwear brand, Columbia Sportswear Company, has appointed Brad Gebhard as vice president of footwear. In his new role, Mr Gebhard will be responsible for the global strategic vision for the company's Footwear Division and will provide direction for the footwear design and merchandise functions. He will join the company in October and will report to Bob Masin, senior vice president of sales and merchandising.

Gebhard has held several key positions relating to the footwear and apparel industry. Most recently, he was director of outdoor for adidas-Salomon AG.

"We are extremely pleased to announce the appointment of Brad Gebhard to the Columbia team," said Tim Boyle, President and CEO of Columbia Sportswear. "His ability to manage a large scale footwear business in addition to his global industry experience will be a strong complement to our global footwear growth strategy and to the team that will deliver it."

## LaCrosse expands product lines for women

26 July 2005

Work and outdoor footwear brand, LaCrosse Footwear, Inc. has announced that it is planning to expand its product lines to offer over 40 models of women's boots across its LaCrosse and Danner brands in 2006.

"In the past, women have been an underserved population when it came to quality boots," said Joseph P. Schneider, president and CEO. "Women were often forced to compromise comfort and fit for quality, and chose to wear poorly-fitting men's boots because many kinds of specialty footwear were unavailable in women's sizes. Times have changed and more women are finding their way into demanding work and outdoor environments, from patrolling city streets to fighting fires and from harsh work sites to hunting in the backcountry."

## Timberland reports record Q2 revenues

26 July 2005

The Timberland Company has reported second quarter net income of $6.3 million compared with second quarter 2004 net income of $7.9 million. Second quarter revenue increased 4.4% to a record $240.3 million, driven by gains in international markets which offset moderate declines in the US.

International results (+14.9% or +10.8% in constant dollars) were driven by strong constant dollar sales gains in Europe and Asia. US revenues declined 2.5%, as anticipated decreases in footwear sales offset double-digit gains in Timberland apparel. Overall revenue growth benefited from favourable foreign exchange rate changes - which added $3.7 million (1.6%) to second quarter 2005 revenue.

Global footwear revenues expanded 2.4% to $177.6 million, driven by growth in outdoor performance, children’s, Timberland PRO series and men's casual footwear. Global apparel and accessories revenue grew 9.0% to $59.6 million, reflecting gains in US and international markets.

## RIM firms Gusmer and Decker merge

26 July 2005

Reaction injection moulding (RIM) equipment suppliers Gusmer and LCC/Decker have merged into a single RIM-focused business unit called Gusmer | Decker in order to better serve existing customers and to look to the future of the industry.

Gusmer | Decker will provide technical and consumer support for the hundreds of units from both brands that are currently in the field. In addition, Gusmer | Decker will leverage over 40 years of combined technology, engineering and manufacturing knowledge to develop new, innovative product lines and process solutions for new applications worldwide.

## Uhde Inventa-Fischer and Advansa announce R&D co-operation

25 July 2005

Advansa and Uhde Inventa-Fischer have announced a strategic research and development alliance that will focus on novel polyester technologies and embrace a number of areas including polymerisation technologies, filament and staple fibre technologies, resin technologies, analytical techniques and process modelling. The aim of the partnership is to offer a total solution package to the industry based on the joint development of a new generation continuous polymerisation technology. Wahid Tawfik, CEO of Advansa, explains “Today, the strategic decision to strengthen the links between our companies has one clear objective which is to explore novel next generation technologies. About 15 people from both our organisations will now work together on projects worth €4 million and I am convinced that the results will not only benefit our clients but our industry as well.”

The parties plan to use Uhde Inventa-Fischer's research facilities in Domat/Ems and Berlin and Advansa's facilities in Adana, Turkey. The development work in polymer will take place at both locations, concentrating on packaging and fibres applications.

## Falke designs RU sock range

25 July 2005

Falke has designed a new range of running socks. RU 3 Protection is a shock absorbing sock for daily training with optimum support and fit for the ankle area. RU 4 is designed for low energy loss and optimum pressure distribution. RU Coolmax with functional fibres reportedly guarantees quick re-drying periods even at high outside temperatures. According to Falke, the RU 4 competition and RU 4 aggressive are designed for professionals due to lightweight and tight fit. The company's energising sock is a high-tech knee-high garment for the stabilisation of muscles and tendons in order to relieve muscle pain and reduce tension after workout.

## Tent Show to preview European 2006 ranges

25 July 2005

The Tent Show, scheduled to take place in Stoneleigh, Warwickshire, UK, on September 4 – 9, will preview the 2006 ranges from European tent brands. Exhibitors will also showcase the spring/summer 2006 ranges of clothing, boots, sandals, rucksacks, sleeping bags, outdoor food, camping furniture and accessories.

## Motorola and Oakley announce launch of Bluetooth enabled eyewear

25 July 2005

Oakley, Inc., a manufacturer of premium sunglasses and apparel, and wireless communications company Motorola, Inc., have announced the expected availability of Razrwire bluetooth eyewear in early August. Razrwire is the world's first eyewear to combine patented Oakley optics with bluetooth wireless technology.

Bruce Hawver, vice president of companion products, Motorola's mobile device business, said: "Motorola and Oakley are bringing innovative wearable technology to life. With this one-of-a-kind Bluetooth-enabled mobile eyewear, active consumers can stay connected while moving from one environment to the next."
For durability and all-day comfort, the Razrwire frame is made of Oakley's proprietary O-Luminum, an alloy 40% lighter than pure titanium. Custom engineered spring hinges provide a secure, adaptable fit, and soft Unobtainium components increase grip with perspiration for virtually any activity your involved in. The Plutonite lenses, which filter out 100% of UV and harmful blue light, feature Oakley's patented XYZ Optics, an innovation that maximizes clarity at all angles of vision throughout all surfaces of the wrapped lens contours.

## Iconix Brand Group acquires Joe Boxer

25 July 2005

Iconix Brand Group, Inc., formerly Candie's, Inc., has purchased Joe Boxer, a lifestyle brand of apparel, apparel accessories and home goods for men, women, teens and children, from Joe Boxer Company, LLC and its affiliates. Joe Boxer is currently licensed exclusively to Kmart in the United States and internationally to manufacturers in Canada and Europe.

The purchase price was comprised of $40 million in cash, 4,350,000 shares of restricted stock and an assumption of approximately $11 million in debt. Through its existing agreements with Kmart and international licensees, Joe Boxer generates approximately $20 million in annual royalty income.
Bill Sweedler, formerly CEO of Windsong Allegiance Group, LLC, will join Iconix as president of the newly formed Joe Boxer division. Mr. Sweedler will also have a seat on the Iconix Brand Group Board of Directors. Andy Tarshis, formerly a senior vice president at Windsong Allegiance Group and Joe Hovey, formerly executive brand manager, will also be joining Iconix.

## Victory Capital Holdings subsidiary announces Reebok sales agreement

25 July 2005

Victory Capital Holdings Corporation's wholly owned subsidiary, L&M Resources Inc., has acquired the sales and distribution rights for the Reebok Retro Sports Tee Shirt line for all of Mexico and South America.

"This sales and distribution agreement is an important step for L&M Resources as it gives us a fresh line of products that are internationally recognised and smartly positioned in a fast growing market segment. Vintage looking apparel is hot, and we have aligned ourselves with a manufacturer that is aggressively marketing and promoting this niche," stated Martin Barrack, President of L&M Resources Inc.

L&M is conservatively forecasting $2 million in sales in these markets in the first 12 months with orders commencing in the next few weeks. L&M is further revising its first year total sales revenue upwards to $6 million.

## AMG Group announces new account manager

25 July 2005

AMG Group has announced the promotion of Adam Chesters to the position of key account manager for luxury UGG Australia footwear brand. AMG was recently confirmed as the exclusive distributor of the world's premier authentic sheepskin brand in the UK and Eire, and this appointment represents the first in the formation of a new UGG Australia sales team.

Adam takes up his position with effect from August 1, 2005. He has been a key member of the AMG team for some time, working as Territory Manager, North, for Teva and Trezeta footwear brands.