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Man charged with exposure

A Rockville man is charged with indecent exposure after police say he drove his car slowly through a shopping center on Rockville Pike while he was nude from the waist down.

Bryan Edward Cope, 19, was arrested yesterday afternoon at the Mid-Pike Plaza.

Police said shoppers complained that a man wearing only a T-shirt, tennis shoes and socks drove past them in the parking lot.

One incident happened in front of Syms clothing store at 11840 Rockville Pike, and the other outside of Holiday Espre Center at 11820 Rockville Pike, police said.

Cope was freed from custody shortly after his arrest, police said. He posted bond with a county District Court commissioner.

He faces trial on Sept. 13 in county District Court on two charges of indecent exposure.

Thanks to the efforts of the city's dog warden, a gentleman by the name of Katz—William E. Katz.

Katz' rounds take him through alleyways, wide expanses of green grass and across city pavements during these hot August dog days.

Until three years ago, the job was a Police Department function. But the brass complained that it was diverting too many bluecoats from human to canine activity.

Although the responsibility of clearing New Rochelle streets of lost dogs is largely a police chore, the lot has fallen to Katz. A law was enacted three years ago, providing for a dog warden.

Strays are Strange

Ever since, the lost dog incidence has fallen away to almost nothing. The statistic is either a tribute to Katz' way with such pets or the impression he has made on owners who habitually lose them (they receive summonses).

"There's no other way to explain it," remarked Capt. Patrick F. Curry, the acting chief. "Seems there are fewer strays around than ever before. Now, we move people's complaints."

Katz is not just another dog warden, whose very presence in a community conjures up thoughts of "Italian" among the smaller breeders. He is a professional handler, with pedigree training.

A dog fancier for more than 55 years, the warden has a pure-bred black standard poodle whose name is Gretel. It is a prize at Long Island, and Westchester dog shows.

Katz picks up lost dogs and treats them as though they were his own, he says. "If you're going to come along without a dog, treat a dog like a person."

There are times when one gets the bite on him, but Katz assures. Contrary to popular opinion, Katz prefers the big ones like German

police, Collies, Dobermans, Great Danes and Newfoundlands, he said.

Katz delivers the stray pets to the New Rochelle Humane Society on Emmett Terrace, which handles strays for Pelham, Tuckahoe, Eastchester and Mount Vernon, as well as New Rochelle.

He lives at 84 Lawrence Place, with his wife, Emily, who is also a dog fancier and breeder.

has studied the feasibility of starting condemnation proceedings on two residential tracts near the school. One area has 53 homes and may cost as much as \$1 million to acquire; the other is dotted with 12 homes and would cost about \$700,000, Dr. Marino estimated.

"We wouldn't think of using these alternatives. But what can we do if the county turns us down again? It would mean more double sessions; it would cost the city money it cannot afford; it would mean relocation of homeowners. The Nature Study Woods

In acres the 5 Lincoln recent sweeten incentive

The Board its land re a hastily co ating Comm were sent t ment of P Conservation.

Department studying the make recor Board of St ing, probabl ing to Charl missioner. He ment on his o sympathies on

Reaction to opportunity to New Rochelle however, Eug a Republican ervisor, said "chance" the the request plan "was reje

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Pens

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Six Sure "Votes" for Dad



If ballots of these constituents counted, Sy Merns seeking Democratic nomination for Yonkers Second Ward Councilman, would have a head start in Sept. 5 Primary. His offspring, rooting for him, (l. to r.) are: (seated) Laura, 5, Adrienne, 15 months, and Richard, 6; (in rear) Stephen, 10, Robert, 8, and Marcy, 13.

Syms Executive Indicted

In-house ad chief, two others, charged with stealing \$5.6 million over three years

By VICKI M. YOUNG

A marketing executive at Syms Corp. on Wednesday was indicted for his participation in a scheme that stole more than \$5.6 million from the coffers of the apparel off-pricer.

According to an announcement last week by Manhattan District Attorney Robert M. Morgenthau, Douglas C. Meyer, the retailer's in-house advertising executive, and two others were charged with creating an "elaborate scheme of overbilling and false invoices through several companies that allowed them to drain Syms of \$5,656,361 from the budgets of the ad campaign and direct-mail program." The thefts occurred during

the three years that Meyer directed the company's print advertising campaign and direct-mail program, beginning in January 1998.

In addition to Meyer, the other individuals named in the indictment were Jelle "Jay" Eijpe and Gerald Birnbach. Also named were the four dummy companies used to facilitate the theft.

Each of the defendants is charged with grand larceny in the first degree, a B felony punishable by up to 25 years in prison.

According to a source, investigators and local police in Secaucus, N.J., where the off-pricer is based, took part in a raid earlier this year searching through computer records at company headquarters.

Antone Moreira, Syms' chief financial officer, told DNR, "We believe that the statements from the Manhattan D.A.'s office speak for themselves. We fully cooperated with the investigation." He added that Syms will be "looking for restitution and recovery" and that the company "will not be restating" any quarterly or yearend earnings results.

According to Morgenthau, Meyer was able to convince his supervisors, who were not familiar with the production of print ads, that the process involved three separate vendors to design, produce and place the ads. Syms issued checks to some of the indicted companies for production of the print ads, even though they produced nothing at all. The same scam

was used with Syms' direct-mail program, the Manhattan D.A. said.

"The money," Morgenthau said, "went for cars, homes and weddings."

In an annual report filed Thursday with the Securities and Exchange Commission, which made no reference to the indictment, Syms said its advertising budget for the fiscal year ended March 3 was \$10.1 million. The advertising budget was \$10.2 million in the year ended Feb. 26, 2000, up from \$7.6 million for the fiscal year ended Feb. 27, 1999.

In the latest yearend results, Syms posted a \$13.7 million loss before income taxes against a \$3.6 million profit before income taxes in the year-ago period.

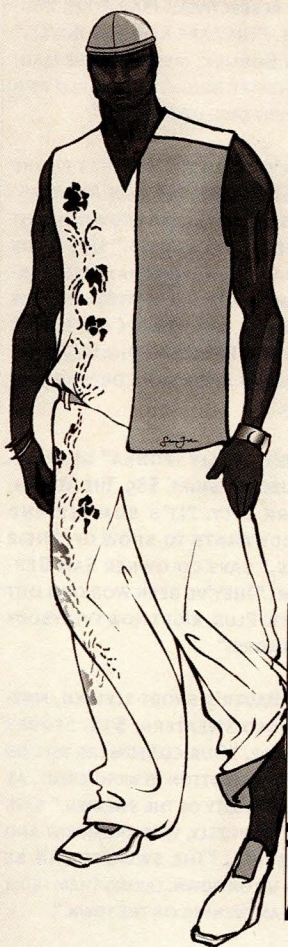
PEI to Host CFDA Party

NEW YORK — Perry Ellis International will honor this year's nominees for the CFDA/American Fashion Awards' 2001 Perry Ellis Award at a private party Tuesday at Glass, the hot new bar/lounge in Chelsea here.

Designer John Bartlett — the 1993 Perry Ellis Award winner — will deejay the party. Topping the by-invitation-only list are men's wear nominees Sean Combs for Sean John, Anna Gonzalez and Donald Hearn for Orfi, William Reid and accessories nominee Andy Spade for Jack Spade.

The Perry Ellis Awards, which honor the industry's best new design talent, will be presented during the American Fashion Awards, June 14 at Lincoln Center's Avery Fisher Hall. Actor/comedienne Sandra Bernhard will emcee the awards and Arista recording artist Usher will perform at the after-party. The award event is sponsored by Condé Nast Publications, Mercedes-Benz, DuPont Lycra and The Rouse Co.

—ANNMARIE DODD



LEFT, A SEAN JOHN SKETCH; ABOVE, SANDRA BERNHARD AND USHER BY WILLIAM REID

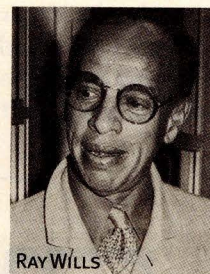
Macy's Ray Wills Dead at 71

LOS ANGELES — Ray Hardy Wills, a men's wear legend and creator of Macy's Passport, the retailer's annual AIDS charity fundraiser, died Sunday, May 27, in San Francisco after a long illness. He was 71.

After attending Parsons School of Design in New York, Wills got his start in retail as a stock boy at a Rodeo Drive store in Beverly Hills. He joined Macy's West in San Francisco in 1975 as a manager and was vice-president and men's fashion director in 1981 until he retired in 1994.

Since 1988, when Passport launched, the program has raised more than \$13 million for AIDS and HIV medical research. Elizabeth Taylor, the founding chair, has been a major celebrity draw every year. Earvin "Magic" Johnson, co-chair for the past three years, has regularly participated.

Wills is survived by his partner of six years, physician Alan Rider. A private ceremony will be held graveside in Los Angeles, the city where Wills was raised. Plans for a memorial service at Grace Cathedral in San Francisco are still pending. —KRISTIN YOUNG



RAY WILLS

Anders Named President of Nautica Retail

NEW YORK — Richard Anders, president of retail for J. Crew Group, is leaving the specialty chain to become president of Nautica Retail, a division of Nautica Enterprises.

Anders will oversee the expansion and management of the company's outlet and retail stores in the United States and will report to Harvey Sanders, chairman and CEO of Nautica Enterprises Inc.

Clarification

NEW YORK — Casual Male was unable to meet sales targets because of the financial difficulty experienced by many of the retail outlets housing the footwear departments operated by the company prior to the sale of its footwear division to Footstar Corp. According to court papers filed by the company, the sale of the footwear division resulted in a net loss of \$39.4 million, net of a \$19.4 million tax benefit, during the fiscal year ended Feb. 3. The total net loss amounted to \$29.9 million. Certain information was omitted from a story that ran in DNR on May 28, Page 7.

Dear Mr. Syms
Here are 2 articles out of the
Bflo newspapers, that I thought you
might be interested in reading -

Sincerely
Betty Zappa

Modest Clothes Earn Applause At PSC Forum

By Dave Condren

COURIER-EXPRESS STAFF REPORTER

B6

When you're a politician, sometimes it's not so much what you say as what you wear that's important.

That's why elected officials were defending their suits during last week's Public Service Commission hearing on the New York Telephone Co.'s so-called "Eight-Mile" calling plan. The idea was to avoid making the "best-dressed" list.

The obvious awareness that the hearing was definitely not an occasion to dazzle constituents with sartorial splendor developed after an angry speaker berated the "bureaucrats in \$500 suits" whom, he believed, were running the hearing. The reference, the man indicated, was to PSC and telephone company officials.

Nevertheless, some of the public officials who subsequently testified apparently felt compelled to let the record show they were not in the \$500 suit category.

□

"This is a \$77 suit from Syms," said Erie County Executive Edward J. Rutkowski as he prepared to deliver a statement.

Several speakers later, Assemblyman Robin L. Schimminger, D-Town of Tonawanda, went a step further. "My suit is from Syms, too," he said, opening his jacket to display the store's label on the breast-pocket lining.

Not to be left out, Erie County Legislator Leonard R. Lenihan, D-Town of Tonawanda, told the crowd a few minutes later that he was not wearing a \$500 suit or one from Syms. But his shoes, he said, were from a mail-order house in Maine. He had bought them to wear during his door-to-door re-election campaign last fall, he noted.

But it was 90-plus-year-old Peter Bruce of the Town of Tonawanda who won the loudest applause with a comment on the dark blue suit he was wearing.

"This is the suit I bought 25 years ago for my daughter's wedding," he told the cheering crowd.

Families Near Spill Sue Firm for \$400M

SPILL from Page 5

terminal, although Lippes said the distance could change. "There is no way at this point for anyone to reasonably know the extent of plume's contamination or to reasonably know how broad an area would be affected, either health-wise or property value-wise," he said.

Included in the \$400 million the residents are seeking is the establishment of a \$100-million program to monitor their future health and the contamination of air, soil and water.

Richard Friedman — whose wife, Madelon is a cousin of Lippes' wife, Sharon — said he initiated the lawsuit along with the other families to protect his rights.

At Friedman's invitation, Lippes addressed a community meeting last week. Representatives of two other law firms that handle environmental pollution cases have been invited to meet with residents on Friday. Other families may join the \$400-million lawsuit, or file separate suits using other law firms, Friedman said.

"As an association, we hope to eventually reach some sort of consensus about how we should proceed, legally," he said. "I think it would be disadvantageous if there were 100 people with 100 different lawyers . . . but clearly we're not in a position to have any binding authority and wouldn't want to do that anyway."

Friedman, who is a medical psychologist and director of the Division of Behavioral Medicine at the State University at Stony Brook, said families have already suffered emotionally. "Your judgment is impaired. We find ourselves being very judgmental, your temper is short. There is a backdrop of anger, depression, hostility, which makes you very uncomfortable," he said. "Whether there are physical manifestations of these symptoms is questionable, but it is not inconceivable that these emotional stresses and strains have a harmful effect."

Lippes said the economic impact is easier to prove, from work days lost to the cost of buying bottled water — although the Suffolk County Water Authority has said the drinking water is safe — to the value of property in the area.

"There is no question in my mind that if you went out and tried to sell a home, you would not get as much for it as you would have two weeks ago," Lippes said.

\$400M Suit Filed in Spill

6 S. Setauket families seek damages from Northville

By Stuart Vincent

Six families who say their lives and properties have been endangered by a huge gasoline leak from Northville Industries' South Setauket terminal are suing the company for \$400 million in damages for emotional and economic hardship and possible injuries to their health.

The class-action suit claims that the leak of more than 800,000 gallons of leaded gasoline was the result of Northville's failure to "properly construct, maintain, repair, inspect and update their petroleum transmission system and to take measures to minimize discharge in the event of a leak."

State environmental and Suffolk health officials have been monitoring groundwater and testing for gasoline vapors for evidence that the gasoline has reached local homes. As of yesterday, tests from 34 gasoline vapor monitors around homes in the Story Book development showed that only one monitor found levels of benzene exceeding the county's maximum safe limit of 10 parts per billion. Benzene is a toxic component of gasoline. Tests will be run this week inside homes close to that monitor.

"We could say with some confidence that there's

going to be some property value loss, and we can say, and it's already developed, that there will be some economic loss. We don't know whether there will be any health problems," said Richard Lippes, a partner in the Buffalo law firm that is representing the families. Lippes' firm won a \$20-million award for residents of Niagara Falls whose homes were contaminated by toxic wastes buried at the Love Canal dump site.

Elizabeth Ann McConaghy, Northville's senior corporate counsel, said the company had been served with the lawsuit, but, "We referred it to outside counsel and we won't be able to comment until we've had an opportunity to review it." She said it was the first lawsuit resulting from the leak.

The extent of the leak, believed by company officials to have begun in the mid-70s, was still being investigated yesterday as more underground-water monitoring wells were drilled along Robin Hood Lane, the street closest to the plume. Wells drilled last week on the street have produced no evidence of gasoline.

Phillip Barbato, regional water engineer for the state Department of Environmental Conservation, said gasoline has been found in wells as close as 150-

200 feet east of the rear property lines of the Robin Hood Lane Homes on vacant land between the homes and the terminal. Workers will now attempt to find the northern and southern limits of the plume, he said.

Barbato said his department is also testing for components of gasoline — such as benzene, toluene and xylene — that may have dissolved in the water.

Craig Werle, a principal hydrogeologist with ERM Northeast, the consulting firm hired by Northville to oversee the gasoline cleanup, said the wells being sunk to check for dissolved gasoline reach down about 225 feet, a level equal to that of nearby Suffolk County Water Authority wells.

"There is a dissolved product plume associated with the free product," he said. "The question is, is it heading toward the Suffolk County Water Authority wells?" Werle said the plume has not moved toward the authority's wells, but the negative pressure created by the authority's pumping could possibly draw some of the dissolved components toward the wells.

The lawsuit against Northville includes anyone harmed by the leak within a two-mile radius of the

Please see SPILL on Page 29

att. Sy

Will It Be Basketball, or Stick Bol?

This column really should be about what a fine move the Washington Bullets made in getting Dan Roundfield. It really should say that if the Bullets' starters can stay healthy next season—even though Roundfield and Gus Williams will each be 32 years old—they could be as good a starting five as there is in the NBA. It really should explain why the Bullets, by unloading Rick Mahorn and Greg Ballard and acquiring Roundfield and first-round pick Kenny Green, have dramatically furthered their transition from beef to ballet in order to stay competitive in what surely is the best division the league ever has seen.

But at 3:30 yesterday afternoon Bob Ferry

stepped to the microphone planted on a makeshift podium at Capital Centre and said something that made just such a column impossible to write.

He said, "The Washington Bullets, second round, are picking Manute Bol."

Manute Bol.

Height: 7-6.

Weight: 190.

Manute Bol, of whom Pat Williams, the general manager of the 76ers, once said, "He looks like a guy who went to a blood bank and forgot to say, 'When!'"

Manute Bol. The Sudanese Swatter.

"The upside is," Ferry said, "if he can pick up some

• See KORNHEISER, D4, Col. 3

The murder of
Uncle Charlie's chance,
Chambers trial.

Brooklyn Criminal Court sources say
April 18.

Katz, owner of a Park Ave. co-op and a palatial
home that was the gathering place for the likes of the
Roy Cohn, is charged with fatally stabbing **Michael Moriarty**
and slashing the victim's roommate in Moriarty's Boerum Hill,
Brooklyn, pad two years ago.

Some court observers were amazed that Litman not only
was able to get "reasonable" bail of \$400,000 for his client
but also got court approval for Katz to make business
trips to Hong Kong and elsewhere around the world.

Katz has reportedly sold off his Uncle Charlie bars here and
in Florida.

THE EMPEROR'S OUTFIT

One of the few yuks coming out of
the Chambers trial also con-
cerns Litman. He and prosecutor
Linda Fairstein were in the
chambers of **Justice Howard Bell**
as Bell removed his judicial robes
to reveal a rather loud plaid jack-
et.

"Your honor, that looks just
great on you," Litman told the
judge. "You know, I have one just
like that at home."

Replied Bell: "You mean you
shop at Syms, too."

FOR PETE'S SAKE

New York Post owner **Peter Kali-**
kow is taking a page right of **Ru-**
pert Murdoch's book and is
shopping for a radio or TV station
in New York—very possibly radio
station WNEW.

The irony is that Kalikow can
consider this because of yester-
day's court decision in Washington

that declared unconstitutional a
congressional law aimed at forcing
Murdoch to sell the Post because
he also owned a TV station here.

Our Paul La Rosa says Kalikow
is seeking the radio station and a
FCC waiver to permit him
cross-ownership of a newspaper

and a station. Then he
challenge the pesky FCC
started the trouble.

SPEAKS-EASY

Former presidenti-
tary **Larry Spea'**
complimentar

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Raquel

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as outerwear and slacks, have been replaced by three operational groups for each of its brands — Campus,

BURLINGTON COAT COMING TO MANHATTAN

NEW YORK — Burlington Coat Factory will open its first New York City branch in the former Syms on Park Place in lower Manhattan, DNR has learned.

Monroe Milstein, president and chief executive officer of the Burlington, N.J.-based off-price retail chain, confirmed market reports and said the 55,000-square-foot store will open “within the month.”

See **BURLINGTON**, Page 11

come out...
chief executive officer,
company's annual stock.

He blamed the problem economy, the slow text imported textiles and difficult.”

However, he and Geo. president, sales, both loo year. “We’re hopeful that said Neil Hightower. Slow in the fourth quarter of the 30. Net income was up more fourth quarter net income f

Denim production has been seven days earlier this year full, said George Hightower situation ... because of the (high) inventory levels of not allowing inventory gro

Meanwhile, Thomaston fabric business in hopes place for us because of o Hightower. “We’re in the market we want to partic what facets (of career a)

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stomach and said, "I'll put him on my diet. Works for me."

Bol, who was said to be either 21, 23, 24 or 28 at various times yesterday as the Bullets took their best guess on height, weight and age, is what they call "a project."

He may not play in a Washington uniform (go ahead, Sy Syms, I dare you) this year or next. He may never play even a minute in the NBA, but surely you can understand why a team would risk a second-round pick on him. "He's a very, very interesting player; there isn't anything he does that looks normal," Shue said, trying hard to keep a straight face. "He catches the ball off the rim and dunks it *without* jumping. He's a hard worker. He's agile." After ticking off some more of Bol's basketball attributes Shue paused briefly. "And he's eight feet taller than anyone you've ever seen."

Ferry doesn't think that drafting Bol was any kind of gamble at all. "If he picks up weight, he'll be a factor," Ferry

shield and protect Bol from harm, and Bol could stand behind them and jump up and down like a pogo stick trying to either block shots or simply discourage them. This would be "The Miniature Golf Defense." Just as when you try to putt between the spokes of the revolving wagon wheel, opposing players would have to go up to shoot when Bol was coming down.

Obviously, Bol will be in a lot of trouble against some of the bulkier big men. (Let's face it, at 7-6, 190, Bol is in trouble against a high wind.) It's one thing if Moses Malone decides to use Bol as a toothpick. But the Bullets have to worry about keeping Bol healthy in practice so he can even get into the games. The first time Bol runs into Ruland they may have to use a scraper to get all 7-6 of him off the hardwood. I think the Bullets would be well-advised to give Bol a red jersey, like football teams give their quarterbacks. And they ought to consider practicing on a thick rubber floor; this Bol could take funny bounces.

KORNHEISER, From D1

weight he's got a chance to be the best shot-blocker who ever lived."

The downside is, if they don't put a screen over the drain, the first time he showers after practice he could be gone forever.

We're talking tall and thin.

So tall and so thin that if he needed a summer job he could be a foul pole at Memorial Stadium. Or a stake for the tomato plants that Earl Weaver and Pat Santarone grow. Or a dipstick. Or a radio antenna on a Greyhound Bus. Or the straw that stirs the drink. Or, if he put his arms out, a goalpost. Or, with an eraser on his head, the world's tallest pencil.

Tall.

Put a dish on his head and you have your own cable-TV system.

Thin.

Turn him sideways and he looks like a pool cue on steroids.

"Keep in mind," Gene Shue said for those who hadn't yet seen the whole Bol, "that his body is really a liability."

Someone asked Shue, "What do you plan to do with him?"

Shue smiled.

"Feed him."

In the third round, the Bullets were looking to get the best chef available. In the fourth, a medical technician to administer intravenous feeding.

Ferry, who weighs in the area of 250 pounds, patted his ample

said. "If he doesn't, he's just another second-round pick who didn't make it."

Ahh, projects.

Years later most of them are remembered with a laugh and a shrug of the shoulders.

But Mark Eaton was a project, and now he's not only the best shot-blocker in the league, but this season he was voted the NBA's top defensive player. Granted, Eaton had a lot more weight to work with than Bol. "Bol's legs," Ferry said, "aren't any bigger than my arms." And Shue said, "When you see him, you'll say, 'I don't believe it.' He's just straight up and down." No big deal. If Bol doesn't make it, as tall as he is, he can get a job as a speedbump on the outer loop of the Beltway.

You probably won't believe this, but I think drafting Bol was a terrific move. Let's go best-case scenario here: Say the Bullets have a great season and get to the finals of the playoffs, where they'll undoubtedly have to play the Lakers. With Bol, the Bullets have come up with the last piece of the puzzle—someone to match up against Chuck Nevitt. You wouldn't want to get to the seventh game of the championship series and have Nevitt be the guy to beat you.

The next thing the Bullets ought to do is petition the league to allow zone defenses. In a zone, big guys like Jeff Ruland and Tom McMillen could act as a human

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ing Andrew and its aftermath,
and Bloomingdale's has added
100 employees.

J.R. Titsworth Named President Of Jantzen, Inc.

NEW YORK — Robert R. Lindley has resigned as president of Jantzen, Inc., a division of VF Corp., and is being succeeded by Jay R. Titsworth.

Titsworth, 53, has served as president of VF's direct marketing services division since 1988.

Lindley served as president of Portland, Ore.-based Jantzen since August 1991. Neither Titsworth nor Lindley were available for comment.

No successor to Titsworth has been named.

Jantzen produces swimwear and casualwear. The firm had been a trouble spot for VF at one time, but in its 1992 annual report VF stated that Jantzen recorded improved sales in 1992 and that operating profit significantly exceeded year-ago levels, "driven by double-digit sales increases in the women's swimwear and casualwear categories."

In its most recent financial report, for the third quarter, VF said Jantzen showed "positive comparisons."

CORRECTIONS

PARIS — The photo in the Premiere Classe story in DNR's Accessories for Men issue, Friday, Oct. 15, Page 28, was of Diplodocus's designer Jerome Gruet and not of Arapho's Diego Franco de Medinaceli.

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Commodity prices intrigues analysts

enough to permit a stronger demand for the goods, economists said.

High interest rates also raise the cost of building commodity inventories, and increase the appeal of interest-bearing assets rather than commodities as investments.

Ironically, many economists say that although the relatively steady drop in commodities prices since the spring has hurt cash-strapped less-developed countries that depend on commodity exports, these countries also have exacerbated the problem by trying to export more and more of their coffee, sugar, iron ore, gold, and other commodities to earn valuable foreign exchange.

"A lot of less-developed countries right now have this big debt problem," said Wyss. "They're trying to push out as much as possible, despite low prices, as a way to increase earnings." The more they increase supply, the more the prices decline.

At the same time, the rest of the world has not yet caught up with the economic expansion in the United States and is unable to buy many of these commodities.

The World Bank reported that 46 percent of total exports of Latin American countries are in primary commodities. The largest are petroleum, 23.6 percent of total exports; coffee, 6.2 percent; copper, 2.6 percent; sugar, 2.1 percent; and iron ore, 1.8 percent.

The prices of these commodities have dropped in the past several months.

Drop in spot oil prices

For a country such as Brazil, struggling to repay its debts, primary commodities make up about 30 percent of its exports. Other countries are in worse shape, said C. Fred Bergsten, director of the Institute for International Economics. Chile, for example, depends on copper for between 75 and 80 percent of its exports, Bergsten said. Mexico extracts about 80 percent of its export earnings from commodities, with the bulk from oil, Bergsten said.

Spot oil prices have been dropping in part because many oil producers are trying to churn out supply to help their earnings, and are often selling at a discount to get rid of it.

Because the recovery has not taken hold worldwide, demand for petroleum products has not increased rapidly enough to keep pressure on prices.

Spot oil prices have declined steadily since mid-June, and many countries have been selling their crude supplies at as much as \$4 a barrel below their official prices. For instance, last week Nigeria's main export crude oil was selling at \$28.25 a barrel, nearly \$2 below its official price.

"Countries like Nigeria are fighting off bankruptcy," Wyss said. Many members of the Organization of Petroleum Exporting Countries are cheating on prices they have agreed to charge and on the amounts they have said they would produce to increase their earnings.

"The same goes with Iran, to finance its war with Iraq," Wyss said. "You have people putting out enormous supplies of commodities because they need cash."

Many traders had expected oil prices to increase with the threat of war in the Middle East. Instead, producers outside the Persian Gulf stepped up production, Murray said. However, with the approach of winter, which usually means higher oil demand, "we expect firming of prices," he added.

"Beyond the longer-term perspective, it is clear many technical factors are at work in placing downward pressures on prices and that once these factors are removed, a rebound in the commodity markets is possible," said William V. Sullivan, senior vice-president for Dean Witter Reynolds Inc.

Demand for scrap metals may have declined temporarily in part because the automobile industry retooled its plants earlier in the year, Sullivan said.

As for gold, some countries, such as South Africa and the Soviet Union, are pushing it out to get foreign exchange, Wyss said. "They need a lot of money," Wyss said. "The rumors are the Soviets need to import a lot of grain this year" and will need foreign exchange to finance it.

However, there also are long-term trends at work reducing demand for some important basic commodities. The auto industry, a major metals

user, is using more fiberglass, plastic, aluminum, and other materials to increase fuel efficiency and reduce costs.

Copper, used in electrical work, is down partly because other materials that are easier to handle and less costly, such as glass fibers and aluminum, are being substituted.

In addition, Middle Eastern money men who had poured excess oil money into gold during the inflation-ridden 1970's no longer have those surpluses, because of the drop in oil prices. Gold was also a good substitute for the dollar when the dollar was weak. Now that the dollar has strengthened, dollar-denominated assets are preferred by many investors.

Prices of agricultural commodities are suffering from the expectation of good crop yields this year and unusually high prices last year. Not only are Third World agricultural exports suffering, but also those of the United States, the world's largest producer and exporter of agricultural products, Bergsten said.

Last year, U.S. farmers exported about half of their wheat, soybean, and cotton crops, making agricultural exports just less than one fifth of total U.S. exports. However, agricultural exports have slipped recently.

Bergsten said he hadn't measured

whether the drop in commodity prices and the benefits for inflation had outweighed the damaging effects of reduced export values of American commodities.

Economists said the decline in prices is likely to last until the recoveries in commodity-importing countries progress further and interest rates decline, reducing the value of the dollar, which would help improve demand for commodities denominated in dollars.

Commodities producers also will have to wait for situations peculiar to their own goods to change before prices can move upward. Some economists say a change is around the corner, while others insist prices will be weak at least through this year.

"The drop in commodity values may be due to some specialized factors and [may] not necessarily reflect a shortfall of significant proportion in final demands," Sullivan said. "In order for the trend to have real substance," it must persist for a longer period of time, because technical changes could easily reverse the downward trend.

"Nonetheless, the commodity market's softness over recent weeks is the first break in values in two years and quite obviously merits close attention," he said.

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Robbery Suspect Arrested in Store

By Victoria Churchville
Washington Post Staff Writer

Heavily armed Montgomery County police officers evacuated about 120 customers and employees from a Rockville Pike clothing store last night and, using at least two K-9 dogs, searched the premises for an armed robbery suspect without success.

About an hour after police abandoned their search, an internal alarm was triggered in the Syms Inc. store at 11840 Rockville Pike, and police returned and arrested a man who they said emerged from a back door, according to police spokesman Phillip Caswell.

Caswell said police believed the man had been hiding in the store, but that police had "no idea" just where.

The incident began shortly before 5 p.m.,

when a man with a pistol took cash, jewelry and credit cards from a man at Randolph Road and Glenallen Avenue in Wheaton and drove off, police said.

Later, employees at a Rockville Pike stereo store became suspicious of a man who tried to make a credit card purchase. Police were called and given his description.

Shortly afterward, police said, a man who appeared to fit the description was seen near the Syms store and chased into it.

Police searched the store, but gave up at about 8:40 p.m. and said they believed the suspect no longer was there.

Police identified the man arrested after the store's alarm sounded as David Milton Blackstock, 26, of no fixed address.

Caswell said that Blackstock was charged with armed robbery and the use of a handgun in the commission of a felony.

Mr. L. 5/13

Bargain-hunting: reverse snobbery

By Catha McSweeney
Patriot Ledger Staff

There's a great spirit of one-downmanship among shoppers these days, and part of the credit belongs to Iris Ellis, author of the *Save on Shopping Directory* — or SOS — just out in a ninth edition which is expected to sell close to one million copies.

"Shoppers used to brag, 'I paid \$300 for this dress.' Now they say, 'I saved \$200 on this dress.' And, they don't hide their bargains in bags from high-price stores any more," Ellis said in a recent interview.

In Boston on a promotional tour for her new book — from Putnam Publishing Group's Perigee/Berkley, 542-pages of names, addresses and descriptions of 10,000 off-price, discount

stores in cities and hamlets across the U.S., \$8.95 from many of these same stores and in bookstores — Ellis made some shopping observations that fit life in general:

- Being in control of your money as a consumer is the first step in controlling your own life.

- People should retain or develop skills such as sewing, for this is the path to independence.

- Women are far more willing to share than men, who are generally too competitive. Women who find a bargain usually want to tell the world. These sharers form Ellis' network of correspondents — she receives some 10,000 letters annually — who, when they write her about their bargains, receive a coupon offering another bargain, her book at half price.

- Take your time shop-

ping. Impulsiveness can be disastrous.

- Women don't shop because they need new clothes. "Buying is a lot like eating a good meal, there are many levels on which to enjoy it. And, new clothes are cheaper than a visit to a psychiatrist."

Off-price buying of name-brand clothes and other items is the key to Ellis' success and philosophy. She defines off-price as "buying quality merchandise for less than retail prices. It's no-frills shopping. It can be done in a factory outlet or an off-price store."

Since becoming a professional off-price researcher for her first book, in 1972, and well before that, when she stopped making all her own and her three daughters' clothes and "suffered economic culture shock over prices that were three times what I expected," she's learned a great deal. And shares it all.

For example, male store owners didn't have a clue to what discount shopping was, in its early days. "They were stuck somewhere between plain pipe racks and plush surroundings. It took consumers in search of savings to lead the way."

And lead they did. Today "the discount revolution is the fastest growing segment of all retailing," according to Newsweek magazine.

Frieda Loehmann pioneered the movement in the 1920s, when she scoured New York's garment district, deliberately shabbily dressed, hunting for whole-

sale bargains for her Brooklyn dress shop. Today, with stores in Burlington, Natick and Swampscott, Loehmann's does an estimated \$250-million-a-year in 58 stores across the nation.

Then, there's the granddaddy of them all, from the New England perspective, Filene's Basement, in Boston, across this state and in New Hampshire and New York suburbs, with its pace-setting "automatic bargains" for men, women and children.

And Marshall's, the largest off-price chain in the country, with sales of more than \$5 billion last year and plans to expand still further. In her book's "Headquarters" section, Ellis wrote of this chain, "Only brand name clothing, footwear and domestics, mostly with labels. No seconds, small percentage of irregulars; also samples and designers' originals."

And more chains, Hoffman's with stores in Canton and Hingham; and Syms, in Norwood, which offers items at an original 50 percent reduction that are automatically reduced if they don't sell, in the Filene's Basement manner.

So successful is this market, some of the nation's largest department stores are opening their own discount outlets and/or buying existing chains.

Zayre's, for example, is recognized as a large discount department store chain. But few people know

that the Zayre Corp. is the parent firm of two off-price chains: T. J. Maxx and Hit or Miss. T. J. Maxx will expand by 30 stores and Hit or Miss by 80 annually in the next several years, according to the New York Times, far outdistancing their parent.

Merchants are getting their customers' messages now, Ellis said.

Not only are off-price stores popping up in shopping malls in towns large and small, they now make up entire malls. In Chicago a mall named "Off Center" is devoted entirely to off-price retailers.

This trend is growing and coming to New England, said Ellis, and there are plans now in the works for off-price malls in Portland and Kittery, Maine.

And as for Ellis, what was she wearing and how much did it cost?

She wore an Ultrasuede "appropriate and ageless" suit in an all-purpose green-gray, from Loehmann's, at \$289, and regularly \$650. She'd worn it for five days of touring, washing it, by hand, at night.

For the tour, she packed several sweaters and blouses. That day she wore a Pierre Cardin, light-weight, short-sleeved sweater, regularly about \$100, for which she'd paid \$5.

And "sensible, comfortable" Zodiak shoes, regularly \$57, which cost \$39 in one of those 10,000 stores.

Girl Scout

Dade notables' chic clothes hotter than they realized

By LISA GETTER
And JOAN FLEISCHMAN
Herald Staff Writers

Some of Dade County's most prominent and nattily dressed politicians and lawyers have been wearing stolen clothes.

The list includes County Manager Sergio Pereira, who considers clothes his "vice," and statewide prosecutor John Hogan, whose two "hot" suits are now evidence in a Miami Police Department case against a clothier.

"I had no knowledge whatsoever that the merchandise could have been stolen. I don't think anyone who went there could have imagined it," said Pereira, who has bought suits from the clothier for years.

"I don't remember all the details

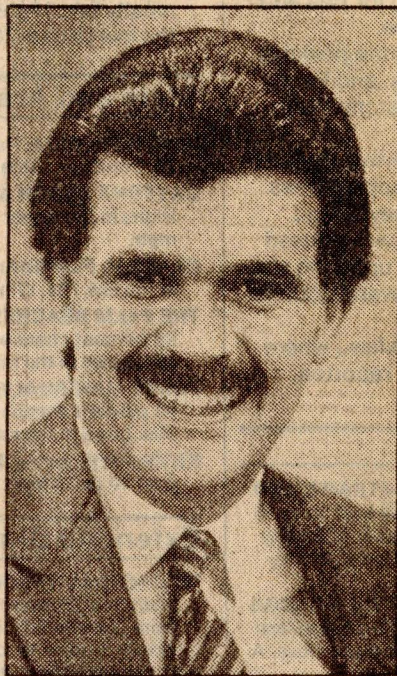
but I bought two suits for \$125 apiece," Hogan said. "Obviously, I turned them in when I found out there was a problem."

They — and dozens of others, including Miami City Commissioner Rosario Kennedy — bought the clothes from Emeterio Marino Pijeira at a white duplex, where racks of suits, dresses, ties, belts and shoes filled every room, including the kitchen. Marino didn't accept credit cards and charged no sales tax.

"We discovered suits that said Bloomingdale's, Lord & Taylor, Burdines," detective Rafael Martinez said in a deposition. "These suits still had their price tags on it. It kind of arose our suspicions."

Miami police raided Marino's

Please turn to CLOTHING / 4A



Sergio Pereira: 15 of county manager's suits impounded.

Dade notables' chic suits hotter than they realized

CLOTHING / from 1A

duplex at 3218 SW 23rd Ter. on Feb. 3 after businessman Ramiro Arango recognized a handmade suit stolen from his shop. He bought the \$850 suit at the duplex for \$150. Police seized 972 suits, dresses and a customer list that read like a local Who's Who.

Marino, 57, has been charged with racketeering, 22 counts of grand theft, 23 counts of dealing in stolen property and failure to remit taxes. Police have also charged Pedro German Nunez, 52, a salesman at the duplex, with grand theft. Police say the clothes were stolen from stores throughout the country.

It was not Marino's first arrest. Marino pleaded guilty to dealing in stolen property in connection with an electronics store burglary in 1983. He was sentenced to probation.

Most of Marino's prominent customers say they first learned that the clothes were stolen when they read of Marino's arrest in The Herald, or when investigators called to question them.

Dade State Attorney Janet Reno has asked Gov. Bob Martinez to appoint a special prosecutor to handle the case, which she described as a "large-scale fencing operation."

She said in a letter that she wanted to "avoid any appearance of conflict" because Hogan is her former chief assistant prosecutor for the felony division.

Marino used to own a clothing shop in downtown Miami within walking distance of the courthouse. He could not be reached for comment. His assistant public

defender refused to discuss the case.

"This man for years has been dressing the city of Miami; everyone knows it," Arango said. "He used to say he was dressing many politicians and even members of the state attorney's office."

Commissioner Kennedy shopped at Marino's duplex twice.

"I heard about it from friends of my kids. Kids are always looking for bargain prices," she said. "There are so many of these discount places I didn't think twice."

She bought two suits for her son at \$150 each and a jacket for her father. She brought one suit with her when state attorney's investigators questioned her.

Samit Roy, director of the city of Miami's computer department, learned of the duplex from Pereira. Roy referred questions to his attorney, Richard Sharpstein.

Roy purchased a "number of suits," Sharpstein said. He paid by check. "It was an unknowing and unwitting involvement. He's thoroughly embarrassed by any implication of criminal wrongdoing."

Criminal defense lawyer Mitchell Bloomberg, who represents accused Hialeah corruptor Alberto San Pedro, recommended Marino's duplex to Hogan during the pretrial hearings in the San Pedro case. Bloomberg would not comment.

Pereira — who referred "a bunch" of people to the duplex, including his executive assistant, Charles Scurr — said he used to shop at Marino's downtown men's store. About a year ago, Marino told him he had moved his business to the duplex.

"The place was always full of

people," Pereira said. The county manager — whose mother was the buyer for a Christian Dior salon in Cuba — said he never questioned Marino's bargain prices because clothes have such a high mark-up.

Pereira said he paid between \$135 and \$200 a suit, but couldn't estimate how many he had bought since his closet is so full of clothes. Police have now impounded 15 of his suits.

Hogan said he didn't even get a bargain. "I later found out the same suit I bought was selling for less at Syms."

Pereira said he never saw clothes with department store tags on them.

"This is not like a guy you never went to who says, 'go in through the back door,'" Pereira said.

Besides, Pereira said, even police officers shopped there. He said he recommended the duplex to Miami Beach City Manager Rob Parkins, but Parkins never went.

County Commissioner Barry Schreiber said he used to shop at Marino's downtown shop and visited the duplex once for 10 minutes. "I was at the duplex but I don't ever recall buying anything there," he said.

Said Sharpstein: "It's not the crime of the century. Wasn't it Woody Allen who said that in his family it was a crime to buy retail?"

Miami Police Lt. Bob Sullivan doesn't find it amusing: "There's a difference in retail, wholesale and stolen. Economics is the barometer. If you know that Burdines has something for \$800 and you can buy it for \$102, something's wrong."

I Remember When. . .

(Continued from Back Page)

that Vance, he makes Kissinger look like an angel. See, we never know when we're well off. Kennedy is no great mitzeeah, so who's left? Like I said before there's only one person we could vote for and that's Sy Simms, you know the fellow who has a clothing store and is on television... he looks to be an honest person. He never runs a sale just always has low prices. Zest, dot's the kind of person we need in the White House. I went to a Bar Mitzvah a few weeks ago and he sat in back of me, and he davens very nicely also. So why not a write in vote for Sy Simms? Listen, who knows?

The Wise Grow Wiser

The older Torah scholars grow, the more wisdom they acquire... but the ignorant become more foolish as they grow older.

(Mishnah End of Kinnim & Shabbos 152a)

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Location, Volume, Marketing Make Prices Vary Widely in New York City

By JEFFREY H. BIRNBAUM
Staff Reporter of THE WALL STREET JOURNAL

NEW YORK—In its variety of goods and prices, Manhattan remains one of the world's great shopping centers.

That applies to the simple things, too. On the well-to-do Upper East Side, two stores sell Crest toothpaste. One, M.H. Lamston, a Woolworth-like discount emporium on Lexington Avenue, sells a 6.4-ounce tube for \$2.79. A block west and two blocks south near Park Avenue, the tiny Stanley Health & Beauty Aides shop offers the 6.4-ounce tube for \$3.29.

Throughout the city prices on the same goods vary tremendously. In part, location explains the differences. Package-laden bargain hunters swarm the tenement neighborhoods of Orchard Street on the Lower East Side. The superrich and merely rich prowl Madison and Fifth Avenues. Downtown in the warehouse and manufacturing area along Canal Street, stores have names like the City Dump. They do not advertise in the New Yorker. Uptown, there are the Lord & Taylors and Bonwit Tellers and Cartiers. Prices rise, as do rents, as street numbers rise. Along Fifth Avenue, rents range from less than \$50 a square foot a year along streets numbered in the 20s to more than \$400 a square foot in the 50s, according to Garrick-Aug Associates Store Leasing Inc.

Making Money?

At \$400 a square foot, says Garrick-Aug chairman Michael Hirschfeld, "I'm sure people have made reputations on Fifth Avenue, but they mightn't have made any money."

Even in the same general area, rents can vary widely. Mr. Hirschfeld estimates, for example, that the old Lamston's long-term lease on Lexington runs somewhere around \$20 a square foot. By contrast, Stanley's lease should be valued at about \$75 a square foot.

But rent is only one factor in retail prices, and, Mr. Hirschfeld says, "I think there's a common fallacy that high rents result in high prices." Volume, overhead expenses other than rent, and marketing strategy and judgment clearly have a great deal of bearing on retail prices in New York.

At Herald Square, on 34th Street, Gimbels sells a Stanley Blacker men's blue blazer for \$140. Gimbels owns its building and so it pays no rent. Way downtown, on clogged Orchard Street, the wool blazer goes for \$104 at Gold Leaf Co., which pays \$2,500 a year to rent its minuscule space. "We base our price on quantity," says proprietor Ben Meltzer, whose sales staff consists of his son and—on busy days—a few outsiders. "We get as much, if not more, traffic on a given day than department stores do," he says as he rings up another sale.



Third of a Series

A Gimbels bureaucracy sets its prices. At the beginning of each shopping season, buyers and their merchandise managers draw up a markup plan projecting an average profit goal for each department. The plan assumes certain levels of markdowns, or "sales," and certain amounts of losses due to pilferage and shoplifting. Each department gets allocated some of the store's overhead, such as heating, lighting and similar expense. "In general," a Gimbels spokesman says, "department stores are probably more expensive to run than a small store." The expense shows up in prices.

Shrewd store buyers can keep retail prices low. At Merns Inc., near the World Trade Center in the financial district of Lower Manhattan, silk ties with the Ted Lapidus label sell for \$6.99. In the chrome and glass Ted Lapidus boutique on Fifth Avenue uptown, Ted Lapidus silk ties go for \$55. Arnaud Thieffrex, president of Ted Lapidus, says the Merns ties are fakes. Yet Steve Manko, whose Davan Enterprises Inc. manufactured the Merns ties with the Ted Lapidus label (but no longer makes Lapidus ties), says they aren't; he's been dumping his unsold stock of Lapidus ties to Merns and others, and Merns says its ties are genuine.

"I buy in huge quantities, and I pay immediately," Sol Silverstein, Merns's general manager, says of his ability to buy ties cheaply enough to retail them at \$6.99. "I don't always have every color and every size, but it's always fashionable merchandise."

Differing Tactics

Even Mr. Thieffrex, of Lapidus, concedes that Lapidus suits priced at \$420 in his store can be bought for \$100 or so less at a downtown discount store, Syms. "Syms buys at the end of the season from the factory we use in France," he says. "So if you buy a Ted Lapidus suit at Syms, it is a Ted Lapidus suit, though the fabric and the style may be one or two years old."

BFO, a men's clothing store, and Saks Fifth Avenue, which sells men's and other clothing, are 30 blocks apart on Fifth Avenue. Buying and merchandising tactics account for as much of their differences in price as location does. Wood-paneled Saks sells Yves St. Laurent men's cotton dress shirts for \$25, as do other Manhattan department stores. At BFO the shirt, made for a previous season, sells for \$13.50. "We buy end-of-the-season closeouts and take a lower markup," says Arthur Reich, a BFO manager. "Also, we don't"—much, at least—"advertise."

And there's no clubby wood paneling at BFO. It occupies two merchandise-littered floors of an inconspicuous office building.

The "suggested retail" price for the shirts that BFO sells for \$13.50 and Saks sells for \$25 ranges from \$28.50 to \$30, says a spokesman for Yves St. Laurent Mens Clothing Inc., a division of Bidermann Industries U.S.A. Inc. "But it's just what it says—'suggested,'" the spokesman explains.

"Suggested retail is a term that is very, very loose." Antitrust law as well as retail competition keep makers from fixing retail prices on their goods.

Elliott Saks, proprietor of Lexington Luggage, likes to keep price decisions simple. So his store on the Upper East Side simply tacks on 10% or 12% to its cost to set a retail price. Department store markets usually run much higher, 40% or 50%. Bloomingdale's, not far away, sells for \$210 a Lark airplane carry-on bag that Lexington Luggage sells for \$129. "I can get \$210 for it, too," Mr. Saks says. Why doesn't he? "I can sell maybe three of them a month"—at \$210—"instead of the more than 100 of them I sell now. Customers don't need me if they can go down the street to Bloomingdale's and get a better price."

Bloomingdale's is sensitive to its pricey reputation and, in fact, the store says its policy is to match or beat department- and

"I buy in huge quantities, and I pay immediately," says a New York City merchant, explaining how he can price a silk tie at \$6.99 while a similar item sells elsewhere in town for \$55.

specialty-store prices. "If the exact same shirt costs less at Macy's we would meet the competition," says Lester Gribetz, an executive vice president of Bloomingdale's, which is a subsidiary of Federated Department Stores Inc.

The policy, nevertheless, sometimes goes unexecuted. Others beside Mr. Saks can beat Bloomies' prices. Macy's sells a twin flat Beacon Hill sheet by Wamsutta for \$18 (on sale), down from Macy's regular price of \$20 and Bloomingdale's price of \$19.95. Well, says Bloomingdale's Mr. Gribetz, "It sounds like Macy's is at the white-sale price." When Bloomingdale's competitors generally lower their price to \$18, he says, "We would meet the price at \$18. That's our policy."

Down on the Lower East Side, places like Bloomingdale's and Macy's worry Robert Cohen not a whit. He reaches toward a hand-lettered sign on a wall with sheet-jammed shelves at his Ezra Cohen Corp. store near Orchard Street. A pinky ring glitters on Mr. Cohen's finger, a Cartier watch on his wrist. His hand points out the Wamsutta Beacon Hill sheet that Macy's sells for \$18 and Bloomingdale's for \$19.95 but Ezra Cohen sells for \$13.50. Thumbing through a slick Macy's catalog that advertises the sheet, Mr. Cohen explains his low price: low overhead, low markup and no fancy catalog.

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CHEAP CHIC

How discounters sell for less

By Barbara S. Wintner
Scripps Howard News Service

IT was a red silk and rayon jacket with an attached flower and it was selling at Loehmann's White Plains, N.Y., store for \$289.

A spin through Bloomingdale's in New York turned up the very same jacket for \$780.

How do they do that?

"Our founder came up with a simple premise: She bought for less, sold for less," said Hy Leader, public relations director for Loehmann's.

It's a formula that's turned Loehmann's into a company of successful stores from Brooklyn to Beverly Hills.

Syms, too, with its 22 stores doing roughly \$250 million in business a year, allows the savvy shopper to buy in-season merchandise at one-third to one-half off department store prices.

According to David Bernard, Syms director of public relations, here's how it works:

There are essentially three classes of retail trade, he said. The traditional store, which is the department or specialty store, goes to a regular, brand name manufacturer and pays that manufacturer's wholesale prices. Then it at least doubles the wholesale price, rendering a \$100 item \$200 on store racks.

The discounter — a K mart-type store, say — goes to the same manufacturer and pays the same price but, by cutting store services, is able to offer the \$200 item for \$175.

Then there's the off-pricer.

"We go to the same manufacturer and say, 'That's what you have left? We'll take it all,'" said Bernard. "'We'll pay you almost instantly,' we won't make advertising allowance claims and we won't return merchandise. For that we pay the manufacturer less. Plus we charge less mark-up. So we can sell for 50% less than the department stores."

There are certain things a Syms or a Loehmann's can't do, he admitted.

If an item sells well, an off-pricer can't reorder. "That makes it hard to go to Syms and say, 'I want a dress in azure blue.' It might have been there last week and it might be there next week, but it may not be there the week you're there."

A Syms shopper also cannot expect private dressing rooms, gift wrapping or the privilege of using major credit cards.

"But I think as prices go up, more and more people are thinking maybe buying for less is worth the inconvenience," said Bernard.

Off-pricers have their detractors, of course, among them the traditional retailers.

"How do discount stores get some of the labels we get? They have my damages and my returns," said Ed D'Alessandro, one of the owners of Stylegate, a small chain of Pittsburgh men's stores. "That's their edge. They're buying my mistakes."

"That's misleading," countered Bernard. "We're really not buying mistakes because we're really buying the same things the department stores buy." The manufacturer "may sell us the last one to be sold" but he sells the same item the same season he sells to everyone else, Bernard said.

There are companies that buy from liquidators, he added, like that venerable sale site, Filene's Basement in Boston. "When you do that, you really can't be in season," he admitted. "Really, though, most of us in this business don't do that. We simply allow the manufacturer to increase his production without increasing his risk."

Diehard off-price shoppers may be in for a surprise this fall, though, as they shop the floors of a Syms or a Loehmann's. The rising wholesale prices of garments will be reflected in those famous orange, green, yellow and blue price tags, said Bernard.

"If department stores' prices go up 20%, ours will have to go up 20%, too," he said. "We're paying with the same weak American dollar."

Sy Syms says success source is seasonal selling

By Cristina Rouvalis

Post-Gazette Staff Writer

Sy Syms is as unpretentious as the retail chain bearing his name.

The matter-of-fact merchant from New York City opened the first Syms store in the garment district of Manhattan in 1960. Now he presides over 27 stores, including one in Monroeville, that sell designer and name-brand labels often at 60 percent off.

But the 60-year-old Syms doesn't gush with salesman's hype when he describes the growth of his chain.

"There will always be a certain segment of people who feel very comfortable looking for a bargain," he said yesterday in a deadpan voice.

Syms has carved out a niche in the "off-price" market. Off-price stores buy from

the manufacturers at prices below wholesale. Loehmann's and T J Maxx are other off-price chains, he said.

His stores are able to sell name-brand labels for less because the chain often buys in bulk and in-season, Syms said.

"If you walk into a Syms store come July, we will have 80 percent summer clothes and 20 percent fall clothes at most," he said. "Most department stores would have 80 percent fall clothes and 20 percent summer clothes."

The Syms store chain is perhaps best known for its policy of automatic markdown on women's dresses. The tag shows what price the garment will be reduced to if it is still on the rack at later dates. Syms also sells men's and children's clothes, shoes and accessories.

The racks in a Syms store are closer together than in your average boutique. And Syms does not group coordinates together in head-turning displays. Women try on clothes in a common dressing area.

It's shopping minus the frills.

Gross sales of Syms Corp., headquartered in Secaucus, N.J., reached \$300 million in 1989, up from \$165 million in 1983, the year it went public. Net profits, after taxes, have been about 6.6 percent of gross, he said.

Syms was in town yesterday as national chairman of the State of Israel Bonds, which has loaned money to Israel to build roads, railways, power stations and other structures. He spoke to three honor societies that are part of the structure of the Pittsburgh/Tri-State Israel Bond campaign.



Sy Syms

... always a demand for bargains.

...they had the Redskins' number. ...you've let it be known that they thought their zone coverage in the secondary frustrated the Redskins and that Gibbs had been too impatient in trying to throw deep against it. That may be true, but the Redskins did run up 332 yards and score 33 points in Game 2.

...Matt S. ... who is ... 33 yards. They have ... Irvin, who is first in the ... in catches (83) and yards (1,354) ... toasted Darrell Green for nine catches and 130 yards in the game at RFK.

They also have the conference's best young quarterback in Troy Aikman and a backup, Steve Beuerlein, who has led them to three straight victories. Their defense has given the Redskins fits.

TONY KORNHEISER

Just Remember: The Bandwagon Doesn't Have Cruise Control

KORNHEISER, From E1

"I'll play quarterback," offered Mark Schlereth. (Schlereth, of course, was merely following in the vaunted Hog tradition of Russ "The Flea" Grimm, who was an exalted backup quarterback before he became a legendary wide receiver.)

"I'll help armor-plate The Bandwagon," said Eric Williams. "We'll outfit it like Clint Eastwood's bus in 'The Gauntlet,' and nobody will stop us."

Actually, I was going to ask Coach "Joe" Gibbs to step in and drive—until I saw him, forlorn, at the side of his car after the game. It seems his keys were locked inside, and he was waiting for somebody with a coat hanger (anybody seen Art Modell?) to snake the door open. The Joe Man . . . needing assistance . . . Joe The Tow.

"This would never happen on The Bandwagon," I told "Joe."

"Why not?" he inquired.

"Because we don't have doors."

How 'bout beating them Giants twice in one year? Not to gloat or anything, but, hey, Phil, what happened, you bleach-blond hosehead? (Memo to dweeb Giants fan Alan Miller, who wrote a letter praising "Mr. Simms, the ole Skins killer himself," and predicting an apocalyptic Giants victory: I've read better stuff on a parking ticket.)

He began like the old Phil Simms, all right—nine completions for 120 yards, and a 10-7 lead barely into the second quarter.

But by halftime, he was more like Sy Syms. He fumbled once, was intercepted twice, sacked twice, and completed three more passes for minus-one yard. Danny Copeland, who Simms embarrassingly faked out on his touchdown run, got revenge with the recovery and one interception. "I wanted to prove my worth," Copeland said. "I didn't want to just go along for the ride." In sincere appreciation of the metaphor, The Bandwagon warmly welcomes Copeland. And, Bandwagon historians please note: "Touchdown" Terry Orr gave credit where credit was due, admitting that his first thoughts upon diving for, and catching, that pretty 22-yard TD, were, "Is it gonna get me on The Bandwagon, or what?" For Danny and Terry, our weekly review:

Most points scored. Is Kelly doomed to be a day late and a dollar short?

Fewest points allowed. Look who's moved into second: Da Bears! Mike "That Toddlin' Town" Wilbon spotted on M Street wearing Ditka wanna-be letter sweater.

Most shutouts.

Largest point differential, 263. Only one team is close: Indianapolis, with 239. Unfortunately, it's a minus-239. Venturi Update: Crushed by Buffalo, 35-7, only Tampa Bay Bucs stand between Rick "Please, Mr. Custer, I Don't Want To Go" Venturi and 2-44-1. Sunday night, on ESPN's Pig-Out, Joe Theismann said, "Rick Venturi has done a terrific job." Joey, Joey, Joey, at what?

Excuse me, Tony, I was driving this weekend, and I hardly saw any cars with your moronic Bandwagon bumper sticker. Obviously you overrated its cachet.

I guess they haven't read the fine print, where we offer cash—not cachet—to people who proudly display the bumper sticker. Each sticker comes equipped with an invisible infrared sensitive number. Bandwagon Bumper Sticker Scanner Cars cruise the city 24 hours a day, noting these numbers for the big cash giveaway. That's why our motto is: On The Bumper, Or In The Dumper.

Are you telling the truth?

Would I lie to you?

Before we convene this week's meeting of the Coach "Joe" Gibbs Yea, Though I Fear Walking Into The Shadow Of The Vet Orchestra featuring Andre Waters And His "Swing Late, Sweet Chariot" Dancers, here are the results of last week's Bandwagon Poll: By a 3-1 margin, Wagoneers emphatically said that the Redskins ought to play hard against the Giants and Iggles, and not take a snooze. This dovetailed with Monte Coleman's position. "If we lay down, it's a disgrace," he said. "We don't have to win the last two games, but we have to play hard and play to win." Coleman expressed the same sentiment in a team meeting last week. In the locker room Mark Adickes recalled Coleman's words. "He said if we can win the last two games, and build momentum, people will come into RFK thinking we are the best team. But if we

...exceed available tickets.

Season-ticket owners have been mailed a card to fill out and return to the team with a check for \$150 for each ticket. Orders must be received by Dec. 27. Each season-ticket owner may request one Super Bowl ticket for each seat owned to a maximum of four. The lottery will be Jan. 3, and both winners and losers will be notified by mail. Seat locations will be assigned on a lottery basis.

The Redskins' ticket office will be open for Super Bowl ticket distribution between 8 a.m. and 7 p.m. Jan. 21 and 22. If the Redskins don't get to the Super Bowl, refunds will be mailed by Jan. 31.

Stephen Hobbs	3	7	2.3			
Jimmie Johnson	3	5	5.0			
Gerald Riggs	1	5	5.0			
Redskins	245	3541	14.5	82		
Opponents	273	3126	11.5	75	11	

PASSING	Att	Cmp	Pct.	Yds	TD	Int	Lg
Mark Rypien	394	239	60.7	3434	28	10	82
Jeff Rutledge	6	5	83.3	89	1	0	40
Ernest Byner	4	1	25.0	18	1	0	18
Redskins	404	245	60.6	3541	30	10	82
Opponents	509	273	53.6	3126	11	26	75

PUNTING	No	Yds	Avg	TD	In20	Lg	Blk
Kelly Goodburn..	47	1870	39.8	3	13	61	2
Redskins.....	47	1870	39.8	3	13	61	2
Opponents.....	77	3211	41.7	4	13	58	0

KO RETURNS	No	Yds	Avg	Lg	TD
Brian Mitchell	28	565	20.2	35	0
Ricky Ervins	8	181	22.6	46	0
Joe Johnson	5	83	16.6	25	0
Kurt Gouveia	3	12	4.0	9	0
Stephen Hobbs	1	16	16.0	16	0
Redskins	45	857	19.0	46	0
Opponents	61	1083	17.8	39	0

PUNT RETURNS	No	FC	Yds	Avg	Lg	TD
Brian Mitchell	40	20	553	13.8	69	2
Stephen Hobbs	1	0	10	10.0	10	0
Redskins	41	20	563	13.7	69	2
Opponents	28	5	187	6.7	20	0

INTERCEPTIONS	No.	Yds	Avg	Lg	TD
Wilber Marshall	5	75	15.0	54	1
Darrell Green	5	47	9.4	24	0
Brad Edwards	4	52	13.0	27	0
Martin Mayhew	3	31	10.3	31	1
Andre Collins	2	33	16.5	18	1
Sidney Johnson	2	5	2.5	5	0
Kurt Gouveia	1	22	22.2	22	0
Monte Coleman	1	0	0.0	0	0
Danny Copeland	1	0	0.0	0	0
Alvoid Mays	1	0	0.0	0	0
Fred Stokes	1	0	0.0	0	0
Redskins	26	265	10.2	54	3
Opponents	10	35	3.5	20	0

RESULTS/SCHEDULE

RECORD 14-1

Date	Opponent	Result
Sept. 1	Detroit	Won, 45-0
Sept. 9	at Dallas	Won, 33-31
Sept. 15	Phoenix	Won, 34-0
Sept. 22	at Cincinnati	Won, 34-27
Sept. 30	Philadelphia	Won, 23-0
Oct. 6	at Chicago	Won, 20-7
Oct. 13	Cleveland	Won, 42-17
Oct. 20	Open Date	
Oct. 27	at N.Y. Giants	Won, 17-13
Nov. 3	Houston	Won, 16-13 (OT)
Nov. 10	Atlanta	Won, 56-17
Nov. 17	at Pittsburgh	Won, 41-14
Nov. 24	Dallas	Lost, 24-21
Dec. 1	at L.A. Rams	Won, 27-6
Dec. 8	at Phoenix	Won, 20-14
Dec. 15	N.Y. Giants	Won, 34-17

REMAINING GAMES

Date	Opponent	Time	TV
Dec. 22	at Philadelphia	4 p.m.	CBS

...\$1.40 a gallon
and even more, this they
promise us by the end of the
year.

...came
...the but-
...a button
...ould at least
...e and thread
...ace and shoen
...back in business.
...en a zipper goes in
...those delicate places,
...takeh have a problem.

You know something you
don't see anymore, a
Western Union Telegram
store. When was the last
time you sent a telegram?
Today, they are called
Mailgrams. So let me ask
you, couldn't you also mail a
letter? They claim, in their

a
we
enteel
don't
a doctor
he truth,

Remember when Carter
was running for President he
said he would put this
country on its feet...
GEVALD! go know he takeh
meant it! One more gasoline
increase and we will all be on
our feet.

By the way I have to say it,
how do you like what that
Carter did with that U.N.
Resolution? Isn't that dis-
graceful! Did you ever think
he would make Nixon look
like an honest person! And

(Continued on Page 64)

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