



"Clothes should reflect your life style and all the things you do," said Judy Schaeffer, promotion director for Jacobson's. Schaeffer chooses pieces with many different lives by Anne Klein. A pencil slim black skirt with purple sweater and red jacket shows the dramatic influence of color. For another change, she wears the black skirt with a white blouse and patterned blazer.

What they wear

Alison Pikus

Alison Pikus is the manager of Gantos at Eastland. She told us, "I like unique pieces that someone will look at twice. Also, things that can go to work and also make an evening statement. Something that could go suited or dressy."

Bob DeLaura

Bob DeLaura is the owner of La Stanza. "Over and above the basics, people are into sportier clothes and a more casual look with lots more color than before," he said. In pants, pleats are big. In fact, in Italy you can't find trousers without pleats. "For fall, I love cottons, flannels, sweaters, especially shetlands. There will be a refreshing color story in pastels."

Betty Appel

Betty Appel has gained national attention as a designer and owner of Betty Appel in Pontiac. She told us, "I believe in under-dressing exquisitely. I don't like clothes that hug and touch the body, but rather ease over the body. I design pieces that lay well on the body and feel comfortable. "I have been designing for 22 years. I started in infant wear, and when I noticed my children were much better dressed than myself I decided to change. "I started sweat clothing nine years before Norma Kamali did. I now do sweats that are finely tailored."

Annie Bower

Annie Bower is the fashion coordinator for Saks Fifth Avenue's Somerset Mall store. "What I look for in clothes is comfort in natural fibers, such as cotton or wool. My favorite is one piece dressing or several layers where I can mix textures and patterns. I'm crazy about accessories. "For this season I'm buying several pieces from the new Anne Klein II line. They are affordable easy separates. I have already bought a purple fleece dress that is very slimmed down."

Brenda Rosenberg

Brenda Rosenberg is vice president merchandising and fashion with Hudson's. "I believe in grey flannel and a total mood toward glamour and elegance for fall. For myself, because I get to preview everything in April, I have chosen a sable and grey knit sweater from Ralph Lauren and a violet beaver coat from Calvin Klein, plus a Bill Blass cashmere and fur sweater. "Everything I like this year seems to have fur."

Harry Kosins

Harry Kosins, owner of Kosins menswear stores, has ample opportunity to see what his clients are asking for for their fall wardrobes.

"This season in sportswear there are lots of jackets in leather and wool tweeds. There is a departure from blue jeans toward a more elegant look."

"For myself, I'm going to get a soft, subtle glen plaid suit, an evening coat, probably in black with a mink collar, and three double-breasted suits."

"There is a departure from the vest this season. It's not out of style to wear a vest, but the look is just not new."

Judy Schaeffer

Judy Schaeffer is the promotion director for the Jacobson's stores. "Fall is my favorite season to buy clothes; and this season three of the major trends are categories of dressing that I just love. These are sweater knits, ensemble dressing and glitter and sparkle for evening."

"Personally, I love the fun of layering, the coziness of sweaters and the glamour of evening clothes. I usually buy most of my clothes in August, filling in with pieces I can wear with what I have."

"I enjoy creative dressing, adding a bright jacket over classic colors such as grey and black. Jackets are one of my favorite items."

For a look at what others have chosen for their fall wardrobes, see the Observer & Eccentric's supplement on fall fashion in today's paper. The supplement features some familiar and not so familiar faces.

Staff photos by Gary Caskey and David Frank

By Margery Stearns Krevsky
special writer

Whether a with-it manicurist or a clothes-conscious surgeon, everyone makes fashion decisions about what clothing to buy and wear each morning.

In the Detroit area, there is an important corps of people who make it their business to make major fashion decisions for their companies or customers.

During interviews with a handful of these people, The Eccentric found out what their

fashion instincts indicate about fall and what they like about the looks of the coming season for themselves.

The interviewees included Pontiac designer Betty Appel; fashion authority Bob DeLaura, owner of LaStanza clothiers in Birmingham; and promotion director Judy Schaeffer.

The Eccentric found out that we're not alone when it comes to stretching the looks in our wardrobes. To a man — and woman — they agreed that adding a couple of important pieces each season is the penny-wise, forward-thinking fashion philosophy.



Birmingham clothier Bob DeLaura, owner of LaStanza, opts for a sportier and more casual look with lots of color.



Designer Betty Appel of Pontiac, who believes in comfortable clothes, loves her "Grandpa coat" which resembles a men's overcoat.



Annie Bower, fashion coordinator for Saks Fifth Avenue's Troy store, bought several affordable, easy separates this fall from the Anne Klein II line.