

MALLS & MAINSTREETS

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SHOPPING CENTERED



LINDA BACHRACH

Ski wear '95: Fur and fun fabrics

It's November already and if you're a certified ski bum, you're probably shivering with anticipation to hit the slopes. Avid skiers know that looking good on that long powdery run is important. Some long underwear, a pair of jeans and an outdated ski jacket just doesn't cut it.

Top ski wear designers follow the trends on the fashion runways. This year, according to Don Thomas Sportswear buyer Deb Sigmund, look for clear, clear, rich colors; ultra-sophisticated use of fabrics; glamorous embellishments; a resurgence of down, feminine silhouettes or youthful snowboard-inspired shapes; and PCR (post consumer recycled) fleece outerwear.

Snow-bound specials

Taking each trend separately, here are some examples of the hottest ski fashions at Don Thomas Sportswear:

Sizzling Ferrari reds and bright royal blues share the slopes with earthy cactus, sage and taupe hues. Spyder designs their St. Moritz men's jacket in electric blue with vivid yellow-gold accents and decorative metal snap covers (\$538). Bogner's one-piece red suit is embellished with golden lions (\$778).

Unusual and sophisticated use of fabric is evident in Post Card's crinkled nylon one-piece suit with tooled leather belt (\$770) and their quilted jackets with mink collars (\$638). This exclusive line also offers a melange stretch wool pant in brown tones to coordinate with the light bronze jackets (\$196). Stefan Kacola's two-tone blue jacket features both shiny and matte nylons with silvery highlights (\$475).

Details and embellishments are key to this year's refined looks. Intricate embroideries and appliques are the hallmark of the Bogner line. Vampire, another Don Thomas exclusive, offers striking black vests and jackets dotted with embroidered snowflakes and trimmed with fox and mink collars (\$250-\$350).

"Women are really going for fur this year," says Sigmund. And men's fashions are embellished with heavy topstitching, leather trims, and bone buttons.

Practical points

Ska combines unusual fabrication and ornamentation in its machine washable and ski-able ultrasuede jackets with faux fur collars. They feature Native American Indian fan embroidery and beads.

Donna Karan's belted down vests are the catalyst for down's return to the marketplace. Streetwear often inspires ski wear and vice versa. Searle

Tech, for instance, debuted its pearlized rubber, lacquered nylon and micro-fur jackets this fall, combining the practicality of ski wear with urban chic (\$350) at Saks Fifth Avenue, the Somerset Collection, Troy.

The body-hugging silhouette is seen in Nilla's long, lean suit with stretchy bottom and belted red top (\$475). Patagonia is the fleece expert.

Look for a myriad of styles and colors to layer as you like.

"Hats this season are fun and funky," says Sigmund. "Our newest gloves are an extremely lightweight microfiber by Grandoe with high loft insulation." It's a too new to guarantee its warmth, but worth a try (\$50).

Jim Desautels, manager of Bavarian Village in Birmingham echoes these trends and adds his own thoughts. Desautels sees lots of dark earth tones with bright accents and multi-colored jackets, especially red, black and yellow. Layering is more important than ever, he says. Fleece and medium-weight outer coats are the rage. Fashionable component gloves with zip-in and zip-out linings are more convenient than buying separate gloves and liners.

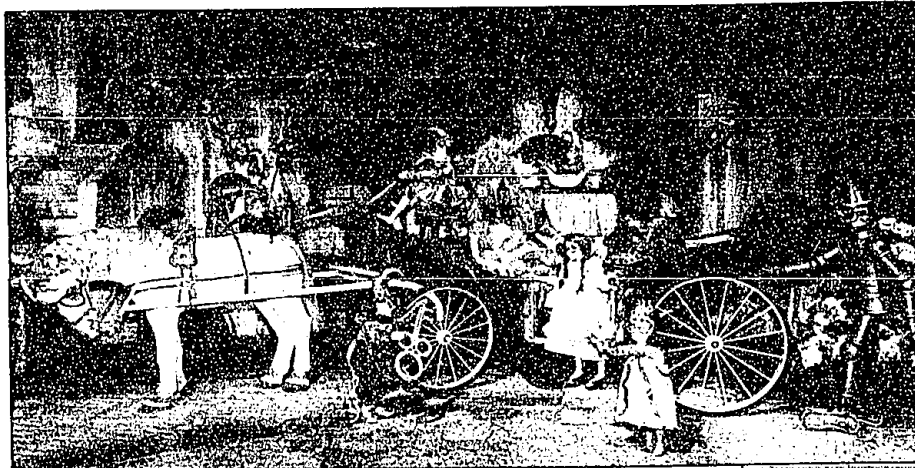
Linda Bachrach welcomes ideas and merchandise to feature in this column. Just fax information to (810) 644-1314, or call her at (313) 953-2047, mlb@bbs 1995.

LOOKING AHEAD

What to watch for in Malls & Mainstreets next week:

- Linda Bachrach visits a hot, new designer resale shop in Troy.
- Santa gets ready for his yearly visits to the malls.
- Behind The Label with Victoria MacKestie-Childe.
- Retail Details briefs you on changes in the marketplace.

Holiday exhibit opens



JERRY ZOLNARY/STAFF PHOTOGRAPHER

Entering the Emerald City: The classic fairy tale "Wizard of Oz" is told through an animated, three-dimensional exhibit featuring 21 vignettes in the southwest mall corridor adjacent to Hudson's at Summit Place, Telegraph and Elizabeth Lake in Waterford, Nov. 6 to Dec. 31. The complimentary exhibit is brought to metro Detroit by Hudson's.

Kitchen Glamor serves the cook in style



The modern "nesting" phenomenon has helped the Kitchen Glamor stores grow and expand. After 45 years in business, 10 new stores are on the drawing board.

BY LINDA ANN CHOMIN
STAFF WRITER

Home cooking is regaining its popularity — just ask Chris and Toula Patsalis who bought Kitchen Glamor 20 years ago when it was just a small cake decorating shop in Redford.

By 1977, the husband-and-wife-retail team had expanded the business to the Rochester-area, opening a fully-stocked cooking store at Great Oaks Mall. Today those two stores, plus two more in West Bloomfield and Novi, are very profitable despite competition from out-of-state based kitchen stores. In fact the business, selling quality cooking and baking equipment, averages 10-20 percent growth each year.

What's their secret ingredient? Kitchen Glamor is a family affair. Each member handles specific aspects of the operation: Toula directs all advertising campaigns and the cooking school, Chris oversees financial matters, son Harry, who joined the business 16 years ago as buyer, manages the goal — opening 10 new stores by the year 2000.

"The kitchen has once again become the center of the home," said Toula of Bloomfield Hills. "And 1995 has been our best year yet when

you're in the kitchen, you need good equipment. We not only have knowledgeable personnel, but we'll match any advertised price out there."

To celebrate their 45th year in business, the Patsalises are offering holiday shoppers, prices "better than we've ever had," Chris added.

Twice a year, the company puts out a 16-page full color catalog that lets Kitchen Glamor customers know their best prices on bread makers, pasta machines, food processors, garlic peelers, and more than 18,000 other items.

Today's fast-paced lifestyles probably have a lot to do with the Patsalis' success. The family keeps up-to-date on the latest living trends by reading everything from the Wall Street Journal to Home World Business magazine.

"From our trade journals we're finding more people are entertaining at home," said Toula. "People are working so many hours that they're nesting and spending more time at home. Experts expect this trend to last into the next century."



Kitchen tradition: Toula Patsalis heads up the Kitchen Glamor team, selling quality for the cook since 1949.

See KITCHEN, 7B

ADDED ATTRACTIONS

Retailers can submit news of upcoming events and promotions for Added Attractions. The deadline is the Wednesday before publication on Monday. Send facts to: Malls & Mainstreets, Observer & Eccentric Newspapers, 805 E. Maple, Birmingham, 48009. Or fax to: (810) 644-1314.

MONDAY, NOV. 6

PARADE VOLUNTEERS

Community groups and area residents are invited to participate in city/mall sponsored holiday parade "It's Beginning To Look A Lot Like Christmas." Saturday, Nov. 18, 10 a.m. to 12 p.m. Call marketing director Bill Cheeks for more details. Livonia Mall, Seven Mile/Middlebelt. (313) 476-1160.

SANTA CONTEST

Kids are invited to center court for details about becoming Santa's helper on Sunday, Nov. 19, during Santa's arrival parade. Applications through Nov. 15. Laurel Park Plaza, Six Mile/Newburgh-Livonia. (313) 462-1100.

PUPPET SHOW

"Alike in Wonderland" presented through November. Showtimes: Monday-Friday 7 p.m., Saturday, 11 a.m. and 3 p.m., Complimentary. Meadowbrook Village Mall, Waterford/Adams, Rochester Hills. (810) 375-9451.

TUESDAY, NOV. 7

OPEN HOUSE

The Artur League of Birmingham hosts open house at newly decorated Bargain Box store, 4-6 p.m. 123 W. Brown, Birmingham. (205) 666-2012.

KIDS' EVENTS

Jacobson's presents week of fun for kids in Ch...

WEDNESDAY, NOV. 8

HOLIDAY THEFT TALK

Business and retail managers invited to attend coffee and continental breakfast, 6:30 a.m. John Kennedy of Manufacturer's Bank Loan Prevention Division and Don Stuck of Birmingham Police discuss counterfeit money and checks, credit card fraud, holiday scams and shopping. Tickets \$10. Reservations required. Birmingham Community House, Bates/Morris. (810) 644-1700.

IMPERSONAL MODELING

Casual fashions from Chico's presented noon to 2 p.m. during lunch at Stage & Co. Boardwalk, Orchard Lake/Maple, West Bloomfield. (810) 855-6022.

CRAFT LESSON

Bossons presents "decorating a holiday wreath," 7-9 p.m. \$20. Supplies 15-percent off to participants. Bossons, 2338 Coolidge, Berkley. (810) 548-7900.

THURSDAY, NOV. 9

JEWELRY ART SHOW

Shirley Krendel and Sons hosts designer trunk show of enamel, platinum, diamond pieces through Nov. 11, (5-8 p.m., opening reception) "Thousands of items not normally available in Michigan," according to Krendel.

Top of Troy Tower, 175 Digs Beaver, Troy. (810) 352-4500.

OPEN HOUSE

To celebrate one year anniversary, floral design studio hosts personal shopping and refreshments 5-9 p.m. 10-percent off all purchases this evening. Artistic Expressions by Patricia, 725 S. Adams, Suite 22, Birmingham. (313) 644-8349.

FRIDAY, NOV. 10

RADIATION

Benefit for the Variety Club. 36-hour event broadcast from mall's center court and aired on Star 97.1. WYST-FM from 6 a.m. through 6 p.m. on Nov. 11. Silent auction of sports memorabilia, passes to Star Theaters, suites at Palace of Auburn Hills, more. Oakland Mall, 14 Mile/John R. Troy. (810) 256-5511.

LARGE SIZES SHOW

Forgotten Woman presents a 101-style Dress Caravan of special occasion and evening wear, noon to 6 p.m. through Nov. 11. Forgotten Woman, 655 S. Woodward, Birmingham. (810) 256-5511.

CLOTHES AT LUNCH

Janet Varner presents informal modeling of latest collections from noon to 2 p.m. at Kruse & Mueh, each Friday through Dec. 29. 321 Main, Downtown Rochester. (810) 653-2212.

SATURDAY, NOV. 11

PET PROTEST

9 a.m. to 9 p.m., mall community room, sponsored by Paws Petis. Donation funds "Dogs for the Deaf." Livonia Mall, Seven Mile, Livonia. (914) 479-1160.