



JAY Z'S HOLIDAY

THE MEGASTAR CURATES A NEW YORK-INSPIRED HOLIDAY COLLECTION FOR BARNEYS NEW YORK. PAGE 3

ATTENTION ON AZZEDINE

AZZEDINE ALAÏA GETS A RETROSPECTIVE AT PARIS' GALLERIA PALACE. PAGE 8

WWD

WEDNESDAY, SEPTEMBER 25, 2013 ■ \$3.00 ■ WOMEN'S WEAR DAILY

Milan's New Guard

The winds of change blew through Milan this season, bringing in a number of new noteworthy names. Among them, Marco de Vincenzo, who offered a terrific collection that played with metallic accents and unexpected details to create interesting optical illusions. Here, his sweater in lacquered macramé paired with a shimmering skirt. For more up-and-comers, see pages 4 and 5.

SPRING 2014
MILAN
COLLECTIONS



PHOTO BY LUCA TOMBOLINI

RETAILERS HAIL SPRING

New Faces, Trends Spur Praise in Milan

By WWD STAFF

MILAN — The first signs of a recovery in the Italian economy, the fashion industry's choral efforts to bring luster back to Milan Fashion Week and a crop of new young designers leaving their mark on the scene contributed to an effervescent season that left retailers excited.

"Milan is clearly taking big strides to compete on the global world. The city is alive and continues to reinvent itself both culturally and architecturally along with the fashion industry," said Barbara Atkin, vice president, fashion direction, at Toronto-based Holt Renfrew.

She lauded the high levels of craftsmanship, "elevating luxury to those customers that can afford it. On the other hand, Milan has been clever in understanding that more accessible price points are important to the future of their brands and as a result we are seeing an entire new level of offering with more democratic pricing."

She cited MSGM as a good example of a contemporary label with affordable fashions.

"It's clear that the Italian Chamber of Fashion is shaking things up," said Tancrède de Lalun, general merchandise manager of women's and men's apparel at Printemps in Paris. "There is a sudden energy in Milan, which was dozing off, as witnessed by extra catwalk shows and a slew of evening events like store openings and parties."

Ken Downing, senior vice president and fashion director at Neiman Marcus, praised the steps taken to bring more excitement to Milan Fashion Week. "Is it there yet? No, but it's a process and at least there is the conversation and people are interested," he said. "There have certainly been more parties than a person can count this week, and many store openings. It's nice to know that Milan Fashion Week and the [Camera Nazionale della] Moda realize there is a need to celebrate young talent. I am glad to see there is an openness and a realization that there needs to

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JUICY, LUCKY, JOE'S

Deals Hit Road Bumps

By EVAN CLARK and VICKI M. YOUNG

THE SUMMER M&A rush has turned into an autumn of delays.

Several deals that have been in the works are all taking longer than expected — including Fifth & Pacific Cos. Inc.'s divestitures of both Lucky Brand and Juicy Couture and Joe's Jeans Inc.'s acquisition of Hudson Jeans.

The frontrunners to acquire Lucky and Juicy have both dropped out, creating an awkward situation for Fifth & Pacific, which sources said was looking to sell the brands to pay down debt and fuel the growth of Kate Spade. The firm, which declined to comment Tuesday, is still working to sell the brands.

Meanwhile, the Hudson deal has been delayed by a month as Joe's worked to secure financing.

In the case of Lucky, the weakening outlook of the business appears to have been a key factor in the last-minute change in M&A dance partners. Fifth & Pacific had been in exclusive talks with private equity firm Advent International for Lucky, but the deal fell apart "on the one-yard line" late last month, according to one of several financial sources, who confirmed that the deal fell through.

The negotiations were said to have grown tense and the two sides had a falling out, but most of the blame was leveled on the brand's outlook. Advent was also said to have been spooked by Fifth & Pacific's \$22 million settlement over alleged breaches of contract following its sale of Mexx to Gores Malibu Holdings (Luxembourg) Sarl.

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