

2009-10 edition

Women's & Children's Wear Buyers

Includes:

- Fashion Accessories & Footwear Buyers
- Specialty Stores & Boutiques
- Mail Order & Online Retailers
- Family Clothing & Department Stores
- Over 8,000 Retail Companies



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Women's and Children's Wear BuyersTM

2009-2010 Edition

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International Standard Book Number (ISBN): 978-0-87228-535-4

International Standard Serial Number (ISSN): 1532-7175

Federal I.D. Number: 56-1492630

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Women's and Children's Wear Buyers™

2009-2010 Edition



The Salesman's Guide™
An Imprint of Douglas Publications, LLC
Richmond, Virginia

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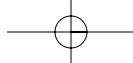
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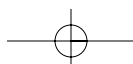
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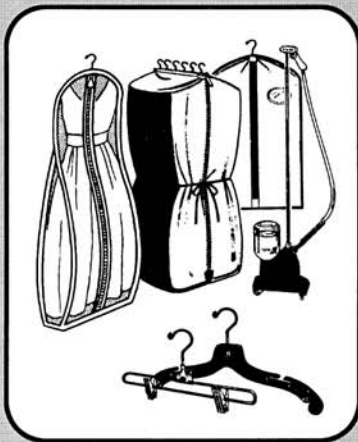
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Preface

The 2009-2010 edition of *Women's and Children's Wear Buyers*™ lists more than 13,800 buyers and executives for over 8,000 retail firms in the United States and Canada that sell women's & children's apparel, footwear, and accessory items.

Companies listed in the previous edition of the directory are sent fax questionnaires to update their listings. Those that do not respond are contacted by telephone for listing verification. Companies that could not be located were dropped from this edition. The editorial staff updated and obtained listings for this edition through publicly available sources.

ARRANGEMENT OF THE DIRECTORY

Company profiles are arranged geographically, beginning on page 3. In addition to the mailing address, telephone numbers, fax numbers and website addresses, company profiles include: the president or owner; merchandise managers(s) and buyer(s) of the items carried; the number of units; size and price ranges handled; approximate annual sales volume where known; the buying office(s) used by the firm; and parent corporations or divisions.

A sample entry describing the entry format and codes used in each listing can be found on pages xi and xii.

INDICES

Large & Plus Size Index: Beginning on page 523, this index lists retailers of Women's Large, Plus Size, and Half Size apparel. This includes firms that specialize in the market and firms who carry these sizes in addition to other merchandise.

Online Retailers Index: Beginning on page 513, this new index alphabetically lists women's and children's apparel retailers who sell their products directly to customers via the internet. This includes companies that have traditional retail stores as well as retailers who operate exclusively online.

Mail Order Index: Beginning on page 509, this index alphabetically lists companies that operate a mail order or catalog business in the women's & children's wear industry.

Buying Office Index: Beginning on page 517, this index alphabetically lists the buying offices for the store listings, including the city and state where the buying office is located.

Alphabetical Index to Companies: To assist the user in finding a company when its location is not known, an alphabetical index by company name is included in the back of the directory, starting on page 531. This index references the location of each company's full listing in the main section.

ADDITIONAL SERVICES

The Salesman's Guide™ publishes a wide range of directories serving a variety of markets. Other retail merchandising directories include the *Men's & Boys' Wear Buyers*; *Mass Merchandisers & Off-Price Apparel Buyers*; *Gift, Housewares & Home Textiles Buyers*. Hospitality titles include *Association Meeting & Event Planners*; *Premium, Incentive & Travel Buyers* and *Corporate Meeting & Event Planners*. Healthcare industry specific titles include the *Hospital Phone Book*. You may obtain information on purchasing any of these titles by calling (800) 223-1797 and asking for THE SALESMAN'S GUIDE SALES DEPARTMENT.

Our MAILING LIST DEPARTMENT will assist you in segmenting our directories toward specific buyers for any of your direct mail programs. If you prefer, you may purchase directories in either a label program or database format on diskette, CD-ROM. Information on purchasing these products may be obtained by calling 800-223-1797.

Go to our web site www.thesalesmansguide.com for additional tips on getting the most bang for your buck. If you have a tip, e-mail it to tips@douglaspublications.com.

Combo: If you have purchased the combo (print database plus CD-rom), please read the enclosed instructions. If your question is not covered go to our frequently asked questions on the Salesmansguide.com. Feel free to e-mail us questions at information@douglaspublications.com.

If you want to upgrade to the COMBO, you can apply the price of the print directory by calling 800-223-1797, extension 236.

Shipping exchange or return problems: Go to the Salesmansguide.com for information and forms. Click on the button marked customer service. Access the button for online returns. This takes you directly to our UPS online return center. If the database is not a good fit for your marketing needs take a look at the related databases listed on the back cover of the print edition or visit our web site. We will be happy to make an exchange.

Editorial Suggestions and corrections: send these to editorial@douglaspublications.com so we can improve each version to better serve you.

For billing questions please e-mail us at billingstatus@douglaspublications.com.

Our editorial research staff is available to answer any questions or to supply you with additional information about the content of our directories. Our research department may be reached at 800-223-1797, Monday through Friday, from 9:00 AM to 5:30 PM Eastern Standard Time. Ask for THE DIRECTORIES EDITORIAL DEPARTMENT.

We take pride in bringing you this latest edition of the *Women's and Children's Wear Buyers*™. We are grateful to everyone whose efforts made possible the publishing of this year's volume.

Comments and suggestions are encouraged and should be directed to the editors, *Women's and Children's Wear Buyers*™, *The Salesman's Guide*™, 2807 N. Parham Rd., Suite 200, Richmond, VA, 23294.

Arthur E. Pemberton, II
Sales Manager

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| Slacks | Footwear | Young men's wear |
| Jeans | Tailored jackets | Boys' wear |
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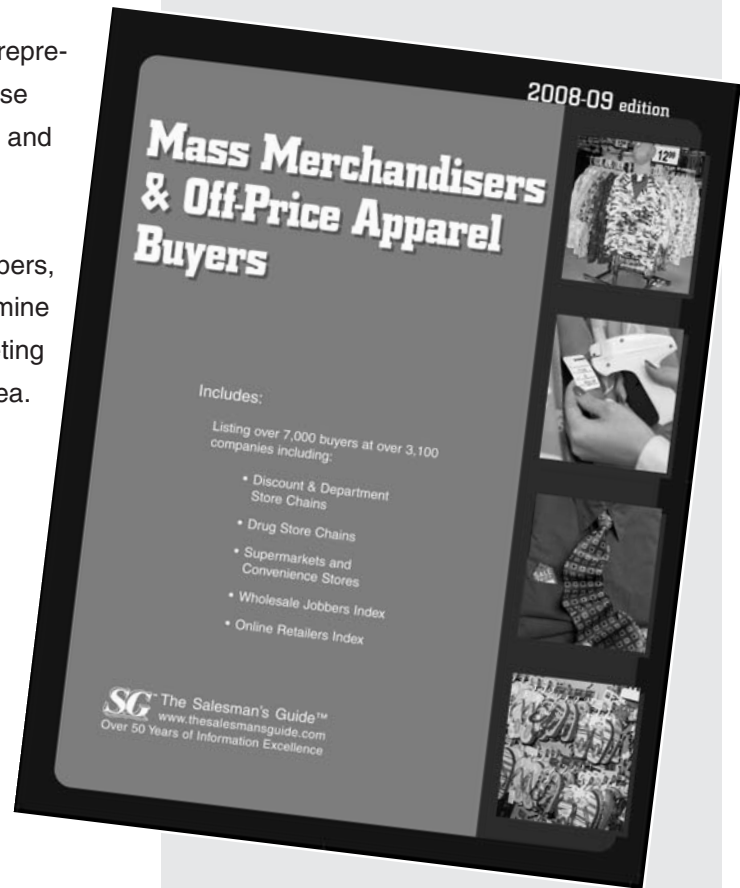
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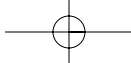
- Contact names and titles
- Merchandise bought – including store displays, fixtures & supplies
- Street & P.O. Box addresses
- Phone & fax numbers
- Website & E-mail addresses
- Approximate Annual Sales Volume
- Type of Store & number of stores
- Parent Company/D.B.A./buying offices



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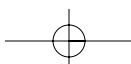
KEY TO CODES

TYPE OF BUSINESS CODES

AN.....	Army Navy Stores
BR.....	Bridal Boutiques
CBO.....	Corporate Buying Offices
CC.....	Catalog Coordinator
CLO.....	Family Clothing Stores
DEPT.....	Department Stores
DG.....	Dry Goods Stores
FW.....	Footwear Stores
GS.....	Gift Shops
JWLY.....	Jewelry Stores
KS.....	Children's Specialty Stores
MO.....	Mail Orders
MW.....	Men's Wear Stores
OL.....	Online Retailers
PX.....	Military Post Exchanges
RB.....	Resident Buying Offices
SP.....	Women's Specialty Stores
WW.....	Western Wear Stores

PRICE CODES OF THE MERCHANDISE CARRIED

des.....	Designer
b.....	Better
m.....	Moderate
p.....	Popular
bud.....	Budget



SAMPLE ENTRY

VIRGINIA - Richmond

¹ LEFT OF CENTER, INC. (6SP-74 & OL)

³ 123 Trax Ave. (m-b)⁹

Iona, IL, 98051

¹⁰ (Henry Doneger)

⁴ 804-555-9990/ ⁵ FAX: 804-555-9999

⁸ Sales: \$10 Million - \$50 Million

¹¹ Website: www.smiths-va.com

¹³ Retail Locations: NJ, NY, PA, VA

¹² PHILLIP DALE (President & C.E.O.)

BLAINE MCDONNAGH (G.M.M.)

JENA HOEMAN - Women's, Misses' & Petite Dresses, Coats, Suits, Sportswear, Handbags, Jewelry, Intimate Apparel, Footwear

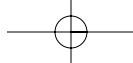
ANDIE WALSH - Junior Dresses, Sportswear, Denim, Jewelry, Accessories, 3 to 14 Children's Wear, Girls' Accessories, Infants' & Toddlers' Wear, Children's Footwear

BENNY DIETZ (Visual Display Mgr.) & Buys

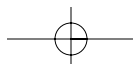
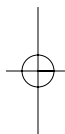
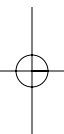
Store Displays, Fixtures, Supplies

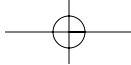
KEY TO ENTRIES

1. Company Name.
2. Divisions - May include alternate names under which the firm does business, or the firm's parent corporation.
3. Address - Where applicable, a mailing address will appear first, followed by a corresponding street address.
4. Telephone Number.
5. Fax Number.
6. Type(s) of Business.
7. Number(s) of Retail Units.
8. Sales Volume - Annual sales volume category reported by the firm listed.
9. Price Point(s) of the Merchandise Carried.
10. Buying Office Used.
11. Web site Address.
12. Executives and Buyers - Individuals at the firms who are responsible for the buying of women's and children's apparel, or who supervise buying and merchandising.
13. Geographic Retail Analysis — Indicates in which states the company has a retail operation.

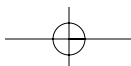
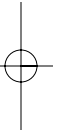
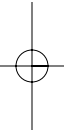


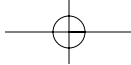
Women's & Children's Wear Buyers In the United States



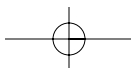
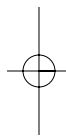
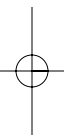


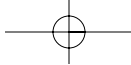
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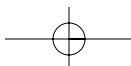
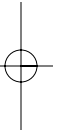
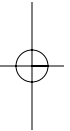


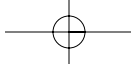
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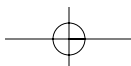
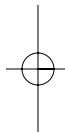
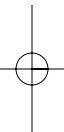


Online Retailer Index



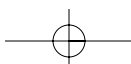
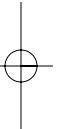
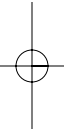


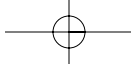
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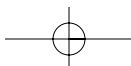
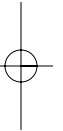
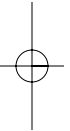


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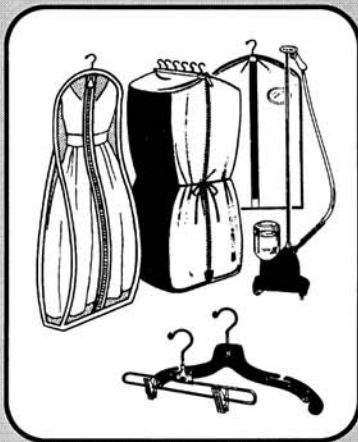


Alphabetical Company Index



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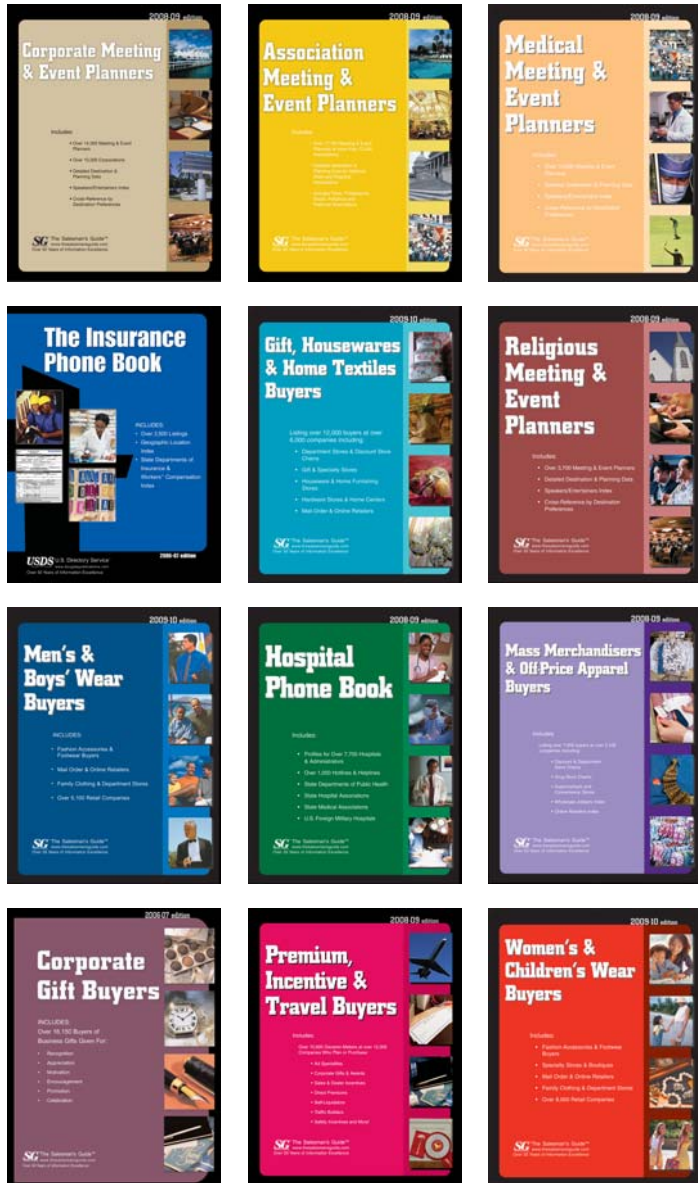
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