



NEWSLETTER OF THE UNDERFASHION CLUB, INC.
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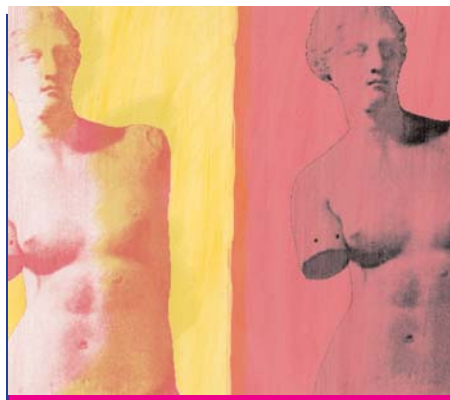


TABLE OF CONTENTS

CALENDAR	1
PROFILE	2
LYON REVIEW	3
INTERN INSIGHTS	4
MANAGING MILLENNIALS	5-6
MEMBERS ON THE MOVE	6
LIFESTYLE TRENDS	7
TIDBITS	8

COMING SOON TO THE UNDERFASHION CLUB WEBSITE

- Online membership directory for members only
- Acceptance of credit cards!
- Archival area for the Femmy Journal

www.underfashionclub.org

CALENDAR

Iris LeBron & Lance T. Whitaker, Newsletter Co-Chairs

Femmy Gala 2007 Honors

Carole Hochman Design Group

Neiman Marcus

Elastic Fabrics of America

Richard Murray of Wacoal

The 2007 Femmy Awards Gala is scheduled for
Tuesday, February 6, 2007

and will take place in the Pier Sixty Ballroom at Chelsea Piers, New York City. This prestigious event will honor: Carole Hochman Design Group accepted by Chairman & Director of Design, Carole Hochman, and CEO, Neal Hochman; Elastic Fabrics of America accepted by President and CEO, Jim Robbins; and Neiman Marcus accepted by Executive VP of Women's Apparel, Anne Stordahl. Richard Murray, President of Wacoal America, will be presented with the first Humanitarian Award. In addition, the Innovation Award recipient will be announced that evening.

The Femmy Awards honor those individuals and companies that have significantly contributed to the intimate apparel industry and its growth. The Gala is recognized as one of the premier events in the Intimate Apparel Industry, and is the fundraising vehicle which enables the Underfashion Club to support its extensive Scholarship, Awards, Internship and Grants (SAIG) programs. These efforts bring to life the Underfashion Club's credo of "Education today for a better industry tomorrow."

A highlight of the evening will be a Student Design Contest featuring the designs of Fashion Institute of Technology (FIT) students. The display of student designs is voted upon that evening by Femmy attendees and three winners are awarded scholarships. The design contest is an integral part of the The Underfashion Club's mission to help educate, influence and attract new talent for the industry.

PROFILE: JANET PETERS

BY BARRY ROSS



The intimate apparel industry has been blessed for six decades by the presence of Janet Peters. We would like to give you a "snapshot" of Janet that goes beyond her elegant, sophisticated exterior.

Photography by Andrei Jackamets
hardshadow.com

Did you know that McElfatrick is Janet's maiden name, and her ancestors left Ireland, due to famine, for Scotland and then to France where they became French Huguenots? In France, they suffered from religious persecution, and left for Germany before finally settling in Pennsylvania.

Janet's childhood was spent in Hamburg, Pennsylvania. As an only child, Janet was very close to both her mother and father. However, it won't surprise anyone to know that even as a child Janet was independent. She listened to her parents, and then she did just what she wanted to do! Not much has changed in the ensuing years!

As a young woman, Janet was quite athletic and played basketball and field hockey. She learned to ski and was an avid swimmer. At the age of 14, Janet met Henry Peters at a swimming pool. She told Henry, who was 21, that she was 18. When he asked her for a date, she said she was not allowed to date. He said "18 and can't date" (when you lie, you forget what you say!). Eventually, she told him the truth, and they've been happily married for 54 years! Their beautiful daughter, Lisa, has an internet business and lives in Costa Rica.

In 1951, a friend dared Janet to answer an ad for a fit model at Vanity Fair. 288 young women applied, but Janet got the job. Janet's curiosity and ambition drove her to assume various positions at VF. In 1995, she became Sr. VP. Janet says she hasn't had an unhappy day in our industry or in life, but quite a few where she has been "teed off".

Janet Peters is a Renaissance Woman! What other businesswoman has been a farmer for 50 years? Did you know that this most elegant of ladies spent many weekends selling the produce from her farm at a stand in the VF Corp. Mall in Reading, PA attired in her blue jeans? Wrangler jeans, of course. The "farmhouse" in which Janet and Henry live sits on 50 acres in Fleetwood, PA and is the loveliest one you can imagine.

In addition to farming, Janet is a tireless worker for her church. Several years ago, she and her church group drove to North Dakota where they renovated a church on the Fort Berthold Indian Reservation. Can't you imagine Janet fixing a roof?

Janet is never content to rest on her many accomplishments. Having retired from the VF Corp. after 47 years, Janet went to H. Warshow & Sons as a consultant for six months, became CEO, and stayed there for seven years!

Throughout her career, Janet has generously given her time, energy and expertise to the industry organizations, especially the Underfashion Club and the Intimate Apparel Square Club. As a Board Member of the Underfashion Club for many years and now a Director Emeritus, Janet consistently raises funds for the UFC by relentlessly pursuing prospective participants (who could possibly say "no" to Janet?!), and imbues the Board with her wisdom.

Janet approaches every minute of her life with boundless energy and spirit. To quote this lovely lady, *"May the happiest days of your past be the saddest days of your future."* Janet, we wish this for you, also.

PROGRAMS & EVENTS: LYON REVIEW

BY ROSLYN E. HARTE

If you weren't there, you missed an informative Underfashion Club fun event on Thursday, November 9th at the Park Avenue Country Club. Networking, meeting new people, 28 new members, conversations with old friends, an hour of knoshes and drinks, and then the program.

- First, Lindsay Pollack, a designer at Sara Max, who won the trip to Lyon courtesy of Eurovet. Her first time impressions and experiences were delightfully refreshing.
- Then, Anne Manuele Hebert, International Director at Eurovet who reported on Lyon, Paris and Shanghai with a new calendar of, and plans for, 2007 perfect for our travel planning.
- Last but not least, Silvia Harven, new Creative Director at Abercrombie & Fitch. Silvia covered the show with slides and trend reports, and her own innovative humor and panache.

It was a great evening. 125 attendance, only 35 RSVPed. Oh my!!



LOOKING BACK AT 2006

- January 17th. INNOVATION presented by Andrew Stefanovich, director of PLAY, at the CUNY Graduate Center. Provocative and stimulating. Got us all to think in a new direction.
- February 28th. Our wonderful Femmy at Pier 60 Ballroom (Chelsea Piers). A new place, a wonderful evening and truly deserving honorees. We honored RETAILER: Wal★Mart, MANUFACTURER: Maidenform, SUPPLIER: Fashion Ribbon Company, and FEMMY LIFETIME ACHIEVEMENT AWARD RECIPIENT: Gary Hughes. A new awards category was added this year, the "Innovation Award" for which the winner was selected from 3 finalists by the votes of the Underfashion Club members. The 1st annual Innovation Award recipient was INVISTA.
- June 7th. Fall lingerie trends from Carlin International at the CUNY Graduate Center.
- August 17th. "WHO'S YOUR BABY BOOMER?" Moderator Extraordinaire David Wolfe, Creative Director of Doneger Group. A WOW evening at CODA night club. David is not only informative, he's entertaining. Great event.

So now we're up to date. Our next event is social. We'll join with the Goodfellowship Corset Club to celebrate the Holidays on Thursday, December 14th at the National Arts Club. (If you haven't gotten your invitation, yell at 845-758-6405.) This is a totally social event in a beautiful Landmark club right in Gramercy Park. The refreshments and ambience are fabulous.

LOOKING AHEAD TO 2007

- Yes, more and better Trend reports.
- A look at marketing and merchandising.
- Department stores, specialty stores, mass market, catalog, online. Who are they?
- Marketing niche vs. brand. Do you know who you're selling?
- Exploring the challenges of startup companies. The minimums are off the wall.
- Private brand vs. manufacturing in your own factory.

We welcome anyone who has an idea for a program. If you have an idea of where we can have them, please call me (212-684-1748).

Hope to see you at the Holiday Party and please RSVP so we can have enough food.

Love and Hugs,
Roslyn Harte



INTERN INSIGHTS

The Scholarships, Awards, Internships and Grants committee recently concluded our 2006 scholarship and internship programs.

This year, SAIG awarded \$70,000 in scholarships for the 2006-2007 academic year to ten Fashion Institute of Technology students majoring in intimates as well as four students from the High School of Fashion Industries who will be continuing their education at FIT. Each student was evaluated on the basis of their GPA, a personal statement, a resume, presentation of a design project and interviews by the committee.

The committee would like to thank the companies who participated in this year's internship program: **AME, Ariela-Alpha International, Carole Hochman Design Group, Chantelle Lingerie, Character Foundations, Madison's Best, Polo Ralph Lauren, Richard Leeds, Charles Komar, Vanity Fair** and **Warnaco**. These companies were instrumental in enabling 19 students to gain first hand experience in the day-to-day business of our industry. The Underfashion Club contributed another \$20,000 towards this valuable program.

The following is a brief article by FIT student Layla L'obatti, about her recent experience as an intern:

The Scholarships, Awards, Internships and Grants (SAIG) committee co-chairs Walter Costello and Deborah Eaton are looking for new committee members. If interested, please get in touch with them directly at
wcostello@macralace.com
 and Deaton@chantelle.fr

I am a senior design student at FIT and will graduate in May 2007 with a Bachelor of Fine Arts degree. Before this summer I had many internships, but this was my first real taste of the intimate apparel industry. I worked with Bestform and Curvations at Vanity Fair Intimates, and found myself exposed to markets and customers that don't always get addressed in our curriculum.

I worked with people who knew bras! They knew how to pattern, how to mold and how to fit. It was an incredible opportunity and, for the first time, I realized just how unique and challenging this sector of the fashion market really is.

Working in intimate apparel is intense, where $\frac{1}{16}$ th of an inch can make a difference, and when it all comes together, you have an incredible product. It was worth every moment because I learned and grew as a creative and technical designer. I encountered so many committed professionals and wonderful personalities. Being an intern at an intimate apparel company like Vanity Fair was like test driving a Ferrari. The inevitable question ... "Is this what I want?" The inevitable answer ... "Absolutely."

Layla L'obatti

MANAGING MILLENNIALS

The following article is an excerpt from *Connecting Generations: The Sourcebook* by Claire Raines, which was posted to www.generationsatwork.com/articles/millennials.htm.

Who They Are

They're the hottest commodity on the job market since Rosie the Riveter.

They're the Millennial Generation: born between 1980 and 2000. They're sociable, optimistic, talented, well-educated, collaborative, open-minded, influential, and achievement-oriented. They've always felt sought after, needed, and indispensable. They are arriving in the workplace with higher expectations than any generation before them.

Millennial Characteristics

All of this translates into a generation of employees with a different work ethic than any other, certainly different from their Gen X colleagues. Here are the main components of their work ethic:

- **Confident.** Raised by parents believing in the importance of self-esteem, they characteristically consider themselves ready to overcome challenges and leap tall buildings. Managers who believe in "paying your dues" and coworkers who don't think opinions are worth listening to unless they come from someone with a prerequisite number of years on the resume find this can-do attitude unsettling.
- **Hopeful.** They're described as optimistic yet practical. They believe in the future and their role in it. They've read about businesses with basketball courts, stockrooms stocked with beer for employers, and companies that pay your way through school. They expect a workplace that is challenging, collaborative, creative, fun, and financially rewarding.
- **Goal and achievement-oriented.** Just a day after she won a totally unexpected Olympic gold medal, skater Sara Hughes was talking about her next goal—scoring a perfect 1600 on her SATs. Many

Millennials arrive at their first day of work with personal goals on paper:

- **Civic-minded.** They were taught to think in terms of the greater good. They have a high rate of volunteerism. They expect companies to contribute to their communities—and to operate in ways that create a sustainable environment.
- **Inclusive.** Millennials are used to being organized in teams—and to making certain no one is left behind. They expect to earn a living in a workplace that is fair to all, where diversity is the norm—and they'll use their collective power if they feel someone is treated unfairly.

6 Principles of Millennial Management

So how do you translate what you've read so far into your day-to-day life on the job? What do today's young employees want? If we're designing recruiting programs and management systems based on their values and needs, how do we proceed? What kinds of work environments attract, retain, and motivate Millennial coworkers? Here are their six most frequent requests:

1. **You be the leader.** This generation has grown up with structure and supervision, with parents who were role models. The "You be the parent" TV commercials are right on. Millennials are looking for leaders with honesty and integrity. It's not that they don't want to be leaders themselves; they'd just like some great role models first.
2. **Challenge me.** Millennials want learning opportunities. They want to be assigned to projects they can learn from. A recent Randstad employee survey

Continued on page 6

MANAGING MILLENNIALS (CONTINUED)

Continued from previous page

found that “trying new things” was the most popular item. They’re looking for growth, development, and a career path.

3. **Let me work with friends.** Millennials say they want to work with people they click with. They like being friends with coworkers. Employers who provide for the social aspects of work will find those efforts well rewarded by this newest cohort. Some companies are even interviewing and hiring groups of friends.
4. **Let’s have fun.** A little humor, a bit of silliness, even a little irreverence will make your work environment more attractive.
5. **Respect me.** “Treat our ideas respectfully,” they ask, “even though we haven’t been around a long time.”
6. **Be flexible.** The busiest generation ever isn’t going to give up its activities just because of jobs. A rigid schedule is a sure-fire way to lose your Millennial employees.

Millennials: What They Want From a Job

- To work with positive people
- To be challenged
- To be treated respectfully
- To learn new knowledge and skills
- To work in friendly environments
- To have flexible schedules
- To be paid well

Where Employers Go Wrong with Millennials:

- Not meeting their high expectations
- Discounting their ideas for lack of experience
- Allowing negativity
- Feeling threatened by their technical know-how



MEMBERS ON THE MOVE

If you are changing jobs or know someone who is, and would like to have it published in the newsletter, please contact us.

Contact Info:

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Lance: lwhitaker@starnj.com

Karen: underfashionclub@aol.com or call 845-758-6405

LIFESTYLE TRENDS

BY CAROL COOPER

EMBRACING THE COACHING EXPERIENCE

Do you want a career or life that fits who you really are? Would you like to bring more of yourself to the work you do? Are you looking for more life balance, a different job, a new relationship or changes in an old one? Do you want to re-gain confidence and optimism after a setback? Or plan a new chapter for your career?

During important transitions and changes in your career, you may experience significant challenges, a sense of disorientation, you may want to accelerate your progress or feel the need to re-examine your choices or goals for the future. You may feel that your focus could be or should be different and that you want to begin a process of change that charts a different course for the future—at work, at home, or both.

The purpose of a coach is to enable you to achieve a fresh perspective on what is going on in your life, help you prepare for or recover from

changes and transitions, and equip you with the skills to re-invent your future. Unlike mentors, friends or family, coaches bring an independent, unbiased focus on your needs.

Working with a coach means you are committed to exploring your inner self and to making changes; that you are ready to create a life that is more satisfying and successful.

Professional coaches and clients have a peer relationship. An expert coach is trained to connect with you, to listen, observe, assess, support and guide, working to identify what matters most to you, and mapping the path to your goals.

The coaching experience can also help you develop the skills and awareness that enable you to face future changes with greater resilience and self-reliance. Coaching is a powerful partnership that facilitates positive and lasting change.

The first step is determining the right coach for you. Depending on your needs, a short-term contract with a coach who has expertise in

a specific area - sales, strategic planning, relationship management, or communication skills, for example - could be just the ticket. A business, life or personal coach may be a better choice if you want a traveling companion for the longer haul.

Arrange to talk initially on the phone to determine your comfort level with a particular coach. Initial no-cost exploratory interviews are common because that “fit” is important. You can identify coaches and their specialties through a professional organization such as the International Coaches Federation at <http://www.coachfederation.org/ICF> or through programs that train and certify coaches, such as The Hudson Institute: www.hudsoninstitute.com.

Carol Cooper is a certified professional coach who specializes in coaching women in transition, effective leadership styles and communication. She can be reached at: cdcooper2@verizon.net.



Illustration by Jessica Bartels

We're always digging ...

Send us something!

News, tidbits, articles, or even your dirty laundry!

We invite you to contribute to future issues by submitting “op-ed” pieces, feature articles, comments and suggestions or by asking questions.

Networking Fun Information

Visit our website: www.underfashionclub.org

The Underfashion Club, Inc. supports education today for a better industry tomorrow.