Leaders of Luxury

CONTENTS

Making the Customer an Ambassador

Daniel Lalonde, President and Chief Executive Officer, LVMH Watch & Jewelry North America, Springfield, New Jersey 170

170

Solutions to Customer Service

Farooq Kathwari, Chairman, President, and Chief Executive Officer, Ethan Allen Interiors Inc., Danbury, Connecticut 172 —

Making Brands Even More "Giftable"

Christopher J. McGillivary, President and Chief Executive Officer, Waterford Wedgwood USA, Wall, New Jersey 175

Old Styles into

New Styles Stanislas de Quercize, President and Chief Executive Officer, Cartier Joailliers, New York 176

A One-Stop Shop

for High Rollers Robert L. Boughner, Chief Executive Officer, Borgata Hotel Casino & Spa, Atlantic City, New Jersey 178

Luxury at a Better Price

Robert N. Wildrick, President and Chief Executive Officer, Jos. A. Bank Clothiers, Inc., Hampstead, Maryland 181

The Asprey World Philip Davis, Marketing Director, Asprey, London 182

If You're Going to Smoke, Smoke Better Joel J. Sherman, President and

Chief Executive Officer, Nat Sherman, Inc., Fort Lee, New Jersey 184 Portable Assets Fred Leighton, President and Owner, Fred Leighton Ltd., Rare Collectible Jewels, New York 186

DOES THIS GRAPPA YOU? 190

Leiber's New Lines Margaret M. Siegel, President and Chief Executive Officer, Judith Leiber LLC, New York 189

How Does This Grappa You?

Sergio De Bon, President and Chief Executive Officer, Montegrappa S.r.I., Bassano del Grappa, Italy 190

Making Status

Accessible Victor Luis, President and Chief Executive Officer, North America, Baccarat, Inc., New York 192

Building a

Lifestyle Brand Robert J. Wichser, President and Chief Operating Officer, JA Apparel Corporation, New York 194 More Important to Fewer People Edward Wright, President, Baume & Mercier North America, New York 197

Glass and Glamour

Marie McKee, President and Chief Executive Officer, Steuben Glass, Corning, New York 198

You Beretta Believe This

Dr. Franco Gussalli Beretta, Executive Vice President, Beretta USA Corp., Accokeek, Maryland, and Managing Director, Fabbrica d'Armi Pietro Beretta S.P.A., Gardone Val Trompia, Italy 200

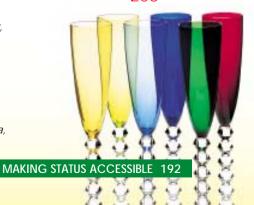
> Romancing the Stones David Yurman, Cofounder and Chief Executive Officer,

David Yurman, New York

The Unique Lalique

Daniel Barth, President and Chief Executive Officer, Lalique North America, Inc., Carlstadt, New Jersey 205

Luxury for Lovebirds Jeffrey R. Fina, Vice President, Michael C. Fina, New York 206



Now It's More than Pens Karsten Martens, President and Chief Executive Officer, Montblanc North America, Murray Hill, New Jersey 208

Art on the Floor! David Samad, President, and Malcolm Samad, Chief Operating Officer, Samad, East Rutherford, New Jersey 210

An Investment in Pleasure Elizabeth Gage, Designer and Owner, Elizabeth Gage Ltd, London 213

ROMANCING THE STONES 202



From Bags to Riches Abe Chehebar, Chief Executive Officer, Ghurka, Norwalk, Connecticut, and Founder and Chief Executive Officer, Vergier Holdings, New York

214

The Sweet Smell of Success Tova Borgnine, Creator, Beauty by TOVA, Beverly Hills, California 216

210

A Rich Legacy

Cinette Robert, Owner and President, Dubey & Schaldenbrand, Les Ponts-de-Martel, Switzerland 218

The Map of Luxury

W. Douglas McKenzie, Vice President, Sales, The Luxury Collection, Starwood Hotels & Resorts Worldwide, Inc., White Plains, New York 221

More Than Just Dinnerware

Stan Krangel, President, Lenox, Inc., Lawrenceville, New Jersey 222

A Candy Store for Golfers

James D. Thompson, President and Chief Executive Officer, Golfsmith International, Inc., Austin, Texas 224 A Life in Still Lifes Ken Davies, Painter, Madison, Connecticut 226

Bitten By the Bug Yankel Ginzburg, Artist, Chevy Chase, Maryland 229

Crystal Pens David Oscarson, President, David Oscarson, Wildwood, Missouri 230

> Love in All the Details Samuel Friedmann, Owner and President, Gevril, Monsey, New York 234

> > Automatically Mink

Mitchell Caplan, President, Daniel Mink Switzerland, Allenhurst, New Jersey 237

High-End Modern

Richard Garofalo, President, Repertoire, Boston and New York, and President, Flou S.A., New York 238

The Rhythm of the Earth Ali Soltani, Founder and President, Ritmo Mvndo, Beverly Hills, California, and Milan 241

> Atmospheric Optimism John Daniel Neubauer, Painter, Hopewell Junction, New York 244

> > New Name, New Prospects Laurence K. Denihan, Managing Director, Affinia Hospitality, New York 246

A Passion for Panoramas

Marla Korr, Painter, Forest Hills, New York 249

Shoe Me! Andrea Artioli, Chief Executive Officer, Artioli Calzaturificio Star S.p.A., Tradate, Italy 250

A Collector's Treasure Trove James R. Borynack, Chairman and Chief Executive Officer, Wally Findlay Galleries International Inc., Palm Beach, Florida 252 Writers' Stock David G. Whalen, President, Chief Executive Officer, and Director, A. T. Cross Company, Lincoln, Rhode Island 254

Diamonds Are a Shoe's Best Friend Aaron Basha, Chairman, Aaron Basha, New York 257

Painting a Dream

Deborah Cotrone, Artist, North Haven, Connecticut 258

Crystallizing Corporate Cultures Peter Wayne Yenawine, Founder, President, and Chief Designer, Crystal Signatures, Bethlehem, Pennsylvania 260

Photo Narration

Debranne Cingari, Artist, Westport, Connecticut, and President and Owner, Debranne & Company, Southport, Connecticut 262

No More Winding Charles Agnoff, Founder and President, Orbita Corporation, Wilmington, North Carolina 265

> This Art Is a Real Relief Bill Mack, Artist, Minneapolis 266

What's Behind the Name?

John R. Ranelli, Chairman, President, and Chief Executive Officer, AAi.FosterGrant, Inc., Smithfield, Rhode Island 268

> A Not-So-Little Something for Your Second Home Kevin Robb, Sculptor, Kevin Robb Studios, LLC, Wheat Ridge, Colorado 270

AUTOMATICALLY MINK 237