



STAY CONNECTED

# A ROLL IN THE SPRAY

This fall's fragrances tease out the relationship between sex and scent in intriguing new ways

BY DEBORAH FULSANG

Black lingerie, walls of glass and a whiff of voyeurism. The commercial for Calvin Klein's latest scent, Reveal, features 30 seconds of two lustfully entwined stars: 29-year old model Doutzen Kroes and 34-year-old actor Charlie Hunnam.

"This should have been the Fifty Shades ad," quipped one YouTube commenter in appreciation of the leading man, who reportedly declined a role in the saucy flick.

With Reveal, a spicy "solar oriental" scent, Calvin Klein returns to its sex-centric roots after the underwhelming floral that was Downtown, its last fragrance launch. It's a good call. After all, sex has always come naturally to Calvin Klein, one of the 20th century's greatest provocateurs. But what exactly is an irresistibly sexy smell?

### Sex sells. Always has. Always will

From the Max Factor's 1950s Primitif ad that asked "Why not let your perfume say the things you would not dare to?" to the banned Continued on page 5

Tom Ford for Men campaign of 2007 that saw a fragrance bottle wedged phallus-like between two well-oiled women's thighs, sex has long been harnessed to sell scent.

In more recent campaigns, that in-yourface sexuality has evolved into more subtle innuendo. "Look at Viktor&Rolf BonBon: The model is wrapped in ribbons. It's not overly sexual, but she's still completely nude," says Heather Josey, veteran fragrance buyer at Hudson's Bay. She also points to the Marc Jacobs Bang ad, in which the naked designer lies before us, fragrance bottle strategically positioned to prevent the need for censorship.













# Première THE NEW EAU DE TOILETTE FOR WOMEN



### A LINE WE LOVE

# R&C

Star hairstylist Garren both gave Farrah her wings and took them away again. He's worked on more than 1,000 magazine covers. Now, his expertise is coming to a bathroom near you

Besides being household names and icons of their B: Dallas Thickening Conditioner and Tinsel oeuvres, Farrah Fawcett, Madonna, Linda Evangelista and Victoria Beckham have one thing in common: Garren. He cut Posh's pixie, transformed Madge into a platinum-waved Marilyn and used Linda's hair as his canvas throughout her storied modelling career. "I'm a big believer in giving a signature haircut to someone and making them own it," he says.

For his hair-care line, R+Co., short for "Rogue and Company," he teamed up with a think tank of fellow stylists—Thom Priano (his long-time partner and groomer of Brad Pitt) and Howard McLaren (former Bumble and Bumble creative director). It was an unusual approach, as top stylists usually work alone or with unnamed assistants. "You never get hairdressers working together as a team to create a product line," says Garren. Clearly, the three had fun with it. The 20 products stand out with their creative photo-print packaging and wacky names (exhibits A and Smoothing Oil).

Garren, a "fanatic about shiny, healthylooking hair," is most partial to the moringaseed-and-damson-plum-infused Moon shampoo and conditioner for their galactic shine, and the Death Valley Dry Shampoo for a third- or even fourth-day refresh of volume and control.

He pulled out his own archives of styles while brainstorming ideas for the new products, but these modern mousses and hairsprays are far more luxurious—and less crispy—than their 1980s counterparts, and ideal for the lobs, bobs and Evangelista crops we're once again embracing. "Haircutting now, again, has taken momentum, and it hadn't for such a long time," Garren says. "I think using a lot of different products—not a lot at one time, but a specific product to get a specific look—really will help a story.'

-Rani Sheen





R+CO. PRODUCTS, FROM \$23, AT THUMPER SALON IN HALIFAX, FISH HAIR SALON IN VICTORIA, COBIGELOW.COM AND RANDCO.COM

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@manrepeller

### **BEAUTY MATH**

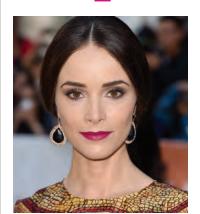
A neutral smoked-out eye plus a bold berry lip adds up to an elegant fall look we love



A RICH NUDE EYESHADOW PALETTE LIKE **MARCELLE** EYE SHADOW TRIO+ IN CHOCOLAT VANILLE, \$16, AT PHARMACIES, MASS RETAILERS AND MARCELLE.COM



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Stealing the limelight at the premiere of This Is Where I Leave You at the 2014 Toronto International Film Festival, actor Abigail Spencer captured sophisticated glamour with a classic smoky eye and sultry lip. Begin by rimming the top and lower lashlines with a charcoal shadow, followed by brushing chocolate brown onto the outer crease and lid in an upward motion Finish off the eye by highlighting the browbone with ivory and the inner corner with white. Complete the look with a swipe of magenta on the lips

### **TALKING POINT**



### TRANSGENDER **ENDEAVOURS**

Headline skimmers might be forgiven for thinking that trans folks leapt directly from hostility to equality in the last month, or at least from the margins to fortune and fame. First, Laverne Cox snagged an Emmy nomination for her emotional turn in the Netflix series Orange Is the New Black; then former male model Andrej Pejic scored the front of the New York Times Style section after she evolved into Andreja. Up next was post-op pharmaceutical exec Martine Rothblatt, whose status as the highest-paid female CEO in America earned her the label "power trans" from New York magazine. But, of course, it's not that simple: Cox failed to take home the statue, and at press time no designers had chosen Pejic to walk a runway during New York fashion week. Hopefully some of the \$38 million Rothblatt earned last year will go toward turning these small steps into giant leaps for humankind. —Denise Balkissoon







-Natasha Bruno

### ONE TREND, TWO WAYS

### APRÈS-SKI CHEEKS

Give your blush a runway-approved upgrade with a windbitten wash of colour. This season, designers played outside the lines, applying blusher not only to the standard apples of the cheeks, but down through the hollows and up to the highest point of the cheekbones. The result: A youthful and vibrant flush reminiscent of a day spent out in the cold.

Multi-tasking at Vivienne Westwood Red Label, lead makeup artist Val Garland brushed an opaque scarlet lip-and-cheek cream, concentrating the colour outside the apples and down through the hollows of the cheeks. She then applied the same pigment to models' lips and smudged it out for a worn-in look. Tickled pink

For an exaggerated day-on-the-slopes flush, the makeup team at A Détacher swept a pink blush stick upwards across the cheekbones, starting from the apples of the cheeks and finishing all the way up near the temples.

—Natasha Bruno





### Toronto

Its residents now have something to brag about after Vogue named Queen St. W. the second-coolest neighbourhood in the world.

### Ralph Lauren

The designer's holographic 4D runway show for his Polo for Women collection sure got the fashion world talking.

### **STYLE THERMOSTAT**

**Cameron Diaz** She unveiled her first collection of chic footwear and accessories under the label Pour la Victoire, for which she is artistic director.

### Rita Ora

The singer flashed her booty on stage while performing David Bowie's "Fashion" at Fashion Rocks in a very short dress.

### Guccio Gucci

The entrepreneur, who used to work for the Gucci label, is charged with fraudulent bankruptcy and fraudulent tax evasion. HUDSON'S BAY



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### **FRAGRANCE**

# A roll in the spray

The pairing is natural, says Dr. Stephen Snyder, a New York-based psychotherapist and sexuality expert who consulted on last year's launch of Dolce & Gabbana Desire. He observes that people interact with sex and smell on a similar, basic level. "When I talked with the fragrance developers of this scent, they told me that there are no words that exactly describe scents; that all we have is approximations. The same is true of desire," says Snyder. Like a crush-worthy charismatic stranger, the right scent can stop you in your tracks.

### Sexy from the start

Calvin Klein's Obsession, an oriental launched in 1985, suggested unharnessed lust via musk and spice, amber and incense, and later a naked, sullen Kate Moss. Thirty years later, it continues to rank in the top 20 best-selling scents in Canada (of men's and women's markets combined).

Then, CK One's rave crowd of barely dressed grunge kids came to symbolize the 1990s zeitgeist of defiant sexuality in the era of AIDS; a standout from that crew was mechanicturned-model Jenny Shimizu, who was as famous for her tattoos as for her dalliances with Madonna and Angelina Jolie. It was all very deliberate. "Calvin Klein is a visionary brand that has erotic possibilities at its essence," says Steve Mormoris, chief marketing officer for fragrances at parent company Coty.

Perfumer Ann Gottlieb, who created CK One and Calvin Klein Euphoria as well as Dior's blockbuster J'Adore, believes you can't underestimate the attraction of a great name, however sultry the juice is. It's especially important for a brand like this to cement its "sexy, almost out-of-control kind of image."

### Nice doesn't sell

A long way from Obsession and Euphoria, more recently Calvin Klein toned things down with the pretty and polite florals Beauty and Downtown. The latter was launched with edgy starlet-of-the-moment Rooney Mara smiling awkwardly at the rain and gushing at the sight of a puppy. Not sexy.

In July, Hudson's Bay fragrance buyer Heather Josey said Downtown bottles were being packed up, return-tosender style. "It's discontinued," she said. "It was probably one of their biggest flops. Beauty is pretty much on the

"Downtown was going away a little bit from the DNA of Calvin Klein, which is basically sex in a minimalistic and slick way," says perfumer Bruno Jovanovic, who designed Reveal along with Jean-Marc Chaillan. "Sex is very important for the brand."

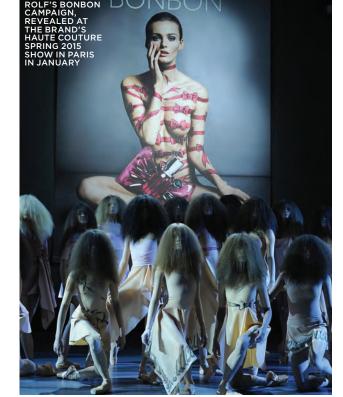
On a mission to find their mojo, the perfumers returned to the Calvin Klein archives. "When we were briefed on the new fragrance, all we could see was people in Calvin Klein underwear," says Jovanovic. "They were like, 'That's us! We want to go back to this."

### Bringing sexy back

So sex in a bottle it was. For Jovanovic and Chaillan, that is the smell of sun, skin and beach—officially, Reveal is a "solar oriental" that is softer and rounder than its 1980s oriental predecessors. There's a salt-and-peppery greeting, and a sultry wood, musk and vetiver-laced trail. In the middle is a salt accord that's mineral, lickable, addictive; the opposite of sweet. You want to spritz it across a neckline, a waist, on the back of the knees. "You have all the ingredients to make something sexy," says Chaillan.

Although Reveal is an elegant composition, it's meant to appeal to our primal instincts. How else to interpret the steamy exchanges of Kroes and Hunnam? After all, says Josey, "Everyone wants their fragrance to be sexy, because going back to the beginning of time, everyone wanted to attract someone by smelling great."





### **FRISKY** BUSINESS

Sex is being harnessed in all sorts of scents this fall

### SUBVERSIVE SPRITZ

An entirely nude Lea Seydoux gives off Lolita vibes in the campaign for this lush

**PRADA** CANDY FLORALE, \$65, AT SHOPPERS DRUG MART

### **BOMBSHELL BLEND**

It's right there in the name, and in the steamy vision of Brazilian nights this warm fruity floral evokes.

MICHAEL KORS SEXY RIO DE JANEIRO, \$58, MICHAELKORS.COM

### MUSKY MUST-HAVE

By borrowing woody vetiver from its usual place in men's scents, this perfume aims to disarm, intrigue and above all seduce.

NARCISO EAU DE PARFUM, \$106, AT HUDSON'S BAY

PROMOTION









### **E-COMMERCE**

### STYLE THAT CLICKS

Style guru Joe Zee, the editor-in-chief of the flashy new Yahoo Style website, shares his secrets for getting the most out of an online shopping spree

BY RYAN PORTER

It was the fashion media power poach of the year: Yahoo announced in April that it had lured Joe Zee from his seven-year term styling super-celebs as fashion director at Elle U.S. to helm the portal's fashion vertical, yahoo.com/style.

Growing up in Toronto, Zee spent his teen years poring over fashion magazines before decamping to New York at 22. Now, 24 years later, he's bringing his eye for glossy glam to his own digital revolution.

Zee's vision for the Tumblresque site includes original cover stories featuring fashion photography, video, text and even GIFs. Plus, Zee's gift for gab, which was put to excellent use on MTV's The City and Sundance's fashion doc series Revealed, will be on display in a series of style vids, including a six-hour New York Fashion Week live stream recording. He shares his top three top tips for happy online shopping.

### Size yourself up

Sure, that top looks cute lying flat, but pay attention to how it falls on a model. "Most of us don't have model-size bodies, I get it," Zee says. "But know that the model who is wearing it is probably five foot 10 or so. Keeping her height in mind, how is it going to fit relative to your own height? Proportionately, is that going to work for you? When an

item's actually being worn, it takes on a different tone.'

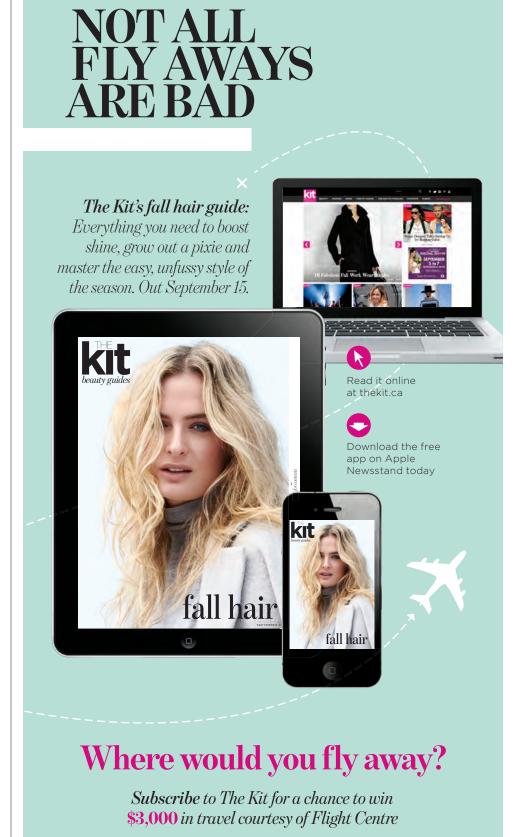
### Be label-savvy

Remember when an eight was an eight? Vanity sizing has skewed how labels fit, a major pitfall for prospective online shoppers. Zee thinks his partner, Parsons prof Rob Younkers, has the right idea. "My boyfriend has no problem purchasing things in multiple sizes and just returning them," he says. Warning: This tip is for the very disciplined only. "I would end up keeping everything," Zee admits.

### Go bright (but not too bright)

Colours and prints leap off the screen more than neutrals, but never forget your own personal taste. "I am by nature a black, white, navy blue, khaki, grey kind of guy, but online or on television, colour sure looks damn good," says Zee, whose personal bookmarks include Mr. Porter, Barneys and J. Crew. Of course, now that he's at Yahoo, one colour is growing on him. "I'm trying to incorporate purple into





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Take your everyday ponytail, braid and topknot to the next level with a little creative inspiration from the Fall 2014 runways

BY RANI SHEEN PHOTOGRAPHY BY ANDREW SOULE

> Embracing the hair's natural texture looks new and fresh—the trick is amping up your own locks without altering them. Manicure the ends and keep the roots untouched for the most natural effect.

> **Inspiration:** The effortless yet polished waves that hairstylist Sam McKnight did at Isabel Marant.

> ■ Spray air-dried hair with a fine beach spray like Kevin Murphy Hair.Resort.Spray (\$25, at salons) to bring out natural wave.

> 2 Dry the product using a hair dryer with a diffuser, like the Conair infinitiPro 3Q (\$130, conaircanada.ca), to bring out natural texture.

> 3 Assess your hair, and curl or straighten only the pieces that stick out or fall flat, using a large-barrelled curling iron or a flat-iron, as needed.

> 4 Add another spritz of beach spray, flip head forward and blast with the dryer again, to add volume.

> Pro tip: To give the illusion of more fullness, part hair down the centre at the back and bring it all forward over your shoulders.





Model trick: The day before our shoot, model Leigh Hoby slathered her hair with a homemade oil mask and left it on for 10 hours. She used castor oil at her roots and mid-lengths and mixed in some jojoba oil at the ends. Follow her lead or try Wella Professionals LuxeOil Keratin Restore Mask (\$22, at salons).







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### Teardrop pony

The low pony takes on new life when it's big and airy, providing beautiful contrast to the sleek, slicked-back roots. (Hairdressers call this look a "small head.")

**Inspiration:** The voluptuous teardrop-shaped ponytail created by Orlando Pita at Derek Lam.



1 Work a plumping product, such as Bumble and Bumble Thickening Full-Form Mousse (\$37, sephora.ca), into the lengths of damp hair and blow it dry. 2 Brush hair into a low, tight

ponytail and secure with an elastic. Take a piece of hair from the bottom and wind it around the elastic, securing it underneath with a bobby pin and spraying it with hairspray.

3 To create a teardrop shape, gather the end of the ponytail and squeeze with your fingers while misting with hairspray, like Kerastase Laque Couture (\$36, at salons and kerastase.ca).

MICHAEL MICHAEL KORS WRAP, \$295, MICHAEL KORS STORES. ALEXIS BITTAR NECKLACE, \$470, AT HOLT RENFREW





### Wrapped topknot

A quick topknot is fine for brunch, but this polished bun is a wedding-worthy updo. Inspiration: The tall, sculptural buns Orlando Pita constructed at Carolina Herrera, which mimicked

1 Work a plumping mousse such as Herbal Essences Naked Volumizing Soufflé (\$5, at drugstores) through dry hair to add body, which makes

2 Brush hair into a tight, high ponytail and secure it with a strong elastic.

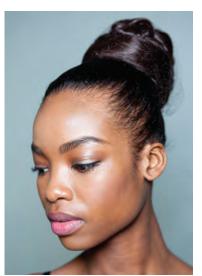
the shape of a fez.

3 Separate the ponytail into three sections and backcomb each one with a fine-toothed comb. Gently comb the surface smooth.

4 Wrap one section around the base of the pony, holding the rest of the tail vertically, and pin in place. Repeat with the remaining two pieces, wrapping in alternate directions. Finish with a strong-hold hair spray like Moroccanoil Luminous Hairspray Strong (\$24, moroccanoil.com).

MICHAEL MICHAEL KORS TURTLENECK, \$145, AT









There's a time and place for a simple braid, but this updo puts a cool twist on the schoolgirl staple, with multiple, mussed-up braids meeting in an artfully dishevelled tangle. The inspiration: The roughed-up, tomboyish cornrows updo by

James Pecis at Simone Rocha.

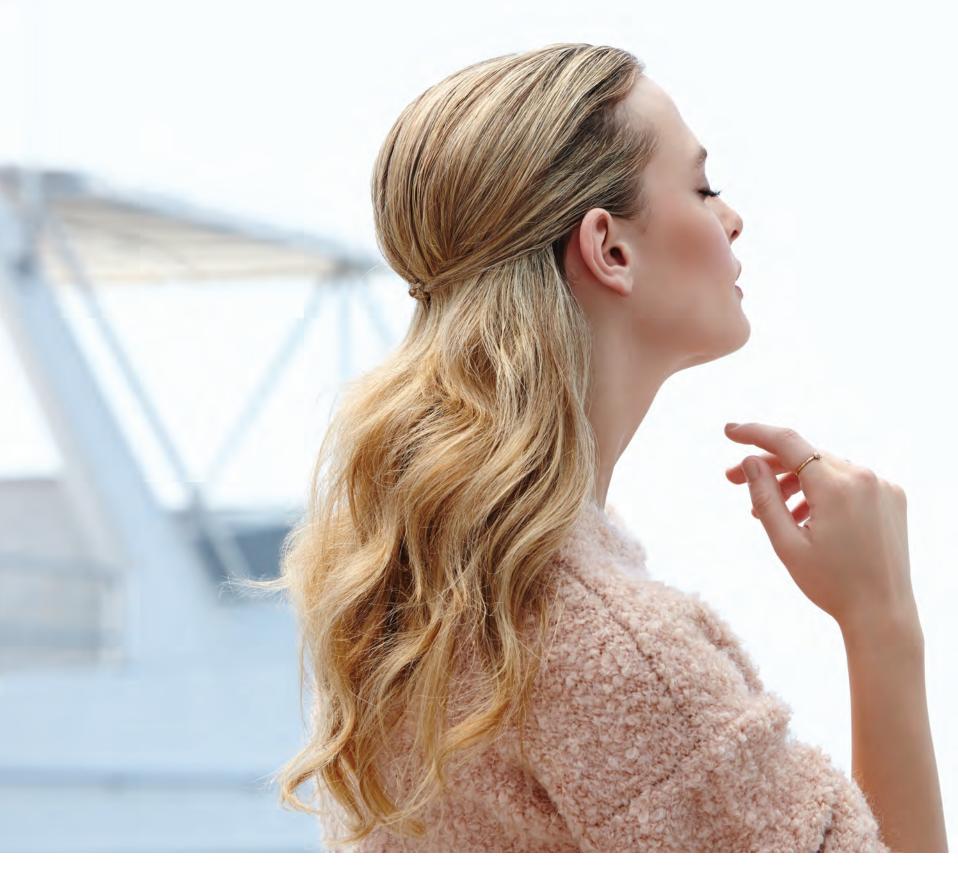
This look works best on day the washed, add grip with dry sham Garnier Fructis Style Texture? This look works best on day three or day four hair. If it's freshly washed, add grip with dry shampoo or texturizing spray, such as Garnier Fructis Style Texture Tease (\$6, at drugstores).

2 Separate the hair at the front and back into big sections and French braid each one back toward the crown, securing the ends with clear elastics. Don't worry about making them uniform. 3 Rough each braid up with your fingers, pulling them out to make them wide and messy.

4 Repeat until all hair is braided into the middle of the crown, and gather all of the ends into a haphazard bun. Secure with a clear elastic and pins.

MICHAEL MICHAEL KORS PULLOVER, \$295, AT MICHAEL KORS STORES





### Half up, half down

The half-up hairdo isn't just for highschoolers anymore. Contrasting textures and skinny strands make this a sophisti-

cated, on-trend look. **Inspiration:** The Gustav-Klimt-inspired style created by hairstylist Peter Gray at Badgley Mischka's Fall 2014 show.

 Brush hair back from the crown with a boar-bristle brush, so it's smooth and lies flat against the head. (Masciangelo used a Mason Pearson Handy Bristle brush, \$237, delineation.ca.) Pull out a skinny piece of hair from above each ear and use bobby pins to mark the line where the pieces will sit and hold the smoothed part flat. Slick this section down with a little pomade. Try Göt2b Rise 'n Shine Gleaming Height Pomade (\$10, at mass retailers).

2 Take large sections of hair from below the bobby pins and curl using a large-barrelled curling iron. Curl them in different directions, without clamping, so the waves remain loose. 3 Take two skinny pieces above the

ears, pull them back along the line of the bobby pins and tie in a knot. Place a finger in the centre of the knot, tie again and repeat a third time. Insert a bobby pin through the centre of the knot and spray with a strong-hold hairspray. (You could use a tiny clear elastic instead.) 4 Remove the bobby pins marking the line and mist hair with a shine spray, such as Aveda Brilliant Spray-On Shine (\$34, aveda.ca).

MSGM SWEATER, \$295, AT HOLT RENFREW. STELLA & DOT RING, \$54 FOR 5,



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# **Grow ops**

Three expert strategies for surviving a haircut's in-between stage

BY EMILY MACCULLOCH

Celebs and tastemakers—Jennifer Lawrence, Coco Rocha, Léa Seydoux and every model on the Chanel Spring 2014 runway—began showing a lot more neck, with chic bobs and stylish pixies, last fall. But if you hopped on the crop train, you've inevitably reached an agonizing stage: the grow-out. We've gathered expert tips for growing out three of the most sought-after cuts—no shaggy mullets in sight.

### Growing out the pixie

The cut: It was the scissor snip heard across the globe. There was a collective gasp (then cheer) when Jennifer Lawrence debuted a pixie cut before the premiere of *The Hunger Games: Catching Fire* in November. The reason: Her long bob had hit that awkward growing-out stage. "My hair couldn't get any uglier," she told Marissa Mayer, chief executive of Yahoo, in an interview. "[It was] fried from being dyed too much."

The grow-out: "While growing out this cut, you may end up with Carol Brady hair," warns Dan Nguyen, co-owner of Lure Salon in Vancouver. To avoid this fate, visit your stylist every four to six weeks, and create a long-term action plan together. "Work on tightening or graduating the back of the hair just below the occipital bone [at the base of the skull]," says Greg May, owner of Greg May Hair Architects in Toronto. "Let the rest of the hair catch up, and when the sides are ready, balance them out with the top and back."

The products: Your growing layers need definition and separation to avoid becoming helmet-like. Texturizers are key, or try New York stylist Frederic Fekkai's trick of mixing glossing cream with a squirt of hairspray in his hand to achieve I-woke-up-like-this bed-head. "It gives shine but with great hold," he says. "Then I go through the hair with my hand to shape it."



FREDERIC FEKKAI BLOWOUT TEXTURIZER, \$28, AT SHOPPERS DRUG MART. L'OREAL PROFES-SIONNEL WILD STYLERS SCRUFF ME GELEE, \$24, AT SALONS





### Growing out the bob







SALLY HERSHBERGER MAJOR BODY 3-IN-1 VOLUMIZING SPRAY, \$13, AT SHOPPERS DRUG MART. OSIS+ EUFORA SMOOTH'N STRAIGHTENING

**The cut:** When supermodel Karlie Kloss chopped off her long, beachy waves right before walking in a Victoria's Secret runway, it didn't take long before droves of women were heading to salons asking for the "Karlie." The chin-length bob became the crop to covet. She's since told *Into the Gloss* that it's taking "forever" to grow out.

The grow-out: Add side-swept layers at the front, and if you have bangs, trim them every four weeks. "Have your stylist add layers and take out weight once the length has reached past your shoulders. Unfortunately, we are not as cool as Grace Coddington and can't pull off the triangle

cut," says Nguyen. Your hair might change—be it new-found frizz or limpness—so explore tools, products and updos. "Braids and buns are a fun way to style hair that is shorter. A polished or tousled ponytail is a great way to wear shoulder-length hair for a night out."

The products: A frizz-taming serum will ease unruly kinks, and Nguyen recommends blowdrying in all directions with a flat boar-bristle brush to smooth and to add volume. If you find your bob falling flat, try a volumizing spray rather than overdoing it with dry shampoo, which "actually doesn't make your hair look clean," says stylist Sally Hershberger. "You see the powder."







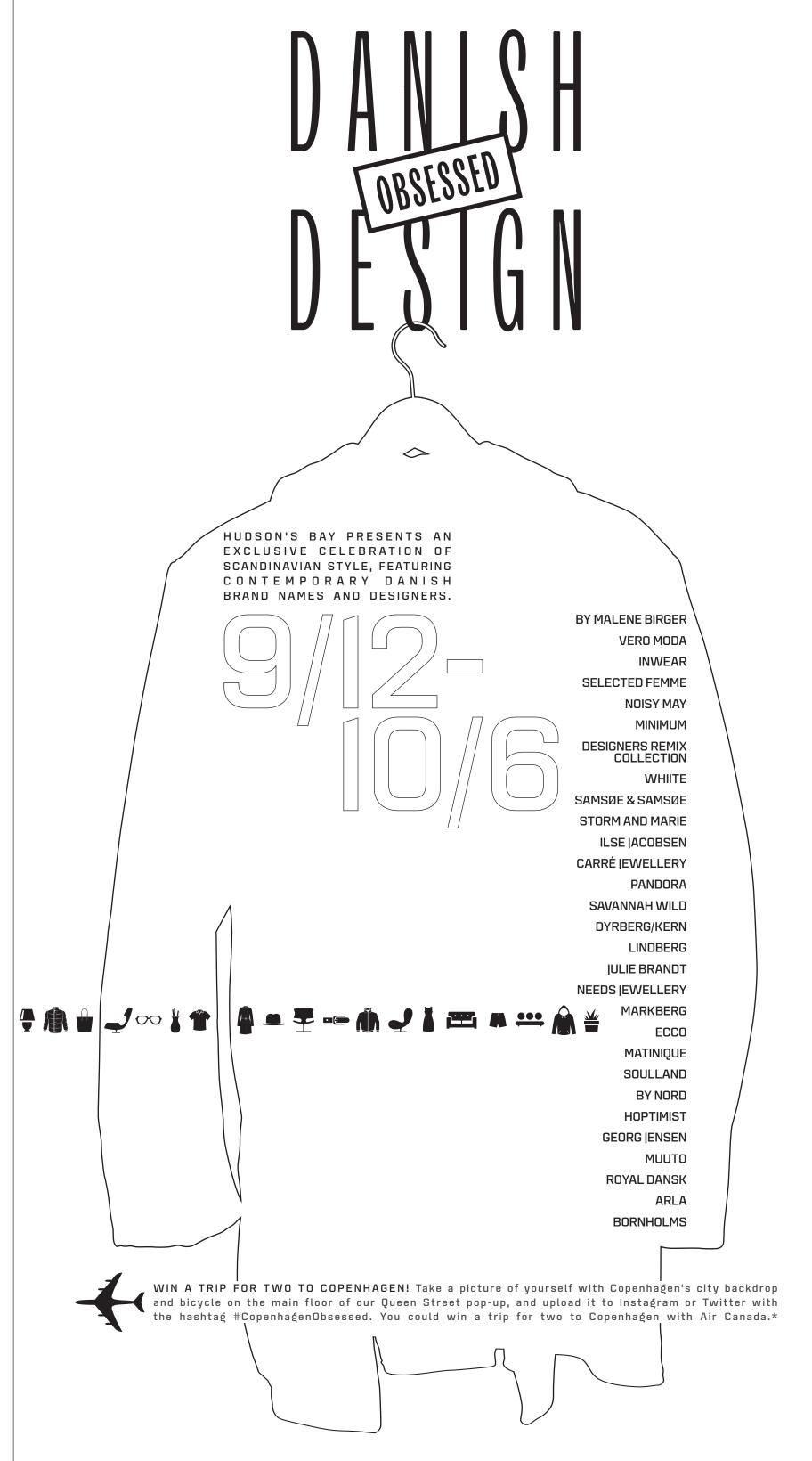
Growing out the crop

The cut: If there is a patron saint of short hair, it must be Michelle Williams, but in February, she declared that she was ready to transition into a longer style. "That's why I've stayed with short hair so long," she told *Us Weekly*. "The mid-stage is insufferable and really hard on your self-esteem." But since she chopped it off again into that swoon-worthy platinum crop for a Louis Vuitton campaign in the spring, it would seem she hasn't been able to get over the hump just yet.

The grow-out: Once you've decided to grow out your cut, remain committed, instructs Hershberger, inventor of the "shag" made famous by Meg Ryan. "Don't cut it; let it grow—when it grows out, it's kind of like a shag," she says. "But you can go to your hairdresser and ask for a 'dusting,' just to clean up the ends." Get creative with styling to avoid any unkemptness. "Slick back the sides and top for a sexy, carefree look," says May, "and use clips or pins if your hair is falling in your face."

The products: Fekkai says a growing cut can mostly be controlled until it hits the neck; once it's there, he advises tucking the hair behind the ears, as Michelle Williams did at the Met Gala this year, and using a blend of gel and finishing cream to keep it in place. "Especially the sideburns," he says.

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HUDSON'S BAY







# Blaze of glory

Forget the superstition of not wearing white after Labour Day. A chic ivory blazer lifts black basics, worn-in denim and rich gem tones for a fresh alternative to dark neutrals

BY NATASHA BRUNO









### makes cropped cobalt trousers really pop, and the scrunched-up sleeves give her sharp outfit a more relaxed vibe.

Rashida Jones's crisp white tuxedo jacket

### 2. Nine-to-five perfection

Jessica Alba looks office-ready by pairing her snowy blazer with a striped T-shirt, midilength pencil skirt and pointed-toe pumps. The angled hem and collarless design add contemporary flair.

### 3. Sophisticated contrast

Take a cue from this style-savvy Milan Fashion Week goer and elevate simple weekend basics like a comfy tee, distressed boyfriend jeans, and wedged sneakers with a polished double-breasted jacket in a warm off-white.

### 4. Detail enhancer

Russian fashion photographer Zhanna Bianca's tailored blazer shows off her feminine figure, and the pearly hue also allows stylish onyx accessories and her micro-pleated skirt to take centre stage.

### 5. Pattern master

Stark white is the perfect backdrop to showcase an edgy print, and the sharp eye-catching separate gives the rest of Shailene Woodley's more casual-looking outfit a glam-rock twist.

### 6. Power-girl suit

Pairing an oversized winter-white jacket with matching loose trousers, Atlanta de Cadenet Taylor, model and DJ, creates a pantsuit that makes the perfect statement

We love this clean white blazer for its understated fashion-forward details like the double-breasted asymmetrical front, three-quarter-length sleeves and rounded shoulders. Wear it all year round with everything from cocktail dresses to a blouse-andjeans combo







### **ONE-MINUTE MIRACLE**

### **Dear Tangle** Teezer: You have been so good to me. Even when I'm bad to you, and to my hair:

When I tossed you into my makeup bag with two cotton balls and a broken blush compact, your click-on cover kept vour bristles free of white fluff and chunks of Bobbi Brown bronzer:

When my postworkout "messy bun" turned my fine hair into a bona fide bird's nest, your flexible teeth made short work of the knots, loosening them as quickly as I tear apart two pieces of Velcro, but gently, and with startlingly little breakage. (The sensation is so new, I find myself brushing my hair just cuz.)

And while you were once a must-buy on trips to the U.S., now that you're available in Canada, I'll pick up one for my desk drawer, one for my gym bag and one for my bathroom. And a few for friends. (It's no wonder 10 are sold every minute.)

Love, Christine Loureiro

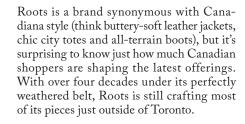
TANGLE TEEZER COMPACT

### **HOMEGROWN HITS**

### **MADE** IN CANADA

One Canuck leather expert isn't just proud of its roots, it goes back to them to test and tweak designs before going into production

BY VANESSA TAYLOR

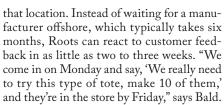


Testing 1, 2, 3... When it comes to fine-tuning a new handbag-say, trying out a new colour or silhouette-Roots has a unique advantage, with its factory being located minutes away from its head office. "Studding is having a moment right now, so we've done a small run of 25 bucket bags with studs exclusively for online. We try it and see the reaction before we push it through to all our stores. I think that's the greatest thing about making it locally," says Diane Bald, design director at Roots.



Roots also utilizes its key urban locations, in Toronto, Montreal and Vancouver to test out one-off styles before deciding if it will go ahead with production. The company learned it needed smaller bags and shoe sizes at Robson Street in Vancouver to cater to the large Asian community that is unique to

that location. Instead of waiting for a manufacturer offshore, which typically takes six months, Roots can react to customer feedback in as little as two to three weeks. "We come in on Monday and say, 'We really need to try this type of tote, make 10 of them,'





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### Tried & true

The practical flat leather bags, which came to market in 2002, are still the brand's bestselling item and an essential for the intrepid traveller, with over 200,000 sold. "You can throw it in your suitcase or you wear it or carry a tote when you travel. You'll always have a place for your camera, cellphone and passport. It's a no-brainer," says Bald. There are over a dozen variations on the original design (the newest being the Emma and French Pocket bags), and this silhouette remains one of the most successful Roots styles.

### Lessons learned

With all of this customer feedback at the company's fingertips, what are the essential components of a good handbag? According to Bald, if there's lining throughout the bag, it's best to steer clear of very dark (especially black) colours because they make finding things difficult. Customers also appreciate handy pockets for frequently used items like cellphones, as well as a closure, like a zip, on open-style totes, for safety. For fall handbags, Roots recognized the need to feature longer straps (about five extra inches) to easily accommodate a puffy winter coat or layers.







Crayola meets Chanel in a new line created by teenage sisters from Toronto

BY RANI SHEEN

"We're very particular," says 17-year-old Taylor Frenkel, describing the exacting standards that she and her sister, Ally, 15, apply to Nudestix. A new makeup line consisting almost entirely of neutral-toned pencils, it's the brainchild of the pair and their mom, Jenny ("I'm much older than the girls"), and run out of an office near their North Toronto home. Their rules for makeup run counter to stereotypical teen preferences: no bright colours, nothing too pink, no flavours, no sticky glosses, nothing requiring brushes, nothing that would irritate sensitive or breakout-prone skin. And it has to be fast to apply.

True to their vision, just a few of the chunky pencils for concealer, eyes, lip and cheek and highlighting (plus one mascara) are all that's needed to create a natural-but-amplified look, tempting the beauty hoarder to ditch her makeup bags full of palettes and powders in favour of one sleek pencil tin.

"I started observing the way they approach beauty," says Jenny, a cosmetic chemist whose resumé includes CoverFX and M.A.C Cosmetics, where she sourced the ingredient "like clear liquid vinyl" that made Lipglass possible. "They don't love precision, anything too perfect, even in their clothing. Their hair can never look too brushed. It has to look effortless; it also has to be effortless." The girls nod, adding that they admire the natural beauty of actors Shailene Woodley and Jennifer Lawrence more than the makeup-heavy look of the Kardashian sisters.

"On Instagram, I won't follow many makeup bloggers or many people that do the beautiful smoky eye, because I don't follow that lifestyle," says Ally. "I find that people look their best when they're their natural selves."

In an effort to appeal to their millennial cohort, the sisters also handle social media marketing (Ally is in charge of Instagram, while Twitter is Taylor's domain), where they post plenty of #nudebutbetter selfies. The photogenic pair used to model, and were exposed to pro-level makeup, hair and styling on photo shoots—none of which appealed to them. "As soon as we got home, we'd take it all off, put our hair in a messy bun," says Taylor. "Even when you go out, you don't see people wearing a lot of makeup anymore."

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Generational insight aside, Nudestix benefits from Jenny's extensive formulation experience. She's responsible for the pencils' luxe, mattecream formulas, which work equally well on Ally's adolescent spots and her own dry skin with melasma. Made in Germany and Italy, where makeup manufacturing is "almost like couture—they won't compromise quality," the pencils show fine attention to detail, with self-sharpening caps, mirror-lined reusable tins and sponge ends for smudging. But the sophistication of the design doesn't preclude the playfulness of doing your makeup with crayons. "Ally likes to draw whiskers or little hearts and Xs with the lip and cheek pencil," says Jenny. "We call it Crayola meets Chanel."

I find that people look their best when they're their natural selves. —Ally, 15



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