

MENSWEAR



THE LATEST NEWS

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ACCESSORIES

Men's accessories were performing strongly last week, with average takings up 7% year on year and 56% of the indies polled reporting better sales than this time last year. Paul Smith and Boss Black were the brands keeping the tills busy and belts were the biggest-selling category

TOP 10

Best-selling brands of the week

1	Paul Smith
2	Boss Black
3	Emporio Armani
4	Mulberry
5	Ted Baker
6	Prada Linea Rossa
7	Tommy Hilfiger
8	Falke
9	Duchamp
10	D&G



Bagging plenty of sales: Ted Baker

TOP 5

Best-selling categories of the week

1	Belts
2	Wallets
3	Cufflinks
4	Bags
5	Ties

TOP 5

Best-selling sock brands of the week

1	Paul Smith
2	Boss Black
3	Boss Orange
4	Armani Jeans
5	Falke



“ Our website is going great for accessories. We have customers worldwide buying wallets and belts

Ian Gardner, partner at Pritchards in Hereford

“ Our takings have been up every month compared with last year

Christopher Scotney, owner of Christopher Scotney in Leicester

Total week's takings

What were the total menswear sales in your store this week?



Average spend

What was the average spend per customer in your store this week?



Fashion in figures

How does your week's business compare with this time last year?



Quickfire questions

Which is your best-selling category for spring 11?

1	Socks
2	Belts
3	Ties
4	Fragrances
5	Underwear

Which is your best-selling accessories brand for spring 11?

1	Paul Smith
2	Boss Black
3	Boss Orange
4	Falke
5	Mulberry

What swimwear brand has sold best for spring 11?

1	Polo Ralph Lauren
2	Paul Smith
3	Boss Black
4	Orlebar Brown
5	Boss Orange



Making a splash: Orlebar Brown

Is your spring 12 accessories budget up/same/down on spring 11?

Up	39%
Same	50%
Down	11%

Drapers spoke to 50 independents about their men's accessories business for the week ending July 29. Brands and styles mentioned in the lists, including the Top 10 and Top 5, are ranked when mentioned by five or more retailers