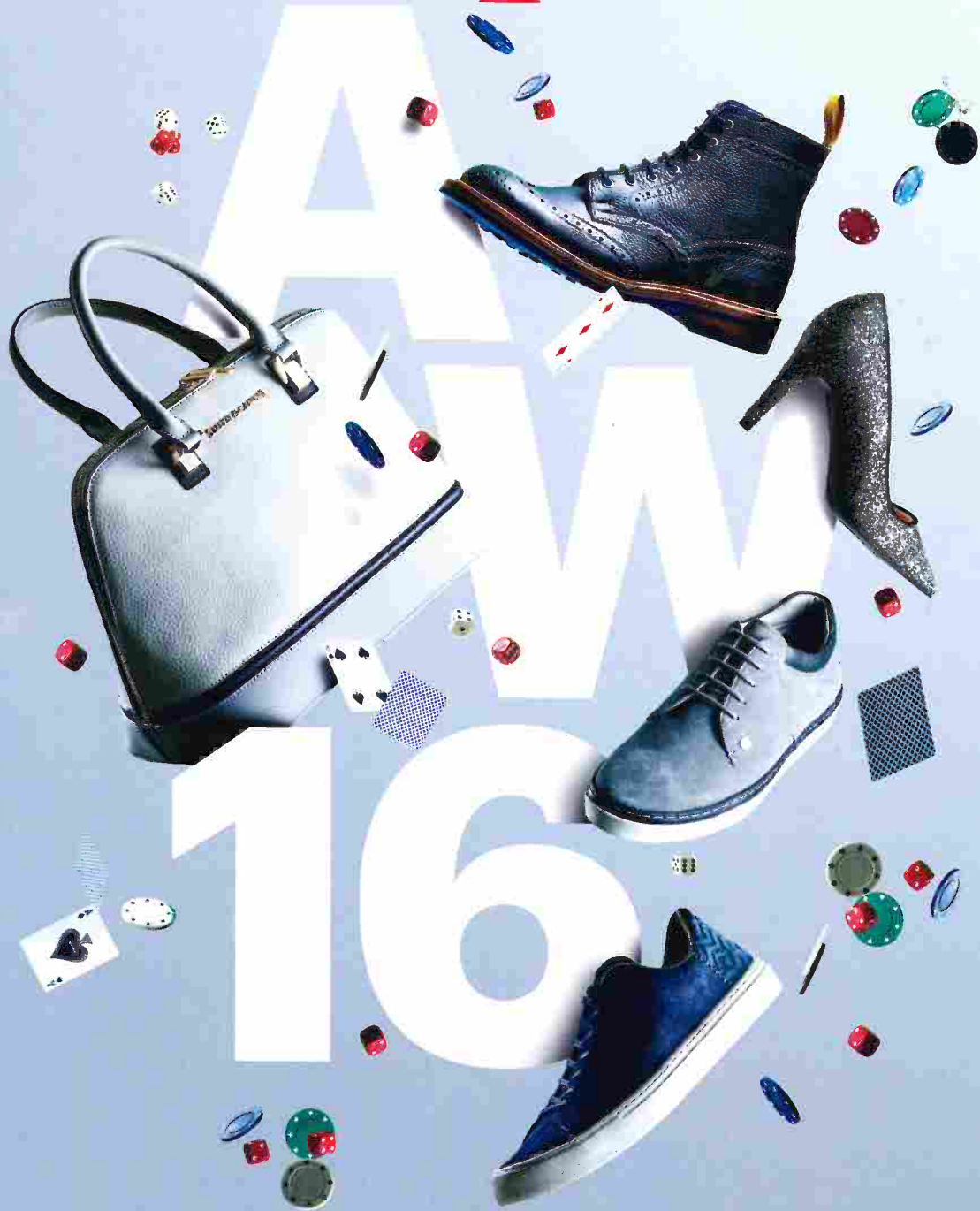


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Drapers

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FOOTWEAR AND ACCESSORIES AUTUMN 16

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Put the odds in your favour with our top buying tips for the coming season



THE DRAPERS INTERVIEW
Brian Brick puts Moss Bros in the black / **P14**

AUTUMN 16 New York Fashion Week, Moda and Scoop / **P38**

TEXTILES Favourite fabrics for spring 17 at Première Vision / **P51**



HIDDEN GEM

EMMA JANE KNIGHT

Drapers loved this elegant, classic capsule travel collection from a British brand making its trade show debut. The Mongolian cashmere collection includes 11 pieces and three accessories designed to be mixed and matched. Soft, easy to wear and luxurious, the styles that caught the eye were a timeless cross-stitch jacket with crystal buttons (£163), a lined fluted skirt (£181) and a single-breasted blazer (pictured, £509).

07967 974920 emmajane knight.com

BESTSELLER

KELSI DAGGER

Buyers have been drawn to ankle boots this season, with small details providing key points of difference. Flat boots with mock snakeskin uppers have been popular (£52), as have lace-up boots with studded details (£52). Shearling has sold well, particularly lined boots (below, £52). Snakeskin-effect brogues (below, centre) and tasseled loafers (bottom), both £48, have also proved a hit.

07711 370914 kelsidaggerbk.com



HIDDEN GEM

ANTIPODIUM

Crowds and people coming together and dispersing provided the inspiration for the autumn 16 collection from Antipodium, marking its trade show debut and being represented by agency Style Fuel. A parka in a crowd-scene jacquard (above, £283) stands out, alongside faux fur bomber jacket (top, £249), a crêpe chine dress (£140) and a printed polyester a crêpe de chine pleated skirt (£145).

020 3735 9322 antipodium.com

Are trade shows still relevant?



Karen Keenan
Director of
womenswear
boutique
Magpie & Bear
in Bath

"Trade shows are still very relevant. You need to touch and feel the clothes. Buying online can be dangerous as you don't know what you're getting. You need to see it to see the quality."



Claire Wright Founder/CEO at
women's fur brand The Soho Furrier

"I show at both editions of Scoop, and this is the only show that I show at. However, I'm now at a crossroads because I have just signed Egomark as a distributor, which will put me into its London showroom and also take me out to Milan to show nearby at trade show White."



Bryony Richardson Owner of women's and
kidswear brand Bryony & Co

"We are a small brand and we need to get in front of buyers and the press. However, when we are big enough, I would like to show the collection to buyers in a different, small presentation."

Wayne Cupid
Key account
manager of
footwear group
Millennial Brands,
showing Kelsi
Dagger

"Trade shows are still relevant but for different reasons than before. They are good for new business, international accounts and boosting brand awareness but they aren't the busy order-writing exhibitions of the past."

