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Sandal Market Overview: The Unisex Question?

## **Hemale**











# in shoes







**Possible Sandal** Connectors











## elsewhere





















### **Influence of Crocs**

Crocs have become an overnight success that every footwear manufacture is riding. This includes the reemergence of the 1980 brand 'Jellies'.

## Pretty Soles.





## Exploring Market Trends. Retail.

On the 17<sup>th</sup> of October 2007, I explored the trendiest area and shops of London. This gave me a greater insight into the footwear market, the importance of footwear POS and the current problems with sandals position within this market place.



## Cheap, 'street' and patterned

Mintel's August 2006 report into footwear suggested that "shoes have become an integral part of recent fashion looks." was evident on this visit. With many non-specilists such as H&M and Newlook offering a range of styles in footwear to match a comsumers dessing style.



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## One Offs, and Celebrity Endorsements.

One off products and 'exclusives' are in abundance in retail at the moment. These 'exclusives' can be from something as simple as a sticker attached, to a complete redesign of the product.

VlgV Sandals





## **Customer Customisation**

Currently at the Carnaby puma store you are able to create your own trainer by picking each individual component from a range of options located in bin silos. You then scan each one of your fabric parts to view a real time computer visualization of your trainer. You can then order you completely custom puma trainer.







### High End - Lifestyle footwear

High end brands create a complete 'point of sale' experience which lures the buyer into spending the extra £40 on a pair of shoes. Store POS, store layout and sales staff are a vital part in the completion of selling a brand to a consumer.

## Ugly POS for Sandal

Sandals are ugly, and so is there POS. During the current analysis, sandals are out of session, but are still available in many hiking store.

> The stores the stocked sandals had bewteen 2 - 10 on display. There were NO unisex sandals.



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Level of differential design depends on the level of celebrity.

















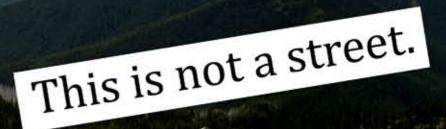
When 'trust is earned' a sandal needs to be trustworthy. It needs to be able to withstand all terrain and situations thrown at it.

Can a outdoor enthusiast really trust their ankle with a Berghaus sandal?

Can we trust a Berghaus sandal to not destroy the environment it is visiting?

The wilderness won't care for you. Will a Berghaus sandal care for you?

What can a sandal bring to this experience?







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