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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 17th 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.

















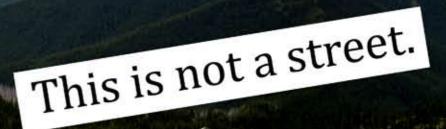
When 'trust is earned' a sandal needs to be trustworthy. It needs to be able to withstand all terrain and situations thrown at it.

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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