



Fashion INDEX

/ Talking Trade /

'Consumers should be careful what they wish for'

— Dan Coen



Since the onset of the financial crisis, many shopping centre developments have been put on hold amid concerns that economic conditions would discourage retailers from opening new shops. As a result, the number of shopping centres in development recently hit a 10-year low.

However, a recent report published by property firm CBRE has revealed that shopping centre projects are restarting for the first time since 2008. Schemes in Glasgow, Leeds, Oxford, Bracknell and Bradford have begun to gather renewed momentum after retailers including John Lewis signed as anchor tenants. As such, commercial developments like these could form part of the largest development surge in a generation as they begin to move out of the planning phase and into reality.

Yet anyone who thinks this news is wholly positive may need to think again. While large-scale developments may create new jobs and retail opportunities, they tend to give with one hand and take away with the other. For example, out-of-town retail sites saw a 1.2% increase in footfall last month compared with the same period in 2012, but the performance of other shopping destinations decreased, with reported footfall now below the UK average.

The regeneration of these large out-of-town sites will only exacerbate this problem, as it will simply increase the retail ghettoisation elsewhere. Moreover, once certain figurehead shops decide to leave the high street, the knock-on effect is likely to be significant. WHSmith, for example, has just decided to close its main branch in Wolverhampton, making it the latest in a long list of retailers to pull out of the city, including TK Maxx, Dorothy Perkins, Oasis and H Samuel.

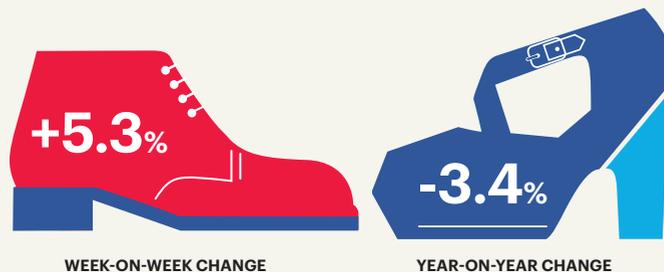
Such closures are a serious blow for the high street. Retail adviser Mary Portas said she was "devastated" to hear that a Tesco superstore had been approved on the Margate seafront, as the impact on the town centre was likely to be catastrophic. She may have a point.

Store openings like these make the rich of retail richer and the poor poorer. In the end it's the customer who loses out. Everyone likes a bit of convenience, but forward-thinking consumers who want to keep their town centres should be careful what they wish for.

Director, corporate advisory firm Zolfo Cooper

WEEKLY FOOTFALL RETAIL INDEX

National UK footfall figures
Week 24 – June 10 to June 16, 2013



The Experian FootFall shows a 5.3% week-on-week increase in traffic and a decline of 3.4% year on year, which is slightly better than the year-to-date shortfall of 4.3%. Each day last week produced a decline on last year, possibly as a result of the buoyant conditions following the Diamond Jubilee. Ten of the 11 regions saw footfall levels drop below those for the same week last year. In contrast, their weekly figures were higher than last. The only exception is the Northeast region, which has recently enjoyed positive performance but which this week fell 1.8%.

HIGH STREET SALES TRACKER

Like-for-like sales figures across the high street
Week ending June 16, 2013

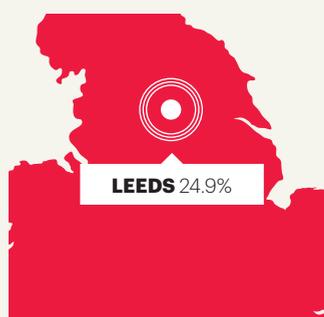


It was a disappointing week with most stores reporting subdued activity. Like-for-likes fell by 2.6% with homewares the weakest performer. The seasonal clearance boost was much weaker than normal. For more information, email Don Williams at BDO at don.williams@bdo.co.uk

DRAPERSJOBS.COM

The UK's employment hot spot and the most popular roles

Drapersjobs.com
Your perfect fashion job



Highest growth location (defined by % increase in traffic to DrapersJobs week on week)

The most applied for jobs

1. Design 9%
2. Sales 7.5%
3. Merchandising 5.6%
3. Production 5.6%
5. Buying 4.3%

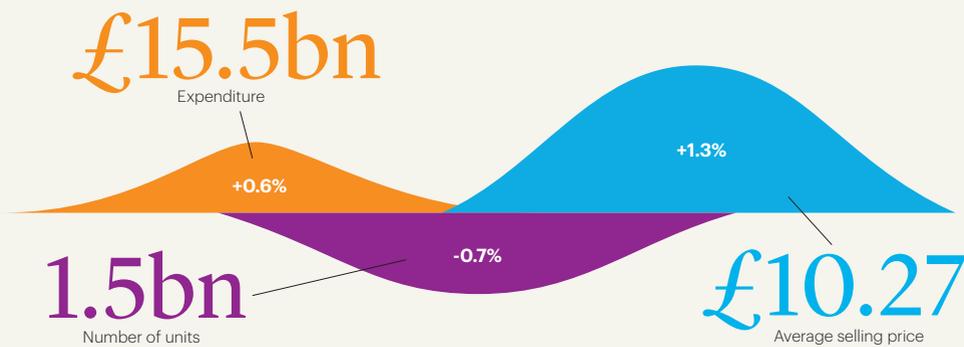
As a percentage of total applications on DrapersJobs last week

ILLUSTRATIONS BY NATHALIE LEES

SALES & TRENDS - CLOTHING, FOOTWEAR & ACCESSORIES

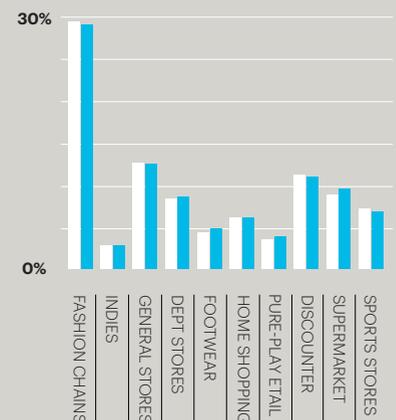
The clothing, footwear and accessories market is in growth, driven by womenswear, kidswear and older shoppers

KANTAR WORLDPANEL



Retail sector share £%

24 weeks ending May 12, 2013 versus 2012



PRODUCT TRENDS



24 weeks ending May 12, 2013 versus 2012, according to Kantar Worldpanel Fashion



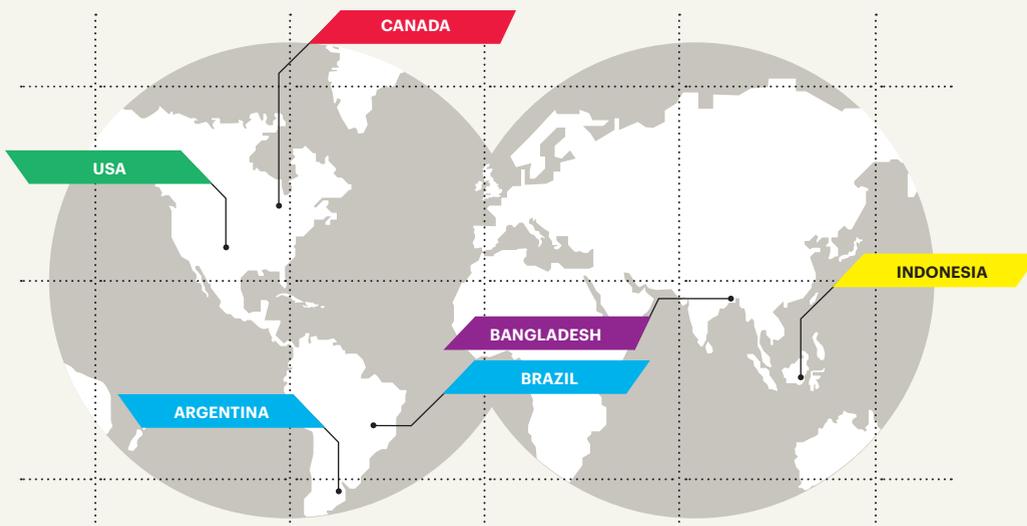
The older ages (45+) continue to drive the market. Average prices are up 2% and shoppers are buying more often

Natasha Shatford, category analyst, Kantar Worldpanel

INTERNATIONAL

The five top stories from around the globe

PlanetRetail
www.planetretail.net



- **GALERIES LAFAYETTE** has unveiled a flagship store in the Indonesian capital Jakarta, at the Pacific Place mall. The four-floor, 130,000 sq ft outlet is the first step in a long-awaited Asian expansion for the French luxury department store operator.
- **INDITEX** has launched its first 'cluster' of suppliers in Argentina. It is also producing in Brazil with around 59 to 69 suppliers. In 2012, the number of suppliers in the region grew 3% to 68. In Asia, the Spanish fashion giant has 672 suppliers, but this is declining.
- **NORDSTROM's** Wedding Suite has unveiled a two-month collaboration with Etsy Wholesale, a new division of the retailer. The range features 80 SKUs, including hair accessories and bridesmaids' gifts.
- **UNIQLO** will debut standalone stores in Bangladesh, in an extension to its joint venture with Grameen Healthcare. Initially, two stores will open in Dhaka, but the chain plans to open stores across the country.
- **HUDSON'S BAY** has said efforts to bring in leading retailers like Topshop and Burberry to set up shop in the department store chain's stores have paid off. Sales at five Topshop sites are at CAD\$500 (\$488) per square foot and five more locations are planned in 2013.

Etsy aligns with the Wedding Suite as we both want to make the journey as enjoyable as possible by becoming a trusted resource

Andrea Wasserman, national bridal director, Wasserman