luxury briefing.

Ritz Fine Jewellery: quality craftsmanship, innovative designs and an enviable reputation Heritage, ownability, confidence, detail, integrity, value, exclusivity: the seven principles of desire The growth of smart factories and intelligent swarms Luxury online: avoid detection by Google Plus new brands... XiN, Brix & Bailey, Café KaiZen ...and old... Pringle, Fendi, Bally, Gaultier

required reading
luxury briefing.

CONTRIBUTORS

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Revered worldwide as the “Queen of Retail,” Faith Hope Consolo’s prognostications on shopping and consumption are heeded by world-class designers, mass retailers, start-up boutiques, property owners and municipalities around the world. She has her pulse on the retail scene in New York City and the world’s great shopping centres and High Streets. As Chairperson of Douglas Elliman’s Retail Group, she is considered a trusted resource for international media and is a frequent television commentator and contributor.

GEORGIA FENDLEY
Georgia has spent a career immersed in luxury brands – as designer, art director, brand strategist, branding agency owner, industry mentor and, of course, savvy consumer. As brand director of Mulberry (2008-2012), she helped to steer the company through its greatest period of financial and geographical growth and her perspective on the industry, from inside and out, is therefore acutely perceptive. Not one to pull her punches, she warns that luxury brands must innovate or stagnate.

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Harriet is a London-based freelance writer, blogger and communications executive at the Financial Times. An avid explorer, she specialises in luxury travel and unearthing the latest trends for the industry.

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Katrina Macpherson is a leading international brand consultant and founder of brand development and Public Relations consultancy In-Addition (www.in-addition.com), specialising in Fashion, Luxury and Lifestyle in Europe, the Middle East and Brazil. Katrina has 10 years of industry insight and experience, having built her expertise at Louis Vuitton, the British Fashion Council and Harrods, before starting her own business.

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Keith is one of the founding directors of Wilson McHardy, a boutique agency providing investment, development and leasing advice to key clients in the luxury market. Responsible for many headline projects in London, Keith has provided strategic advice for Grosvenor Estates, Dunhill, Chanel, Richemont and Groupe Arnault among others. Wilson McHardy acquired Stella McCartney’s first store and continues to provide advice to British luxury brands, such as Alexander McQueen, Christopher Kane and Manolo Blahnik.

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Journalist and copywriter, Lucy Reiter has been writing about the luxury goods industry for 14 years, discovering a love for all things precious while at her first job as a reporter at Retail Jeweller. Subsequent freelance work for websites and magazines followed, including WGSN, Financial Times Weekend: Style, Baud Magazine and Wonderland, interviewing a host of top names in luxury goods from Paul Smith and Ian Schrager to Nadja Swarovski and CEO of Harrods Michael Ward. She has also worked client-side for companies such as Signet Group, Diageo and Dunhill.

MICK NASH
Mick, an expert in urban design, joined Sedley Place back in 1986 to develop the Interiors and Architecture side of the business. He was appointed to the board in 1994, became managing director in 1998 and acquired the business in 2007. He’s responsible for both the overall management and the creative direction of the company and leads projects in all areas, in particular large integrated services projects and specific architectural and interior design projects.

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Patrick is a consultant at Harper Dennis Hobbs, where his retail consultancy team specialises in providing due diligence to investors and landlords, as well as advice on bespoke expansion and estate maximisation. He has experience in the field of gravity modelling and statistical turnover forecasting, having advised Tom Ford Beauty and MAC Cosmetics on expansion throughout Europe. He has worked with Tumi, Jelique and a number of landlords across a range of international markets.

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Madeleine Ollivier is a Luxury Analyst at Ledbury Research and has over five years experience of working in the luxury sector. Prior to Ledbury, Madeleine worked within the business development team at Labelux, holding company for Jimmy Choo, Bally and Belstaff, and Michel Dyens & Co, an investment banking firm with headquarters in Paris, where she focused on M&A transactions in the luxury and premium branded consumer fields. Madeleine has an MA in Finance and Strategy from Sciences Po, Paris, and a BA from the University of Bristol in Spanish and Portuguese.

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On Madison Avenue, Bottega Veneta creative director, Tomas Maier has his own eponymous boutique at 956. Porsche Design has opened at 501 Madison. German designer, Philipp Plein, has debuted his first New York City boutiques at 623. Dolce & Gabbana may be opening a children’s boutique at 820. ShowRUUM, from children’s clothing brand RUUM, has opened at 1153 Madison.

On Fifth Avenue, Jennifer Fisher’s charm bracelets, and more, are now available at her flatiron Boutique at 103 Fifth. Engagement and wedding ring designer, Verragio, has leased office and showroom space at 330. Peak Performance gym will take two floors at 90 Fifth.

In Fidi, Eataly is coming to 4 World Trade Center, while Vilebrequin is the latest entry at Brookfield Place. James Perse will open a unit at 257 Church Street in the spring. The Fulton Stall Market has taken a permanent space at 107 Front Street.

In Times Square, Skagen’s watches and accessories have arrived at 1585 Broadway. No, not everyone is giving up on bookstores; Mendo, an Amsterdam-based company that focuses on selling coffee-table books has come to the United States at the citizenM hotel, 218 West 56th Street.

In Nolita/Tribeca/LES, apparel and accessories boutique, Coop + Spree, debuted at 202 Elizabeth Street. Reines Gallery will open its first retail showroom in the city at 92 Laight Street. Georgia NYC offers vintage women’s apparel at 27 Orchard Street. Sabit NYC’s Japanese streetwear is coming to 43 Clinton Street. Buddy Warren has launched a home décor shop (and coffee shop) at 171 Chrystie Street. Coming Soon features hip and unusual décor items at 37 Orchard Street.

In Greenwich Village, Kiosk, which left Soho earlier this year, returns in a pop-up through early 2015 at 540 LaGuardia Place. Rivington Guitars has opened Rivington Unplugged, an annex just for acoustic guitars, at 67 East 4th Street. Drybar has signed for 317 West 13th Street.

New York News: Amazing Amazon?
At long last Amazon.com is adding bricks to its clicks, opening its first retail store at 7 West 34th Street. While details were sketchy at press time, it is expected to be a collection point for items ordered online and also to showcase various products such as Kindles and accessories perfect for holiday gift-giving. In doing this, Amazon is acknowledging that it needs immediacy to compete with traditional retail, especially at the holidays: recent years have seen delivery services struggle to deliver items in time for Christmas. The location, in the heart of Herald Square and directly across the street from the Empire State Building, will allow Amazon to serve locals, who live, work and will do their holiday shopping in the city, and visitors, who may need that extra unexpected gift. (Another store also will open in San Francisco.) Will this be yet another channel for the famous electronics category killer? We’ll see.

Happy Shopping!

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