

BUYER VOICES

S/S 2017: UNEXPECTED FINDS AND KEY ITEMS

WeAr ASKED SOME OF THE WORLD'S LEADING BUYERS WHAT PRODUCTS ARE KEY, WHAT THEY ARE MISSING IN THE CURRENT RANGE PROPOSALS AND WHAT WAS THEIR LATEST DISCOVERY.



MARCO CATENI
CEO & BUYING MANAGER, DIVO, SANTA MARIA A MONTE AND PONTEDEERA, ITALY

We aren't really missing anything in terms of range proposals; what is hard to find is the correct balance between quality and price. Unfortunately, top brands don't always care about this ratio.

It's not an easy time for upcoming designers now: stores don't want to take risks and propose only things that have already proven to be a success, without thinking forward and investing in new names. Among these newcomers, **J.W. Anderson**, who has already become a creative director for **Loewe**, is a breath of fresh air. Another inspiring up-and-coming label is **Marco De Vincenzo**.

www.divo.it



MARCIAL MUÑOZ
OWNER, NOVENTA GRADOS
SAN SEBASTIAN, SPAIN

For S/S 2017, I'm investing in womenswear and accessories, most of all handbags, sunglasses and wallets. I will focus on the most wanted international brands, like **Marc Jacobs**, **Nina Ricci**, **Comme Des Garçons**, **Rick Owens** and **Sybilla**.

One thing that is difficult to find is a good price-quality ratio. Lately some brands have been tapping into higher price points but without justifying them with better quality. This season we had several customers bringing items back to our store for repairs.

It would be great to have some brands with flexibility in terms of payment. I love to explore and add new brands to our shop, but this is really hard as brands usually ask for payment in advance. Due to this, shops are not able to put any margin on new products.



FILIPPO CACCIAPUOTI
OWNER, CACCIAPUOTI, NAPLES, ITALY

For S/S 2017, the categories that are particularly important for us are accessories, shoes, bags, T-shirts and sweatshirts. The most interesting discovery of the season was to see brands normally associated with sportswear collaborating with luxury brands [such as **Everlast** with **Ports 1961**, a brand carried by Cacciapuoti].

www.cacciapuotiluxurybrand.it/

Eyewear and sunglasses brands that are not connected to optical stores are usually awesome finds. They offer great value for money, compared to professional optical brands. This new world of design in eyewear is really easy to explore, and includes outstanding lines.

www.noventa-grados.com