

ACCESSORIES

OUR AWARD PICKS FOR THE ACCESSORIES COUNCIL SUMMIT

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The accessories industry turned out Monday for the annual Accessories Council Summit, where the day's agenda was all about learning and networking. Here, a quick overview of the speakers and panelists, plus a few "awards" that *Accessories Magazine* would like to bestow:



SUZANNE KAPNER OF THE WALL STREET JOURNAL AND FEATURING GRANT SMUTS OF QVC AND BOB D'LOREN OF XCEL BRANDS, "CHANGING RETAIL LANDSCAPES"

#6. THE 'PAY ATTENTION AS THIS MIGHT BE YOUR NEXT INVESTMENT' AWARD: "CHANGING RETAIL LANDSCAPES"

Moderated by Suzanne Kapner of *The Wall Street Journal* and featuring Grant Smuts of QVC and Bob D'Loren of Xcel Brands, "Changing Retail Landscapes" explored how companies can stay ahead in an increasingly competitive and shifting landscape. D'Loren also talked of bringing manufacturing back to the United States and what types of investments are needed to do so."

A snippet: "We saw the changes about five years ago; that moment when control over margin shifted from retailers to consumers. We saw this shift and emerging social media and realized everything would change. We knew we would have to rethink what the fashion business is today. We knew we'd have to think like a media company that does fashion, not a fashion company that does media. Today if you come to Xcel, QVC merchants and planners are always in our office, and we located the technical designers from china in our space. So we design, plan and merchandise together. The inspirations come from concept teams. They're really looking at social for silhouette, proportion, color Pantones, deep dives into Google to see what people are planning for. Our goal is to deliver goods every week into the store with the goal of increasing inventory turns. " — Bob D'Loren, Xcel Brands