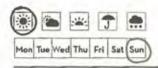
PERFECT DAY FOR A Surday MARKETI









On Sunday she goes to the local produce and craft market.
Sunday Sunday is a womenswear lifestyle brand that provides weekend attire for the modern woman in a modern way. Sunday Sunday (SS) will produce limited runs of key garments made from selected vintage, antique and deadstock fabrics. They will also create a collaborative, creative and educational space that holds regular sewing classes and workshops using SS-branded patterns taken directly from the limited collection. The idea of an 'open resource' allows consumers to be part of the brand story. SS's goal is to create a community and movement through an experience-focused

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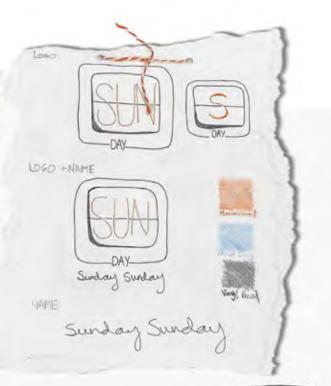




























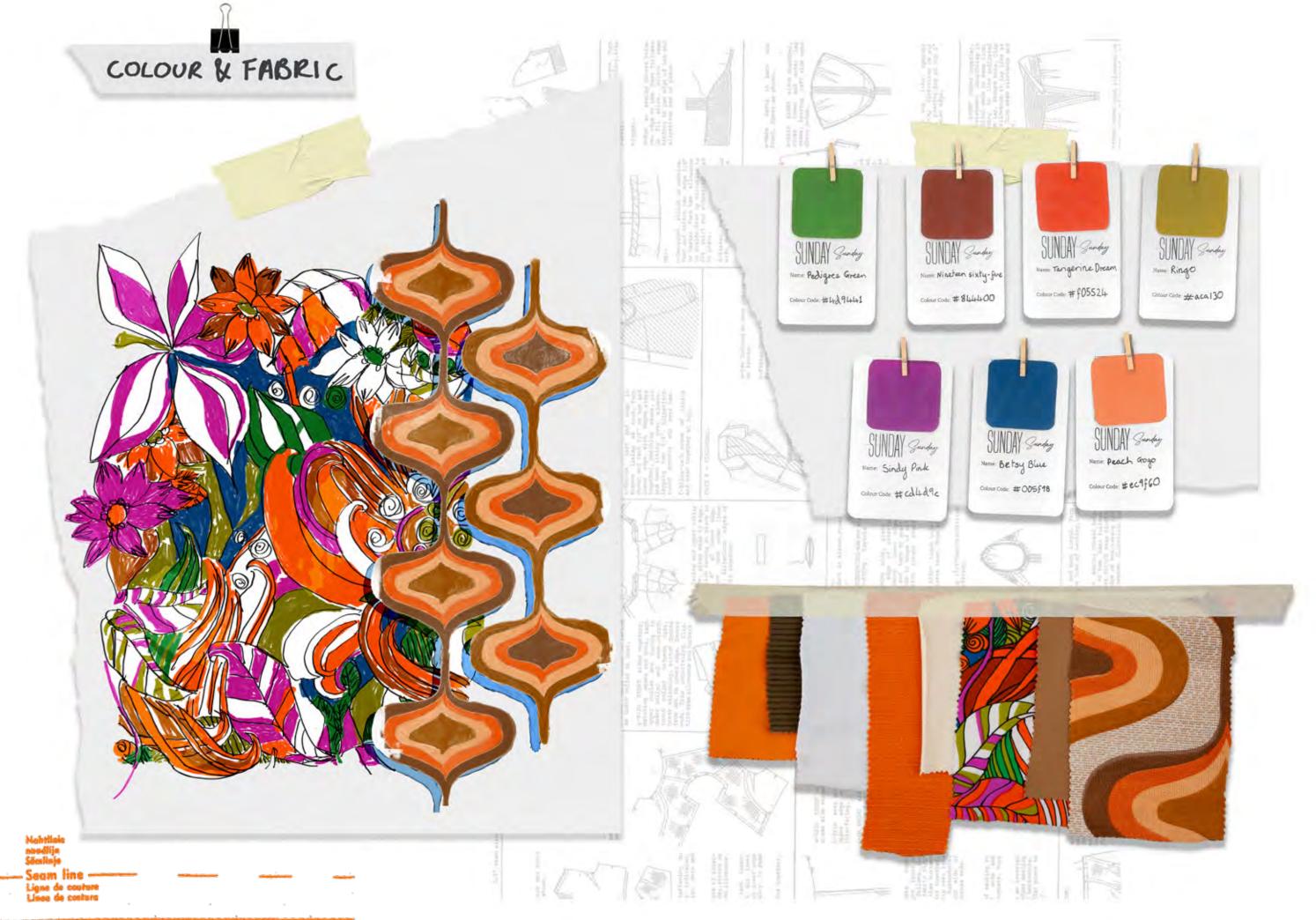






















if you were going out at the weekend for a walk, visiting a market or meeting a friend at a coffee shop etc and you wanted to look stylish but also comfortable what key items would you choose to base your outfit around?

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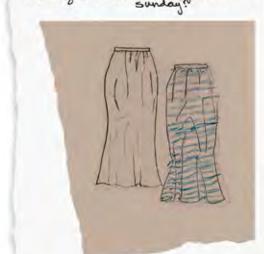
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Primary Research - what do you wear on a sunday?



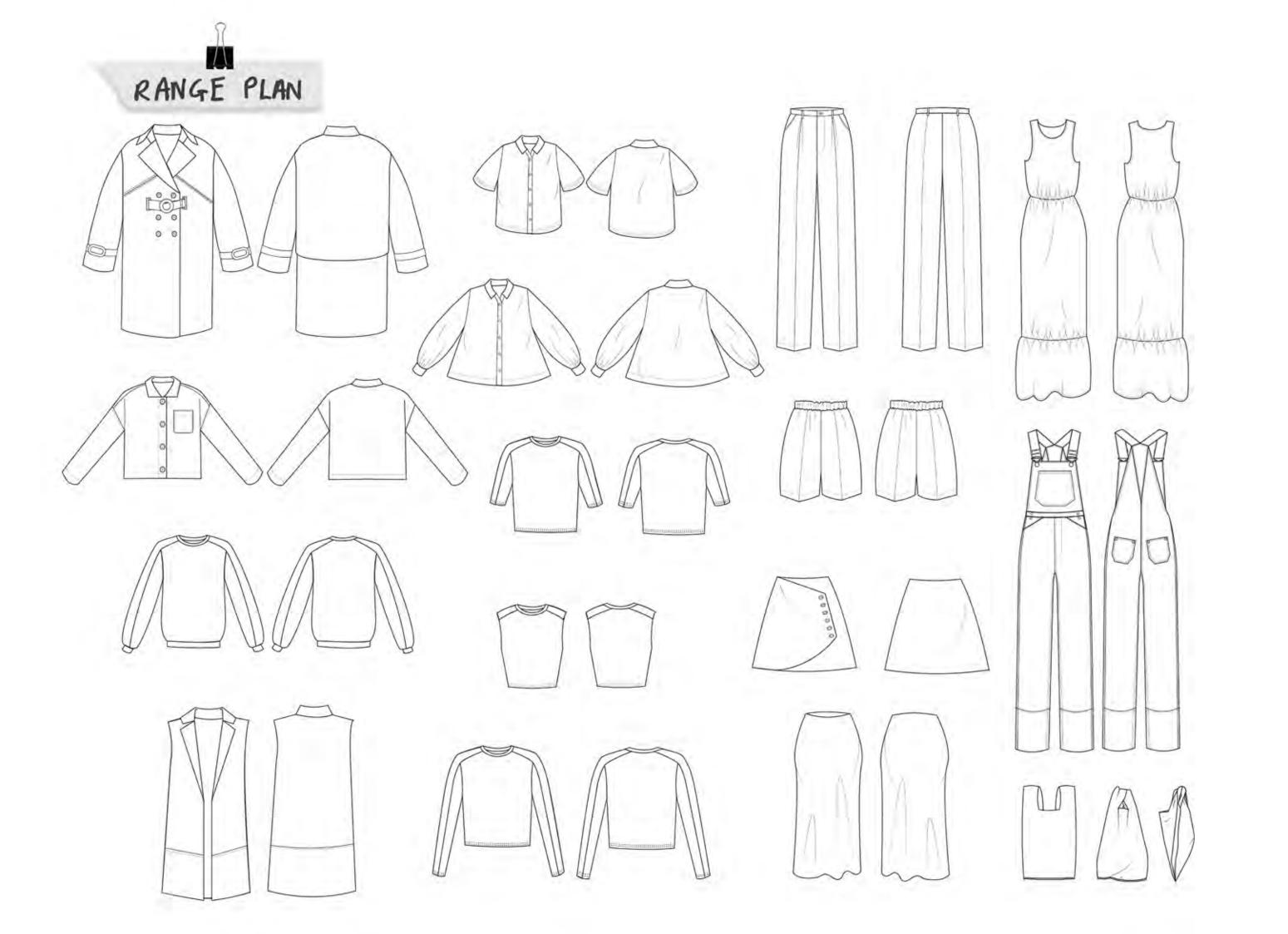






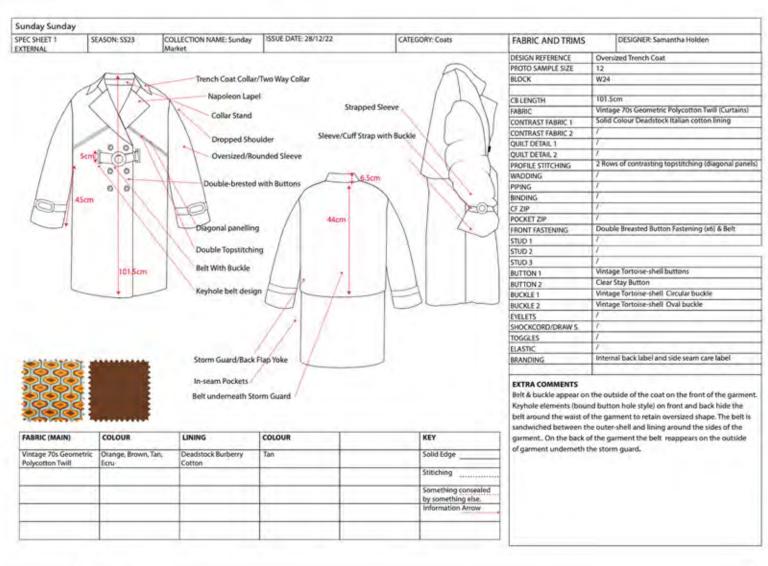


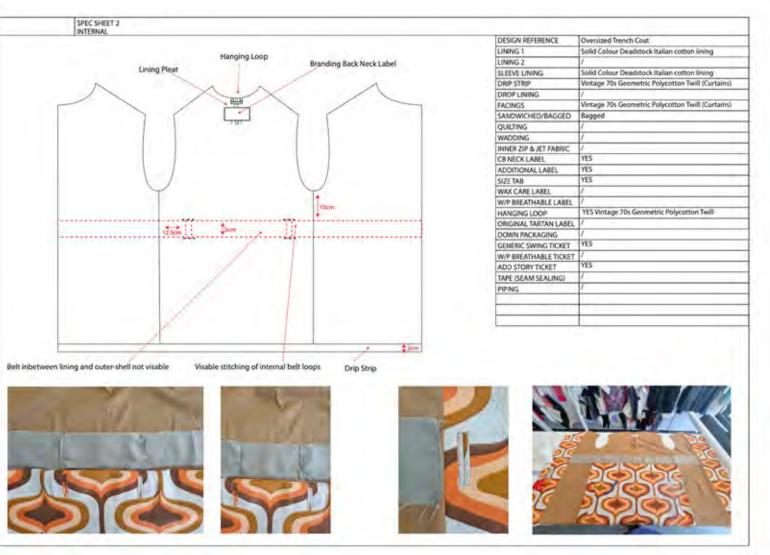


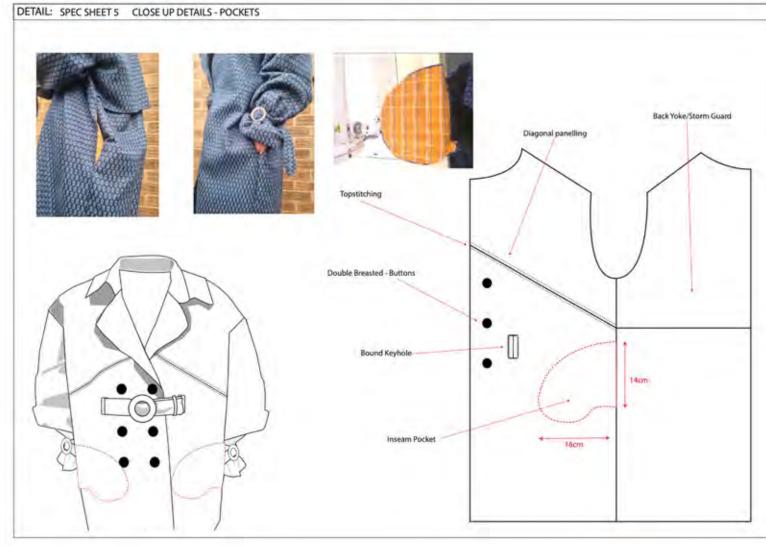




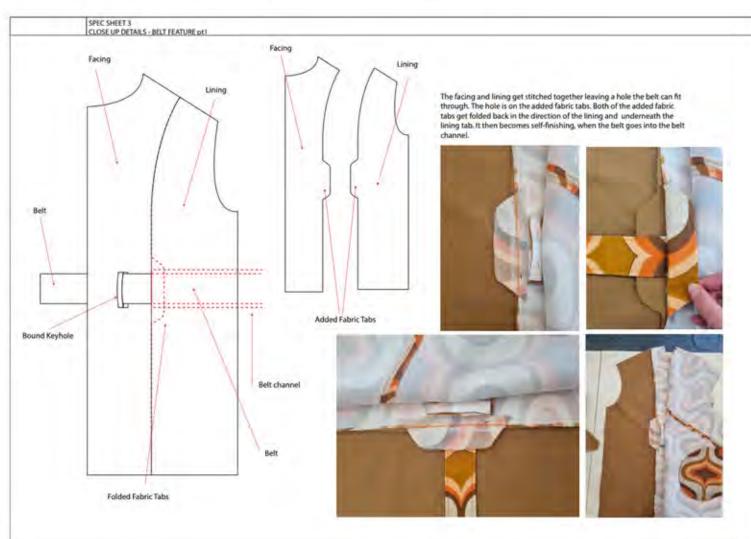


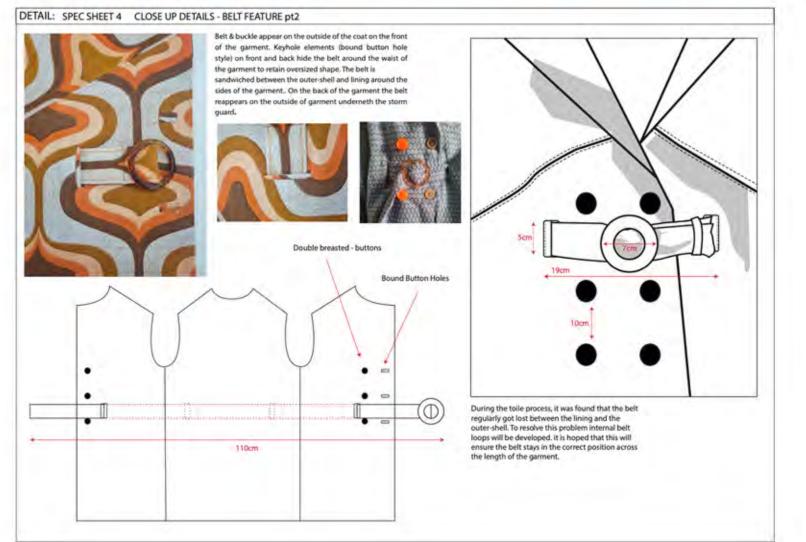


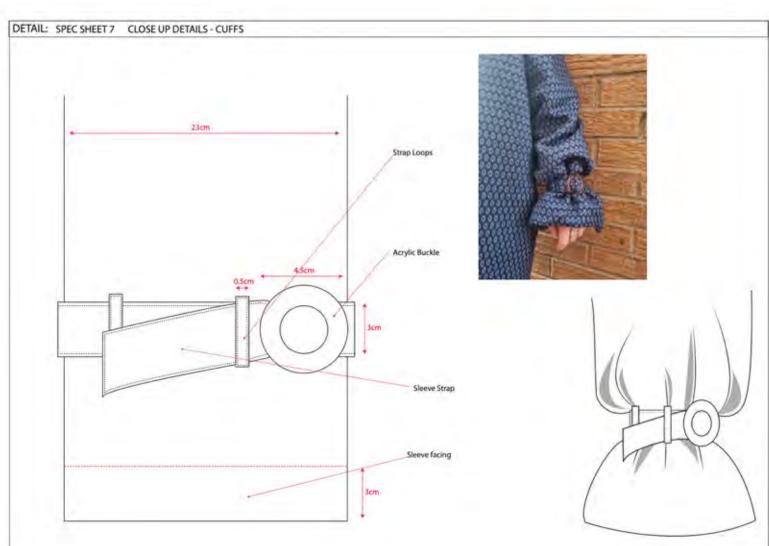


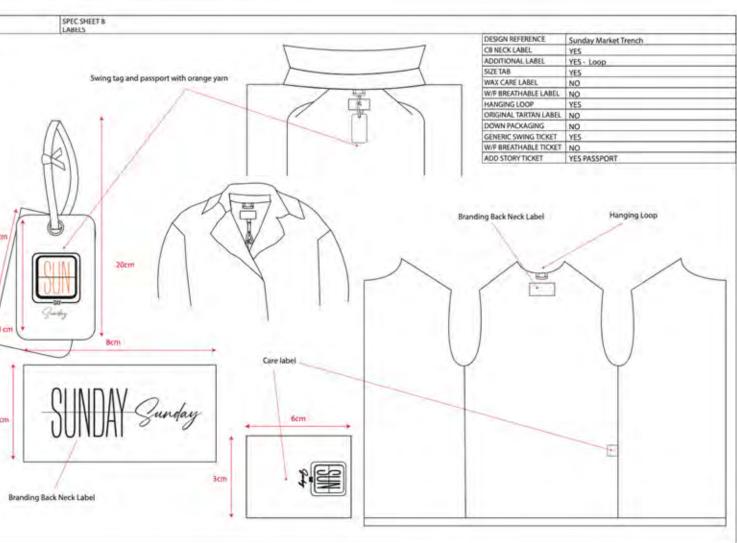


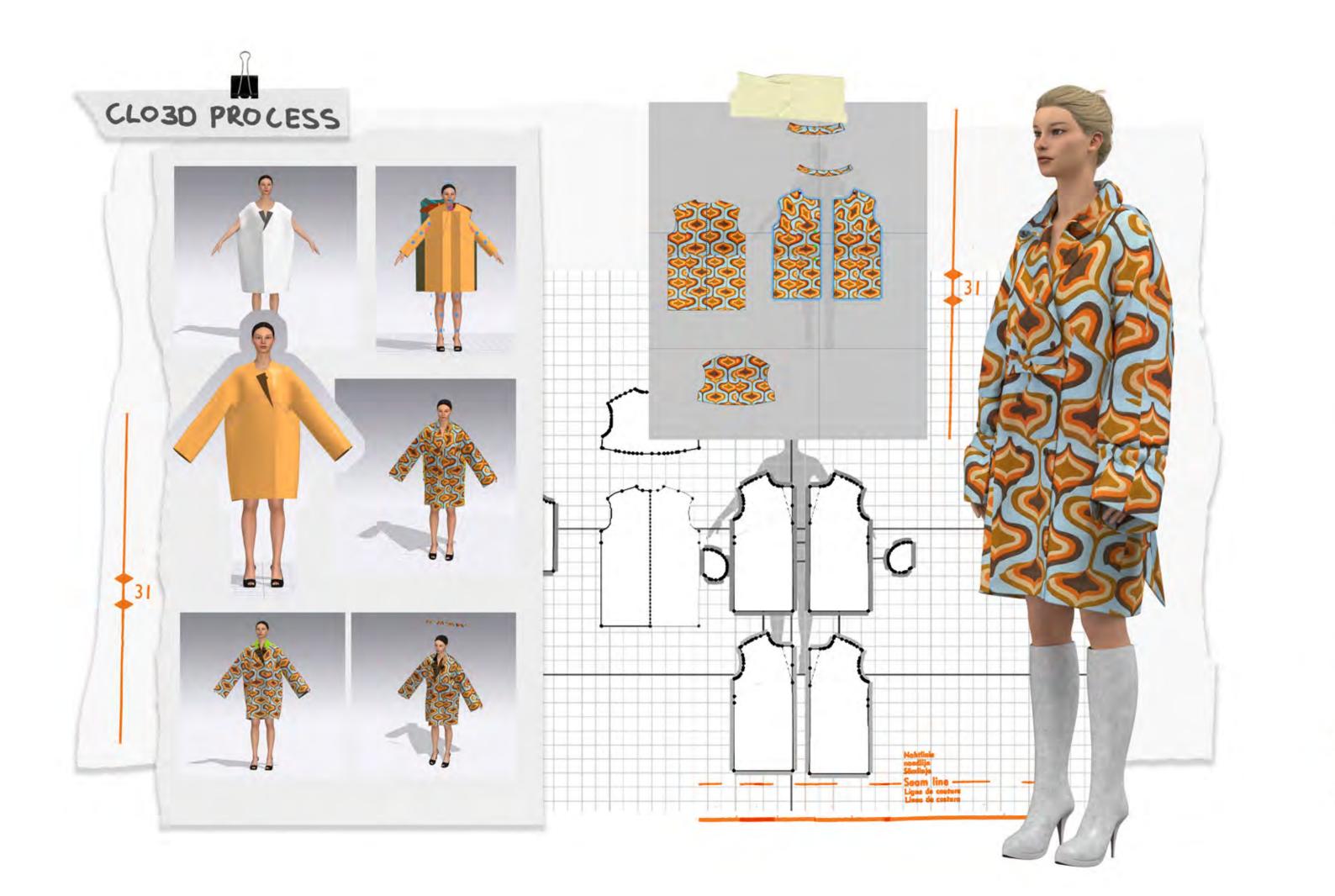


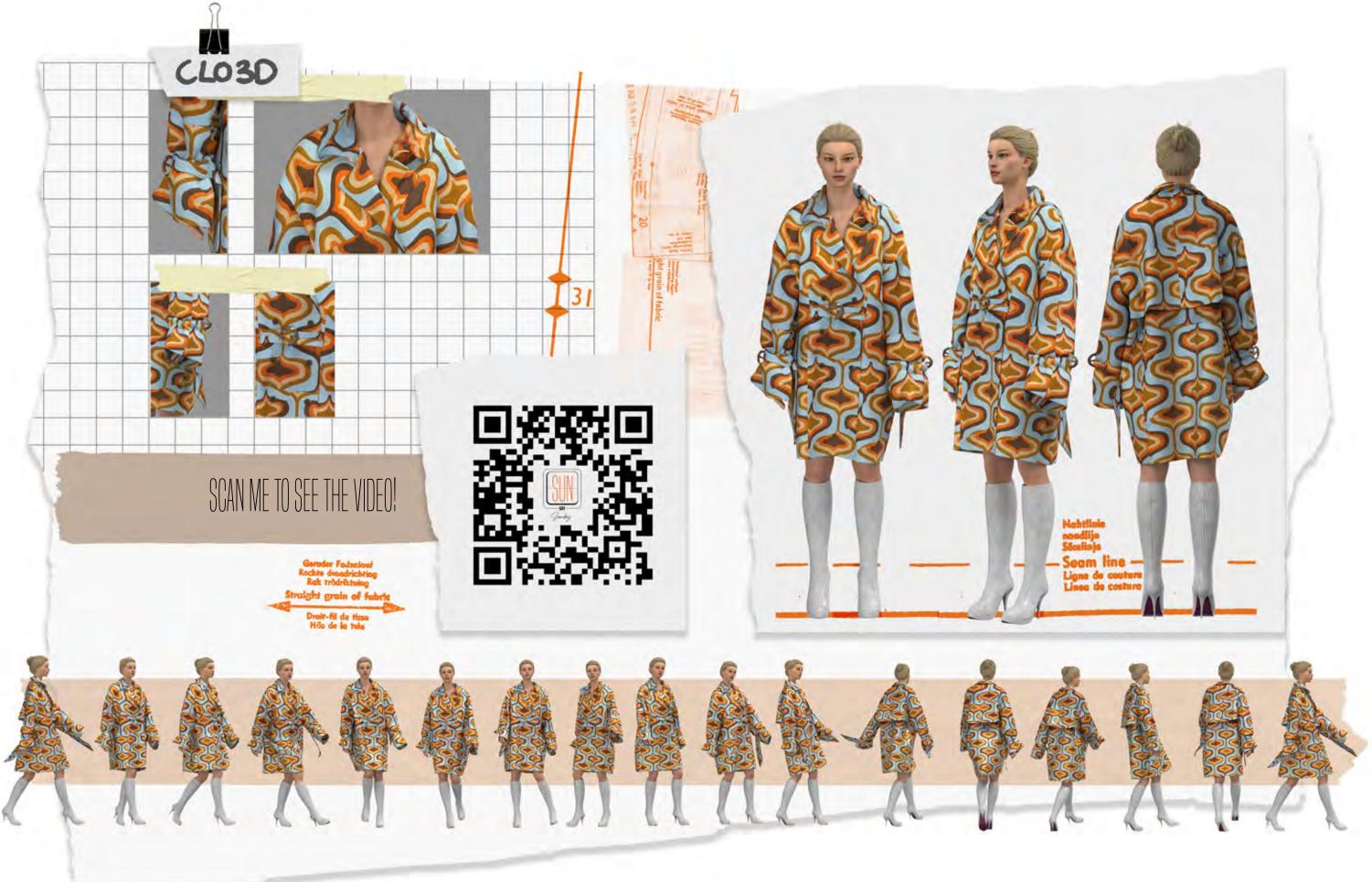






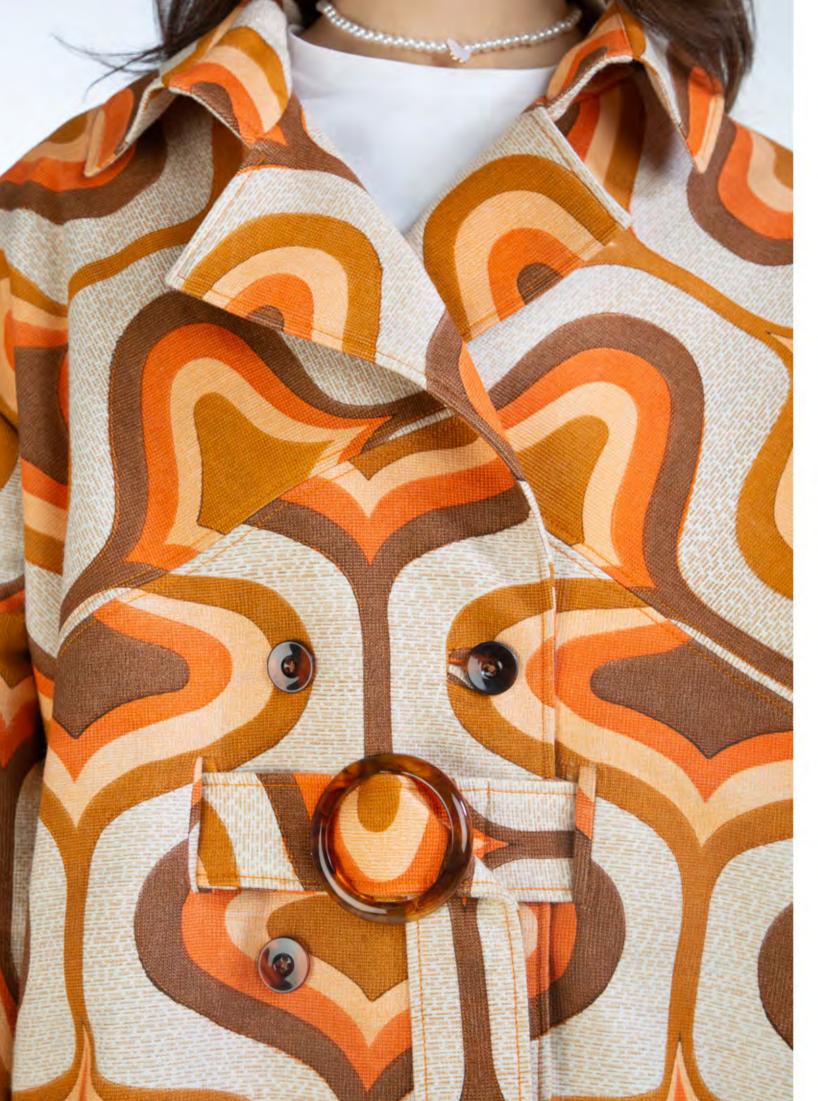








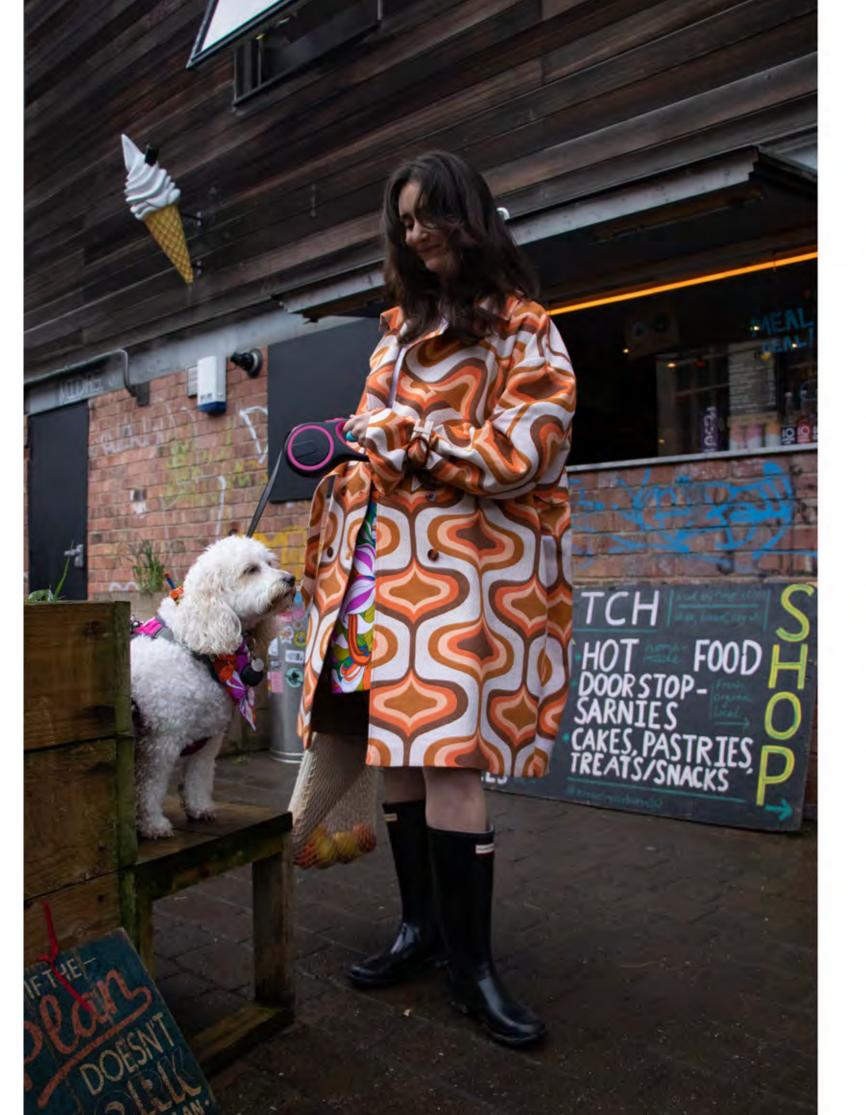


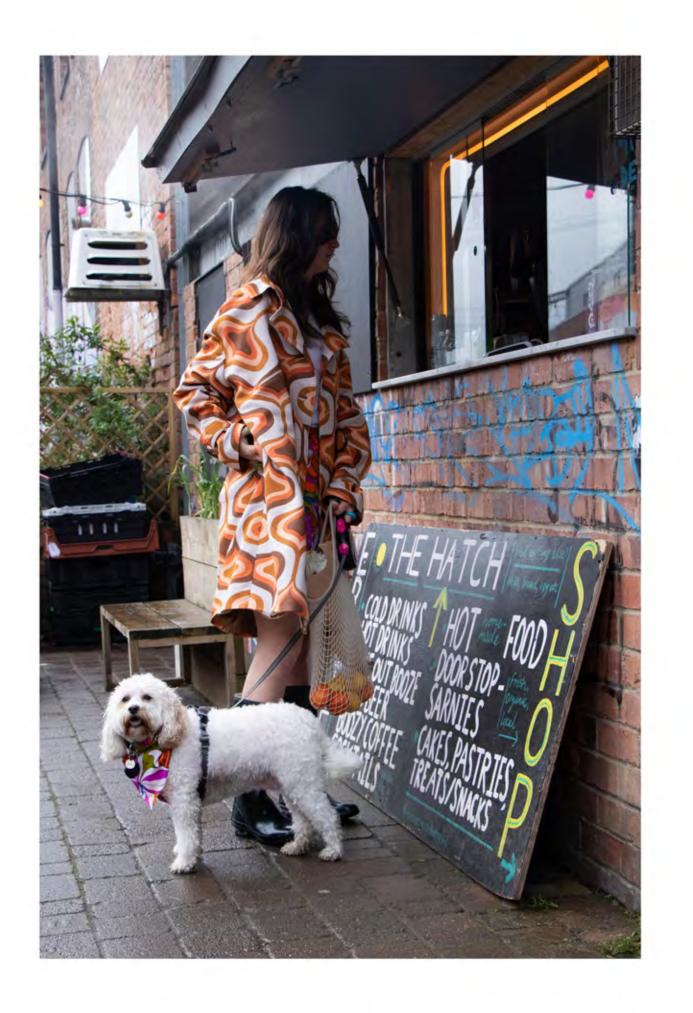


















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After primary and secondary research was carried out, findings showed that there was a demand for brands that integrate customer experiences in their product offering. Brands that do this already, such as JW Anderson and Raeburn, have been received well by customers and potential customers. This suggests a brand such as SS can harness the potential of this trialled form of customer-based product offering and create a successful form of direct customer touchpoint. It is hoped that by prioritising this in our marketing plan we will ensure that our key values of customer collaboration, community and open sharing of intellectual property are portrayed. The increased importance of creativity for well-being is highlighted in the previous research report, providing a key justification for the forecasted growth in the crafting market. Furthermore, Covid established a shift in community-based shopping habits, thus encouraging a desire for people to connect with brands on a local level. In addition, co-creation is supported by consumers as tangible connections are formed based on brand values as well as aesthetics. Lastly, Gen Z support belief-led brands that stand for something; connecting with brands directly, allows judgments to be made on important shared values between the consumer and brand.

Strengths:

- SS brand is transparent, open and honest and wants to share knowledge with its consumers. It communicates with consumers in organic ways, e.g. via a notice board in the shop.
- SS treats consumers as collaborators, making it a unique selling point and a market leader for this.
- SS is built around community and a shared interest which supports a creative hub for like-minded people.
- SS is part of a cooperative of creative and artisan brands that support each other in creating a local community and platform to benefit people in the local community.
- SS is small and operates to support sustainable growth and build strong brand loyalty and connection with consumers.
- SS's varying product offering at different price points allows for a more inclusive price for consumers. E.g., sewing patterns are an affordable way to access the brand.

Weaknesses:

- SS's sense of local community could alienate potential customers from further
- Gathering and sourcing high-quality vintage fabrics is a time-consuming process which may restrict and delay
- If the brand is to grow, maintaining the handmade/ hand-crafted element may become challenging.
- In terms of growth, it will be difficult to reach a national audience when focusing on the local community is key to the brand ethos.
- As a start-up, SS won't have a reputation to rely on and will therefore find it hard to compete with more established brands in the market.

Opportunities

- The shift in consumer habits post covid, including the desire to support local businesses, remains and is predicted to increase.
- The increased interest in crafting hobbies within Gen Z could have a positive impact on the reach of the brand's message and ethos.
- The current social climate and focus on work-life balance may cause people to take more time for themselves which aligns with SS's beliefs.
- As SS has workshops and patterns as sources of income it ensures that the garment drops don't have to be constrained by seasons or tight time frames. This gives SS the opportunity to work on other brand-enriching projects and community-based events.
- Supporting links and connections with local businesses and suppliers can benefit the local economy, having a direct positive impact on communities as well as SS's position in the local ecosystem.
- Working with a variety of local brands, stores, shops, and artists allows for the exposure of SS to a variety of different audiences who could become potential customers.

Threats

- Sharing of intellectual property (patterns) could potentially present a risk to brand integrity in the way of plagiarism.
- Irregular drops and releases may become a risk due to unpredictable profit margins.
- New brands, local businesses and artists may initially be unwilling to collaborate due to a lack of reputation.



The first competitor marketing matrix looks at 'Fun Bright Aesthetic' against 'made from vintage/deadstock'. Brands like Mary Benson, Helmstedt, Peach eves and Mira Mikati are comparable to Sunday Sunday's use of colour. The brands Carmen Christine and Freya Simonne are most comparable to Sunday Sunday's use of vintage and deadstock fabrics and the method of how the fabric informs design.



NEUTRAL TONES AND AESTHETIC

RIXO

DOES NOT CONSIDER EVENTS IN ITS MARKETING



How to take your measurments: Bust: measure around the fullest waist measure around your natural waist line

Hips: measure around the fullest part of your hip area.

PATTERNS IN ITS MARKETING MERCHANT & MILL The second competitor marketing matrix looks at high-end status versus prioritising events and sewing patterns in its marketing. Sunday Sunday plans to position itself as a market leader for a brand that offers customer-based experiences as part of its product offering. Merchant & Mills & Liam patterns both offer a large selection of sewing patterns on their website. 'Liam patterns' is the sister brand to the fashion label 'Ruby' which suggests, similarly to Sunday Sunday it aims to offer both clothing and sewing patterns. Merchant & Mills is a fabric store which suggests it has a slightly different business model to Sunday Sunday. Again & again host events at their design house to showcase their brand's USP technique of silk screen printing print on existing garments. Raeburn could be described as a high-end brand that is unusually transparent and hosts many events and sells numerous kits to create more customer-facing touchpoints.

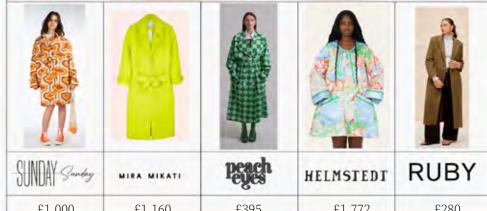
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labour were taken into consideration when calculating the RRP. Due to SS priding itself on its in-house manufacturing strategy, the cost of labour is significantly increased. Showcasing excellent craftsmanship and producing garments using limited runs of fabric, SS can position itself amongst brands within the mid to high-end market. Comparatively, SS's prices do arrive higher than some of their competitors, however, SS's strong vision of UK-based craftsmanship and beautiful vintage textiles allow SS to request an aspirational price point.







finds it funny so she checks out

eir instagram account. She follows

he link to the website home page. It is

n illustrated version of the store, with

namic graphics explaining the story.

She orders her bag and t shirt they

will be with her in 3 - 5 working days

Her parcel arrives she opens it up to

wrapped in brown paper and ribbon.

She thinks it's so pretty she takes a

picture to post on her Instagram stor

find her purchases beautifully

she tags and @Sunday.sunday.

ising tracked delivery.

taff profiles and a pinboard-style

graduate) story of her pottery

otice board - info like staff creative

ghlight June Jones - store assistant



friend reposts one of Sunday Sunday's instagram posts, It is one of the Sunday Sunday Market GIF series.

The website is easy to navigate, it alights 3 sections Sunday Sunday akes. We make, You make (shop, workshops, patterns). She browses the unday Sunday makes page and falls in ove with one of the limited edition market bags made from fabric waste from the recent collection. She also oves the long sleeve t-shirt. 三世 电影

She receives an email receipt with a edback form to fill out at her leisure t uses collaborative languageto encourage them to continue. There is also a phone number on the email, to ensure that all customer service calls are handled by the same person.

a point of returning to the store. The assistant at the door welcomes them in. As she walks into the shop the aroma of freshly made coffee welcomes her. She is left to look around the tables and

The following week she makes

If she had bought a pattern, she would be able to return to store with receipt. To reduce the chance of customers returning sewing patterns, they will include "understanding home sewing patterns" guide.

To avoid complaints -such as

"something I made broke"

quality control checks are

carried out on all items at

standard. If it breaks Sunday

Sunday offers to return free of

charge for repair service. Also

customers are given a feedback

refund and a voucher of £5 next

form as to why offer them a

time in store.

The bag - she loves it! It has arrived

makers market tomorrow!

Will she love them?

just in time for her visit to the weekend

work is to a satisfactory

points throughout this ensures

store opening next Sunday aunch party signage across windows whilst at the Columbia Road Sunday flower market. ----

She sees the bright orange

An assistant answers a question about the fabric explaining where it was sourced and strikes up a conversation informing the customer about the brand. The assistant explains that Sunday Sunday has a range of home sewing patterns for all items of the collection. The customer loves the idea of being

able to make her own garments

but is unable to sew.

She is then informed about the workshops and finds out there

is availability on the beginner class next week. At the till she leaves her details, and the store assistant gives he a store preparation pack, which includes an order sheet for the fabric and thread she would like to pick.

She brought her friend to the beginners workshop. She had a wonderful time.

171

Store staff are trained in retrieving infomation in an authentic manner "Is there anything about your time in-store today you would have liked us to do that we didn't?"

Repair/Alterations service is offered to all garments bought in-store. All garments have to have a store passport and the inside care label tag has a passport code to match. Inside includes details of each repair and the back story of the

The t-shirt - although she loves her s too small, she would like to reorder

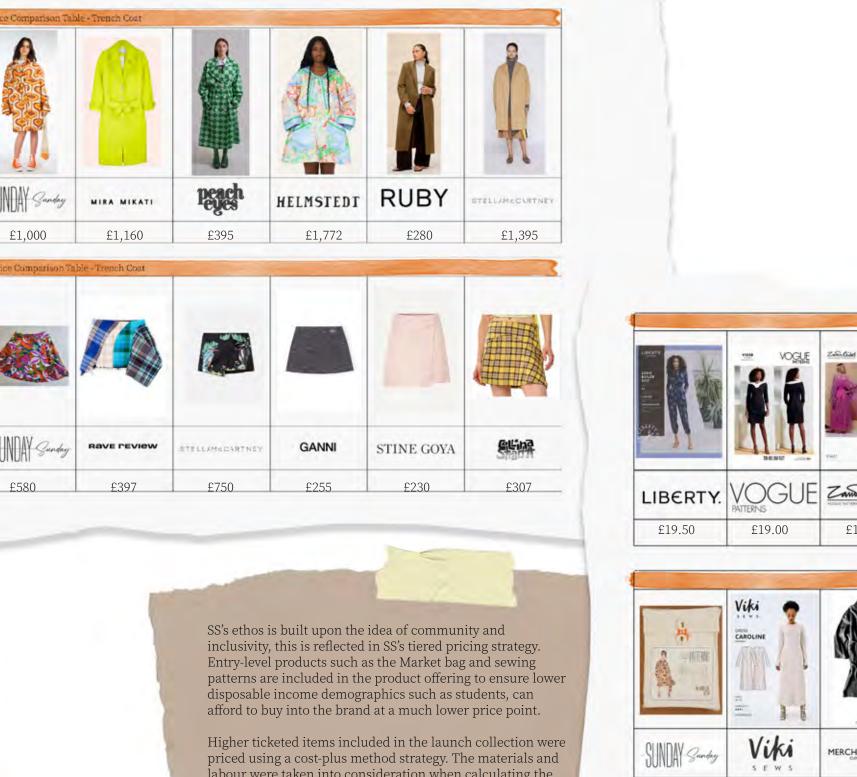
Her parcel included clear return instructions, free, collection or drop off choice for easy.

If she lived near store she has the the option of an alteration

shirt she doesn't like how it fits her it service before she decides she wants to return it.

-









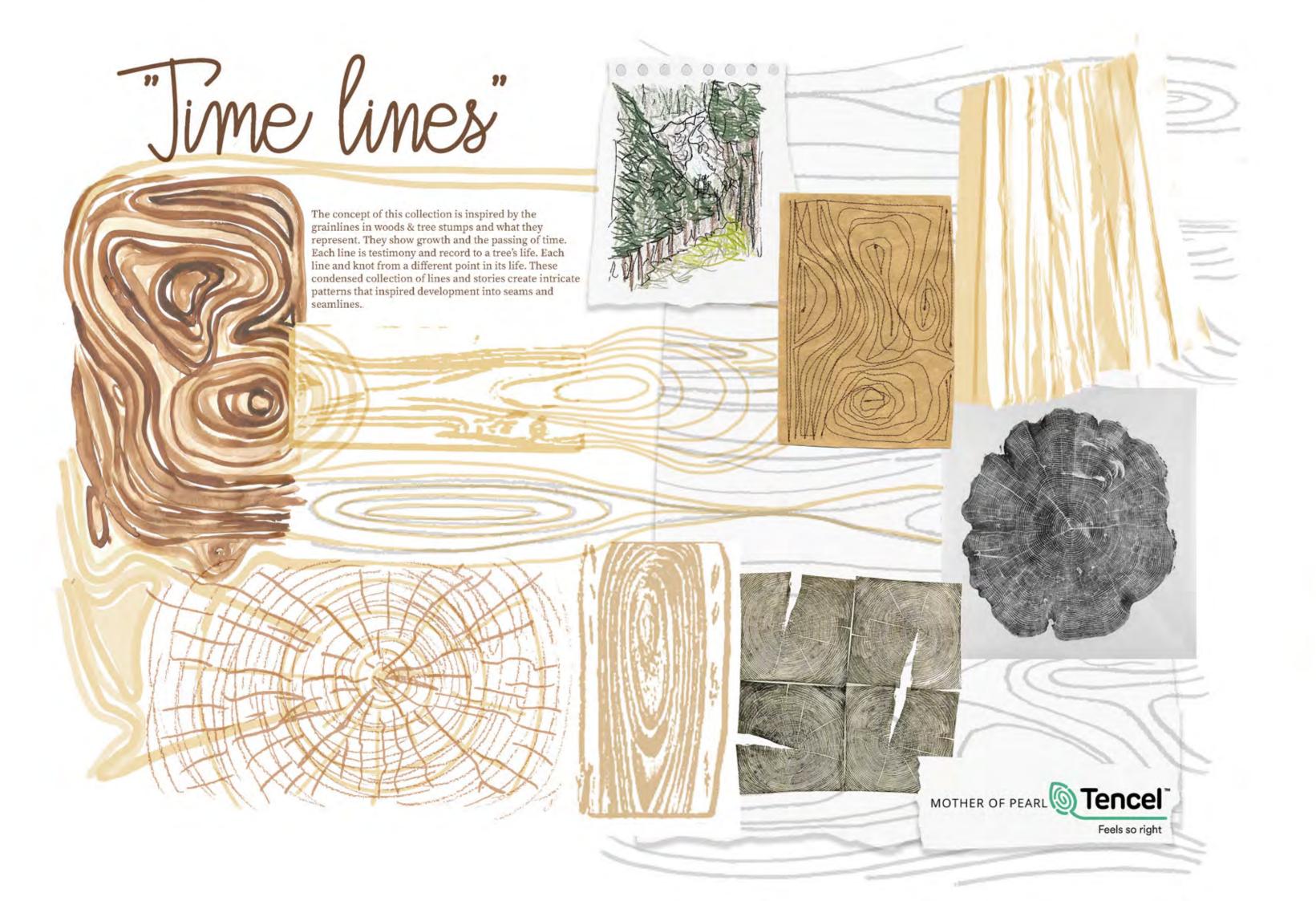




"Time lines" for

Samantha Holden

MOTHER OF PEARL TENCE





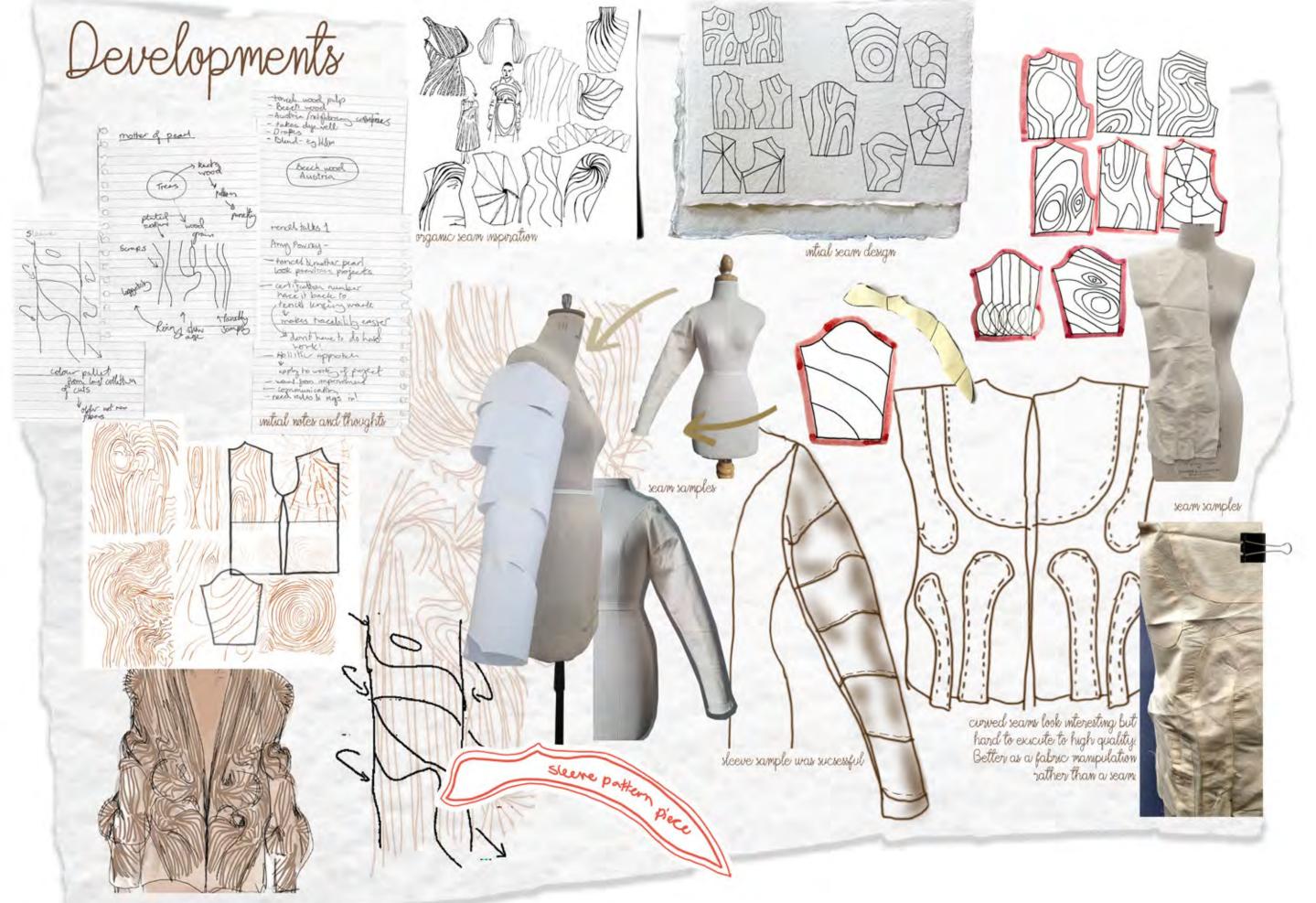
Colour & Fabric

After viewing the Fashion Reimagined film at Tyneside Cinema, I was inspired to find fabric and colour inspiration from within fabrics already in use by MOP. It was the limitations in fabric type and colour choice Amy Powney experienced during designing her debut No Frills collection, that inspired this design decision. All fabrics have selected from the ones used in last season's collection - SS23, to ensure the ethos of Mother of Pearl is truly met with in this















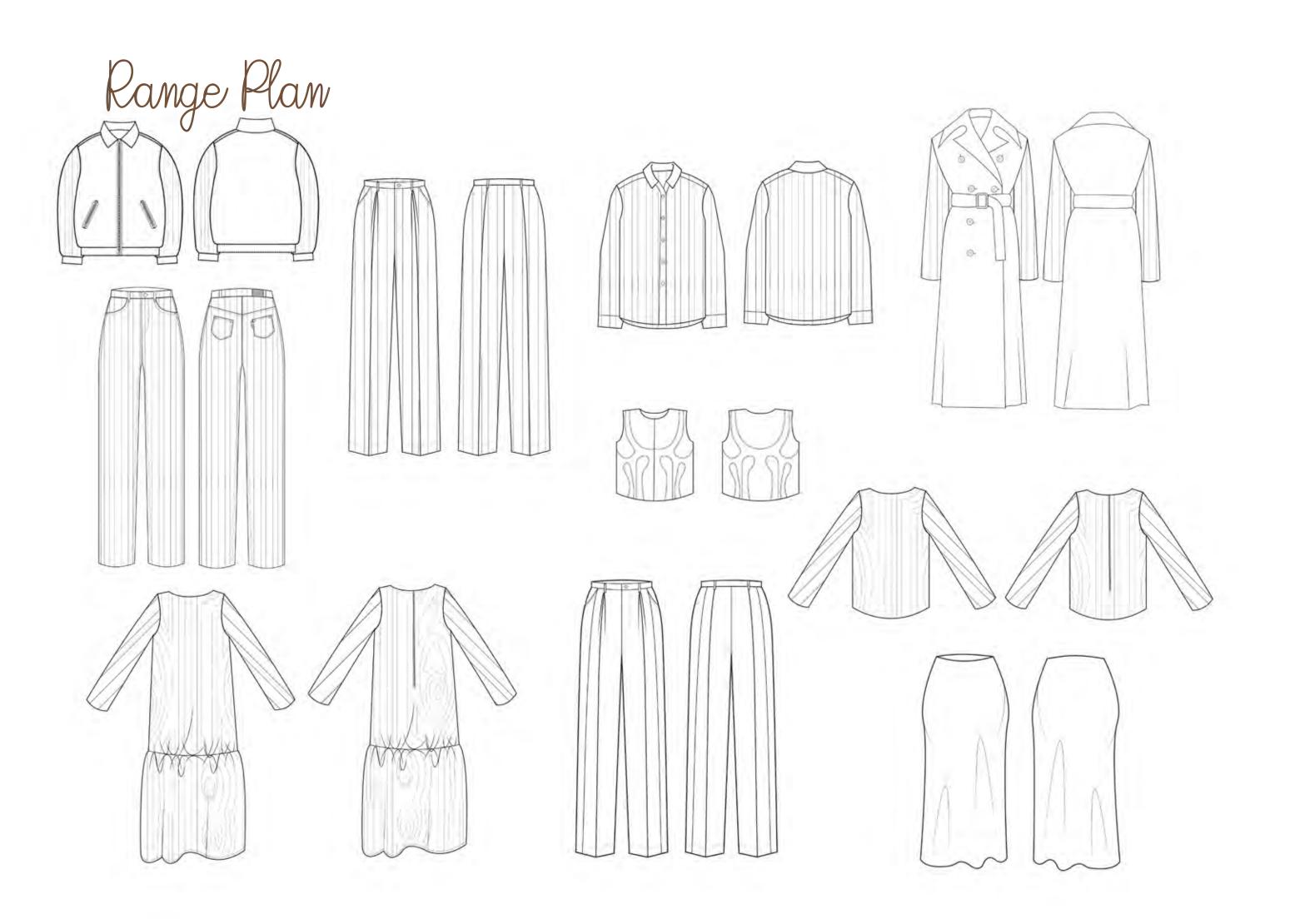


Photo References Sunday Sunday Design Development Price

Garment Price Comparison

Mira Mikati logo - https://www.themusicroom.co.uk/brands/mira-mikati

Mira Mikati Coat - https://miramikati.com/collections/coats-jackets/products/single-breasted-flower-button-coat

Peach Eyes Coat - https://www.peacheyes.com/products/lady-jane-trench-coat-in-juniper-print?variant=40954917355681

Peach Eyes Logo - https://www.peacheyes.com

Helmstedt Coat - https://helmstedt-online.com/products/emilie-jacket-vivid-garden

Helmstedt logo – https://helmstedt-online.com

Ruby trench - https://rubynz.com/products/august-coat-khaki

Ruby logo - https://rubynz.com

Stella logo – https://www.stellamccartney.com/gb/en/

Stella Coat- https://www.stellamccartney.com/gb/en/women/ready-to-wear/bilpin-coat-573928SPB052742.html

Stella Skirt - https://www.stellamccartney.com/gb/en/women/spring-2023-collection/bird-crest-print-satin-wrap-mini-skirt-

6300253BS3101010.html

Ganni logo - https://www.ganni.com/en-gb/home

Ganni Skirt - https://us.stinegoya.com/collections/shorts-skirts/products/silje-skirt-skirt-rose

Stine Goya - https://us.stinegoya.com

Pattern Price Comparison

Liberty pattern - https://www.libertylondon.com/uk/Zadie-Boiler-Suit-Sewing-Pattern-Size-6-14-R458347006.html?utm_source=goog-

le&utm_medium=shoppingiq&utm_campaign=shoppingiqfeed&utm_content=shoppingseo

Liberty logo - https://www.pentagram.com/work/liberty

American Vogue pattern - https://weaverdee.com/products/v1858?variant=39691328847959¤cy=GBP&utm_medium=product_syn-

c&utm_source=google&utm_content=sag_organic&utm_campaign=sag_organic&srsltid=AR57-fB0BmkYi2d7U_ze85AsbTGISu1Ga1bt_OQo_

O31EQ7d8FiLZOB7wR0

American Vogue pattern logo - https://www.cremer-kg.de/vogue-patterns.html

Vogue Zandra Rhodes - https://www.minerva.com/mp/1003089/vogue-sewing-pattern-1627

Vogue Zandra Rhodes logo - https://www.minerva.com/mp/1003089/vogue-sewing-pattern-1627

Viki sews pattern - https://www.minerva.com/mp/1274813/vikisews-sewing-pattern-caroline-dress

Viki sews pattern logo - https://www.minerva.com/mp/1274813/vikisews-sewing-pattern-caroline-dress

merchant and mills pattern - https://merchantandmills.com/uk/the-sunday

merchant and mills logo - https://merchantandmills.com

UK map - https://ukmap360.com/united-kingdom-%28uk%29-blank-map

Ribbon - https://www.ladulsatina.com/haberdashery-shops-in-milan/

Fabric rolls - http://lacefielddesigns.blogspot.com/2014/04/textile-tuesday-hibiscus-collection.html

Wall quilt - https://www.diydaisy.com/blog/diy-rainbow-checkerd-wall-hanging-with-cricut-maker

The table in the shop - https://ginzamag.com/lifestyle/nyc16/

Promotional Launch Event

Guest images

Lucy Jane - https://www.instagram.com/p/CqFpPAyKeVY/

Izzy Manuel - https://www.instagram.com/p/Co-bmosok08/

Slow Fashion Jessica - https://www.instagram.com/p/CbR4QYfsOHS/

Scrap fabric craft - https://www.instagram.com/reel/CgRyRqJIx7e/?igshid=MDJmNzVkMjY%3D&epik=dj0yJnU9NlNYX09wNllmMk9pbW-5LaURCVXROQm9hdUQyTVBzXzAmcD0wJm49SzRyWlJlelZuTEI3SGxsZGRIcnVzdyZ0PUFBQUFBR1E4SGNz

Promotional Items

Collaborations

Liberty fabric - https://www.alicecaroline.com/vintage-liberty-fabrics/

William Morris - https://morrisandco.sandersondesigngroup.com

Retro Liberty fabric - https://www.alicecaroline.com/product/liberty-fabric-tana-lawn-elysian-day-b/

Charities

Creative Lives logo - https://www.creative-lives.org/our-purpose

Shoreditch Trust logo - https://www.shoreditchtrust.org.uk

Timelines

Mother of Pearl - https://motherofpearl.co.uk

Tencel - https://www.tencel.com

Ink wood grain - https://www.smithsonianmag.com/science-nature/covered-in-ink-cross-sections-of-trees-make-gorgeous-prints-1625704/

Yoga Group - https://i.pinimg.com/originals/46/b6/21/46b6216ba7af8e34545ed093b26236c3.jpg

Colour & Fabric

Ember tan fabric swatch - https://motherofpearl.co.uk/collections/new-in/products/ember-trenchcoat-tan

Romy Green fabric Swatch - https://motherofpearl.co.uk/collections/new-in/products/romy-jacket-greenjacquard

Misha pink - https://motherofpearl.co.uk/collections/new-in/products/misha-dress-pink

Ellen tan - https://motherofpearl.co.uk/collections/new-in/products/ellen-dress-tanblackspot

Priya plum - https://motherofpearl.co.uk/collections/new-in/products/priya-dress-plum

2D Design Development figure - https://www.lululemon.co.uk/en-gb/p/zip-back-paddle-suit-medium-bum-coverage-online-only/ prod10520419.html