

Fashion MANNUSCRIPT

CUSTOM TAILOR

SUITED FOR A GENTLEMAN

MICHAEL ANDREWS BESPOKE

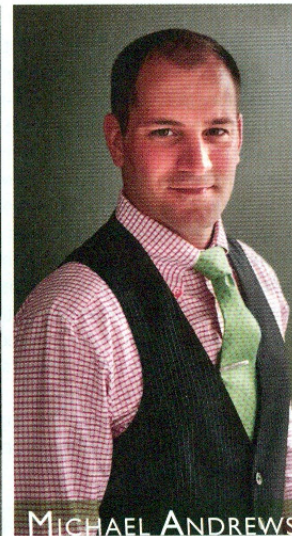
If anyone knows how a suit should look and fit a gentleman, it would be Michael Andrews. A self-proclaimed "recovering corporate attorney," Andrews donned a suit and tie to a law firm every day for nearly eight years. When he could not find off-the-rack suits cut to his liking, he began having his clothes custom tailored on his frequent trips to Asia. After trying over a dozen tailors in half a dozen countries without finding exactly what he wanted, he decided to open his own tailor shop.

Since doing his homework had become second nature—Andrews received his undergraduate degree from the Georgia Institute of Technology, then received his JD from Northwestern University School of Law and his MBA from the Kellogg School of Management—he began taking tailoring classes at the Fashion Institute of Technology to understand professional tailoring techniques first-hand.

In 2006, he launched his business, Michael Andrews Bespoke, a high-end yet affordable men's boutique that outfits young professionals with exquisite tailor-made suits, shirts, blazers, slacks, tuxedos, overcoats and more. The New York City-based company offers more than 5,000 luxurious fabrics from many of the world's finest mills, including Zegna, Vitale Barberis, Holland & Sherry, Loro Piana, Dormeuil and Thomas Mason. The shop also carries made-to-measure shoes and belts, along with designer ties, cufflinks and other accessories, to help clients complete their look.

While the Atlanta native always had high expectations for the business, Andrews has certainly been pleased by his company's success, such as being honored in *New York Magazine's* "Best of New York" annual issue. In fact, his new design studio in NoHo measures in at 4,200 square feet, making it one of the largest custom tailor shops in the country.

Having held a number of different positions during his career, Andrews also credits his passion for clothing as yet



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another characteristic that has aided his most recent achievements. "I have the best job in the world and love the thrill of building a company," he says. "Unlike many designers, I actually enjoy the business side of the fashion industry. Not only are my days intellectually challenging, but I also get to sell something I am very passionate about. If we sold widgets, it wouldn't be nearly as much fun."

Andrews believes his company's success has come from treating every client like a friend. "We are fanatical about client satisfaction," he states. "Our first clients were close friends and co-workers from my old law firm, so I had to make sure they were thrilled or else I risked damaging our relationship. We have simply retained that approach with every new client." This philosophy helps explain the well stocked bar and flat screen TVs in Andrews' shop. "When I'm out with friends, we usually have a few drinks and catch a game, so I wanted to create that same experience in our shop."

The blend of extraordinary craftsman-

ship with uncompromised service has made Michael Andrews Bespoke the success it is today. "We make some of the freshest suits on the market and pride ourselves on giving honest, helpful style advice, but we never forget that it's the client who ultimately decides the look that is best for him," Andrews says.

Over the last few years, Michael Andrews Bespoke has received numerous accolades in the press, such as being named "Best of New York" in *AM New York*, a "Critics' Pick" on *NYMag.com*, and one of "NY's 10 Best Custom Shirts" by *Pocketchange.com*. The shop has also been featured in *Bloomberg Markets*, *Time Out New York*, *Free magazine*, *Social Life magazine*, *UrbanDaddy.com* and *Men.Style.com*. [fms](#)

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