

**November 2013****Supermarkets: More Than Just Food Retailing - UK**

“If retailers respond to the changing retail environment, the decline in usage of large out-of-town stores can be reversed.”

**Private Label Food and Drink - UK**

“Tesco’s October 2013 relaunch of its premium tier Finest range should provide a boost to premium own-label NPD. Such innovation should be well placed to chime with the ongoing rise in consumer confidence and to tap into the predicted increase in consumer spending.”

**October 2013****Clothing Retailing - UK**

“While consumers have continued to increase their clothes purchases in real terms, driving up value sales, volume growth has slowed as inflation has returned and the market is vulnerable to cost rises especially in cotton. Consumers remain squeezed but are feeling more confident. In the current climate, clothing retailers can’t ...

**September 2013****Watches and Jewellery Retailing - UK**

“While consumers are increasingly happy to browse and buy precious metal jewellery online, not being able to see the piece in person remains a big barrier to shopping online. Two fifths of women like to see the item before buying it and a quarter like to try it on meaning ...

**August 2013****Music and Video Purchasing - UK**

“Bricks and mortar retailers used to distinguish themselves by the range of CD or DVD content they carried. Given the digitisation of the market however, storage space is now essentially infinite, and the biggest library is no longer the most impressive. Over 2014 Mintel predicts digital content suppliers and providers ...

**Furniture Retailing - UK**

“Retailing is changing. This is partly due to the advent of the internet and partly because of a growing reluctance to drive to out-of-town stores. Furniture retailers have adapted to the internet, their next challenge is to think long and hard about the future of the superstore. Their first move ...

**July 2013**

## Retail: Overview - UK

### Footwear Retailing - UK

“Mintel estimates that total online footwear sales grew by a little more than 19% in 2012, bringing online category sales to £843 million, which equates to 10.5% of all footwear purchase. We expect 2013 to be a year of further strong growth that will bring online footwear sales to ...

### Sports Goods Retailing - UK

“The sports goods retailing market is heading into a period of potentially significant change as the major chains look to step into the gap left by the collapse of JJB, the independent sector attempts to reverse long-term trends of steady decline and brands themselves begin to take control of their ...

### E-Commerce - UK

“Coupled with the power of social media, mobile connectivity is giving consumers access to more information instantly than ever before. Viewed sociologically, m-commerce is changing behaviour.”

### Garden Products Retailing - UK

“Even though demand for garden products is volatile (because of the weather), this is a huge market and many companies are prepared to run the risks and compete for a slice of the action. Today’s garden retailer faces tough competition from generalists and online sellers. They are investing for the ...

## May 2013

### Department Store Retailing - UK

“Three fifths of shoppers enjoy looking around a department store, even if they are not planning to make a purchase. There is potential for retailers to use the latest technology to capitalise on dwell time and persuade consumers to buy using techniques such as personalised real-time special offers.”

### Gifts and Greeting Cards - UK

“This is a market driven by bonding, showing affection and expressing feelings towards others. But in today’s world of instant communications the conventional greetings card is being joined by a plethora of new ways to affirm these emotions. While, for now, many consumers stay loyal to the old-fashioned card through ...

### DIY Retailing - UK

“Retailers such as B&Q and Homebase are established authorities in DIY – and they need to capitalise on this to deliver online advice, knowhow and service that pureplays such as Amazon cannot.”

## April 2013

### Convenience Stores - UK

“Investment by major retailers in the extension of their convenience store portfolios and improvements in the proposition are factors in bringing consumers into convenience shopping. Further consolidation will hit weaker retailers, notably independents, but it looks likely to have a positive impact for the consumer and the sector.”

### Car Purchasing Process - UK

“New car sales have failed to fully recover from their recent slump and there is need for more proactive action by manufacturers to boost sales. Progress has already been made in stimulating interest although to push sales on from current levels, both manufacturers and dealers need to do more to ...

**March 2013****Food and Drink Retailing - UK**

“Fortunately, horse meat is not poisonous – unlike the adulteration of olive oil scandal, which hit southern Europe a couple of decades ago. The issue is that trust in labelling has been seriously undermined because some, perhaps many, meat suppliers had been using cheaper product and then passing it off ...

**Online Grocery Retailing - UK**

“Without a hike in delivery charges or perhaps substantially higher minimum order values, online retailing for multichannel grocers is never likely to yield margins comparable to store-based shopping. But we think retailers can focus marketing communications on higher socio-economic groups to help mitigate the inherent financial disadvantages of retailing online ...

**February 2013****Electrical Goods Retailing - UK**

“Apple stores have raised consumer expectations and provide a model – a Platonic ideal, perhaps – for the retailing of electricals. Retail experience – from store appearance and quality of service to merchandising of product – is arguably more important than ever: if consumers want pure functionality, they can shop ...

**Optical Goods Retailing - UK**

“When retailers start discounting they grab market share, but continued use of the same tactics quickly becomes tired and less effective. In the future the best optical goods retailers need to use a more innovative range of techniques to inspire customers to buy through understanding their lifestyles, style aspirations and ...

**January 2013****Beauty Retailing - UK**

“As affordable quick fix beauty treatments have become more established in the UK, we’ve seen greater spontaneity from consumers, a shift in channels to market and an opening up of the mass market.”