

## May 2012

**Garden Products Retailing - UK**

“Garden centre retailers are facing difficult times. Demand for garden products remains flat in today’s tough economy and increasingly consumers are turning to the internet to search out better deals on price. This is putting margins under pressure and so limits the cash available for innovation and refurbishment. Yet, despite ...

**Sports Goods Retailing - UK**

“Stores will be repositioned to act as places where people can go to be fitted for, try on and try out products prior to ordering them online.”

**Electrical Goods Retailing - UK**

“The electricals sector is heading for further major changes. John Lewis and Currys are showing how it is possible to compete effectively against pure play online retailers, Amazon shows how an online retailer can prosper through the excellence of its fulfilment processes. But we are not convinced that a price ...

**Pricing and Promotions in Food and Drink - UK**

“Consumers are becoming increasingly savvy about promotions and are aware of what represents value and what does not, something which means that retailers may have to give greater consideration to the specific mechanics and objectives of their promotional strategies.”

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**Convenience Stores - UK**

“The convenience operations from the major grocery multiples are not traditional c-stores: instead, they are pared-down versions of their superstore offers. For independents, this means there are pressures to compete but there are also gaps in the offer to exploit. The independents must restate the convenience in c-store shopping, providing ...