

### In Focus



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#### FROZEN FOODS: HEAT & EAT

The Indian market has been witnessing the entry of many brands offering a host of products across various processed food categories. As the market matures and consumers become more convenience driven, one segment, which has evolved significantly is frozen ready-to-cook/eat, which is slated for deeper market penetration and entry of more players and products

### Interface

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#### FRESHKINS FOODS INDIA

Chairman Neeraj Gupta discusses their F&V retail model



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#### IGA INDIA

Chicago-based IGA is seeking licensee partners across India, informs Mark Batenic, CEO

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#### HERITAGE FRESH

Jagdish Krishnan, COO, Heritage Retail and Bakery Divisions, talks about their retail arm Heritage Fresh and it's strong brand positioning



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#### ADANI WILMAR

Angshu Mallick, COO, shares challenges and achievements



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#### i2COOK

Megha Deokule, Founder, shares how she turned her favourite peanut butter into a rolling business

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#### VIE FOODS

Paavani Jella, Founder, discusses balancing production, branding and marketing of a start up business



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### MARTHA'S PRESERVES

Martha Kohlhagen, Founder, shares the challenges she deals with in the Indian market

## Food & Grocery



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### STORE OF THE MONTH

Wholesaler METRO Cash & Carry India has charted an unprecedented path of growth

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### HR: NURTURING TALENT

The Food Processing Industry will have to explore educational and skill-set development for its most critical and sensitive functions



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### E-COMMERCE

Inventory-led model: Step towards Profitability

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### MARKETING

VegWash Promotional Activation at Heritage Fresh

## Products

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### POULTRY

Making chicken, turkey and the like pop in the fresh meat case requires retailers and manufacturers to anticipate shoppers' wants in the category



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### PRODUCE

Specialty and value-added produce items are becoming household names



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### COSMETICS

To grow sales, grocers need to radically revamp their cosmetics strategies

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### EQUIPMENT & DESIGN

Today's supermarket planning encompasses a growing roster of services

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### TECHNOLOGY

Tawa Supermarket's SAP for Retail deployment enables the grocer to bring a bit of Asia to the West



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### WHAT'S NEXT

New products in the market

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### BUSINESS OPPORTUNITIES

Fresh avenues to expand and grow