

PROGRESSIVE GROCER



COVER STORY

32 Heeding the call

As one of the most respected regional family owned supermarket retailers in the U.S., Brookshire Grocery Co earns the nod as *Progressive Grocer's* Outstanding Independent Regional Retailer of the Year.

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22 Wake-up Call: The name game

What's in a name? Plenty, if you're a CPG marketer, but different rules apply to retailers.

38 Store of the Month: The sixth wonder

Spar's sixth hypermarket in India has raised the bar for retailers, especially in Delhi.

58 Event Report: Sweet sensation!

The 2011 edition of ISM once again entralls the global confectionery industry.

62 Equipment & Design: Upward and onward

Supermarkets' prepared foods have hit a high mark, but even more opportunities await progressive grocers – like McCaffrey's – with the right menus and companion foodservice equipment.

68 Retail Strategy: Feeling like family

Kowalski's Markets strengthens the realm of regional independents with unique offerings, cozy confines and civic responsibility.

SUPERMARKET FRESH FOOD BUSINESS

42 Fresh produce picks up the pace

Healthier eating trends are inspiring food retailers to sharpen their selections, presentations and marketing.

46 The chain rule

The pathetic state of the cold supply chain in India calls for major reforms, especially as wastage of agri produce is estimated at ₹500 bn annually.

SUPERMARKET FOOD BUSINESS

50 Baked to perfection

Driven by the need for convenient foods and increased propensity to snack, the bakery industry is posed to witness rapid growth.

SUPERMARKET GROCERY BUSINESS

52 Stunted growth?

Lower birth rates have meant declining retail sales for baby food, but other opportunities exist.

SUPERMARKET NONFOOD BUSINESS

56 Anti-aging products come of age

Among other trends, a growing "beauty-on-a-budget" mindset is transforming the segment – to supermarkets' benefit.

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