

## Retailer



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### HOW TO WIN IN ONLINE GROCERY: ADVICE FROM A PIONEER

Christian Wanner, co-founder of one of Europe's first and largest online grocery stores, talks about what works, what doesn't, and what will change in food retailing as e-commerce continues to heat up.

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### FRONT END: ON TOP OF UP FRONT

Enhancing the front end experience must include customer needs, security concerns and the bottom line



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### OPERATIONS: SIX ALLIES FOR SUPPLY CHAIN SUPERIORITY

2015 will be the year that supply chains really focus on building their capability

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### FRESH FOOD: STONE FRUIT FORECAST

Quality crops, new varieties and value-added introductions are creating fresh excitement in U.S. supermarkets



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### FRESH FOOD: ORGANIC OPPORTUNITY

U.S. consumers seeking supermarkets with clean, fresh and flavourful produce they can trust

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### FROZEN FOOD: THINKING LIKE A RESTAURANT

The breakfast daypart is a bright spot in the grocer's frozen case

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### FROZEN FOOD: THE FINAL FLOURISH

Frozen desserts are moving way beyond the ordinary

## Suppliers



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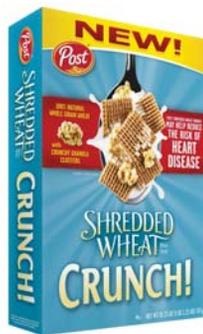
### ENTRÉE EXTENSION

Since 1998, McCain Foods (India) has been engaged in agriculture R&D and in development of the frozen food category in India and subcontinent countries. Vikas Mittal, MD, McCain Foods (India) speaks to Angel Kashyap about the opportunities and challenges

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### GETTING REAL

The much-publicised benefits of organic foods are continuing to drive manufacturer interest, but challenges remain



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### GROCERY: SUPER BOWL

Ready-to-eat cereals can maintain their primacy by upping their innovation and marketing prowess



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### GROCERY: SWEET IRONY

Next year, a new generation of stevia sweeteners produced by fermentation instead of extraction is going to hit the market

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### GROCERY: CONSIDER THE SAUCE

U.S. manufacturers and retailers market easy prep, value, variety and even health to time-starved shoppers

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### NONFOODS: SHAVE OVERHAUL

Following a frontal assault in the shaving category, U.S. retailers prepare for the next wave



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### NONFOODS: THE SMELL TEST

Grocers must select, merchandise and promote fragrances and scented bath products for optimal sales



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### TECHNOLOGY: DATA MAKES THE DIFFERENCE

Rumors of loyalty cards' death are greatly exaggerated, analysts say

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### TECHNOLOGY: FUTURE TENSE

U.S. retailers are harnessing the power of predictive analytics to drive their businesses



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### MARKET UPDATE

What's new in the food business

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### WHAT'S NEXT

New products on the shelves

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### BUSINESS OPPORTUNITIES

Fresh avenues to expand and grow with suppliers and retailers