

PROGRESSIVE GROCER



COVER STORY

30 In Times of Inflation

As operational costs rise, food prices skyrocket, and shoppers tighten their purse strings, grocers are squeezing their own profit margins to protect their consumers from rising food and grocery prices

FEATURES

18 Progressive Views

Your associates may know about your products, but are they selling them?

20 Interface - Company

Vikas Mittal, MD - McCain Foods India, elaborates on the challenges and opportunities in the Indian frozen food market

22 Interface - Retailer

Chetan Sangloi, owner of Sarvodaya and Center Bazaar, talks of his journey from a grocery shop in a busy street to a brand new supermarket in a mall

26 Supply Chain

The advent of the multi-channel retailing era has led to increasingly complex interactions with customers

FOOD & GROCERY BUSINESS

40 Food Safety

Jyoti Bhasin and Sarah Krol from NSF talk about the relevance of certification programmes as Food Safety regulations tighten up

42 Store of the Month

Customised solutions, innovations, and quality breed success for C&S Wholesale Grocers

FRESH PRODUCE

48 Spring Forward

Supermarkets embrace the season's spate of fresh produce with novel merchandising ideas bound to boost sales

51 Tasty Transition

What retailers need to know about the fetching fungus

NON-FOOD

52 Shave, Trim or Style

Efforts to capitalise on style trends could prove a two-edged sword

54 Protection From The Sun

Sun care products hold a lot of potential for growth provided brands initiate sustained promotions and consumer awareness programmes

BEVERAGES

58 In The Spirit

Ajay Shetty, MD - Myra Vineyards, shares his love for wine

60 Pouring Profits

Grocers should make the most of the exploding craft segment, but the beer category also offers other avenues for growth

DEPARTMENTS

8 Market Update

What's new in the F&G market

14 Industry Speak

FDI in multi-brand retail in India

16 Round Up

National and international company updates

62 Commerce

Loyalty for the New Age Customer

64 Equipment & Design

Kiosks are becoming familiar merchandising fixtures

67 Packaging

Packaging grabs customer's attention, highlights product advantages, and delivers brand authenticity

70 What's Next

New products in the market

73 Business Opportunities

Fresh avenues to expand and grow