

# PROGRESSIVE GROCER



## COVER STORY

### 28 In Times of Celebration

Food inflation is at an all-time high, leaving grocers and suppliers worried about the impact on consumer spend in the festival season. So how are they gearing up? Are they confident that the season will fetch them good sales, or are they wary of being left with under utilised inventory?

## FEATURES

### 22 Progressive Views

Companies should move from just managing promotion spend to effectively optimising it

### 26 Industry Insights

Much of the world is beginning to fall back in love with the local

## FOOD & GROCERY

### 38 In-Store Promotion

In-store sampling events can boost trial and purchase

### 40 Customer Connect

Take a genuine interest in the shopper and her needs

### 42 Store of the Month

Freson Market new concept store reflects Alberta's heritage

## FRESH FOOD

### 48 The Farm-to-Fork Experience

Cargill is helping retailers understand the worth of the products they sell

### 50 Packaged Salad

Bagged and clamshell-packed salads offer convenience, taste and nutrition

## PRODUCT WATCH

### 52 Biscuits Battle For Health

India's health biscuit market offers opportunities to meet customer demand for flavour, format, function and authenticity

## FOCUS - SOUTH INDIA

### 54 Southern Imprint

South India's brands are leaving their imprint across the country, while Southern grocers are positioning themselves on the strength of their merchandise assortment, and a modern approach to retailing

## REGULARS

### 8 Market Update

What's new in the F&G market

### 12 Event

India Retail Forum (2013) connects businesses, people, knowledge and ideas for the profitable growth of modern retail

### 18 Industry Speak

Turning retail footfalls into financial gains

### 20 Round Up

National and international company updates

### Equipment & Design

### 68 Whole Foods Market in Detroit derives its character and sensibility from the city

### 72 Ideas from the front line of design

### 74 LEDs and other advances are revolutionising supermarket illumination

### 78 Supply Chain

Transport and logistics are changing with the times

### What's Next

### 82 New products in the market

### 85 Festive Extravaganza

### 87 Retail Guide

Paving the road to prosperity

### 88 Business Opportunities

Fresh avenues to expand and grow