

# PROGRESSIVE GROCER



## COVER STORY

### 36 Expanding Reach

Having successfully established their brand name and value, many independent grocers are confident of creating new demand pockets in different locales

## FEATURES

### 20 Progressive Views

Grocers can save money by allocating proper shelf space to the product categories


### 24 Interface

Ravi Kannan, Director & CEO at Snowman Logistics discusses challenges and growth drivers in the F&V industry

### 28 Interface

Two entrepreneurs venture into food and grocery retail business. Today, Ratnadeep is a thriving chain of stores

### 34 Retailing Trends

 presents the "Future of Food Retail"  
Converting a 'shopper' into a 'buyer' is critical in a large format supermarket

## SUPERMARKET GROCERY BUSINESS

### 48 Retailer of the Month

Tracing Nilgiris 100 years of success

### 54 Center Store

Coffee and tea continue to make their mark in the premium/specialty segment

## SUPERMARKET NON FOOD BUSINESS

### 58 Tipping The Scales

Educating the consumer is the first step to weight management category sales

### 60 Upping Your Dose of OTCs

Supermarkets need to cultivate sales of over the counter remedies as consumers reach for them in greater numbers

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**Roundtable:** Suppliers and independent grocers meet

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National and International company updates

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Frozen RTC dubbed 'category of the future'

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Organic food suppliers opening stores to meet demand

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Brewer sets out to reinvent beer marketing

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A compilation of award winning store designs

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Increasing sophistication in center store shelving systems

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New products in the market