

# PROGRESSIVE GROCER



## COVER STORY

### 22 Wholesale Opportunities

Cash & Carry formats are gaining traction as the B2B business offers large volumes, faster inventory turnover, better supply management, greater sourcing power, low gestation period, long-term growth, and higher returns on capital

## FEATURES

### 14 Progressive Views

Nutritional scoring programmes in grocery stores can positively impact shopper selections

### 16 Interface - Supplier

S N Agarwal and Vikash Agarwal, who have launched their biscuit manufacturing company called Yours Food, discuss the competitiveness in this category

### 18 Interface - Supplier/Retailer

Mohan VK, GM - Consumer Product Division, Suguna Foods, talks about the company's growth and recent foray into retail

## PRODUCTS

### 34 The Knack of Snacks

Branded salty snacks will remain an attractive market opportunity in the times to come

### 36 Healthy Bites

Time-pressed, health-conscious consumers are driving sales of cereal bars

### 42 Animal Pragmatism

Consumers are seeking healthier options for their pets

## BEVERAGES

### 44 Popping The Bubbly

Growth in champagne consumption is on the increase in India as consumers aspire for a taste of this 'new' product

## NON-FOOD

### 48 Natural Health Seekers

Women and younger shoppers pick up homeopathic brands

### 50 Budding Romance

Floral departments woo customers with wedding bouquets, creative classes and more

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What's new in the F&G market

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Globe-trotting consumer trends bring retail insights home

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National and international company updates

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Surveillance video can be used to improve chain-wide operations from a central location

### 56 Packaging

Shoppers often judge products based on packaging

## Equipment & Design

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**62 Above and Below:** Ceilings and floors are the foundations of a store's total ambience

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**68 Inside The Box:** Both form and function are changing in the design of supermarkets

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New products in the market

### 72 Business Opportunities

Fresh avenues to expand and grow