

Interface



8

RETAILER: TAAZA PLAZA

Sharmila Banerjee, CEO, talks about their unique retail model

12

RETAILER: METTO SUPERMARKET

Mohammed Azim, Owner, shares his learnings

18

RETAILER: METRO CASH & CARRY INDIA

Metro has strategised its focus this year on the growth of its own customers

20

SUPPLIER: D'LECTA FOODS

Deepak Jain, MD, plans to create a stronghold in the dairy business



22

SUPPLIER: MOHANI TEA

Ramesh Aggarwal, MD, shares new developments in the company

26

SUPPLIER: ELEMENTS HOMESTEAD

Tomy Mathew, MD, anticipates positive response to their products

28

SUPPLIER: SARJENA FOODS

Directors Vishal R Vira and Nirmal P. Gogri, discuss growth plans following PE funding by Future Group



30

SUPPLIER: EMAMI LTD

Brand equity plays a major role in a volatile business milieu, observes director Mohan Goenka

Food & Grocery

36

SOTM: ULTRA FOODS

Ultra Foods is redefining the warehouse format with its new concept store

44

FOCUS: FRONT-END

Progressive Grocer's exclusive front end grocery retail survey

52

FOCUS: RURAL MARKET

Rural markets need a strong RTM platform for growth across large FMCG categories

Products



58

SNACKS: NUTS & DRY FRUITS

From a luxury product, nuts and dry fruits are shifting to a necessity category

60

DESSERT: COLD WAR

Competition is driving icecream brands to strive for innovations

Product Watch



64

BEVERAGES: WATER

Brands are introducing value added, functional, flavoured waters. But is the market ready?

Regulars

70

INDUSTRY INSIGHTS: FOOD SAFETY

Today's food safety solutions can help retailers be more proactive

76

FRESH FOOD: PACKAGING

Grocers share their demands for fresh packaging, and suppliers aim to please

80

SUPPLY CHAIN: FRESH FOOD

Innovations in supply chain management provide detailed data that translates to fresher produce and profitability

84

WHAT'S NEXT

New products in the market

86

BUSINESS OPPORTUNITIES

Fresh avenues for growth