

Retailer



18

HOW TO WIN IN ONLINE GROCERY: ADVICE FROM A PIONEER

Christian Wanner, co-founder of one of Europe's first and largest online grocery stores, talks about what works, what doesn't, and what will change in food retailing as e-commerce continues to heat up.

14

FRONT END: ON TOP OF UP FRONT

Enhancing the front end experience must include customer needs, security concerns and the bottom line



16

OPERATIONS: SIX ALLIES FOR SUPPLY CHAIN SUPERIORITY

2015 will be the year that supply chains really focus on building their capability

24

FRESH FOOD: STONE FRUIT FORECAST

Quality crops, new varieties and value-added introductions are creating fresh excitement in U.S. supermarkets



30

FRESH FOOD: ORGANIC OPPORTUNITY

U.S. consumers seeking supermarkets with clean, fresh and flavourful produce they can trust

38

FROZEN FOOD: THINKING LIKE A RESTAURANT

The breakfast daypart is a bright spot in the grocer's frozen case

39

FROZEN FOOD: THE FINAL FLOURISH

Frozen desserts are moving way beyond the ordinary

Suppliers



26

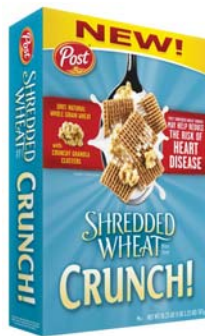
ENTRÉE EXTENSION

Since 1998, McCain Foods (India) has been engaged in agriculture R&D and in development of the frozen food category in India and subcontinent countries. Vikas Mittal, MD, McCain Foods (India) speaks to Angel Kashyap about the opportunities and challenges

40

GETTING REAL

The much-publicised benefits of organic foods are continuing to drive manufacturer interest, but challenges remain



44

GROCERY: SUPER BOWL

Ready-to-eat cereals can maintain their primacy by upping their innovation and marketing prowess



46

GROCERY: SWEET IRONY

Next year, a new generation of stevia sweeteners produced by fermentation instead of extraction is going to hit the market

50

GROCERY: CONSIDER THE SAUCE

U.S. manufacturers and retailers market easy prep, value, variety and even health to time-starved shoppers

52

NONFOODS: SHAVE OVERHAUL

Following a frontal assault in the shaving category, U.S. retailers prepare for the next wave



54

NONFOODS: THE SMELL TEST

Grocers must select, merchandise and promote fragrances and scented bath products for optimal sales



56

TECHNOLOGY: DATA MAKES THE DIFFERENCE

Rumors of loyalty cards' death are greatly exaggerated, analysts say

60

TECHNOLOGY: FUTURE TENSE

U.S. retailers are harnessing the power of predictive analytics to drive their businesses



8

MARKET UPDATE

What's new in the food business

64

WHAT'S NEXT

New products on the shelves

66

BUSINESS OPPORTUNITIES

Fresh avenues to expand and grow with suppliers and retailers