

# PROGRESSIVE GROCER



## COVER STORY

### 32 Taking The E-Way to Grocery

Many grocers are taking the e-way to grow their business because with increasing competition – both online and offline – having an additional channel for sales is becoming essential

## FEATURES

### 20 Interface

Harshita Gandhi, Director - Tree of Life, discusses the highs and lows of the imported food business

### 24 Interface

Managing Director S.A. Anil Kumar discusses the hiccups and burps of his Wine Baron liquor stores

### 30 Retailing Trends



presents the “Future of Food Retail”

Being seen as eco-friendly can boost retailers' bottom lines

## SUPERMARKET FOOD & GROCERY BUSINESS

### 44 Store of the Month

Regal Plus stands strong amongst its peers

### 48 No Shirr Thing

Specialty Eggs show most promise as category sales ride out ebbs and flows

### 50 Retailer of the Year

PG finds ample cause to celebrate Harris Teeter as its 2012 Retailer of the Year

## SUPERMARKET FRESH FOOD BUSINESS

### 58 A Grab-and-Go Classic

Bananas still No.1, with all signs pointing to future growth

## CENTRE STORE

### 60 Snacking Evolution

Better-for-you nibbles keep gaining in popularity and inventiveness

## DEPARTMENTS

### 6 Event

India Retail Forum (IRF) 2012

### 12 Market Update

What's new in the F&G market

### 16 Round Up

National and international company updates

### 63 Category Watch

The Indian dairy sector is a promising consumption-led growth story

### 65 Product Watch

Functional foods such as probiotics are slated to become growth drivers

### 68 Category Management

Innovations in the freezer case invite shoppers to discover solutions

### 72 Category Insights - Mintel

Carbonated soft drinks

### 73 What's Next

New products in the market