

March 2015

Online Grocery Retailing - UK

“The online sector is starting to mature – this way of shopping for food is not for everyone. That is good news for retailers as they have a vested interest in customers using their physical stores where they can market opportunistic buys more effectively and encourage impulse purchasing. In contrast ...

Specialist Food and Drink Retailers - UK

“Attributes such as quality standard marking, food traceability and low food miles/freshly produced on-site can all be compelling reasons for shoppers to favour specialists and eschew the mainstream retailers.”

– Chris Wisson, Senior Drinks Analyst

February 2015

Electrical Goods Retailing - UK

“Perhaps it is time for some specialists to move closer to EDLP (everyday low pricing) and away from the questionable deep discounting that has traditionally been a feature of the sector.”

– Richard Perks, Director of Retail Research

Consumers and the Economic Outlook: Quarterly Update - UK

“People are finally starting to feel the benefit of the recovery in their pay packets. After five years, average wages are finally increasing more quickly than prices. Although this will take time to feed through into consumer confidence, there are signs that spending habits are changing.

Optical Goods Retailing - UK

“The market for optical goods in the UK is concentrating into the hands of three major companies: Specsavers, Boots Opticians and Vision Express. Although Specsavers is reaching saturation in terms of store numbers we have seen Boots on an expansion trail, while Vision Express has been expanding by buying up ...

Christmas Shopping Habits - UK

“The distinction between online and in-store retailing is becoming more and more irrelevant. For any store based retailer it is not how people buy that matters, but whether they buy from you at all. The key is to make it as easy as possible for customers to buy from you ...

January 2015

Beauty Retailing - UK

“Department stores look most at risk from the growth in online-only retailers because both channels are biased to branded merchandise (particularly premium/luxury labels) which makes it easier for shoppers to compare prices. Where price is a major factor then people are more likely to choose the pure player over ...