

## December 2013

### Small Kitchen Appliances - UK

“Despite the economic gloom that has shrouded consumers in the last five years we have seen significant demand for coffee machines and food mixers. People’s love affair with good coffee stemmed from enjoying their coffee shop experiences and now they want to create coffee shop quality at home. And, what ...

## November 2013

### Energy Utility Suppliers - UK

“For energy suppliers it is important to continue to compete for market share but there is also scope to continue to expand into related markets such as home maintenance, home security or telecommunications. Related energy markets such as installation or home generation (eg solar electricity, solar thermal, ground pumps) are ...

## October 2013

### Bedrooms and Bedroom Furniture - UK

“Manufacturers and retailers are continuing to innovate, adding value to beds and bedroom furniture and helping to stimulate demand. In recent years times have been tough as consumers with low levels of confidence have held back from making big-ticket purchases. And this has caused some of the suppliers and retailers ...

## September 2013

### Kitchens and Kitchen Furniture - UK

‘People expect a lot from their kitchens. They want the kitchen to be an organised space that can accommodate a lot of possessions, and be a place to eat and entertain. A kitchen must combine practicality, style and a sense of status. But modern homes are getting smaller and a ...

## August 2013

## Retail: Home - UK

### Furniture Retailing - UK

“Retailing is changing. This is partly due to the advent of the internet and partly because of a growing reluctance to drive to out-of-town stores. Furniture retailers have adapted to the internet, their next challenge is to think long and hard about the future of the superstore. Their first move ...

### Bathrooms and Bathroom Accessories - UK

“Standing out from the rest is difficult in a market like bathrooms. Retailers need to build a wide suite of skills to service the complex requirements of a bathroom make-over. So we expect to see more development of quality own-label products with differentiated styles and designs. Alongside this, services will ...

## July 2013

### E-Commerce - UK

“Coupled with the power of social media, mobile connectivity is giving consumers access to more information instantly than ever before. Viewed sociologically, m-commerce is changing behaviour.”

### Garden Products Retailing - UK

“Even though demand for garden products is volatile (because of the weather), this is a huge market and many companies are prepared to run the risks and compete for a slice of the action. Today’s garden retailer faces tough competition from generalists and online sellers. They are investing for the ...

## June 2013

### Washers and Dryers - UK

“The next generation of laundry appliances will use increasingly clever automation to improve convenience and performance, but consumers will need some time to adjust their thinking and trust their appliances to take decisions and get things right for them. Imagine trusting the machines to take the right choices about that ...

## May 2013

### Department Store Retailing - UK

“Three fifths of shoppers enjoy looking around a department store, even if they are not planning to make a purchase. There is potential for retailers to use the latest technology to capitalise on dwell time and persuade consumers to buy using techniques such as personalised real-time special offers.”

### DIY Retailing - UK

“Retailers such as B&Q and Homebase are established authorities in DIY – and they need to capitalise on this to deliver online advice, knowhow and service that pureplays such as Amazon cannot.”

### Gifts and Greeting Cards - UK

“This is a market driven by bonding, showing affection and expressing feelings towards others. But in today’s world of instant communications the conventional greetings card is being joined by a plethora of new ways

to affirm these emotions. While, for now, many consumers stay loyal to the old-fashioned card through ...

### April 2013

#### Fridges and Freezers - UK

“With increasing pressure to have competitive prices, combined with the compelling need to innovate, how can suppliers of refrigeration build their businesses for a profitable future? We expect to see greater efforts to build the image of brands, an increasing rate of change of styling and fashion, as well as ...

### March 2013

#### Carpets and Floorcoverings - UK

“When compared to markets such as cookers and microwaves and kitchens and kitchen furniture, flooring appears to be the first out of the blocks in terms of the recovery of the bigger-ticket markets. Developments in cheaper synthetic carpets and laminate flooring have allowed consumers to make replacements at what they ...

### February 2013

#### Electrical Goods Retailing - UK

“Apple stores have raised consumer expectations and provide a model – a Platonic ideal, perhaps – for the retailing of electricals. Retail experience – from store appearance and quality of service to merchandising of product – is arguably more important than ever: if consumers want pure functionality, they can shop ...

#### Buying for the Home Online - UK

“M-commerce is still in its infancy in the shopping for the home online market, but it has huge growth potential as almost three in ten shoppers would consider using their mobiles to buy home products in the future. The use of mobile devices for shopping online is growing rapidly from ...

### January 2013

#### Living and Dining Room Furniture - UK

“The vast majority of households struggle with storage issues. Furthermore, two fifths (42%) find it difficult to source the right size furniture for their home, while over a third (36%) struggle to



## Retail: Home - UK

store/display their possessions. This frustration with lack of space creates significant scope for

new clever and flexible ...