

## March 2014

### Toy Retailing - UK

“Toys are a treat so shopping for them should reflect this. Going to shop for toys should be great fun, an experience for parents and kids. And stores should be inspiring, lively places which entertain as well as sell. If not people won’t bother to go to a toyshop, they ...

## February 2014

### Electrical Goods Retailing - UK

“Mid-market store-based retailers will have to come up with genuinely compelling reasons for shoppers to migrate back from pureplays: we think multichannel retailers need to imitate Amazon’s spirit of innovation, as their service and convenience advantages wane fast.”

### Nursery and Baby Equipment - UK

“Sales of baby and nursery equipment are driven by the development of new products. Innovation can also create new reasons for parents to buy, even if they are second or third time parents. Given that the most affluent parents see multi-purpose products as important, there is scope to combine nursery ...

## January 2014

### Homewares - UK

“In a market flooded with low-priced goods, retailers face a steep challenge to encourage people to trade up and spend more. We expect to see more investment in exclusive brands and designs as retailers strive to differentiate themselves from competitors including online discounters. And retailers will continue to make more ...