

# Scottish Grocer feature synopsis

March 2018 edition

## Wholesale feature

Editorial contact for this feature is

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Deadline for editorial submission extended to **Monday 29 January, 2018**

- *We're keen to have opinions, thoughts and predictions on the following topical issues as well as general market information (for example market share, market trends and details of brand activity)*
- *It's always very useful to receive images – 300 dpi if possible. Good images include product shots, pictures of people quoted in the copy, and pictures of advertising and marketing activity*
- *And please feel free to provide anything else you think is relevant*

**The wholesale industry in Scotland and in the wider UK has gone through many changes in recent years. It's an industry that works on high volumes and low margins and has to be flexible and alive to new techniques, technology, ideas and opportunities.**

**From wholesale firms serving local community retailers in Scotland we're keen to hear about:**

- **The service you offer in either or both delivered wholesale or cash & carry**
- **Any significant recent developments in your depots and services.**
- **Any significant technological developments – eg extension of online services, mobile apps, stock-checking and ordering by hand-held device etc**
- **If applicable, developments in your symbol / fascia / retail club operations**
- **Any developments in your management team.**
- **Developments in your specialist services, eg chilled and frozen foods, confectionery etc.**