

# Scottish Grocer feature synopsis

July 2018 edition

## Forecourts feature

Editorial contact for this feature is

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Deadline for editorial submission **Tuesday May 29, 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*

**Supermarkets may be grabbing all the headlines at the moment but, if you're looking for exciting changes in retail, the forecourt sector is where it's at. Big changes from the evolving offer in-store to the approaching transition to electric vehicles makes forecourt retailing one of the most dynamic industries around. We'd welcome your views on the following where appropriate:**

- **How would you assess the state of the forecourt retailing sector at the moment? Where do you think the areas of growth are? What challenges does the sector face at present?**
- **The volume and kind of footfall found at a forecourt station can vary depending on location, but there's no doubt retailers can work to boost those numbers. What steps have you seen successful retailers take to make their forecourt store offer more attractive to commuters/locals in their area?**
- **There has been a lot of consolidation in the grocery sector over the last 12-18 months. Is this a trend that is manifesting in the forecourt sector? How might major mergers between supermarket retailers and major wholesalers change the retail landscape? What affect could this have on independent forecourt retailers?**
- **Food to go and franchise offers have become a staple of forecourt retailing in Scotland. What are the advantages to operating a franchise out of a forecourt site? What steps can retailers take to extract the most value from their franchise and/or food to go offer?**

- **What categories are performing well in forecourts at the moment? In your view, where should retailers focus their attention to generate growth?**
- **What technological solutions are available on the market to help forecourt retailers run an efficient operation? How can modern EPOS/estate management equipment make life easier for forecourt retailers? What should forecourt retailers be aware of when investing in new technology?**
- **The Scottish Government has made some bold statements on electrification since last September. In your view, how should forecourt retailers approach the transition to electric powered vehicles? How can independent forecourt retailers ensure they are not left behind as consumers move towards electric vehicles, without being left too out of pocket in the present?**