

# Scottish Grocer feature synopsis

November 2018 edition

## Wholesale feature

Editorial contact for this feature is

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Deadline for editorial submission **Friday, 28<sup>th</sup> September 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*

**What a time it is for wholesale. With major mergers and acquisitions giving rise to arguably the biggest restructure of the sector for a generation, there's plenty to keep on top of. For retailers, there's arguably never been a better time to step back and assess just what wholesalers can offer for their store. We would welcome your views on the following:**

- **What services can you offer independent retailers in delivered wholesale and/or cash and carry? What are the advantages to independent retailers who choose to stock up with your business?**
- **How have the recent developments in the wholesale sector (mergers/acquisitions, new supply agreements) affected or improved your business? What new lines or services have you introduced in 2018 that retailers should be aware of?**
- **How has your fascia/symbol developed over the last year? How has the offer improved and what are the advantages for retailers who choose to go with your fascia for the future?**
- **What technological improvements have you made to your wholesale offer? How has new technology in depot, ordering in your symbol stores improved the service you can provide retailers?**
- **Looking ahead to 2019, what improvements or developments do you see on the horizon that should improve your offer for retailers/benefit existing retail customers?**