

SCOTTISH GROCER FEATURE SYNOPSIS

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FORECOURTS FEATURE

Editorial contact for this feature is

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Deadline for editorial submission **Monday January 7th, 2019**

- *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*

Independent forecourt stores in Scotland have undergone a remarkable transformation in recent years with the introduction of food to go offers, fantastic chilled provisions and much more. In this feature we'll look at the current trends in forecourt retailing and ask what steps retailers can take to improve their forecourt offer further in 2019. We'd welcome comments on the following:

- In your view, what will some of the key trends be for forecourt retailing in 2019? Why do you think that may be the case and how can forecourt retailers ensure they stay ahead of the competition?
- How important is a smart forecourt interior to successful retailing? What advice could you offer a retailer looking to revamp their forecourt?
- What facilities should retailers consider investing in on the fuel side of their forecourt business? Are there any new technologies in terms of payments, alternative fuels or other forecourt solutions that retailers might wish to consider?
- How can forecourt retailers make use of technology to improve the performance of their business? What kind of new technology should retailers be aware of (EPOS, estate management software, CCTV etc.)?
- What can symbol groups, franchise organisations, wholesalers and others who supply Scottish forecourts offer independent retailers?

- If there is a forecourt store you would like to see featured in the magazine please let us know (the sooner the better) and we'll try and set it up.