

SCOTTISH GROCER FEATURE SYNOPSIS

JULY 2019 EDITION

FORECOURTS

Editorial contact for this feature is

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Deadline for editorial submission **Tuesday, May 28th, 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*

Like the rest of retail, the forecourt sector has undergone massive changes over the last 12-24 months with the megamerger of MFG and MRG and the continuing rise of food to go changing the landscape. In this feature we'll look at how forecourt retailers can thrive in 2019. We'd welcome your views on the following.

- How would you assess the health of independent/symbol forecourt retailing at the moment? Where do you think the areas of growth are and why? What challenges do forecourt retailers face at present?
- There's far more to the present day forecourt than fuel, as shoppers increasingly visit petrol stations for their convenience offer. In your view, what can forecourts do to boost footfall at their location? What sort of services/amenities/categories are best at pulling shoppers into a forecourts?
- The forecourt sector is competitive, with supermarkets and the major multiples enhancing their offer across the board. What support is there out there for forecourt retailers who may wish to improve their forecourt offer. (Store refresh, introduce FTG, expanded chilled etc.) For retailers on a limited budget, where would you suggest focusing investment in 2019?
- How can forecourt retailers use modern technology to improve their offer/efficiency/reduce cost? What kind of back office solutions/EPOS systems exist to make forecourt retailers lives easier and what are the key considerations for retailers investing in this area?

- Do you have any NPD you would like to shout about?