

SCOTTISH GROCER FEATURE SYNOPSIS

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FORECOURTS

Editorial contact for this feature is

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Deadline for editorial submission **Monday August 26th, 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 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*

Forecourt retailing has seen some pretty exciting developments over the last few years from major mergers to massive improvements in the convenience retailing side of the business. In this feature we'll look at how forecourt retailers can ensure their shop is the place to stop, or walk, in their community. We would welcome comments on the following:

- What are the key trends in forecourt retailing at present? Where are the margin opportunities in forecourt stores? What developments have you been most excited by in forecourt retailing?
- How does shop flow in a forecourt differ from a traditional c-store (if at all). What advice could you offer forecourt retailers in terms of merchandising/category management in their forecourt shop?
- What technological solutions are there on offer at the moment that you think forecourt retailers should be aware of? How does this tech make life easier for retailers/reduce costs/improve margins?
- How important do you think food to go is to the contemporary forecourt? What advice can you offer forecourt retailers taking their first steps into food to go? What kind of solutions are there on offer at the moment and what kind of sites do you think these suit?
- Do you have any NPD you would like retailers to be aware of?