

SCOTTISH GROCER FEATURE SYNOPSIS

MARCH 2020

WHOLESALE FEATURE

Editorial contact for this feature is

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Deadline for editorial submission **Monday January 27th, 2020**

- *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 is 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 retailers, wholesalers have been making major changes to their operations in recent years, investing in new technologies and making major changes to their product offer. In this feature we'll look at the improvements wholesalers have made to their businesses and ask how these are likely to benefit retailers? We'd welcome comments on the following:

- What services do you currently offer either or both in delivered wholesale or cash & carry?
- What improvements have you made to your offer over the last 12 months? Investment in depot? New product ranges? Expanded food to go/chilled? Changes to ordering/delivery processes?
- What do you think sets your business apart from the competition in Scotland? Why should Scottish convenience retailers consider giving you their business?
- Beyond competitive pricing, what additional support can you offer convenience retailers?
- Have you made any significant technological developments in the last 12 months? If so, what are they and how do they benefit your c-store retailer customers?

- Are there any developments in your symbol/fascia/retail club that you think retailers should be aware of?