

SCOTTISH GROCER FEATURE SYNOPSIS

October 2025

Nicotine

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Deadline for editorial submission Tuesday 26th August

- *We're keen to have opinions, thoughts and predictions on the following topical issues as well as general market information such as 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.*

Nicotine is one of the most difficult sectors for Scottish c-store retailers. Increasing legislation in the category can prove challenging, but many stores are more than up to the task. In this feature, we will examine the wide range of options available to retailers in the nicotine category and how they can make the most of it with legislation in mind. We would welcome comments on the following:

- How has the disposable vape ban affected trade?
- How are nicotine alternatives performing in Scottish c-stores? Are pouches proving more popular since the ban came in?
- How can retailers ensure they have the right range for their store?
- How important is value to factory-made cigarette/RYO performance at present? What can retailers do to ensure they're offering customers the best value while at the same time maintaining reasonable margins?
- What steps has your brand taken to deter underage vaping by ensuring the range is catering for and geared towards adults?
- What support/loyalty schemes/other trade resources can your brand/firm offer Scotland's retailers? How important is building a relationship with retailers to your brand and what steps are you taking to ensure your presence is felt on the ground?
- Do you have any NPD or campaigns you would like to shout about?