

SCOTTISH GROCER FEATURE SYNOPSIS

February 2026

Forecourts

Editorial contact for this feature is:

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Deadline for editorial submission Monday 5th January 2026

- *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.*
- *Ideally if you could include images – 300 dpi if possible. We'd need at least three 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.*

Filling up with petrol used to be the main reason for visiting a petrol station, but now forecourt retailing has evolved into something more of a destination store for customers.

In this feature, we'll look at the key trends affected Scottish forecourt stores and how retailers can use this to ensure their store sticks out from the rest. We would welcome comments on the following:

- In your view, how did forecourt retailers rise to the challenges of the continuing volatility in the market and price fluctuations during 2025?
- What are the key trends within forecourt retailing at the moment? Where are the biggest opportunities with the highest margins for retailers?
- How important is a smart forecourt interior to successful retailing? What advice could you offer to 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 to consider in terms of payments, alternative fuels or electric charging? Are there any other forecourt solutions that retailers should consider, such as car wash and laundrette facilities?
- Are there any food-to-go services you would recommend retailers to consider adding to their forecourt store?
- What merchandising/ranging advice can you offer forecourt retailers? What is the key to creating a store flow that works for a forecourt? How might this differ from other c-store sites?
- How can forecourt operators tackle the growing problem of fuel theft through drive-offs and "no means to pay"?