

SCOTTISH GROCER FEATURE SYNOPSIS

October 2026

Nicotine

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Deadline for editorial submission Wednesday 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 are nicotine products performing in Scotland? What difference have you seen across categories (traditional tobacco, vaping, nicotine pouches)? Which products are on the rise and what is driving this?
- When it comes to traditional tobacco options, what are the primary drivers behind consumer choice? Is there much of a split between factory-made cigarettes and roll your own options? How can the cigar market factor into this as well?
- How have vaping products performed in recent years, especially since the introduction of the disposable vapes ban? Have consumers successfully shifted over to refillables? Do consumers favour a pod-based system here or alternatives like nicotine salts?
- How important are flavour options when it comes to the vaping category? Does this help to bring more traditional smokers over to vapes?
- How can retailers take advantage of the rising nicotine pouch boom that has been seen across the sector in recent years? What advice can you share with retailers who may be new to the subcategory in stores to ensure a successful range?
- In your opinion, how will incoming legislation changes impact on sales, particularly when it comes to the Tobacco & Vapes Act? How prepared are you for the introduction of the Generational Smoking Ban come 1 January?

- From 1 October, a new tax on vapes will come into being. What lengths has your firm gone to ensure that suitable products are ready to enter the market? What advice do you have for retailers who now need to adapt to a new normal in the vapes market and ensure a smooth transition? What impact, if any, do you think this will have on sales? And how will this impact on retailers' margins?
- Do you have any NPD or campaigns you would be keen to shout about?