

Your weekly retail news roundup

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Retail Times

be inspired



Dear Reader,

With fewer than seven weeks to Christmas, Retail Times has been inundated with predictions for trading patterns over the festive season.

Will it be the year of the mobile? Some shout a resounding "yes". Others are more tempered and suggest not.

My money's on the half way house of internet and store-based retailing - click and collect. Consumers have the convenience of online ordering but also the guarantee of a collection time and location that beats missed deliveries or lengthy queuing at Post Office counters/collection points.

Post Christmas I suspect there will be many accessing retailers online rather than having to face long checkout queues and aisles of bargain hungry shoppers. Browsing the internet with smart phones, iPads and such like devices, couch shoppers keen to spend vouchers and wanting to secure discounted New Year offers will result in a spike in the online trend.

Christmas 2013: Click and collectable.
New Year 2014: Online.

What do you think?

Enjoy.

Fiona Briggs, Editor, Retail Times

PS. If you'd like to have your say on a topic we've covered simply go to the end of the article and leave your comment.



fresh thinking!

In my opinion: Conveniently fresh thinking from LINPAC Packaging can reduce waste

Only a few years ago, if you had asked the average consumer about the issue of food waste it is likely that they would have responded with another question along the lines of "what issue?"

... during the past 12 months or so, food waste has steadily climbed to the top of political and environmental agendas leading to coverage on mainstream news and bringing it to the attention of everyday shoppers and householders [read the full article](#)

Why it works: Mirakl's online marketplace platform lets retailers expand product ranges



When you mention 'marketplace' to anyone in the retail industry, the first thing people think of is Amazon. This is no bad thing. More than 40% of products sold on Amazon today are fulfilled by third party sellers.

This means Amazon gets additional e-commerce channels without inventory or logistic constraints, its customers benefit from increased product choice and more competitive pricing while sellers have a new channel with which to reach potential customers [read the full article](#)

Here's a small selection articles published on Retail Times this week. Be sure to check out the website, there's over 3,500 articles covering all aspects of retailing and from those those who service the retail industry.

Excerpts:

[**New technology aims to safeguard food chain by managing supplier compliance data**](#)

Muddy Boots, a quality assurance and compliance software specialist, has launched a product that helps businesses within the food supply chain ensure its suppliers' and their growers meet the requirements set out by their customers. Greenlight Supplier Approval is a cloud-based solution that has been designed specifically for the food industry to help manage and [...]

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[**Co-operative adds Savoury Cheese and Onion Soufflettes under Loved by us brand**](#)

For the perfect canapé and a tasty addition to the party food spread this Christmas and New Year, The Co-operative's new Loved by us Savoury Cheese and Onion Soufflettes will be a big hit with hungry guests, the retailer claims. Crafted by Cornish bakers and made with British extra-mature farmhouse Cheddar, fresh white onion and [...]

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[**Businesses get shorter leases, as landlords suffer record tenant defaults, finds IPD**](#)

Lease lengths for commercial property fell to an historic low in the year to June 2013, while income, lost due to tenants going bust, hit an all time high. Landlords have struggled to maintain cash flows in many areas, and new research by IPD shows they lost 6.2% of their income, due to record [...]

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[**Consumers prefer brand website and email promotions over social media, study shows**](#)

With the recent change in Facebook rules, allowing brands to run competitions on their timelines, it's very tempting to rely purely on social media as your main tool for promotions. However, according to a new survey by prize promotion agency Spark & Fuse Marketing, it's important not to forget the other methods – some of which are still far [...]

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[**NPD Group: innovation and special occasions set to boost UK toy market at**](#)

[Christmas](#)

The NPD Group, a global information company, has released the UK toy market's anticipated Christmas trends ahead of the peak season to coincide with the Dream Toys event in London. The NPD Group's research shows a significant increase in sales of products with a price tag of £50 or more – up +6% year to [...]

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[Consumers rely on personalised recommendations when shopping online, study finds](#)

The UK leads the rest of Europe in the adoption and usage of personalisation technology when shopping online, according to a study released today by IDC and RichRelevance. The study, which surveyed 1,000 consumers in the UK, Germany and France, investigated how shoppers utilise personalised services in their purchasing choices and online shopping habits. Significantly, [...]

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[Taste Inc. gets consumers to 'Do something good in 90 seconds' in £250,000 campaign](#)

Taste Inc., a new range of premium microwavable burgers and sandwiches, is investing £250,000 between October and December 2013 to launch a consumer advertising campaign, Do something good in 90 seconds. The campaign focuses on educating consumers on the good that can be done in 90 seconds, the amount of time it takes to cook [...]

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[Seven in 10 shoppers faced with out-of-stocks, Infosys State of the Store study reveals](#)

The retail industry is regularly missing out on sales opportunities with seven in 10 British shoppers often faced with in-store stock shortages, according to a study by Infosys. The independent study, State of the Store, is based on a survey of 2,250 consumers and 75 major retailers in France, Germany and the UK. The study found [...]

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[John Lewis opens doors on 40,000sq ft 'at home' shop in Ashford – its tenth to date](#)

John Lewis at home Ashford opened its doors to customers for the first time this morning (7 November 2013). The two storey, 40,000sq ft shop, near junction 9 of the M20 in Kent, is the retailer's tenth 'at home' shop and has created 125 jobs in the local area. Before the doors opened, branch manager [...]

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[Hairy Bikers, Elmwood and All About Food](#)

[tie to debut Hairy Dieters cooking sauces](#)

Hairy Bikers - Si King and Dave Myers – have teamed up with brand design consultancy Elmwood and All About Food on the launch of the Hairy Dieters range of healthy cooking sauces. Inspired by their recent mission to shed the pounds while still staying true to their love of food, with their books “How to Love Food [...]”

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[Mobile-optimised campaign drives more traffic to Debenhams Beauty Club Awards](#)

The third annual Debenhams Beauty Club Awards received a 2,370% increase in traffic due to a mobile-optimised campaign which has won a bronze award for ‘Best use of Digital in Retail’ at Europe’s prestigious Digital Impact Awards. The campaign, created by digital marketing agency STEEL London, was centred on building a mobile-friendly competition website, using [...]

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[Global Brands adds Strawberry & Elderflower to Hooper’s range of alcoholic drinks](#)

Global Brands claims it is continuing to redefine drinks categories by extending the Hooper’s range of unique alcoholic beverages to include a fourth traditionally British flavour, Strawberry & Elderflower. The sparkling alcoholic brew is made using natural flavours to deliver a burst of fruity strawberry freshness before fading to a gentle elderflower finish. It [...]

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[Benross repositions popular homeware range, Anika, with the launch of 120 new lines](#)

Benross – one of the UK’s largest suppliers of homeware and electrical products – has repositioned its popular homeware range, Anika, with the launch of 120 new lines. The items, including everything from kitchen accessories to pans, have been created to meet the demands of the homeware retail market, while simultaneously appealing to the more [...]

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[The Co-operative Food adds speciality smoked salmon trio to Truly Irresistible range](#)

The Co-operative Food has introduced speciality smoked salmon trio into its premium Truly Irresistible range this Christmas, solving the festive starter quandary and impressing dinner guests in the process. The trio of farmed, responsibly-sourced Freedom Food Scottish smoked salmon comprises of a slow-cured Scandinavian-inspired Gravadlax, a dry-cured, oaky Highland Peat variety and Romanov, which has [...]

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[Over a tenth of online sales in Europe at Christmas will be on mobiles, Adobe predicts](#)

Adobe has released its Adobe Digital Index 2013 Online Shopping Forecast, which focuses on predictions for this year's holiday shopping season, defined as the entire months of November and December. In Europe, the company's data analysis predicts 12.4% of total online sales will come from mobile devices, a 68% year-over-year (YoY) increase. This growth greatly [...]

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