

USDA Foreign Agricultural Service

GAIN Report

Global Agricultural Information Network

THIS REPORT CONTAINS ASSESSMENTS OF COMMODITY AND TRADE ISSUES MADE BY
USDA STAFF AND NOT NECESSARILY STATEMENTS OF OFFICIAL U.S. GOVERNMENT
POLICY

Voluntary Public

Date: 12/17/2013

GAIN Report Number:

United Kingdom

Post: London

UK Key Retail Outlet Profiles 2013

Report Categories:

Retail Foods

Approved By:

Eugene Philhower

Prepared By:

Julie Vasquez-Nicholson

Report Highlights:

This report provides brief profiles of selected convenience and specialty stores in the UK, including delicatessens, mail order services, confectionery stores, health food retailers, buying groups and franchises.

General Information:

FOREWORD

This report is intended to supplement the report entitled “UK Retail Market Brief” and “UK Supermarket Chain Profiles”. If you would like a copy of these reports please email: aglondon@fas.usda.gov

KEY UK RETAIL OUTLETS

Catalogue/Mail Order Stores

Lakeland

	Lakeland Alexandra Buildings Windermere Cumbria, LA23 1BQ Tel: +44 15394 88100 Website: www.lakeland.co.uk
---	---

- Predominately a mail order business, sending catalogues to over one million households in the United Kingdom.
- Range of products including all kitchenware, from plastics to stainless steel to a range of specialist food items.
- Also have 60 retail outlets based in the UK.

Confectionery Stores


Cybercandy

	Cybercandy Ltd 3 Garrick Street Covent Garden London, WC2E 9BF Tel: +44 845 838 0958 Website: www.cybercandy.co.uk
---	---

- Wide range of US candy, drinks, cookies and breakfast cereals, sold mostly through internet sales.
- Six retail stores, four in London and one each in Brighton and Birmingham.

Delicatessens

Panzers

	<p>Panzers 13-19 Circus Road, St. John's Wood London NW8 6PB Tel: +44 20 7722 1496 Website: www.panzers.co.uk</p>
---	--

- A family run delicatessen in St. John's Wood, London
- 5,000 lines from all over the World including large USA section.

Partridges

	<p>Partridges Sloane Square, 2-5 Duke of York Square London, SW3 4LY Tel: +44 20 7730 0651 Website: www.partridges.co.uk</p>
---	--

- Delicatessen stocking large range of American grocery products.
- Family run food shops.
- Two stores, other branch in Gloucester Road, London.

Department Store Food Halls

Selfridges

	<p>Selfridges 400 Oxford Street London W1A 2LR Tel: +44 870 8377377 Website: www.selfridges.com</p>
---	---

- Up-market department store.
- Sells a broad range of US food and beverage products.
- Stages promotions around US holiday periods.
- With regard to new products, they prefer exclusivity for 6 months.
- Focus on high quality foodstuffs, both packaged and fresh.
- Also has a limited number of private label products.
- The food hall incorporates restaurants and food to go.
- 4 stores in the UK – London, Manchester Central, Manchester Trafford Centre, Birmingham.

Harvey Nichols

	Harvey Nichols & Co plc 67 Brompton Road London SW3 1DB Tel: +44 20 7584 0011 Website: www.harveynichols.com
---	---

- Up-market department store.
- Sells a broad range of US food and beverage products.
- Chooses to import directly for US holiday promotions.
- Focus on high-end foodstuffs, both packaged and fresh.
- Food halls combine traditional practices – in-store bakers, butchers, etc who act as specialists – with modern design and recipe ideas.
- Strong focus on private label products.
- 8 stores in major UK cities – London, Birmingham, Leeds, Manchester, Edinburgh, Bristol, Liverpool and Dublin.
- 6 stores abroad – Kuwait, Saudi Arabia, 2 in Hong Kong, and 2 in Turkey.

Harrods

	Harrods Brompton Road Knightsbridge London, SW1X 7XL Tel: +44 20 7730 1234 Website: www.harrods.com
---	---


- Up-market department store with food and beverage section.
- Focus on high quality foodstuffs, both packaged and fresh.
- The food hall combines traditional practices – in-store bakers, butchers, fishmongers, etc. who act as specialists – with a variety of concessions such as Krispy Kreme and Jelly Belly.
- Strong focus on private label products in their shelf-stable ranges.

Fortnum & Mason

	Fortnum & Mason 181 Piccadilly London, W1A 1ER Tel: +44 20 7734 8040 Website: www.fortnumandmason.co.uk
---	--

- Up-market department store.
- Prides itself on being the grocer to the Royal Family.
- Focus on high quality foodstuffs, both packaged and fresh.
- Strong focus on private label products in their shelf-stable ranges.

House of Fraser

	House of Fraser 1 Howick Place Victoria London, SW1P 1BH Tel: +44 20 7963 2000 Website: www.houseoffraser.co.uk
--	---

- Department store 62 stores, five with food halls.
- Food halls currently in Croydon, Birmingham, Cardiff, Edinburgh & Loch Lomond stores.
- Focus on high quality foodstuffs, both packaged and fresh.


Health Food Retailers

Boots

	Boots Plc. PO Box 5300 Nottingham, NG90 1AA Tel: +44 8450 708090 Website: www.boots.com
---	--

- Boots Plc are the UK's leading Health & Beauty Retailer with 2,500 stores.
- As well as everyday pharmacy products, health & beauty, baby products, they also sell food products, focusing on lunch-time snacks and seasonal gift items.

Holland & Barrett

	Holland & Barrett Samuel Ryder House Barling Way Eliot Park Nuneaton W Warwickshire, CV10 7RH Tel: +44 870 606 6605 Website: www.hollandandbarrett.com
---	--

- UK leading retailer of vitamins, minerals and herbal supplements with 620 stores located in every major city and town within the UK.
- Has an extensive range of health food products.

Liquor Stores (Off-Licences)

Majestic Wine Warehouse

	Majestic Wine Warehouse Ltd. Majestic House Otterspool Way Watford Herts, WD25 8WW Tel: +44 1923 298 200 Website: www.majestic.co.uk
---	--

- 175 stores throughout the UK specializing in sales of wine by mixed case. They have a minimum purchase of 6 bottles in store and 12 bottles online.

Bargain Booze

	Bargain Booze Ltd. Weston Road Crewe Cheshire, CW1 6BP Tel: +44 845 345 0001 Website: www.bargainbooze.co.uk
---	---

- A franchise operation comprising of over 600 retail outlets across three sectors.


Oddbins

	Oddbins Limited 31-33 Weir Rd Wimbledon London SW19 8UG Tel: +44 20 8971 3448 Website: www.oddbins.com
---	---

- Specialist wine store chain with 335 stores.


Symbol Groups and Franchises

Spar UK

	Spar UK Limited Hygeia Building 66-68 College Road Harrow Middlesex, HA1 1BE Tel: +44 20 8426 3700 Website: www.spar.co.uk
---	--

- UK's leading convenience store group with over 2,600 stores.
- Spar stores provide the ultimate in convenience shopping.
- Products range from fresh foods through to wine, beer and everything in-between.

Londis

	Musgrave Budgens Londis Ltd. Musgrave House Widewater Place, Moorhall Road Harefield, Middlesex, UB9 6PE Website: www.londis.co.uk
---	--

- Independent group with 1,800 members. Part of the Irish owned Musgrave group.

Costcutter

	Costcutter Harvest Mills, Common Road Dunnington, York, YO19 5RY Tel: +44 1904 488 663 Website: www.costcutter.co.uk
---	--


- Small local stores most of which open 24 hours, selling food items, alcohol, newspapers and cigarettes.
- More than 1700 stores throughout UK.

Premier/Booker

	Booker Equity House Irthlingborough Road Wellingborough Northants. NN8 1LT. Tel: +44 1933 371000 Website: www.booker.co.uk
---	--

- Leading wholesaler for caterers, retailers and businesses with 172 branches nationwide.

Nisa Today's

	Nisa Today's Holdings Ltd. Waldo Way Normanby Enterprise Park Scunthorpe DN15 9YA Tel: +44 1724 282 028 Website: www.nisa-todays.com
---	---

- Nisa-Today's is the UK's largest member owned organization providing benefits to independent retailers and wholesalers in the food and drink market.
- Its commercial objective is to negotiate the lowest cost-price of products and provide the most efficient supply chain for its member companies.

POST CONTACT AND FURTHER INFORMATION

If you have any questions or comments regarding this report, require a listing of UK importers or need any other assistance exporting to the United Kingdom, please contact the USDA office in London at the following address:

United States Department of Agriculture

Embassy of the United States of America

24 Grosvenor Square

London, W1K 6AH

Tel: +44 20 7894 0040

E-Mail: aglondon@fas.usda.gov

Website: www.fas.usda.gov

Further information on the UK retail grocery sector is available from:

British Retail Consortium(BRC)

21 Dartmouth Street

London, SW1H 9BP

Tel: +44 20 7854 8900

Website: www.brc.org.uk

Institute of Grocery Distribution (IGD)

Grange Lane, Letchmore Heath

Watford, Hertshire WD2 8DQ

Tel: +44 1923 857141

Website: www.igd.com