

USDA Foreign Agricultural Service

GAIN Report

Global Agricultural Information Network

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POLICY

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United Kingdom

Post: London

UK Key Retail Outlet Profiles

Report Categories:

Retail Foods

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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:

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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
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- 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
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- 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>
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- 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>
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- 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>
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- 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
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- 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
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- 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
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- 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
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- 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
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- 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

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

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

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

	<p>Musgrave Budgens Londis Ltd. Musgrave House Widewater Place, Moorhall Road Harefield, Middlesex, UB9 6PE Website: www.londis.co.uk</p>
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- Independent group with 1,800 members. Part of the Irish owned Musgrave group.

Costcutter

	<p>Costcutter Harvest Mills, Common Road Dunnington, York, YO19 5RY Tel: +44 1904 488 663 Website: www.costcutter.co.uk</p>
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- Small local stores most of which open 24 hours, selling food items, alcohol, newspapers and cigarettes.
- More than 1700 stores throughout UK.

Premier/Booker

	<p>Booker Equity House Irthlingborough Road Wellingborough Northants. NN8 1LT. Tel: +44 1933 371000 Website: www.booker.co.uk</p>
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- Leading wholesaler for caterers, retailers and businesses with 172 branches nationwide.

Nisa Today's

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