



International Convenience Retailer 2010

Insight/NACS

International Convenience Retail Award

Insight and NACS are delighted to announce the launch of the
International Convenience Retailer of the Year Award 2010

This prestigious award recognises excellence in convenience and forecourt
retailing on an international stage celebrating the best convenience retail
formats from around the world.

*The International Convenience Retailer of the Year Award 2010 will be presented
at the Insight NACS Future of International Convenience & Petroleum Retailing
2010 event in London, 20th – 23rd September 2010*

Insight and NACS are now inviting entries from all innovative convenience and forecourt retailers. For details on how to enter and the entry criteria, download pdf B.

The award is judged by an international panel leading convenience retailing executives, jointly chaired by Fiona Briggs, editor of the Insight/NACS online newsletter and Erin Pressley, editor, NACS magazine.

In addition, readers of Global Convenience Store Focus will have the opportunity to vote for their favourite international convenience retailer online.

Previous winners of international convenience awards, sponsored by Insight and NACS, have included Tesco Express Environment Store and BWG (Spar Ireland's) Eurospar format. Added to this impressive list is now the 2009 International Convenience Retailer Award winner.

At an industry dinner held in London this year during Insights Future of International Convenience Retail event, in September, where the 2009 award was

presented, Insight Partner, Dan Munford said: 'this award was created as a global convenience industry award benchmarking best practice by looking at the very latest retail industry innovations. It is truly international in its reach and involves both a highly experienced and recognised international panel of judges and an international industry voice, through the online vote of readers of Insights international monthly online magazine, whose readership now extends across 100 countries.'

Readers of Global Convenience Store Focus voted SPAR China as their winner of the 2009 award. The SPAR Hongtu store in Dongguan City, Guangdong Province, is independently owned by the Hu Family.

Insight and NACS would once again like to extend their congratulations to SPAR China and the Hu Family on their achievement.

The January 2010 edition of Global Convenience Store Focus features video footage of this exceptional store.

**Call Insight on +44 (0) 1938 556 090 or
email hannah@insightresearch.co.uk to reserve your place**



Convenience retailing is one of the fastest growing sectors around the world and is leading new format development.

Illustrating this point is the latest research from the IGD. Predicting that the UK convenience sector will continue to out form the total grocery market over the following five years.

The IGD's latest report UK Grocery Retail Outlook 2009 – Repositioning for growth reveals the UK convenience market is projected to increase by 37% from £30.3bn today to £41.4bn in 2014. With the projected growth for total grocery market at 20%

Constant repositioning within the convenience sector has driven innovation in format development. The IGD's evolution of Convenience Retailing report identified seven convenience models, which are now operating globally.

These include three traditional models:

- Neighbourhood-style supermarkets and food-to-go and meal solutions.
- A foodservice model, pioneered by forecourt retailers in the US, offering a strong impulse and fast food offer.
- A smaller convenience model, located in city centres and high footfall areas, targeting immediate needs.

And four newer models, created as changing consumer trends and new strategic alliances cause traditional segments to merge:

- Supermarkets on the forecourt
- Impulse crossing with foodservice
- Convenience and in-store dining
- Fresh and fast, 'everyday', 'for now' and 'for later'

And, while mainstream grocery retailers are increasingly focusing on the forecourt and a new customer base, convenience is moving up the agenda for those that have not previously looked directly to target the sector, added the IGD.

It is against this dynamic backdrop that Insight and NACS are looking to find the best International Convenience Retailers in 2010.

The 2009 award attracted a range of entries from the world's leading convenience retailers, who drive the industry's most innovative store formats and concepts.

The 2010 award will once again showcase and recognise the developments and achievements of these retailers on an international stage.

Many potential contenders for this top accolade have already been featured on the Insight/NACS online newsletter, Global Convenience Store Focus.

They include:

- the new Topaz format, Ireland
- the Caltex Freshstop alliance, South Africa
- 7 Eleven's new format, Australia
- SPAR UK's, EUROSPAR in Sheffield
- Applegreen's new travel sites
- Waitrose's latest c-store in London and their new motorway services format
- Tesco's new 100% self assisted check out Express store in Northampton
- Exxon Mobil's latest 'On the Run' format
- Sewell Group, Hull, UK

For details on how to enter, please download PDF B