

MARCH 2020 SUPERMARKET/RETAIL NEWS

SHOPRITE STORES SIGN ON WITH AMERICAN EXPRESS

ShopRite hopes for additional sales and customer loyalty because of the high number of card holders in its market area

LIDL IS NOW OPEN IN CHERRY HILL. HERE'S WHAT SHOPPERS CAN EXPECT

The 29,000-square-foot store, promises lower prices — thanks in part to its "bring your own bag policy" — and streamlined selections



CORONAVIRUS FEARS TRIGGER GROCERY SHOPPER SCRAMBLE

- As fears escalate over the global spread of the coronavirus, consumers are scrambling to build "pandemic pantries" of food, health care and other essential products
- Grocery industry analysts say consumers' worry about coronavirus will continue to disrupt supply chains and shopper spending behavior at supermarket chains and other mass retailers, though the degree and length of the impact is unclear
- Among grocery retailers, supermarkets are likely to feel less of an impact than mass retailers, which have more exposure to supply chain issues in categories beyond food

"Our store is experiencing record high sales volume numbers with the uncertainty of what to expect (as it relates to Coronavirus). Customers are proactive in their planning and so is our store. There has been a larger impact to the store shelves than a typical holiday or snow scare. We are ordering all that we can, working quickly to get product on the shelves, and servicing our community to the best of our ability. As the situation develops and unfolds, we are fully prepared to adapt along with it. Our management team and associates have developed an action plan that will ensure adequate handling of each possible phase of this developing situation so that the safety and needs of our associates and community will be met."

*Jennifer Colligas VP, COO – Colligas Family Markets
(ShopRite of Whitman Plaza)*



Contact Us

SobelCo

293 Eisenhower Parkway

Livingston, NJ 07039

973-994-9494

SobelCoLLC.com

C&S WHOLESALE GROCERS TAPS WABASH FOR NEW TRUCKING INNOVATION

- Recently, C&S Wholesale Grocers teamed up with Wabash National to showcase an innovative, zero-emissions, 48-foot refrigerated trailer
- This is the first time a major box innovation has been coupled with a major transport refrigeration unit (TRU) innovation that results in breakthrough customer value in a sustainable format
- The MSC reefer was designed and constructed with advanced MSC technology and is up to 30 percent more thermally efficient than a conventional refrigerated trailer

WALMART INTEGRATES ONLINE GROCERY INTO FLAGSHIP MOBILE APP

- Underscoring grocery's importance to its growth, Walmart is incorporating the Walmart Grocery app into the main Walmart mobile app
- Joining the two apps creates enhances the one-stop shopping experience at Walmart in the digital realm
- In the updated Walmart app, customers will be able to directly order fresh groceries, daily staple items and products from their local Walmart store for pickup or deliver

AMAZON LAUNCHES BUSINESS SELLING AUTOMATED CHECKOUT TO RETAILERS

- The world's biggest web retailer said it has "several" signed deals with customers it would not name
- The highly anticipated business reflects Amazon's strategy of building out internal capabilities - such as warehouses to help with package delivery and cloud technology to support its website - and then turning those into lucrative services it offers others

"Do customers like standing in lines? This has pretty broad applicability across store sizes, across industries, because it fundamentally tackles a problem of how do you get convenience in physical locations, especially when people are hard-pressed for time."

- Dilip Kumar, Amazon's vice president of physical retail and technology

TRADER JOE'S FOUNDER JOE COULOMBE HAS DIED AT 89

- Joe Coulobme envisioned a new generation of young grocery shoppers emerging in the 1960s, one that wanted healthy, tasty, high-quality food they couldn't find in most supermarkets and couldn't afford to buy in the few high-end gourmet outlets
- He found a new way to bring everything from a then-exotic snack food called granola to the California-produced wines
- Achieved by buying directly from wholesalers and cutting out the middleman, in many cases slapping the name Trader Joe's on a bag of nuts, trail mix, organic dried mango, or Angus beef chili

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