



Ebook Directory
the best source of ebook

The book was found

UK Supermarket Wars 2014-2020: How It Started, Who's Winning, And Why



Synopsis

Up to a third of shopping will be online in three years. The author says that for bricks-and-mortar stores to compete it won't be enough to have an online presence. They first have to beat their bricks-and-mortar competitors next door. To do so, they may have to cut their running costs or their fixed costs by a third. That would mean they have to change the way they do business. A couple of upstarts are doing it in the UK groceries sector (and, it seems, in the USA as well). They are gobbling up market share and can't be stopped. For the first time ever we are shown why they are winning, and it has nothing to do with buying power or cutting corners. This new retail paradigm is about having a small footprint and fast shopping or more speed, less space. Little's Law shows how inventory falls as transaction velocity increases. Shoppers can be treated as inventory. The faster they get their shopping done the more room there is for other shoppers. Revenue per square foot goes up and fixed costs as a proportion of revenue goes down. In practice it can be seen to work just as surely in retail as it does in fast food. The author goes through each step in detail. The book is almost jargon-free and easy to read by someone with no retail or business background. The first half describes the building blocks. It explains how channel power has moved from the manufacturer to the shopper in the last six decades, and how information technology helped to speed up the process. It uses a case study format to show what happens if one competitor innovates to drastically reduce fixed costs. It shows why market leaders can't respond in a competitive sector such as groceries by slashing cost of sales, because of its slim gross margins. What makes an innovation disruptive is the current market leaders who fail to respond. It is not due to some vague outside force of nature beyond anyone's control. The book shows how a service firm is tempted to pursue policies that damage its agility to respond. Its top management has too short a tenure and is too invested in past decisions to act boldly; they clutter up the balance sheets with fixed assets, and can't sell them when their price falls; they don't think lean; and they feed the stock market's hunger for short-term profits. Why is this all coming to a head, and why so fast? If the growth trajectory stays constant then it all depends on the starting-point. When online retail had a market share of two per cent then it hardly caused a dent when it doubled. Online retail now has a market share of more than ten per cent. It will cause more than a small dent when it doubles. This book shows that there are no easy solutions to the online threat, yet some bricks-and-mortar retailers are thriving. It is interesting that the top online retailers and the fast growing bricks-and-mortar retailers share a common vision or putting the customer first and taking the long view. What works with grocery shops in the

UK can work for all retail shops everywhere. If the author is half right then this clear guide is a must-read.

Book Information

File Size: 606 KB

Print Length: 281 pages

Page Numbers Source ISBN: 0995791406

Simultaneous Device Usage: Unlimited

Publisher: Plain Press Limited; 1 edition (May 2, 2017)

Publication Date: May 2, 2017

Sold by:Ã Â Digital Services LLC

Language: English

ASIN: B0711CG88Z

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Screen Reader: Supported

Enhanced Typesetting: Enabled

Best Sellers Rank: #83,294 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #6

inÃ Â Kindle Store > Kindle eBooks > Business & Money > Management & Leadership >

Distribution & Warehouse Management #12 inÃ Â Books > Business & Money > Management &

Leadership > Distribution & Warehouse Management #342 inÃ Â Kindle Store > Kindle eBooks >

Business & Money > Management & Leadership > Management

[Download to continue reading...](#)

UK Supermarket Wars 2014-2020: How it started, who's winning, and why 2014 ICD-10-CM Draft

Edition, 2014 ICD-10-PCS Draft Edition, 2014 HCPCS Professional Edition and CPT 2014

Professional Edition Package, 1e Phasma (Star Wars): Journey to Star Wars: The Last Jedi (Star

Wars: Journey to Star Wars: the Last Jedi) Blackjack Strategy: Winning at Blackjack: Tips and

Strategies for Winning and Dominating at the Casino (Blackjack, Counting Cards, Blackjack

Winning, Good at Blackjack, Black Jack, Card Counting) Winning Lacrosse for Girls (Winning Sports

for Girls) (Winning Sports for Girls (Paperback)) Winning Softball for Girls (Winning Sports for Girls)

(Winning Sports for Girls (Paperback)) Winning Basketball for Girls (Winning Sports for Girls)

(Winning Sports for Girls (Paperback)) Model Tax Convention on Income and on Capital:
Condensed Version 2014: Edition 2014 (Volume 2014) Jerry Baker's Supermarket Super Products!:
2,568 Super Solutions, Terrific Tips & Remarkable Recipes for Great Health, a Happy Home, and a
Beautiful Garden (Jerry Baker's Good Home series) Goodbye Lupus: How a Medical Doctor Healed
Herself Naturally With Supermarket Foods Norman Mailer: John F. Kennedy, Superman Comes to
the Supermarket Supermarket Hungry Girl Supermarket Survival: Aisle by Aisle, HG-Style!
Supermarket Vegan: 225 Meat-Free, Egg-Free, Dairy-Free Recipes for Real People in the Real
World Eat This Not That! Supermarket Survival Guide: The No-Diet Weight Loss Solution Star
Wars: Star Wars Character Description Guide (The Ultimate Encyclopedia of Star Wars Characters,
Creatures, and Villains) Aftermath: Star Wars: Journey to Star Wars: The Force Awakens (Star
Wars: The Aftermath Trilogy) Journey to Star Wars: The Last Jedi Leia, Princess of Alderaan (Star
Wars: Journey to Star Wars: the Last Jedi) Journey to Star Wars: The Force Awakens:Smuggler's
Run: A Han Solo Adventure (Star Wars: Journey to Star Wars: the Force Awakens) Star Wars: Star
Wars Character Description Guide (Empire Strikes Back) (Star Wars Character Encyclopedia Book
1)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)