

Insights for Driving Success

In episode 20 of *Insights for Driving Success*, we continue our exploration of current trends in the grocery sector with a closer look at how regional grocery retailers are adapting amidst intense competition.

CMA Insights: Trends in Grocery – Part 2: Competition



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In this video Partners Keith Daniels and Jette Campbell discuss the impact big players like WalMart (which represents 15% of the grocery sales in the U.S.) have on smaller, regional grocery chains. How do regional retailers remain competitive despite increasing downward pressure on pricing as more and more industry giants enter the marketplace? Is consolidation on the supplier side helping combat lower margins and decreased sales? Keith and Jette explain how retailers and suppliers in the grocery sector can thrive in this fiercely competitive space.

For more on Carl Marks Advisors' 2018 trends in grocery:

- [CMA Insights: Trends in Grocery: Part 1 - Pricing and Margin Pressures](#)
- [CMA Insights: Trends in Grocery: Part 3 - Cooperatives Buying Groups](#)

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