

From Extraordinary to Expected

Frantic Times in the Food Retail Industry

The background consists of several overlapping, rounded rectangular shapes in various shades of blue, ranging from a deep navy blue to a light sky blue. The shapes are layered, creating a sense of depth and movement. The word "RELEVANCE!" is centered in the middle of the composition.

RELEVANCE!

The background consists of several overlapping, semi-transparent blue shapes. A large, dark blue shape dominates the right side, while lighter blue shapes are layered behind it on the left. The overall effect is a modern, abstract design.

Are You Relevant?

Well, Are You?

Retailers

- Competition
- Technology
- Consumer Behavior
- Convenience
- Experience

Trucking Industry

- Labor shortfall
 - Job attraction
 - Unemployment
 - Drug use
 - The battle of the highways
- Driverless Vehicles



One Week in June




Aldi: We'll Spend \$3.4 billion

Lidl: We're Here!

Amazon: Don't Forget Us

And There's More

- 
- Dollar General to add 900 stores
 - Omni-Channel Kicks into high gear
 - Let's not forget Amazon



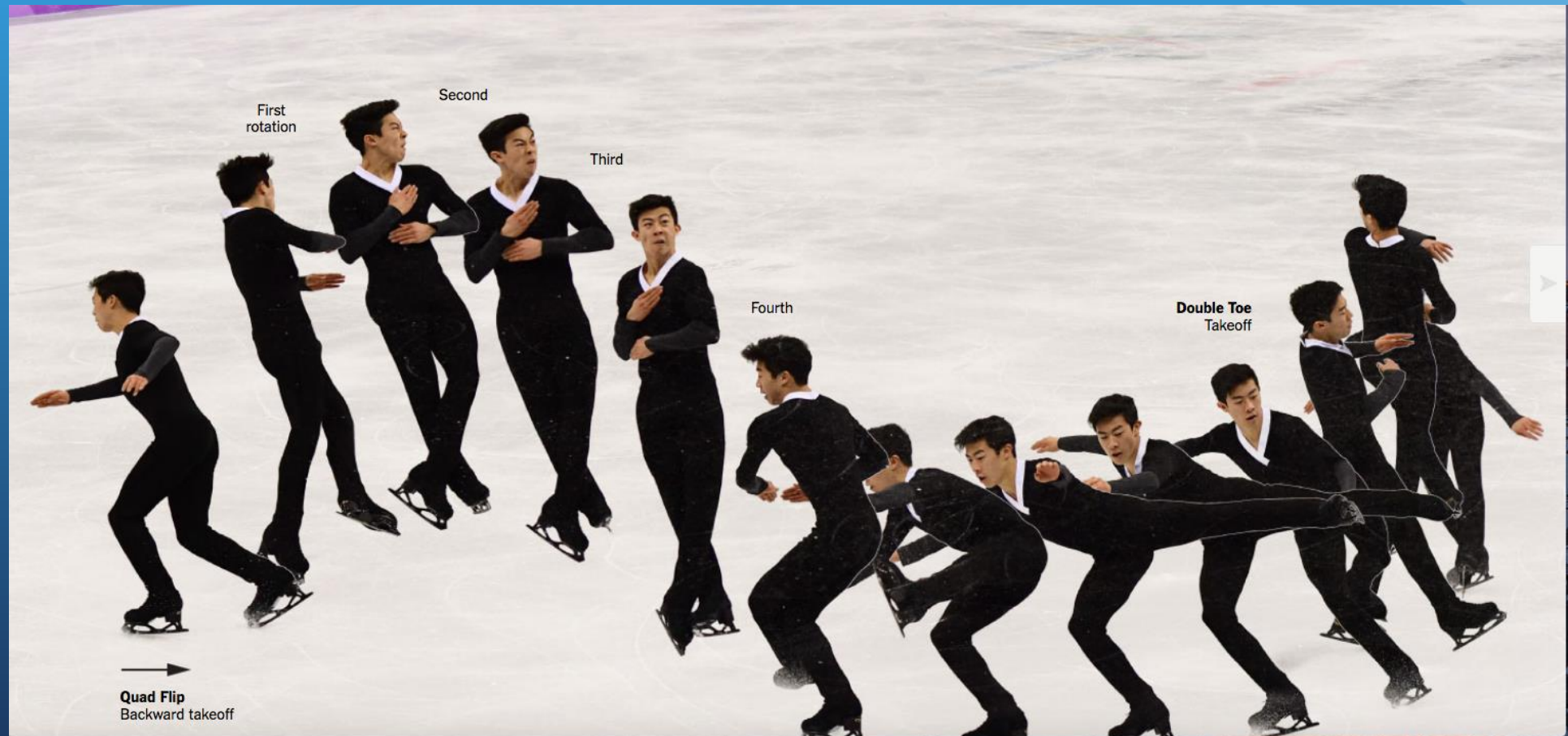
Anything Goes!



Everything's Possible!



Nathan Chen Explains It All



Eight Years of Change

- 2010: 4
- Evan Lysacek: 0=Gold
- 2018: 34*
- Adam Rippon: 0=10th



The Bar Gets Higher

Convenience

- Omni-channel thinking
- Meal programs

Create Experience

- Health/nutrition
- Cooking demos

How the Future May Unfold



Omni-
channel

Click and
collect

Home
delivery



Partners

Services

Experiences

Products

And More...

Target and Walmart

Small store formats

Nordstrom local

Merchandise-free Stores

HEB to Dorothy Lane

Micro-brew go BIG!

What's Next?

- Unexpected Alliances
- Augmented Reality
- Shopping Malls
- Food Trucks
- 3D Food Printers?

Nathan Chen Explains It Again



And Don't Forget



- Supply Chain

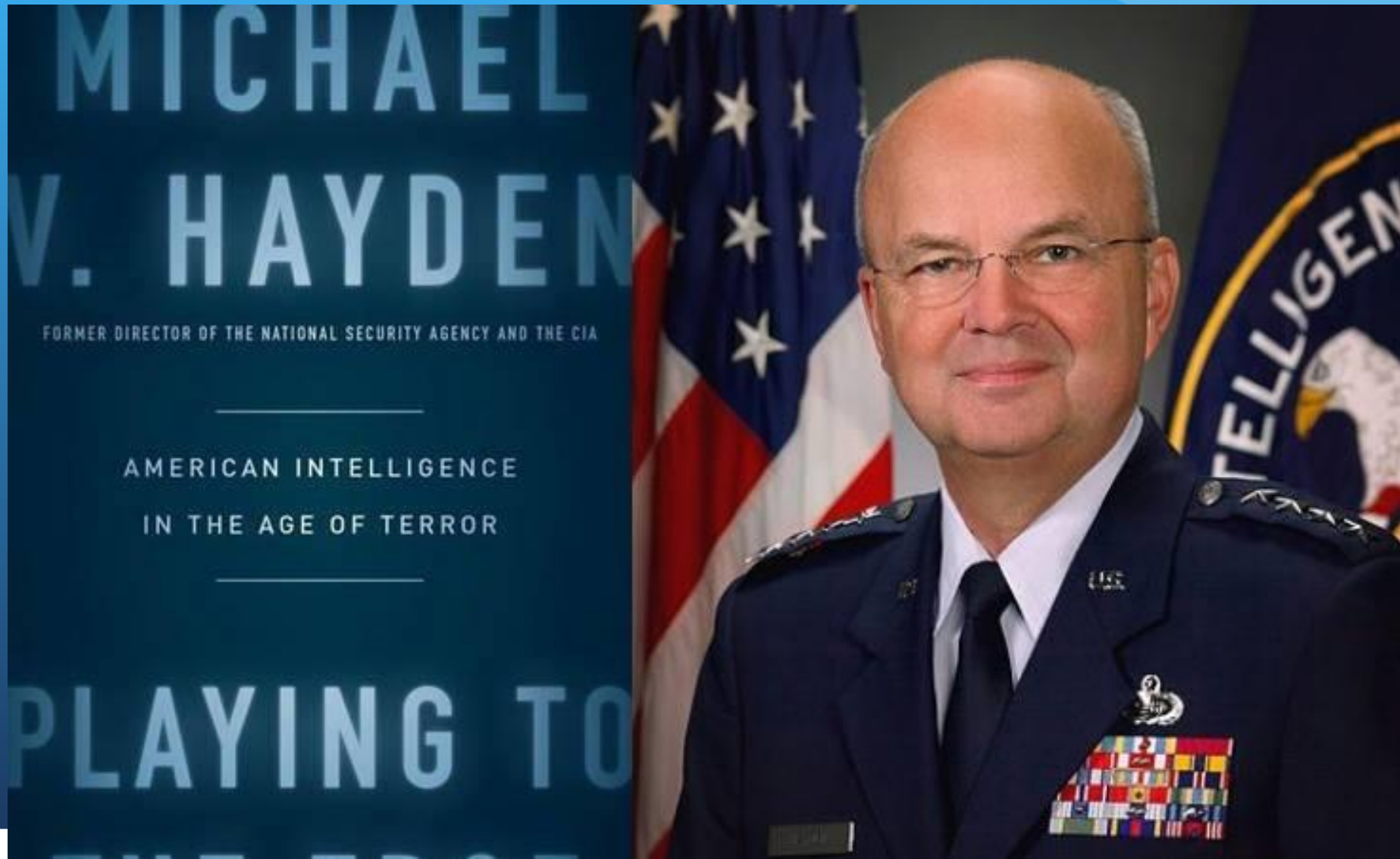
- Pricing: The Best Buy Lesson

- Staff

Embrace, Don't Fear, the Future



Challenge Yourself



Thanks and Best of Luck

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