



USDA Foreign Agricultural Service

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## United Kingdom

### Retail Food Sector

### Key UK Retail Outlet Profiles

### 2006

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**Report Highlights:**

This report provides short profiles of convenience and specialty stores in the UK, including Delicatessens, Mail Order Services, Confectionery Stores, Health Food Retailers, Buying Groups and Franchises.

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Includes PSD Changes: No  
Includes Trade Matrix: No  
Unscheduled Report  
London [UK1]  
[UK]

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**FOREWORD**

This report is intended to supplement the report entitled "UK Retail Market Brief" and "UK Supermarket Chain Profiles", available at:

<http://www.fas.usda.gov/scripts/AttacheRep/default.asp>

**KEY UK RETAIL OUTLETS****Catalogue/Mail Order Stores****Lakeland Ltd**

	<p>Lakeland Limited          Alexandra Buildings          Windermere          Cumbria, LA23 1BQ          Tel: +44 15394 88100          Website: <a href="http://www.lakelandlimited.co.uk">www.lakelandlimited.co.uk</a></p>
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- Predominately a Mail Order Business, sending catalogues to over one million households worldwide
- Range of products including all kitchenware, from plastics to stainless steel to a range of specialist food items
- Also have 33 retail outlets based in the UK

**Confectionery Stores****Cybercandy**

	<p>Cybercandy Ltd          3 Garrick Street          Covent Garden          London, WC2E 9BF          Tel: +44 845 838 0958          Website: <a href="http://www.cybercandy.co.uk">www.cybercandy.co.uk</a></p>
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- Wide range of US candy, drinks, cake mixes, sold mostly through internet sales
- Two stores located in London and Brighton

**Sweetie Heaven**

	<p>Sweetie Heaven          34 Well Street          Ruthin          Denbighshire          LL15 1AW          Tel: +44 1824 707 800          Website: <a href="http://www.sweetieheaven.com">www.sweetieheaven.com</a></p>
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- Traditional Sweetshop selling old favorites by weight

### Convenience Store Chains

#### Co-operative Group Ltd

	<p>Co-operative Group Ltd  P.O. Box 53, New Century House  Manchester  Greater Manchester, M60 4ES  Tel: +44 161 834 1212  Website: <a href="http://www.co-op.co.uk">www.co-op.co.uk</a></p>
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- Family of businesses, that share the same co-operative way of doing things
- UK's largest community food retailer, with over 3,000 high street outlets

#### Somerfield Stores Ltd.

	<p>Somerfield Stores Ltd.  Somerfield House  Whitchurch Lane  Whitchurch  Bristol, BS14 0TJ  Tel: +44 117 935 9359  Website: <a href="http://www.somerfield.co.uk">www.somerfield.co.uk</a></p>
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- A high street supermarket chain with stores in many prominent locations throughout the UK
- Offers high quality food with an emphasis on fresh foods and convenient shopping
- The Somerfield group has 1,308 stores

### Delicatessens

#### Villandry

	<p>Villandry  170, Great Portland St  London W1W 5QD.  Tel: +44 20 7631 3131  Website: <a href="http://www.villandry.com">www.villandry.com</a></p>
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- Delicatessen and restaurant co-located
- Shop concentrates on seasonal produce and gourmet foods
- Restaurant has a strong reputation for seafood
- Somewhat unique in that they buy some products direct from the U.S. rather than using an importer

### Rosslyn Delicatessen

	<p>Rosslyn Delicatessen 56 Rosslyn Hill London, NW3 1ND Website: <a href="http://www.delirosslyn.co.uk">www.delirosslyn.co.uk</a></p>
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- Delicatessen and ex-pat store based in the “garden suburb” of London’s Hampstead
- Shop concentrates on gourmet products and has an area specifically for American groceries
- Up-market clientele
- Somewhere between a deli and a convenience store

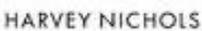
### Department Store Food Halls

#### Selfridges

	<p>Selfridges 400 Oxford Street London W1A 2LR Tel: +44 870 8377377 Website: <a href="http://www.selfridges.com">www.selfridges.com</a></p>
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- Up-market department store
- Sells a broad range of U.S. food and beverage products
- Stages promotions around U.S. holiday periods
- With regard to new products, they prefer exclusivity for 6 months
- Focus on high quality foodstuffs, both packaged and fresh
- Also has a limited number of private label products
- The food hall incorporates restaurants and food to go
- 4 stores in the UK – London, Manchester Central, Manchester Trafford Centre, Birmingham

#### Harvey Nichols

	<p>Harvey Nichols &amp; Co plc 67 Brompton Road London SW3 1DB Tel: +44 20 7584 0011 Website: <a href="http://www.harveynichols.com">www.harveynichols.com</a></p>
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- Up-market department store
- Sells a broad range of U.S. food and beverage products
- Chooses to import directly for U.S. holiday promotions
- Focus on high quality foodstuffs, both packaged and fresh
- Food halls combine traditional practices – in-store bakers, butchers, etc who act as specialists – with modern design and recipe ideas
- Strong focus on private label products
- 5 stores in major UK cities – London, Birmingham, Leeds, Manchester, Edinburgh

**Harrods**

	<p>Harrods Brompton Road Knightsbridge London, SW1X 7XL Tel: +44 20 7730 1234 Website: <a href="http://www.harrods.com">www.harrods.com</a></p>
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- Up-market department store
- Focus on high quality foodstuffs, both packaged and fresh
- The food hall combines traditional practices – in-store bakers, butchers, fishmongers, etc. who act as specialists – with a variety of concessions such as Krispy Kreme, Jelly Belly and Ben & Jerry's Ice Cream
- Strong focus on private label products in their shelf-stable ranges

**Fortnum & Mason**

	<p>Fortnum &amp; Mason 181 Piccadilly London, W1A 1ER Tel: +44 20 7734 8040 Website: <a href="http://www.fortnumandmason.co.uk">www.fortnumandmason.co.uk</a></p>
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- Up-market department store
- Prides itself on being the grocer to the Royal Family
- Focus on high quality foodstuffs, both packaged and fresh
- Strong focus on private label products in their shelf-stable ranges

**House of Fraser**

	<p>1 Howick Place Victoria London, SW1P 1BH Tel: +44 20 7963 2000 Website: <a href="http://www.houseoffraser.co.uk">www.houseoffraser.co.uk</a></p>
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- Department store 61 stores, five with food halls
- Food halls currently in Croydon, Birmingham, Cardiff, Edinburgh & Loch Lomond stores
- Focus on high quality foodstuffs, both packaged and fresh

## Health Food Retailers

### Boots

	<p>Boots Plc. PO Box 5300 Nottingham, NG90 1AA Tel: +44 8450 708090 Webiste: <a href="http://www.boots.co.uk">www.boots.co.uk</a></p>
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- Boots Plc are the UK's leading Health & Beauty Retailer with 1,500 stores
- As well as everyday pharmacy products, health & beauty, baby products, they also sell food products, focusing on lunch-time snacks and seasonal gift items

### Holland & Barrett

	<p>Holland &amp; Barrett Samuel Ryder House Townsend Drive Attleborough Fields Nuneaton W Warwickshire, CV11 6XW Tel: +44 870 606 6605 Website: <a href="http://www.hollandandbarrett.com">www.hollandandbarrett.com</a></p>
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- UK leading retailer of vitamins, minerals and herbal supplements. Stores are located in every major city and town within the UK
- Has an extensive range of health food products

### Julian Graves

	<p>Julian Graves Unit 95, The Pensnett Estate Kingswinford West Midlands, DY6 7FT Tel: +44 1384 280 700 Website: <a href="http://www.juliangraves.com">www.juliangraves.com</a></p>
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- The UK's largest independent specialist snacks and ingredients retailer with nearly 300 outlets
- Focuses on the health industry

## Liquor Stores (Off-Licences)

## Thresher Group

	<p>Thresher Group          Enjoyment Hall          Bessemer Road          Welwyn Garden City          Herts AL7 1BL          Tel: +44 1707 387 200          Website: <a href="http://www.threshergroup.com">www.threshergroup.com</a></p>
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- UK's leading independent specialist drinks retailer with 2,000 stores

## Bargain Booze

	<p>Bargain Booze Ltd.          Weston Road          Crewe          Cheshire, CW1 6BP          Tel: +44 845 345 0001          Website: <a href="http://www.bargainbooze.co.uk">www.bargainbooze.co.uk</a></p>
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- A franchise operation comprising of over 500 retail outlets across three sectors

## Oddbins

	<p>Oddbins Limited          31-33 Weir Rd          Wimbledon          London          SW19 8UG          Tel: +44 20 8971 3448          Website: <a href="http://www.oddbins.com">www.oddbins.com</a></p>
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- Specialist wine store chain

## Symbol Groups, Franchise, and Fascias

## Spar UK

	<p>Spar UK Limited          Hygeia Building          66-68 College Road          Harrow          Middlesex, HA1 1BE          Tel: +44 20 8426 3700          Website: <a href="http://www.spar.co.uk">www.spar.co.uk</a></p>
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- UK's leading convenience store group with over 2700 stores
- Spar stores provide the ultimate in convenience shopping
- Products range from fresh foods through to wine, beer and everything in-between

### Londis

	<p>Musgrave Budgens Londis Ltd. Musgrave House Widewater Place Moorhall Road Harefield Middlesex, UB9 6PE Tel: +44 Website: <a href="http://www.londis.co.uk">www.londis.co.uk</a></p>
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### Costcutter

	<p>Costcutter Harvest Mills Common Road Dunnington York, YO19 5RY Tel: +44 1904 488 663 Website: <a href="http://www.costcutter.co.uk">www.costcutter.co.uk</a></p>
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- Small local stores most of which open 24 hours, selling food items, alcohol, newspapers and cigarettes

### Premier/Booker

	<p>Booker Equity House Irthlingborough Road Wellingborough Northants. NN8 1LT. Tel: +44 1933 371000 Website: <a href="http://www.booker.co.uk">www.booker.co.uk</a></p>
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### Nisa Today's

	<p>Nisa Today's Holdings Ltd. Nisa Way Bloom Lane Normanby Enterprise Park Scunthorpe DN15 9YA Tel: +44 845 6044 999</p>
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	Website: <a href="http://www.nisa-todays.com">www.nisa-todays.com</a>
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- Nisa-Today's is the largest independent buying group in Europe for retail and wholesale companies
- Its commercial objective is to negotiate the lowest cost-price of products and provide the most efficient supply chain for its member companies

#### POST CONTACT AND FURTHER INFORMATION

If you have any questions or comments regarding this report, require a listing of UK importers or need any other assistance exporting to the United Kingdom, please contact the USDA office in London at the following address:

United States Department of Agriculture  
Embassy of the United States of America  
24 Grosvenor Square  
London, W1A 1AE  
Tel: +44 20 7894 0040  
Fax: +44 20 7894 0031  
E-Mail: [aglondon@usda.gov](mailto:aglondon@usda.gov)  
Website: [www.fas.usda.gov](http://www.fas.usda.gov)

Further information on the UK retail grocery sector is available from:

British Retail Consortium(BRC)  
2nd Floor, 21 Dartmouth Street  
London, SW1H 9BP  
Tel: +44 20 7854 8900  
Website: [www.brc.org.uk](http://www.brc.org.uk)

Institute of Grocery Distribution (IGD)  
Grange Lane, Letchmore Heath  
Watford, Hertshire WD2 8DQ  
Tel: +44 1923 857141  
Website: [www.igd.com](http://www.igd.com)