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HESS MEAT MACHINES INC.

In business since 1946, Hess Meat Machines is a full service provider of commercial food equipment, and butcher shop equipment. Hess provides sales, consulting, installation, training, support and service. You may unsubscribe to this newsletter at any time at the bottom of this page.



Millennials shop multiple stores for groceries

Source: supermarketnews

Freshness, convenience, brands drive store-hopping among young shoppers

Millennials are more likely than other age groups to shop three or more retail outlets for groceries each week, according to a new report from Acosta. However, although price is a driving factor for most shoppers who report shopping multiple locations,

Millennials are the least likely of any age group to report price as a reason for spreading their grocery shopping around.

Millennials are the most likely to shop at the most locations, with 44% saying they shop at three or more stores, compared with 29% of all shoppers. Price is the biggest motivator for all shoppers visiting multiple outlets, with 60% agreeing that some products are priced lower at certain retailers. Forty-one percent said quality variability across different categories is a motivating factor in store-hopping, 33% said product availability is a factor and 23% cited convenience.

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Trends in deli, dairy & bakery

Source: supermarketnews

Trend: Convenience

Customers are looking for ready-to-make meals. This prepackaged meal includes all the fixings you'd need for dinner. All you do is steam the meal in the microwave or oven and it's good to go. The options are heavy on seafood, as many customers shy away from cooking fish at home themselves.

Salad shakers are a fun way to offer a prepackaged and proportioned salad with all the right components. Just add dressing, shake and enjoy.

Trend: Hot in food service

Poke is the "it" trend in restaurants right now. Retailers can also take advantage of the trend by offering prepackaged poke bowls or by adding a poke bowl buffet station in the deli.

Trend: Snacking

Protein is the rage when it comes to snacking, quinoa snack bowls hit on protein, but in another trend: plant-based foods.

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Study Shows Guiding Stars Can Boost Sales, Improve Consumer

Nutrition

Posted by Alissa Marchat. The Shelby Report. Date: Dec.07, 2017



Guiding Stars®

Nutritious choices made simple®

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Food Forum: Digitizing the Back-End

Supermarkets can use digital platforms to get better products on shelf quicker.

Source: MGA Topline Report, Issue May2017, Page 4
By Ann Diamante

To be or not to be (digital)? That is the question that plagued the grocery industry in 2016. Many supermarket chains are taking major strides to propel supermarket digitalization forward, and provide seamless service to customers, both online and in the store.

"Online shopping, electronic price tags, and robotic shopping carts are only the beginning."

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What is Natural Anyway?

How confusion sparked a healthy change in product labeling.

By Andrew Mandzy, Director of Strategic Insights, Nielsen, and Ronak Sheth, Chief. Top Line Report Issue Nov2017, page 9.

Overall, Nielsen found that the beverage category grew by 1.9% in the last year. But within that category, dollar sales of beverages with antioxidants AND those free of artificial sweeteners rose 3.3%, and those with antioxidants and were also calorie free dropped 3.1%. The data shows that the absence of artificial sweeteners drove bigger revenue gains, supporting what consumers are telling us is important to them.

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