

From Extraordinary to Expected

Frantic Times in the Food Retail Industry

RELEVANCE!

Are You Relevant?

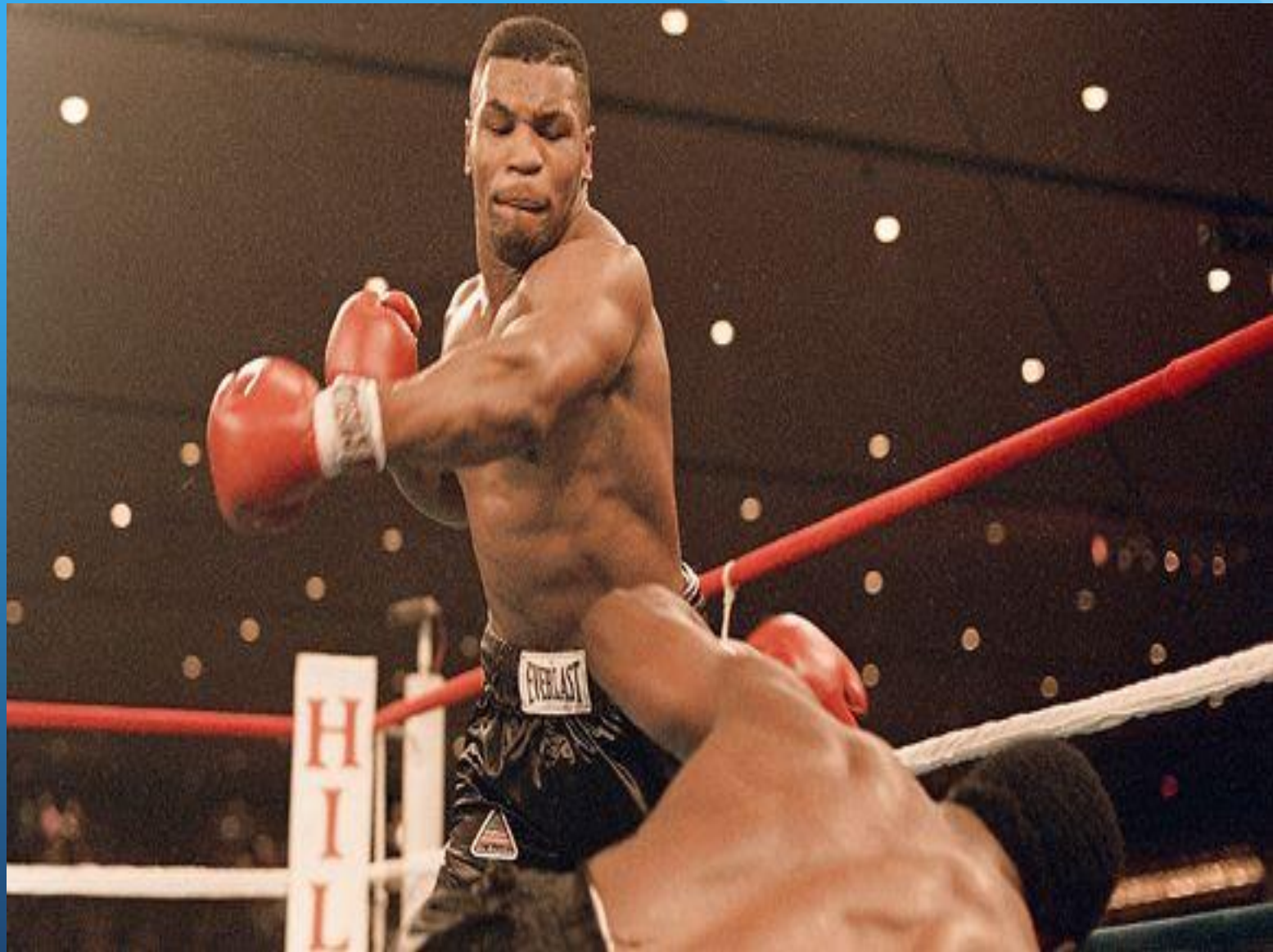
Well, Are You?

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

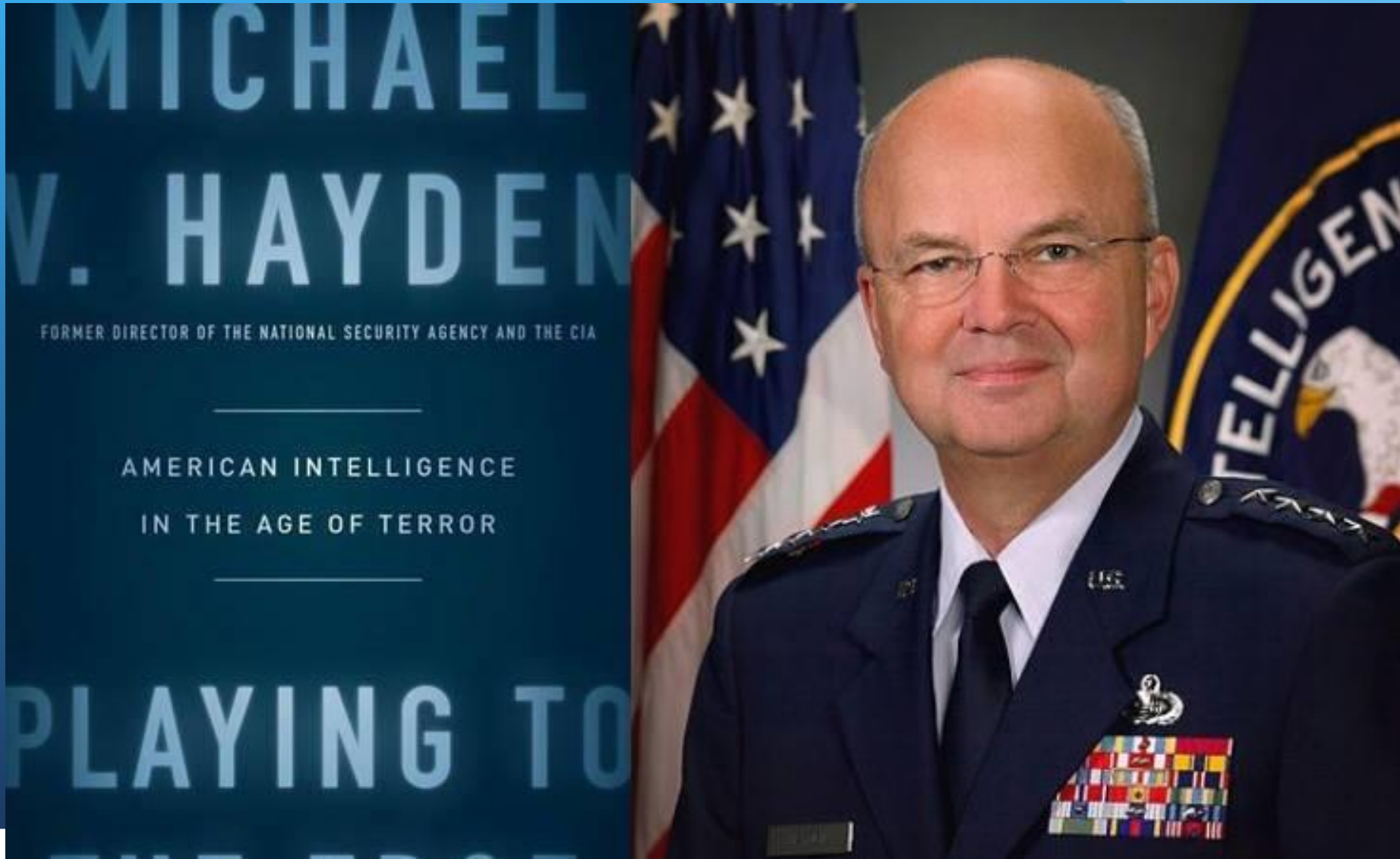


- Staff

Embrace, Don't Fear, the Future



Challenge Yourself



Thanks and Best of Luck

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