

Insights for Driving Success

In episode 17 of *Insights for Driving Success*, we listen in as CMA Partners Jette Campbell and Keith Daniels discuss current trends affecting the grocery sector in a series of videos exploring pricing and margins, competition and co-ops.

CMA Insights: Trends in Grocery – Part 1: Pricing and Margin Pressures



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In the first video of the series, Keith and Jette discuss the changes grocery retailers are having to make as they adjust to falling prices and margin compression. As they explain, technology, new entrants and consolidation have accelerated an already changing industry where supply prices have slowly been resetting themselves over the past two years. This has had a dangerous effect on retailers who, until recently, experienced a longer term inflationary environment that allowed them to manage pricing and be reactive to competition. However, as changes influence the grocery sector, many stores struggle to make a profit as they look to maintain their margins in a price competitive environment.

To learn more about trends in the grocery sector, listen to the rest of Jette and Keith's conversation:

- [CMA Insights: Trends in Grocery: Part 2 – Competition](#)
- [CMA Insights: Trends in Grocery: Part 3- Cooperatives Buying Groups](#)

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