

Required Report: Required - Public Distribution

Date: July 26, 2022

Report Number: UK2022-0027

Report Name: Retail Foods

Country: United Kingdom

Post: London

Report Category: Retail Foods

Prepared By: Julie Vasquez-Nicholson

Approved By: Wang Yao

Report Highlights:

The UK retail sector is one of the most sophisticated in the world, with the UK retail grocery market valued at \$282 billion in June 2022. Discounters remain the fastest growing channel, with online grocery shopping remaining stable after achieving unprecedented growth during the pandemic. The UK is experiencing a cost-of-living crisis with rising food, energy, and fuel costs resulting in UK inflation hitting a 40-year high figure of 9.1 percent. Consumers will have less disposable income with some having to make choices as to what they buy. Health and wellness, free-from, and convenience products as well as vegan, vegetarianism, sustainability, and environmentally friendly products are all key drivers in the UK food retail industry.

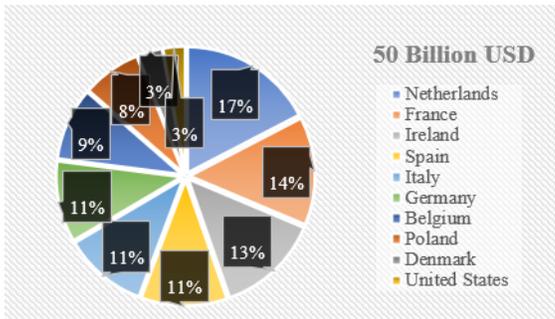
Market Fact Sheet: United Kingdom

Executive Summary:

According to the [CIA World Factbook](#), the United Kingdom (UK) with a population of 67.7 million is a leading trading power and financial center and third-largest economy in Europe. Agriculture is intensive, highly mechanized, and efficient by European standards but accounts for less than one percent of the gross domestic product (GDP). While UK agriculture produces about 60 percent of the country's food needs with less than two percent of the labor force, the UK is heavily reliant on imports to meet the varied demands of the UK consumer who expects year-round availability of all food products. The UK is very receptive to goods and services from the United States. With its \$3.19 trillion GDP in 2021, the UK is the United States' seventh-largest market in the world for all goods. Demand for U.S. consumer-oriented food products continues to differentiate the UK from many of its European neighbors.

Imports of Consumer-Oriented Products

According to Trade Data Monitor (TDM), in 2021, the UK imported consumer-oriented agricultural products worth \$50 billion, with the United States' market share at two percent or \$1 billion.



Food Processing Industry:

According to the [Food and Drink Federation](#), the food and drink sector is the single largest single employer in the UK manufacturing sector. Around 440,000 people across the UK are employed in jobs associated with food and drink manufacture and sales. The food and drink sector had an annual turnover in 2021 of \$145 billion.

Food Retail Industry:

The food retail sector is saturated, highly consolidated, and competitive. The top four retail groups (see chart) together account for 66 percent of the market. Independent stores continue to face strong competition from modern grocery retailers and online retailers. Online

grocery shopping remains stable after achieving unprecedented growth in 2020 as shoppers return to in-store shopping. Online sales are predicted to increase to become the second fastest growing channel post-2024, as rapid grocery deliveries between 30 minutes and an hour become increasingly popular. UK consumers are willing to try foods from other countries but expect quality products at a competitive price.

Quick Facts CY 2021

Total Imports of Consumer-Oriented Products: \$50 billion

U.K.'s Top Consumer-Oriented Growth Products

- | | |
|----------------------------|----------------------|
| 1) Non-Alcoholic Beverages | 6) Cut flowers |
| 2) Chewing Gum and Candy | 7) Wine |
| 3) Distilled Spirits | 8) Condiments/sauces |
| 4) Dog and Cat Food | 9) Spices |
| 5) Beef and Beef Products | 10) Beer |

Food Industry by Channels (USD billion) 2021

Food Industry Output	173
Food Exports	67.2
Food Imports	30
Retail	277
Food Service	68.2

Top 10 Host Country Retailers

- | | |
|----------------|---------------------|
| 1) Tesco | 6) Cooperative |
| 2) Sainsbury's | 7) Lidl |
| 3) Asda | 8) Waitrose |
| 4) Morrison's | 9) Iceland |
| 5) Aldi | 10) Marks & Spencer |

GDP/Population

Population (*millions*): 67.7 GDP (*trillions*): \$3.19
 GDP per capita: \$46,400

Sources: CIA World Factbook, TDM, Kantar Worldpanel, UK Government Statistics

Strength	Weakness
UK is one of the biggest markets in Europe with one of the highest per capita incomes globally	U.S. products face competition from tariff-free products from the EU and Free Trade Agreement (FTA) partners.
Opportunity	Challenge
Growing demand for products that are either sustainable or environmentally friendly or which are healthy, free-from, vegetarian or convenience products.	UK's strict animal welfare standards create barriers for animal-origin products.

SECTION I. MARKET SUMMARY

The UK is currently experiencing a cost-of-living crisis, a concern for both the UK Government and UK consumers. In May 2022, according to the Office of National Statistics ([ONS](#)), rising food, energy, and fuel costs resulted in UK inflation hitting a 40-year high figure of 9.1 percent. In October 2022, household energy bills will be three times higher than 2021 with the average yearly bill set to reach \$3,900. Since January 2022, food and non-alcoholic beverage prices have risen significantly with staples such as meat, bread, dairy, and cereals achieving the largest price rises. Prices are changing on a weekly basis with increases as much as 50 percent on essential grocery items. According to [Kantar](#) (a world leading data, insights, and consulting company), the UK is under financial pressure due to increased cost of living expenses. In April 2022, two thirds of the UK population were feeling the strain of increased price rises and in come squeezes. The proportion of UK consumers who considered themselves financially comfortable decreased, with 22 percent of UK households struggling to afford everyday essentials such as electricity and food. The pressures faced by most of the country has led unions to call for pay rises, resulting in the UK's largest transportation strikes in 30 years. The Bank of England predicts that inflation will reach 11 percent by the end of 2022.

In response to the rising cost-of-living, the UK government has amended planned policies, delaying the introduction of a ban on promotional offers of High Fat, Salt, and Sugar (HFSS) foods and restrictions on television advertising for certain foodstuffs until at least January 2024.

Shoppers on tight budgets will manage their spending closely by trading down to cheaper ranges, switching brands for private label and seeking out promotions. Retailers' sales are likely to benefit as shoppers eat out less often, building demand for home entertaining and meal solutions.

Labor shortages have been felt across the food industry. According to [Speciality Food Magazine](#) seasonal worker shortages are an issue throughout the UK, with UK producers having only 25 percent of the staff needed to harvest crops. Consequently, producers are struggling to supply produce to retailers, resulting in a greater reliance on imports. The war in Ukraine has had a significant impact, with Ukrainians previously making up 67 percent of seasonal workers in the UK. This problem has been exacerbated by longer visa-processing times for non-UK nationals and UK workers unwilling to fill farm labor vacancies while there are widespread job openings in other sectors of the economy.

In June 2022, the [Institute of Grocery Distribution \(IGD\)](#) valued the UK retail grocery market at \$282 billion (£217 billion) and predicted an increase of 11.3 percent to \$313 billion (£241 billion) by 2027. Online grocery shopping remains stable after achieving unprecedented growth in 2020, as shoppers return to in-store shopping. Online sales are predicted to increase to become the second fastest growing channel post-2024 as rapid grocery deliveries between 30 minutes and an hour become increasingly popular. Discounters are expected to be the fastest growing channel between 2022 and 2027, with sales predicted to increase by 23.9 percent as consumers economize and look for both quality and value. By 2023, discounters would be worth \$40.5 billion (£31.2 billion). Convenience store sales are also expected to continue to increase as people have flexible working schedules working from both home and the office. Previously, consumers used convenience stores for impulse shopping, but basket sizes have become increasingly larger. The convenience sector is expected to grow 13 percent by 2027, with stores enticing more customers by increasing ranges based on local demand. Click and Collect sales are also

predicted to continue growing. Other stores, such as B&M, Home Bargains, Iceland, and Poundland, continue to increase their grocery sections.

Sales within the UK grocery market are down year on year as they were unable to compete with the extra shopping consumers purchased during lockdowns. However, the market sector has recovered and is once again growing. Consumers are not shopping as often as they were pre-pandemic, instead shifting to one large shop per week, shopping online, and shopping locally. More consumers learned to shop online during the pandemic and, with the younger generation already comfortable shopping this way, this trend is expected to continue.

Consumers are choosing to support local businesses by shopping locally. Sales from convenience shops increased 179 percent from the previous year. These stores are mainly 'top up' shops for milk, bread, snack foods, and convenience meals. Mainstream grocery lines, such as confectionery, cereals, and baking mixes, are sold in independent convenience stores, which presents an opportunity for U.S. products.

Health and well-being are a long-term trend, with just under one third of food and drink being purchased for health reasons. With consumers becoming more price conscious, this is likely to decrease as people watch what they spend. Older shoppers are most concerned about their health and are likely to continue to buy products that are marketed as healthy. Health is high on the UK government agenda, with guidance encouraging citizens to eat healthier, reduce sugar and fat consumption, and cook from scratch. This has increased the preference for **healthy foods**.

UK consumers are buying more organic food. In 2021, according to the [Soil Association](#), the UK organic market achieved its tenth consecutive year of growth, increasing 5.2 percent to \$4.0 billion (£3.05 billion), the highest ever value for the UK organic market.

The rise of **vegetarianism and veganism** is expected to continue, highlighting the importance of including fruit and vegetables in the daily diet and driving growth. One of the biggest trends is the move towards sustainable products. Consumers, including both vegetarians and non-vegetarians, are choosing to eat more plant-based or meat-alternative products to help the environment.

One of the biggest trends is the move towards more **sustainable food products**. Consumers are becoming more conscious about what they eat and the effect it has on the environment. With their food choices, these consumers want to feel that they are playing their part in reducing greenhouse gases and deforestation. Consumers want food sold by UK retailers to be produced more sustainably. Sustainability and climate change are at the forefront of UK retailers' minds and part of their decision-making process.

Packaging Regulations - In recent years, there has been a rise in public awareness of the negative environmental impact of plastic pollution. Plastic food packaging causes a significant proportion of the UK's plastic waste. Manufacturers and retailers are exploring alternatives to single-use plastics, particularly for fresh produce, including increasing the availability of loose items in supermarkets. The UK government has a strong green agenda that brought in legislation to reduce single-use plastics. UK retailers joined together to sign up to the [UK Plastics Pact](#), a voluntary initiative with targets to reduce

the use of plastics. More information can be found at: <https://wrap.org.uk/taking-action/plastic-packaging/the-uk-plastics-pact>

Key Market Drivers and Consumption Trends

- **Health and Wellness Products:** the aging population and increased health consciousness of consumers is fueling demand for health and wellness products.
- **Convenience Ready Meals:** increasingly high-paced society and rising number of single households is driving demand for convenient ready-to-eat meals, desserts, and baking mixes.
- **Free-From Products:** products free from gluten, dairy, or lactose are popular with shoppers.
- **Locally Grown:** “Buy British” campaigns are attracting UK consumers to purchase locally grown products and to support local farmers.
- **Sustainability and Environmentally Friendly Products:** consumers increasingly have concern for animal welfare and view their purchasing decision as a political or lifestyle statement. Traceability and information about production methods are required often.
- **Vegan & Vegetarianism:** UK consumers are choosing to become vegan, vegetarian, or flexitarian to be more sustainable and help the environment.
- **Ethnic Foods:** the UK has an ethnically diverse population, which fuels the demand for a wide range of cuisines.
- **Fair Trade and Organic Products:** are becoming increasingly popular, as they are perceived as healthier.

Table 1: Advantages and Challenges

Advantages	Challenges
Market dominated by a few retailers with strong market penetration. Sophisticated replenishment systems mean U.S. products can be widely distributed.	Supermarket chains demand significant volume, and their concentration can make market access difficult initially. Trial listings must give results in a short time or product will be de-listed.
There are many specialty importers capable and interested in importing from the United States.	The UK has well-established brands for mainstream products. Brand-building and marketing costs are substantial.
Some U.S. products are priced competitively, such as sweet potatoes, and rice.	Trade barriers imposed on certain U.S. products, including meat and poultry.
The country is English speaking and therefore an easier gateway into the rest of Europe for U.S. exporters.	A free trade agreement between the UK and EU means EU competitors do not pay import duty on goods to the UK. U.S. exporters are subject to a 0 to 25 percent import duty, depending on the product.
The United States is a popular destination for UK tourists and familiarity with U.S. products is widespread.	Popularity of specialty products from many EU countries is high, such as French cheeses and Spanish citrus.
The United States has an opportunity to promote products that focus on the environment, sustainability, and health.	Anti-U.S. lobby and misinformation on food products.

Source: FAS London

SECTION II. ROAD MAP FOR MARKET ENTRY

A U.S. company first needs to decide what market sector they wish to penetrate and whether products will be private label or branded. Importers play a key role when doing business in the UK. Food importation is a specialized business with importers playing a pivotal role in navigating the hurdles of UK food law. It is much harder to supply UK retailers directly. However, with retailers wanting to keep prices as low as possible, they will occasionally source directly from suppliers.

Importers normally carry a large variety of products. Many importers of non-frozen and chilled foods have in-house distribution networks and warehousing facilities, while smaller importers contract out. Many fresh produce importers have controlled-atmosphere warehousing facilities, and almost all importers of frozen and chilled foods contract out to specialized storage, handling, and distribution companies. The terms and lengths of association between the U.S. company and the UK importer are normally established by contract.

Some of the largest importers will only consider a product if it has large volume potential in the UK supermarket chains and is backed by substantial marketing and financial support. Others specialize entirely in independent grocer or food service distribution. Costs vary widely, some importers may ask for a start-up fee, some are commission-only agents, and others may seek a fixed fee that switches to commission when sales reach a target level. A full brokerage rate may range anywhere between 17 and 25 percent. Marketing costs from Free on Board (FOB) level to retail may include some or all the following: sea/air freight costs, insurance costs, import duty/value added tax/excise duty (if applicable), customs entry and clearance, handling charge to importer (a small charge deducted from wholesale price), packaging and labeling, overheads, wastage, and shrinkage allowance, and mark-up by supermarket retailer (35 to 70 percent).

Large U.S. companies with substantial financial backing may be able to work with an importer to supply the UK supermarket chains immediately upon market entry. For small and medium sized U.S. companies, it is normal to work with an importer to gain product listings in department store food halls, delicatessens, and independent retailers first. Once a sales volume and record of accomplishment has been established, it is then possible for the importer to attempt listings in smaller retail chains, with the aim of ultimately supplying the four major supermarket chains. If a U.S. company is looking to bring a brand to the UK, the retailers expect that they will support the brand financially. Many retailers demand [BRC](#) or [IFS](#) accreditation for listing brands to protect themselves in case there are issues concerning the brand. If a U.S. company wants to penetrate elements of food service, convenience, or specialty grocery sectors, where the emphasis on private labels is not as strong, the financial support may not be as great.

In choosing a UK importer, it is essential to consider the retail outlets to which they currently supply. A U.S. exporter needs to understand a UK importer's distribution capacity and ensure that the UK importer can supply the retail outlets that best fit the appropriate UK consumer base. Market entry to the UK requires substantial homework on the part of the U.S. exporting company to ensure that all import regulations and labeling laws are met. These are covered in the [Food and Agricultural Importer Regulations \(FAIRS\) Report](#).

Once U.S. companies have acquired this background information, they may consider attending or visiting one of Europe's [USDA-endorsed trade shows](#). They serve as a springboard into the market,

helping companies to establish new trade contacts and gauge product interest. The [International Food Exhibition](#), a USDA-endorsed tradeshow, will take place in London from March 20 to 22, 2023. It is the UK's largest food trade show and includes six shows in one. If you would like information about this show, please send an email to aglondon@usda.gov.

U.S. exporters can also contact their respective [U.S. State Regional Trade Groups \(SRTG\)](#), their [Commodity Cooperator Group](#), and their state's Department of Agriculture to obtain additional support. SRTGs are non-profit trade development organizations that help U.S. food producers and processors to enter overseas markets. They are funded by USDA/FAS and private industry to conduct promotional activities that increase exports of U.S. high-value food and agricultural products. The [U.S. Agricultural Export Development Council](#) is composed of U.S. commodity trade associations and other organizations with an interest in promoting U.S. agricultural exports. They regularly organize reverse trade missions, often around trade shows or other events. These are excellent platforms for U.S. suppliers to meet foreign buyers.

Market Structure

According to the latest data from the [Office of National Statistics](#), the average UK household spent \$4,636 (£3,312) on groceries and \$2,402 (£1,716) on restaurants and takeaways in 2020. As a result, UK households spent 16 percent of their budgets on food and non-alcoholic drinks. Another three percent of budgets went to alcohol. Of the 16 percent, groceries account for 11 percent of total household spending in the UK, making it the third largest area of expenditure, following housing and transport. Due to rising food prices, Post expects the amount spent on groceries to increase significantly when new figures are released. The average UK consumer makes several visits to grocery stores each week, conducting one big shopping trip, but many smaller top-up visits.

Profiles of Different Food Retailers in the United Kingdom

Retailer Name and Outlet Type	No. of Outlets (2022)	Market Share (June 2022)	Website
Tesco (Mid-range supermarket), Supermarkets & Express stores	4,008	27.3%	www.tesco.com
Sainsbury's (Mid-range supermarket) Supermarkets & convenience stores.	1,411	14.9%	www.sainsburys.co.uk
Asda/Wal-Mart (Mid-range)	631	13.7%	www.asda.co.uk
Morrisons (Mid-range supermarket)	497	9.6%	www.morrisons.co.uk
Aldi (Discounter supermarket)	960	9.0%	www.aldi.co.uk
Lidl (Discounter supermarket)	919	6.9%	www.lidl.co.uk
Co-op (primarily British products)	4,022	6.2%	www.coop.co.uk
Waitrose (Upscale supermarket)	338	4.8%	www.waitrose.co.uk
Ocado (online)	N/A	1.8%	www.ocado.co.uk
Whole Foods Market (Very upscale supermarket)	1 main store and 6 smaller stores	n/a	https://www.wholefoodsmarket.co.uk/
Costco Wholesale (Membership)	28	n/a	www.costco.co.uk

Source: Supermarket websites & [Kantar Worldpanel](#)

Retail Outlets

Four supermarket chains dominate UK food retailing, accounting for 66 percent of the market. Tesco is the market leader with a 27.3 percent market share, followed by Sainsbury's with 14.9 percent, Asda with 13.7 percent, and Morrisons with 9.6 percent. Other UK supermarket chains include Aldi, The Co-op, Waitrose, Lidl, and Iceland.

Discounters - The discounters, Aldi, and Lidl, continue to gain market share. In the 12 weeks ending June 6, 2022, the discounters' combined market share reached 15.9 percent. Discounters show no signs of stopping, with plans to open hundreds of more stores in the next two years.

Private Label - The UK has one of the most advanced private-label markets in the world and is seen as a flagship market for private-label development. The UK's major supermarket chains dominate the private-label market, with 50 percent of products in their stores being private label. Originally, private-label goods were a copy of a branded product, but today they are often innovative and marketed as a premium or high-quality brand. They give retailers the opportunity to diversify their product ranges and develop new revenue streams. According to [Kantar](#), the average UK household buys a private label product 187 times per year, meaning households buy between 40 and 70 percent of the groceries they purchase are private label.

Click and Collect - Click-and-collect brings together the benefits of online retailing with the advantages of keeping a store-based retailing presence. Through these services, customers access a vast catalogue of products from the comfort of their home, buy the items online, and then collect the items from a store within easy reach. The advantage of convenience and choice are passed onto the consumer, and even the largest retail outlet would struggle to stock the range and quantity of products. **The top four UK supermarket chains all offer click and collect, and the discounters Aldi and Lidl are trialing this service in some stores.** The increased demand for online grocery shopping is set to continue. However, to make it profitable, retailers need to convince more consumers to use the click and collect in-store option to save on delivery costs.

Convenience Stores or the "C-Sector" - The UK's convenience store market is highly fragmented, with many retail operators. Store operators may be divided into several types: grocery stores, and specialist stores, such as newsagents and greengrocers. During the COVID-19 pandemic, convenience stores received a boom in sales. With more consumers shopping locally, these sales are set to remain stable.

Convenience stores tend to charge more for items in store. With the growing cost of living crisis, they will need to be wary of consumers switching to alternative stores as costs rise. [Intel](#) states that 42 percent of consumers purchase food-to-go products on a regular basis, with 26 percent of consumers buying a larger shop once a week. Tesco is the most used store, followed by the popular convenience chain Coop.

Food Halls - In addition to the above retail avenues, department store "food halls" and delicatessens present opportunities for listings of U.S. products. Some London-based department stores, including [Harvey Nichols](#) and [Selfridges](#), have expanded to other major UK cities like Birmingham, Manchester, and Leeds. Other notable department stores stocking U.S. products are [Fortnum and Mason](#) and

[Harrods](#). Key London delicatessens for U.S. products include [Partridges](#) in Kensington and [Panzers](#) in St. John's Wood.

SECTION III. COMPETITION

The EU is the main competitor for U.S. consumer-oriented food. The EU supplies 28 percent of food consumed in the UK. EU food exporters have relatively low transportation costs and fast delivery times. Their products do not face import duties, nor do they face major ingredient or labeling changes. Fruits and vegetables primarily come from the EU. According to the [Office of National Statistics](#), the United States is the largest non-EU supplier to the UK, with four percent of all UK food and drink imports. China, Brazil, South Africa, and Canada are some of the other top non-EU suppliers. The three largest imported commodity groups by value were fruit and vegetables, meat, and beverages.

Product Category Total UK Import	Main Suppliers in Percentage	Strengths of Key Supply Countries	Advantages and Disadvantages of Local Suppliers
Wine & Beer (HS 2203, 2204, 2205, 2206) USD 4.8 billion	1. France - 30.4% 2. Italy – 17.6% 3. Spain – 7.3% 7.. USA – 4.8%	Proximity, reputation, climatic conditions for wine growing.	Limited wine grown in the UK, therefore necessity to import.
Tree Nuts (HS 0801 +0802 +200819) USD 698 million	1. USA – 23% 2. Vietnam – 12% 3. Germany – 9.9%	USA is the leading supplier of almonds, walnuts, pistachios, and hazelnuts.	Growing demand from the snack industry. Nuts benefit from their healthy reputation.
Food Preparations (HS 210690) USD 1.5 billion	1. Germany – 15.8% 2. Denmark – 10.8% 3. Netherlands – 10.6% 5. USA – 7.6%	Proximity and availability.	Strong domestic food industry.
Distilled Sprits (HS 2208) USD 1.2 billion	1. France – 22.8% 2. Italy – 16.6% 3. USA – 9.9%	Proximity to the UK.	Scotland is a big producer of whisky and is competition for the United States. France exports brandy and Italy liqueurs.
Fish & Seafood (HS 03 + HS 16) USD 4.5 billion	1. Norway – 16.9% 2. Iceland– 8.6% 3. Vietnam – 6.8% 15. USA – 3.8%	USA is the third largest supplier of Alaska Pollock fillets, used as an alternative to cod or in fish fingers.	Tradition in seafood trading and processing. Fish is popular.
Sauces and Preparations (HS 2103) USD 1.0 billion	1. Netherlands – 21.2% 2. Italy – 11% 3. Poland – 9.5% 11. USA – 3%	Proximity and availability USA is well known as a supplier of BBQ and hot sauces.	Strong domestic food industry.
Sweet potatoes (HS071420) USD 121 million	1. USA – 43.9% 2. Egypt – 15% 3. China – 13%	The United States is by far the largest exporter of sweet potatoes to the UK.	Supermarkets are increasingly selling fresh and processed sweet potatoes.
Peanuts (HS 1202) USD 180.6 million	1. Argentina – 38.1% 2. USA – 20.5% 3. China – 15.8%		No local availability, high demand from the snack food industry.

IV. BEST PRODUCT PROSPECTS

Products in the Market That Have Good Sales Potential: Processed Products: health food, mainstream grocery, and snack foods. **Dried and Processed Fruit:** cranberries, dried cherries, prunes, raisins, and wild berries. **Nuts:** almonds, peanuts, pecans, pistachios, and walnuts. **Fish and Seafood:** cod, pollack, salmon, and other fish products. **Fresh Fruit and Vegetables:** apples, grapefruit, sweet potatoes, and table grapes. **Meat:** hormone-free beef and pork products. **Drinks:** craft beer, spirits, wine, and low-alcohol products. **Food Ingredients and Wood pellets** and other waste/residues for renewable fuels.

Products Not Present Because They Face Significant Barriers: Food additives not approved by the UK, **Red Meat and Meat Products** produced with growth promotants, most **Poultry and Eggs** and **Genetically Modified Products** that are not approved in the UK.

Trends in Imports from the United States of Consumer-Orientated Foods

Product Category	Growth 2016 to 2021 (%)	U.S. Exports to UK 2021 (\$ million)
Wine	-41.9	195.3
Tree Nuts	-13.0	173.1
Food Preparations	-10.1	151.9
Distilled Spirits	-12.3	107.2
Fresh Vegetables	-25	63.4
Processed Fruit & Vegetables	-29.7	60.4
Bakery Goods, Cereals, and Pasta	-19.8	47.9
Non-Alcoholic Beverages, Exc. Juices	-1.8	42.5
Confectionery	+48.5	35.8*
Dairy Products	+451.8	29.8
Condiments & Sauces	+8.4	29.5
Chocolate & Cocoa Products	-17.0	27.8
Eggs and Products	+175.3	24.5
Other Consumer Oriented	-26.0	14.6
Beer	-48.6	13.3
Dog & Cat Food	+56.9	10.2
Fresh Fruit	-76.8	9.2
Fruit & Vegetable Juices	-50.0	5.2
Pork & Pork Products	-11.1	4.0
Beef & Beef Products	-57.6	2.5
Poultry Meat	-57.1	0.3

Source: [BICO Report/U.S. Bureau of the Census Trade Data](#)

V. Key Contacts and Further Information

If you have any questions or comments about this report, require a listing of UK importers or need any other help exporting to the United Kingdom, please contact the USDA office in London.

United States Department of Agriculture, Embassy of the United States of America, 33 Nine Elms Lane, London, SW11 7US, Tel: +44 20 7891 3313 E-Mail: aglondon@usda.gov
Website: www.fas.usda.gov or www.savorthestates.org Twitter: @USAAgricultureUK, Instagram: @savorthestates

FAS London publishes other market and commodity reports available through the Global Agricultural Information Network (GAIN) at <https://www.fas.usda.gov/data/search>

Further information on the UK retail grocery sector is available from the British Retail Consortium or the Institute of Grocery Distribution.

British Retail Consortium (BRC), Tel: +44 20 7854 8900 Website: www.brc.org.uk

The British Retail Consortium is the lead trade association representing the entire range of retailers from large multiples and department stores through to independents.

Institute of Grocery Distribution (IGD), Tel: +44 1923 857141 E-Mail: igd@igd.com Website: www.igd.com The IGD is the UK trade association for information about the food and grocery chain. One service offered is the Retail Analysis - www.igd.com/analysis. This covers more than 130 retailers in 50+ countries. Retail Analysis provides an understanding of retailer strategies, as well as the latest news in this sector.

Attachments:

No Attachments