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Health Store News | October 2023

Health Store News

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Welcome to Health Store News



Welcome to the first of our new monthly e-newsletter, *Health Store News*. Each month, we'll be bringing you all the latest news about the work we do on behalf of our members – but we'll liven up the mix by including some longer articles, features and 'guest posts'. And we'll keep you updated on the brilliant initiatives that our Partners have been rolling out to help support independent retailers.

In this first issue, we've got an update on this week's NHT Summit in Bristol (Sunday 8 October - there's still time to register!), a write up of the brilliant Shop Talk presentation from Sheaf Street Health Store and Viridan's Holly Thallon Steenson on profiting from in-store events, news about two new Health Stores UK Partners and an exclusive interview with businesses coach and mentor, Dave Christie of Take On Goliath. Enjoy!

Len Glenville, Chair
Melanie Beard, Deputy Chair



See you in Bristol!

The independent health food trade is preparing to gather this weekend in Bristol for the 2023 edition of the NHT Summit. At **Health Stores UK** we are looking forward to welcoming retailers onto our stand at the show, from where we will be sharing news of our latest activities and campaigns – and catching up with industry colleagues and friends. Organised in association with Health Stores UK, the summit, taking place on **Sunday 8 October**, invites independent health food retailers from across the country to meet at the UK’s only event dedicated to their business. It’s the first time the event has been held in Bristol, a well-known centre of all things, organic, sustainable and ethical. [READ MORE](#)



**THE ESSENTIAL EVENT FOR
THE HEALTH FOOD TRADE**

• Expo • Networking • Show-only offers
Sunday 8 October 2023, Bristol





SHOP TALK: Holly shows how to make in-store events a real success

In-store events are a great way to boost store footfall and increase customer spend. But they benefit from good planning, smart marketing and buy-in from your store team. In the latest Health Stores UK Shop Talk discussion, Holly Thallon Steenson from Viridian and Sheaf Street Health Store in Daventry, offered some great tips and advice on how to set up – and crucially, profit from – in-store events. [READ MORE](#)

Join Health Stores UK at the NHT Summit and bag these great offers!



Why should I join Health Stores UK? In short, you'd be nuts not to! But in case our existing package of brilliant membership benefits aren't enough, we've pulled together an irresistible set of offers made available by our Partners if you take out Health Stores UK

membership at this weekend's [NHT Summit](#) (October 8, Mercure Grand Hotel, Bristol). For starters, we're offering a one-off membership deal of 12 months for the price of 10 (20% off our normal rate of £250 per annum). On top of that

you'll benefit from a whole array of great Partner offers. [READ MORE](#)

Health stores are at the heart of an exciting new healthy kids campaign



"Kids' nourishment and wellbeing, along with ensuring easy access to wholesome quality ingredients for all, is one of our passions. I truly believe health stores have a central part to play in driving change"

Oliver McCabe



Health Stores across the UK and Ireland are at the centre of a new collaboration between the 'Wholefood Chef' Oliver McCabe and Health Stores UK Partner Viridian Nutrition, aimed at equipping kids "with a lifetime of good health". The Calling All Kid Warriors initiative, starting this month, sees Viridian partnering with

Oliver to teach and encourage positive eating habits for the next generation by getting kids back in the kitchen, learning about food, cooking for themselves and building their confidence. [READ MORE](#)

Olivit and Take on Goliath join us as Health Stores UK Partners

Olivit



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Health Stores UK has welcomed two new Partners on board. Olivit offers products from a roster of over 50 in-demand US brands, including NOW Foods, Nordic Naturals, Jarrow, Swanson, Dr's Best and many more. Joe Taylor-Ferguson, Olivit's

sales manager, [says the company is "excited to start our partnership"](#). Take on Goliath is a leading small business mentoring specialist, led by Dave Christie. As part of our Partnership with Dave, he will be hosting a free online monthly workshop, exclusively for Members, [as he explains here](#).



“Quite often stores get set in their ways. Owners will say to themselves, well, we have a set of customers – and all the people going to Holland & Barrett are not our type of customers! The fact is, there is a massive gap in the middle and that’s where there is a huge opportunity for independents”

Dave Christie, Take on Goliath

Interview: “There’s a massive opportunity for indie health stores, let's seize it!”

In-store Business coach Dave Christie is the founder of small business mentoring specialist [Take on Goliath](#). Specialising in family-run and independent businesses, Dave also has a wide knowledge of the independent health food retail scene and experience with leading natural products brands and wholesalers. Now, Health Stores UK is partnering with Take On Goliath, in a move designed to help members grow their business and be able to compete more effectively with bigger high street rivals. In this article, Dave talks about the practical support he will be offering Health Stores UK members as a valued Partner, and gives us his thoughts on the opportunities and challenges for the specialist health food retail trade. [READ MORE](#)

Next month

Bristol NHT Summit round-up and photos
Spreading the message about Health Stores UK

In case you missed it

Multivitamin improves memory in older adults, US study finds

Taking a daily multivitamin supplement can slow age-related memory decline, a large UK study has found. [READ MORE](#)

Viridian ‘honoured’ to receive King’s Award for Enterprise

Health Stores UK Partner Viridian Nutrition says it is honoured to receive the “royal seal of approval” in the form of prestigious King’s Award for Enterprise.

[READ MORE](#)

Our partners



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