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Health Store News 1 May 2024



Welcome to Health Store News



It certainly was an action-packed two days at NOPEX last month for Health Stores UK. It was great to see so many members on our stand, and to welcome new Members on board. We were delighted to host two busy in-person events with Dr Marilyn Glenville and

Patrick Holdford on our stand, and showcase a selection of products from our fantastic Partners. Meanwhile, on the Main Stage, Health Stores UK Committee Members Cheryl Thallon and Debbie Gregory joined Mel and Dave Christie (from our Partner Take on Goliath) for a lively discussion on how small changes can deliver big growth for independent health food retailers.

Staying with NOPEX, we're currently gathering up Members' views on comments that the retail expert, Mary Portas, made at the event about health food retailing, which we will share with you soon. And we'd like to offer our congratulations to Wild Oats in Bristol, who won the award for Best Independent Retailer, and to Cheryl Thallon who received a thoroughly deserved Lifetime Achievement Award.

We've also got an update on our latest Mastermind Forum for you, and news of a valuable new initiative from Bira. Enjoy!

Len Glenville, Chair
Melanie Beard, Deputy Chair



Watch the video highlights of two action-packed days at NOPEX!

We had a fantastic two days at Natural & Organic Products Expo earlier this month, chatting with members and retail colleagues, signing up new members and letting the industry know about our exciting projects and plans for 2024. We were also very happy to be showcasing a selection of products from our valued Partner brands. In this video we've aimed to capture some of the show highlights! [READ MORE](#)

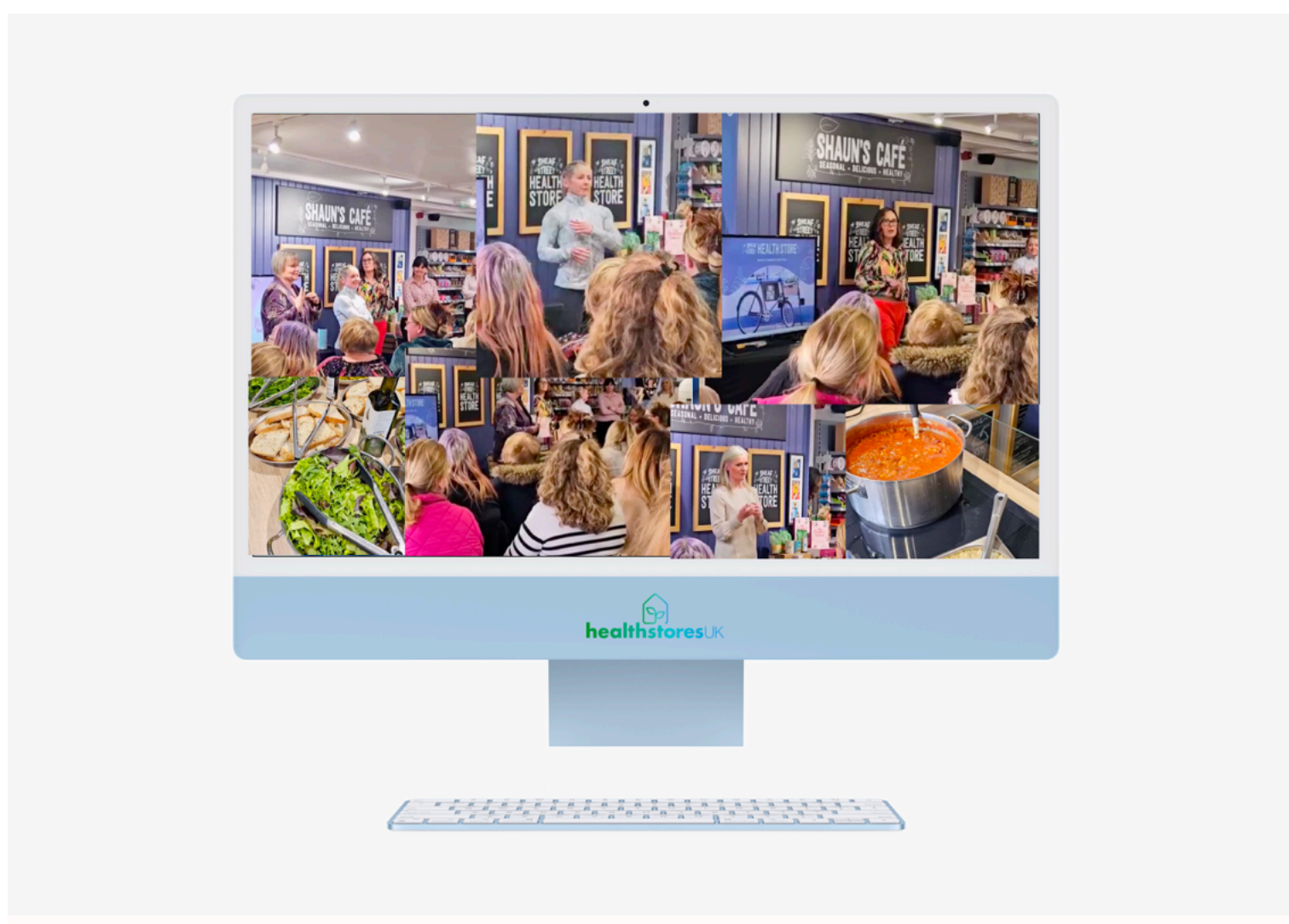
What do you think about Mary Portas's view of health stores?



Mary Portas was the headline speaker at last month's Natural & Organic Products Expo show in London. She was specifically asked for her opinion on health food stores, and how indie health stores can increase their appeal to shoppers. We'd be interested to hear

Members' reactions to Mary's views. Are they fair comment? How practical or relevant do you think her advice is, and what are your own thoughts on how we can get more people into health food stores?

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Live from Daventry! Mastermind Forum offers top tips on running in-store events

Last month's Health Stores UK Mastermind Forum offered some great tips and advice from Cheryl Thallon, whose Sheaf Street Health Store has run a whole range of events, from Fairtrade fashion shows to children's healthy cookery demos, as well as regular health and nutrition themed events. There were valuable contributions too from Committee members and other retailers. The session concluded with an inspiring livestreamed in-store event from Sheaf Street, featuring a trio of brilliant speakers talking around the theme of nutritional and physical wellbeing during menopause, ending with a lively Q&A. [READ MORE](#)



Easy wins: Retailers share insights on great ways to grow your business

Health Stores UK Committee Members Cheryl Thallon and Debole Gregory joined Deputy Chair Mel Beard and Dave Christie (from our Partner, Take on Goliath) on the Main Stage at NOPEX last month for a lively discussion on how small steps can deliver big growth for independent health food retailers. Covering everything from swapping out slow selling categories for up-and-coming lines, to experimenting with non-traditional health store products; and from store expansion planning to buddying up with another Health Stores UK member, the session was packed with great practical advice and smart business thinking.



Target Publishing donates £2,200 to Health Stores UK

We were delighted earlier this month to receive a generous donation of £2,200 from Target Publishing to support our work championing the cause of independent health food retailing. The donation follows another successful edition of the NHT Summit in Manchester last month. The event returns in the Autumn for a second year in Bristol (29 September). [READ MORE](#)

Viridian founder 'honoured' to receive Lifetime Achievement Award

Viridian Nutrition founder and Health Stores UK Committee member, Cheryl Thallon, has been honoured with a Lifetime Achievement Award. Cheryl was presented with a plaque at the Natural & Organics Innovation Award 2024 ceremony, part of last month's NOPEX event, in recognition of her commitment and dedication to the natural and organic industry. [READ MORE](#)



Bira Launches 'High Street Matters' Podcast for Independent Retailers

The British Independent Retailers Association (Bira), of which Health Stores UK is a member, is giving independent businesses across the UK a powerful new resource with the launch of its "High Street Matters" podcast. Hosted by journalist Steve Dyson, the podcast series will explore the crucial issues, consumer trends, legislation and operational strategies impacting independent retailers today. [READ MORE](#)



Being a Health Stores UK Partner helps us support vital Indies, says Faith In Nature



Pioneering ethical and cruelty-free beauty brand Faith In Nature says that being a Health Stores UK Partner enables the company to demonstrate its commitment to independent health food retailers. The company has recently confirmed its ongoing support for the Association's growing Partner Programme. [READ MORE](#)

Partner Focus: Osavi Collagen Beauty & Sport by Magda Linette - an innovative product for active people



Health Stores UK's partner Olivit is a main distributor for leading supplements innovator Osavi. Here, we learn about how Osavi has been working with the WTA title-winning tennis player, Magda Linette, to develop an exciting new collagen product to support beauty and

physical fitness. [READ MORE](#)

In case you missed it

Health Stores Ireland backs 'Savejobs Campaign' as NMW pressure mounts on small business

Health Stores Ireland is supporting the Savejobs Campaign, launched by an alliance of business representatives on March 12th. The campaign has opened an online pledge on www.savejobs.ie calling on the Irish government to offer better representation for SME business groups at the decision table. [READ MORE](#)

'Extremely positive' NHT Summit draws hundreds to Manchester event

The Natural Health Trade Summit saw hundreds of health food retailers and brands come together in Manchester last weekend. [READ MORE](#)

Our partners



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