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Health Store News | April 2024

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Welcome to Health Store News



Later this month we'll be heading off to ExCel in London for this year's Natural & Organic Products Expo (NOPEX) event. As well as being a great place to check out the latest products and connect with colleagues and friends, the show also has some big names lined up for its packed

seminar programme. I think we can safely predict a big turnout for the live interview with Mary 'Queen of Shops' Portas. Other headline speakers include Planet Organic founder Reneé Elliott (who recently bought back the business) and natural food legend Craig Sams. We're delighted to be involved ourselves in the session 'Small Steps for Big Growth', in which Mel will join Dave Christie, Cheryl Thallon and Debbie Gregory on stage for a discussion packed with tips and retailer insights. And we look forward to welcoming two of the biggest names in natural health – Dr Marilyn Glenville and Patrick Holford – onto our stand (G70), where they will both be signing copies of their latest books.

We look forward to seeing many of you there!

Len Glenville, Chair

Melanie Beard, Deputy Chair



Come along and see us on Stand G70 at Natural & Organic Products Expo 2024!

The natural and organic industry will gather this month for the 2024 edition of Natural & Organic Products Expo (London ExCeL, 14-15 April) which will be co-located with Natural Food Expo and Natural Beauty Expo. The Health Stores UK team will be out in force at ExCeL, where you will find us on stand G70. We look forward to sharing news with you about our exciting plans and campaigns for the year ahead. We're especially delighted that two of the biggest names in the natural health sector – leading women's health expert, Dr Marilyn Glenville, and the nutritionist and best-selling author, Patrick Holford – will be on the stand signing copies of their latest books. [READ MORE](#)

Harness the power of customer-centric thinking to boost your store sales

How can you transform your store into a hub of excellence and customer understanding? That was the question up for discussion in the latest Health Stores UK Shop Talk webinar. The session was introduced by regular Shop Talk co-host, Joanne Hill, from Amaranth. Joanne said that today's fast-changing retail environment, whilst challenging, offered valuable opportunities to businesses who innovate and add value. [READ MORE](#)



Health Stores Ireland backs 'Savejobs Campaign' as NMW pressure mounts

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. It is calling for a more sustainable increase of the minimum wage (up 12.4% in Ireland in 2024) to a targeted living-wage rate and a switch of some of the social and labour costs from SME employers back to government. [READ MORE](#)



Mastermind Forum prompts lively exchange on hot retailing issues



Retailers joined host Cheryl Thallon last month for another lively Health Store Mastermind Forum. With the trade show season coming up fast, there was a timely chat about how to get the most out of your trade show visits. There were great tips on planning and staffing a visit, optimising meetings and scheduling time to attend

talks and discussions. [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 month. Organiser, Target Publisher, reports “extremely positive” comments across social media including: “We really enjoyed it!”, “What a great day, an amazing show as always and such great people and passion”, “Great event, thank you to everyone that made it!”, “Well organized, well attended and an interesting show overall”. [READ MORE](#)

Bee Health and FSC says Health Stores UK Partnership is 'perfect match'

We are delighted that Bee Health and FSC have confirmed their ongoing support for Health Stores UK as official Partners. Bee Health Marketing and Brand Executive, Molly Goodbody, commented: "Being a proud partner of Health Stores UK, we appreciate the valuable insights into industry trends and issues offered by the Association. Additionally, with our two in-house brands, this collaboration allows us to work closely with these stores to distribute our products effectively." [READ MORE](#)



In case you missed it

Viridian report shines spotlight on 'not so healthy supplements'

Health Stores UK Partner Viridian Nutrition says it wants to shine a spotlight on hidden ultra processed ingredients and additives in food supplements with its new 'No Junk' media campaign, which has launched nationally. [READ MORE](#)

Healthy Stuff moves into health food retail with double store acquisition

Healthy Stuff Group is moving into the health food retail space with the acquisition of two established stores in the north of England. Natural Choice describes itself as a traditional health food shop and has been established in historic Knaresborough for 30 years. Demeter Health is a thriving Wholefoods store in the heart of Sandbach [READ MORE](#)

Our partners



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