

[Subscribe](#)[Past Issues](#)[Translate](#)[View this email in your browser](#)

Health Store News | March 2024

Health Store News



Welcome to Health Store News



At Health Stores UK we're gearing up for the start of the trade show season, which this year starts early with the Manchester edition of the Natural Health Trade Summit (Sunday 17 March). As well as showcasing a broad range of new products from nearly 100 exhibitors, the

show also offers networking opportunities in a relaxed environment and some very practical retailer roundtables. We're especially pleased to be hosting one of these ourselves, in which we'll be exploring the opportunity to boost sales of non-traditional products like gifts, clothing, candles, cookery kits and home wares (see our top story this month). We hope you can make time to join us.

We've also got an update on our new Webinar Wednesday program of online discussions and workshops, and news about how independent retailers are leading the return to growth of the organic sector. And we find out about how Viridian Nutrition has designed its new national 'No Junk' campaign to help

drive more consumers into independent health stores.

Len Glenville, Chair

Melanie Beard, Deputy Chair



Lively Roundtable programme announced for Manchester NHT Summit

Target Publishing, organiser of the Natural Health Trade Summit, has announced roundtable events for its upcoming Manchester event. Dave Christie, owner of Take on Goliath, will present a roundtable focusing on strategies to effectively find new customers in today's competitive market, while a Health Stores UK-hosted Mastermind session will explore the viability and profitability of stocking non-traditional health store items. [READ MORE](#)

Independents positive about the opportunity to grow organic sales



Independent retailers outperformed supermarkets in sales of organic food, wellness and beauty products in 2023. New data from the 2024 Soil Association Organic Market Report shows that independents delivered an impressive 10% growth in 2023, with organic retail sales in the independent channel totalling £475 million. Across all retail channels organic was up 2% in 2023. [READ MORE](#)



Get ready for Webinar Wednesday!

At Health Stores UK we are creating a new regular slot for our popular online discussion and education programme, currently consisting of our Shop Talk, Workshop and Health Store Mastermind Forum events. Step forward, Webinar Wednesday! [READ MORE](#)

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 launches this month and is aimed at driving more consumers into specialist health food stores. [READ MORE](#)



Mary Portas to headline at NOPEX



Natural & Organic Products Expo (NOPEX) has announced that the prominent retail expert, broadcaster, author, and activist, Mary Portas, will headline the trade event in April at ExCeL London. During her 'fireside chat'-style keynote, Portas will share insights into

building successful retail businesses and address the challenges and opportunities faced by the natural and organic sector. [READ MORE](#)

Bio-nature confirms its on-going support for Health Stores UK

We are delighted that Bio-nature and Terranova have confirmed their ongoing support for Health Stores UK as official Partners. Bio-nature is one of the best known names in the independent health channel, with its original roots in health food retailing. Formed by industry stalwart Les Illingworth, the company is today best known for its Lemon Myrtle range, together with the Terranova offer of innovative supplements that it distributes. [READ](#)



[MORE](#)

In case you missed it

How harder working windows can capture new customers

“Your store window should be a conversation starter with the people who walk past your shop every day, but who don’t necessarily come in. Think of your windows as a highly effective tool to capture new customers.” That was Dave Christie’s introduction to his latest Health Stores UK Workshop. [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





Copyright © 2023 Health Stores UK

Our mailing address is:

PO Box 14177
Tranent EH34 5WX

Want to change how you receive these emails?
You can [update your preferences](#) or [unsubscribe from this list](#).