Outline – The Food Retailing Industry Speaks 2008  
(Supermarket Industry Trends)

Speaker: Tim Hammonds, President and CEO, 
Food Marketing Institute

Industry Performance

- Consumer Confidence Index
- Consumer Satisfaction with Stores
- Sales
- Same-Store Sales
- Record Net Profit in the Supermarket Industry
- Trend Towards Smaller Supermarkets

Food Prices

- Food Price Inflation
- More Focus on Price, Value-Based Formats and Saving Money
- Average Weekly Grocery Spending
- Rapid Increase in Commodity Prices
- Impact of the Use of Corn Ethanol
- Oil Price Increases
- Weak Dollar and the Increasing Costs of Imports
- Drought in Grain-Producing Areas (e.g., Australia)
- Higher Meat Consumption in India and China
- World Population Growth
- Global Water Shortages and Pollution
- The Myths of Clean Energy
- Sustainability Trends

Eating at Home

- Migration to Supercenters from Conventional Supermarkets
- Consumer Behavior Changes Caused by Increasing Cost of Food and Energy
- Changing Shopping and Eating Habits
- Nutrition Concerns, Costs Increases and Family Focus Leading to More At-Home Meals
Health and Wellness

- Impact on Health of Eating at Home
- Why Consumers Don’t Eat Healthy
- Traits of Successful Eaters
- Obesity Trends in the U.S.
- Industry Initiatives to Combat Obesity among Consumers
- Rising Cost of Employee Benefits
- Industry Response to Rising Health Care Costs
- Employee Health and Wellness Initiatives

Food Safety

- Food Safety Trends
- Impact of Product Recalls
- Loss of Consumer Confidence in Food Safety
- Industry Efforts to Develop Solutions

Legislative/Industry Issues

- Interchange Fees
- Organized Retail Crime
- Election 2008
- Check Card Bill
- Minimum Wage

Talent Wars

- Major Strategic Shifts
- Bureau of Labor Statistics: More Positions than People
- Demographic Shifts (Baby Boomer Retirements)
- Recruitment and Retention Challenges
- Industry Efforts to Develop Leaders and Competent Staff

Summary and Wrap-Up