

Contents

<i>List of figures</i>	vii
<i>List of tables</i>	ix
<i>List of contributors</i>	xi
<i>Acknowledgements</i>	xiii
Introduction	1
1 Denmark	7
HANNE GARDNER	
2 France	23
ENRICO COLLA	
3 Germany	56
KLAUS BARTH AND MICHAELA HARTMANN	
4 Greece	81
DAVID BENNISON	
5 Italy	102
LUCA ZANDERIGHI	
6 Spain	126
MARTA FRASQUET, IRENE GIL AND ALEJANDRO MOLLÁ	
7 United Kingdom	155
STEWART HOWE	
8 Overview and conclusions	188
STEWART HOWE	
<i>Index</i>	215

Figures

4.1	Channels of distribution in Greece until the 1960s	84
4.2	Channels of distribution in Greece in the mid-1980s	86
4.3	Channels of distribution in Greece in the mid-1990s	90
5.1	Italian Distributive Trades: share of value added (current prices)	103
5.2	Total household and traded consumption	104
5.3	Food relative to total consumption	104
5.4	Italian Distributive Trades: share of total employment	105
5.5	Employment: share of self-employed	106
5.6	Large stores net growth	109
5.7	Large stores: square metres per 1,000 inhabitants	110
5.8	Supermarkets: square metres per 1,000 inhabitants by region (1999)	111
6.1	Number of business licences by sector	132
6.2	Shopping centre openings	136

Tables

1.1	Number of shops and turnover by grocery retailers	14
1.2	Grocery shops and turnover in 1988 and 1998	14
1.3	Number of grocery shops and turnover by key retailers	15
2.1	Supermarkets in France (2000)	26
2.2	Leading French retailers abroad (2000)	28
2.3	Hypermarkets in France (2000)	28
2.4	Hard discount stores in France (2000)	30
2.5	Convenience stores in France (2000)	31
2.6	Main department stores in France (2000)	32
2.7	Main variety stores in France (2000)	32
2.8	Market shares of store types by product category in France (1999)	33
2.9	Large specialized stores in France (1999)	34
2.10	Market share in the French grocery market by retail trade name	35
2.11	Market shares of five largest French grocery retailers, 2000	36
2.12	French grocery central buying group market shares, 2000	36
2.13	Discounts and allowances from suppliers to retailers in France	37
2.14	Grocery retailer own brands in France	39
2.15	French retailer own brands in 2000	39
2.16	Proportion of own label in European multiple grocers (1999)	40
2.17	Change in 'commercial co-operation' (trade discount) on national brand products (% of the retailer buying cost)	49
4.1	Retail outlets and employment (1951–1988)	83
5.1	Number and trend of outlets by sub-sectors (1971–1991)	107
5.2	Number of outlets per 1,000 inhabitants in Italy (1981–1996)	108
5.3	Large-scale retail specialists in Italy (2000)	111
5.4	Major food retail organizations in Italy (1999)	121
5.5	Franchising in Italy (1999)	123
6.1	The Spanish consumer: breakdown of expenditure	129
6.2	Components of Spanish GNP	130
6.3	Employment in the retailing sector	131
6.4	Number of retail outlets	132

6.5	The retail economy: breakdown by activity	132
6.6	Evolution of supermarkets	133
6.7	Evolution of hypermarkets	133
6.8	Food retailer groups and companies in Spain	134
6.9	Evolution of El Corte Inglés	135
6.10	Shopping centres by type	135
6.11	Changes in the number of foodstuff retail outlets in Spain (1995–2000)	139
6.12	Changes in the average days deferred payment period per company (1992–1997)	140
6.13	Distribution companies payment and collection period differences according to turnover, in days	141
6.14	Growth of franchises in Spain	142
6.15	The Law of Retail Trade Regulation 7/1996	145
6.16	Draft plan for the modernization of domestic trade	148
6.17	Evolution of the state help in the Specific Programmes of the Draft Plan for the Modernization of Domestic Trade	149
7.1	The retail sector in the UK economy	158
7.2	Retail establishments by organization structure	159
7.3	Total retail market shares by retail organization structure	160
8.1	Retail sector variables for 15 EU economies	196
8.2	European food retailer internationalization (1996)	200