MKT 352 Retail Management: Resources

Retail Trade Publications and Websites

http://www.About.com This website provides information about the retail industry
http://retailindustry.about.com/ For example, the listing of the largest retail firms are at
http://retailindustry.about.com/od/sales_retailers/Retail_Sales_by_Retailer.htm

Advanstar Integrated marketing solutions for the fashion, life sciences, and power sports industries. www.advanstar.com


Chain Store Age Monthly magazine for retail headquarters executives and shopping center developers. Deals with management, operations, construction, modernization, store equipment, maintenance, real estate, financing, materials handling, and advertising. More oriented to operations than stores. www.chainstoreage.com

Colloquy Trade publication and website targeting the loyalty marketing industry. It provides of marketers with consulting, news, editorial, educational and research services across all industries and around the globe on topics including loyalty marketing, reward programs, and customer retention. http://www.colloquy.com


DNR Daily newspaper about retail fashion, products, merchandising, and marketing for men’s and boy’s wear. Geared to retailers, wholesalers, and manufacturers. www.dnrnews.com

Dealerscope Monthly publication for retailers of consumer electronics, appliances, and computers. www.dealerscope.com

Direct Selling News – a monthly magazine for executives in the direct selling industy www.directsellingnews.com

Drug Store News Biweekly publication covering chain drug and combination store retailing. www.drugstorenews.com

ESRI Leading source of geo-demographic data used for store location. The specific web page on the ESRI site allows a person to enter a zip code and get a description of the geo-demographic profile of the zip code. http://www.esri.com/data/community_data/community-tapestry/index.html
E-Tailer's Digest. Moderated discussions of various issues confronting Internet retailing such as customer service, security issues, effective merchandising, shipping and tax issues, and warehousing and logistics. [http://www.etailersdigest.com](http://www.etailersdigest.com)

European Retail Academy (ERA). Acts as a virtual platform and as an initiator of workshops/seminars/conferences to bring more transparency about retail-research and retail-education at universities or universities of applied sciences. Further, ERA acts as a catalyst for sponsors who would like to contribute to reach a high level of trade (retail/wholesale)-education. ERA promotes the international transfer of know-how between business on the one side and universities at the other side. [www.european-retail-academy.org](http://www.european-retail-academy.org)

Among these are:

- survey about trade-cathedras and their academic degrees
- the exchange of research-results
- joint research
- the exchange of professors and students between universities as well as with business companies
- to assist the Bologna-process
- to promote benchmarking in retail education
- to work in interdisciplinary academic groups as a retail-competence-center
- to help to establish a cosmopolitan world
- the transparency about Trade Fairs and Trade Congresses
- supporting journalists specialized in retail/wholesale

Furniture/Today Weekly newspaper for retail executives in furniture and department stores and for executives in manufacturing firms. [www.furnituretoday.com](http://www.furnituretoday.com)

[http://www.GlobeSt.com](http://www.GlobeSt.com) – The mission of this UK-based web site is to provide in-depth and breaking commercial real estate news around the clock in major and secondary markets throughout the country. In doing so, [http://www.GlobeSt.com](http://www.GlobeSt.com) has become the premier destination for original and timely real estate related content on the Internet. [www.globest.com](http://www.globest.com)

Hobby Merchandiser Monthly trade publication for suppliers and retailers in the model hobby industry. [www.hobbymerchandiser.com](http://www.hobbymerchandiser.com)

Hoovers. A division of D&B that provides financial information about firms. The site for retail firms is [http://www.hoovers.com](http://www.hoovers.com). Video clips of analyst reports on retail firms are available on the site.
IBM Retail Solutions. Information about applications of IBM technologies in retailing.  
http://www-03.ibm.com/industries/retail/

Internet Retailer Monthly magazine devoted to electronic retailing issues.  
www.internetretailer.com

InternetRetailing.Net - InternetRetail.net (IR), based in the UK, provides news and analysis for today's net retailers. IR combines online information, a print magazine, and an annual conference. http://www.internetretailing.net

Mass Market Retailers Biweekly newspaper for executives in supermarket, chain drug, and chain discount headquarters. Reports news and interprets its effects on mass merchandisers.  
www.massmarketretailers.com

Modern Grocer Weekly newspaper covers regional and national news current events relating to food retailing. www.griffcomm.net


NACS Magazine Monthly publication for convenience stores. www.cstorecentral.com

New York Times Website on Entrepreneurship and Small Businesses  
http://www.nytimes.com/business/smallbusiness

NRF SmartBrief Daily e-mail newsletter highlighting links to the top retail headlines. This is read by retail executives. www.nrf.com/RetailHeadlines

Planet Retail. Planet Retail is the leading provider of global retailing information, from news and analysis to market research and digital media. Covering more than 7,000 retail and foodservice (HoReCa) operations across 140 markets around the world, many of the world’s leading companies turn to Planet Retail as a definitive source of business intelligence.  
http://www.planetretail.com

Planning Factory Limited. Offers tools for merchandise planning. www.planfact.co.uk/  
A series of 12 articles developed by Retek about merchandise planning is at  
http://www.planfact.co.uk/merchandise_planning_articles.htm

Private Label Magazine Bimonthly magazine for buyers, merchandisers, and executives involved in purchasing private, controlled packer, and generic labeled products for chain supermarkets and drug, discount, convenience, and department stores.  
www.privatelabelmag.com
Progressive Grocer Monthly magazine reporting on the supermarket industry. In-depth features offer insights into trends in store development, technology, marketing, logistics, international retailing, human resources, and consumer purchasing patterns. www.progressivegrocer.com

Retail Bulletin. The Retail Bulletin is an online information source aimed at meeting retailers' need for quick, accurate, and up-to-date news about the industry. It free on-line service delivers the latest company news, breaking stories, and summaries of media coverage of the retail sector. Updated through the day, Its regular email news alerts include links, which bring you straight to the relevant news story. www.theretailbulletin.com

RFID Journal is a trade publication covering the uses and new developments of RFID technology. http://www.rfidjournal.com/article/verticals/13

RIS (Retail Info Systems) News Monthly magazine addressing system solutions for corporate/financial, operations, MIS, and merchandising management in retail. www.risnews.com

Retailing Today. Published biweekly providing news, trends, and research for decision makers in the 150 largest retailers. www.retailingtoday.com

Retail Merchandiser Published monthly for retail buyers, CEOs, financial investors, visual merchandisers, and consultants. www.retail-merchandiser.com

Retail Solutions Online Newsletter focusing on technology used to improve retail operations. www.retailsolutionsonline.com

RetailTraffic Monthly magazine for managers involved in real estate and location decisions. www.retailtrafficmag.com

RetailWire is an online discussion forum that goes beyond conventional headline news reporting. Each business morning, RetailWire editors pick news topics worthy of commentary by its "BrainTrust" panel of industry experts, and the general RetailWire membership. The results are virtual round tables of industry opinion and advice covering key dynamics and issues affecting the retailing industry. www.retailwire.com

Retail Worker. Retail Worker is labor news and discussion, by, for and about retail workers. Retail Worker is a project of the Industrial Workers of the World labor union. www.retail-worker.com

Retaildesign Monthly publication describing new trends and techniques in store design and merchandise presentation. www.retailreporting.com
RIS. Trade publication focusing on the retail technology industry. Its media portfolio includes a monthly magazine, weekly e-newsletter, web site, blogs, podcasts, online web seminars, custom publishing, research studies, custom events, and four major summits and conferences. 
www.risnews.com

Retail Bulletin. U.K. firm is an online information source aimed at meeting retailers' need for quick, accurate and up-to-date news about the industry. The free on-line service delivers the latest company news, breaking stories, and summaries of media coverage of the retail sector. 
www.theretailbulletin.com

Retail Forward. The mission of this consulting company is to be the premier thought-leaders for retailers and consumer goods companies, with professional services aimed at improving their market and financial performance. The firm provides reports on market change and assesses the impact of these changes on its clients’ operations and performance. www.retailforward.com

Retail Systems Alert Group Integrated media & research company run by former retailers and focused exclusively on the extended retail industry. RSAG covers the extended retail industry through its conferences, print, and online channels. Its main focus is on the customer experience and how the players in the extended retail industry can enhance it. www.retailsystems.com/

Retail Technology Milestones. Tracks the change and the successes and accomplishments achieved by the many solutions providers in the retail industry. It provides a platform to centralize and distribute all the news that retail solution providers offer. www.rtmilestones.com


Stores Monthly magazine published by the National Retail Federation (NRF). Aimed at retail executives in department and specialty stores, it emphasizes broad trends in customer behavior, management practices, and technology. www.stores.org

StoreFrontBackTalk. The information on the site covers issues involved in store operations such as E-Commerce, RFID, Payment Systems, Security/Fraud, CRM, Contactless/Wireless, IT Strategy, and Biometrics. www.storefrontbacktalk.com/

Supply Chain Brain.com Global Logistics & Supply Chain Strategies offering case studies, executive interviews, and features providing information on the latest technology, services, and processes needed to maximize supply chain efficiency. www.glscs.com


WWD (formerly Women’s Wear Daily) Daily newspaper reports fashion and industry news on women’s and children’s ready-to-wear, sportswear, innerwear, accessories, and cosmetics. [www.wwd.com](http://www.wwd.com)

Workforce Management. Trade publication website focusing on human resource management issues. [www.workforce.com](http://www.workforce.com)

Xtreme Retailing. This site, sponsored by IBM, offers reports and videos about new retail technologies. [www.xr23.com/Page.cfm/1](http://www.xr23.com/Page.cfm/1)

Retail Trade Associations

American Bookseller Association. The American Booksellers Association is a trade organization promoting the well-being of book retailers. It represents the interests of booksellers on national and international issues and is involved in the education, research, and the dissemination of information to the bookselling community worldwide. Members include independents, specialty, franchise, college and university stores, chains and others with a special interest in bookselling. Site contains a database of member bookstores, which can be searched or browsed by location, name or specialty; entries include street address, email address, and links to store Web sites. Also includes book news, listings of book fairs and festivals, trade shows, and conventions; and bookselling statistics. [www.bookweb.org](http://www.bookweb.org).

Direct Marketing Association - The Direct Marketing Association is the leading global trade association of business and nonprofit organizations using and supporting direct marketing tools and techniques to generate sales. DMA advocates industry standards for responsible marketing, promotes relevance as the key to reaching consumers with desirable offers, and provides research, education, and networking opportunities to improve results throughout the entire direct marketing process. [www.the-dma.org](http://www.the-dma.org)

Direct Selling Association - The Direct Selling Association (DSA) is the national trade association of the leading firms that manufacture and distribute goods and services sold directly to consumers. More than 200 companies are members of the association, including many well-known brand names. [www.dsa.org](http://www.dsa.org)
Entertainment Merchants Association. (EMA) is the not-for-profit international trade association dedicated to advancing the interests of the $33 billion home entertainment industry. EMA represents approximately 600 companies that operate approximately 20,000 retail outlets in the U.S. that sell and/or rent DVDs and computer and console video games and digitally distributed versions of these products. www.entmerch.org

Electronic Retailing Association. A trade association for companies who use the power of direct response to sell goods and services to the public on television, online, and on radio. ERA serves as the cohesive voice for multi-channel marketers, while promoting government affairs initiatives and regulations designed to protect our members' bottom line. www.retailing.org


Hobby Industry Association - The HIA provides services including market research, education, certification, and publishes the National Craft Month. It organizes the "world's largest craft & hobby trade show" each January in the U.S, and in the Netherlands in March, which are open only to industry professionals. www.hobby.org.

In-Store Marketing Institute. The institute serves brand marketers, retailers, agencies and manufacturers worldwide with information and educational events focused on improving retail marketing strategy. The website offers marketing profiles of leading retailers, 1,400 articles about promotions and display programs, 200 research studies and 1,000 charts examining such issues as effectiveness measurement and consumer behavior, summaries of 2,900 campaigns conducted at retail since 1988, 15,000 images of displays, signs, and other forms of marketing material, and summaries of historical lawsuits and litigation affecting various aspects of retail marketing activity. www.instoremarketer.org.

International Council of Shopping Centers
Represents 35,000 owners, developers, retailers, and managers of shopping centers; architects, engineers, contractors, leasing brokers, promotion agencies, and others who provide services and products for shopping center owners, shopping center merchant associations, retailers, and public and academic organizations. Promotes professional standards of performance in the development, construction, financing, leasing, management, and operation of shopping centers throughout the world. Engages in research and data gathering on all aspects of shopping centers; compiles statistics. www.icsc.org
Jewelers of America. Jewelers of America is the largest association of jewelers in the world. JA's mission is to provide consumers with information and education about fine jewelry. This site provides information about choosing a professional jeweler and buying and caring for fine jewelry. It also includes the Jeweler's of America standard of contact, recent news releases, member news, and a jewelry IQ test. www.jewelrs.org.

Museum Store Association. Founded in 1955, MSA is a nonprofit, international association organized to advance the success of cultural commerce and of the professionals engaged in it. By encouraging high standards of professional competence and conduct, MSA helps retail professionals at cultural institutions better serve their organizations and the public. www.museumdistrict.com

National Association of Chain Drug Stores. Interprets actions by government agencies in such areas as drugs, public health, federal trade, labor, and excise taxes. www.nacds.org

National Association of College Stores. The National Association of College Stores (NACS) is the trade association representing stores, which sell principally to students. The site contains links to more than 125 college and university stores as well as links to more than 20 firms that supply products to the collegiate retailing market. The site also contains information on educational sessions and cost-saving benefit programs that NACS offers to its members. www.nacs.org

National Association of Convenience Stores. Membership includes 4,000 retail stores that sell gasoline, fast foods, soft drinks, dairy products, beer, cigarettes, publications, grocery items, snacks, and nonfood items and are usually open seven days per week. www.cstorecentral.com

National Mail Order Association. Trade association provides business resources for small to medium size companies involved in direct marketing. The site offers a free newsletter and statistics associated with direct mail retailing such as response rates. www.nmoa.org/

National Retail Federation (NRF) The ARF was primarily concerned with the effect of legislation and government regulation on retailers. The NRF conducts extensive conferences and educational programs for retailers, provides statistical information and publishes Stores Magazine. www.nrf.com

National Shoe Retailers Association. The National Shoe Retailers Association represents independent shoe storeowners and operators. This site provides general information about the association and its membership, a list of its publications, upcoming events and conferences, and a link to the association's newsletter. www.nsra.org.
**POPAI (pint-of-Purchase Advertising International)** - POPAI is an international trade association for the marketing at-retail industry. Its 1,700 members are brand manufacturers and retailers, as well as, marketing at-retail producer companies and advertising agencies from over 45 countries. POPAI’s five strategic goals (1) Research, (2) Education, (3) Advocacy, (4) Application of technology, and (5) Globalization. [www.popai.com](http://www.popai.com)

**Private Label Manufacturers Association.** Private label is unique. It is sold everywhere in the world, but carries hundreds of different brands. Sales exceed 45 billion euros, yet most manufacturers are unknown to the public. Representing this diverse industry is the Private Label Manufacturers Association, the only international trade association devoted exclusively to the private label industry. [www.plmainternational.com](http://www.plmainternational.com)

**Retail Industry Leaders Association** Membership includes 750 mass retailing (discount) chains. Conducts research and educational programs on every phase of self-service general merchandise retailing. [www.retail-leaders.org](http://www.retail-leaders.org)

**Shop.org** The only trade association to focus exclusively on Internet retailing. Its 300 members represent all segments of online retailing, including virtual retailers, conventional retailers, catalogers, manufacturers, and companies providing products and services for online retailers. Sponsors studies on electronic retailing. A division of the NRF. [www.shop.org](http://www.shop.org)

**Society of American Florists.** Chartered by an act of Congress in 1884, the Society of American Florists (SAF) is the only national trade association that represents all segments of the U. S. floral industry. SAF’s 16,000 members comprise the industry's top retailers, growers, wholesalers, importers, manufacturers, suppliers, educators, students, and allied organizations. This site includes industry trends and other information, upcoming events, and membership information. [www.safnow.org](http://www.safnow.org).