



WEB VISITS

Data: Experian Hitwise (www.hitwise.co.uk)

SHOPPING

10 most visited UK sites week ending March 16, 2013

Site	Market Share
1 ebay.co.uk	16.08% =
2 amazon.co.uk	10.62% =
3 ebay.com	3.07% =
4 gumtree.com	1.86% =
5 argos.co.uk	1.39% =
6 amazon.com	1.23% =
7 wap.ebay.co.uk	1.11% =
8 tesco.com	1.00% =
9 marksandspencer.com	0.97% ▲
10 next.co.uk	0.97% ▼

CLOTHING & ACCESSORIES

10 most visited UK sites week ending March 16, 2013

Site	Market Share
1 next.co.uk	6.81% =
2 asos.com	5.41% =
3 newlook.com	3.55% =
4 topshop.com	2.83% =
5 riverisland.com	2.42% =
6 boohoo.com	1.54% =
7 marketplace.asos.com	1.37% ▲
8 hm.com	1.33% ▼
9 direct.asda.com/george	1.32% -
10 missguided.co.uk	1.16% ▼

SPORT & FITNESS

10 most visited UK sites week ending March 16, 2013

Site	Market Share
1 sportsdirect.com	6.17% =
2 halfords.com	5.76% =
3 mandmdirect.com	3.48% ▲
4 jdsports.co.uk	3.44% ▼
5 gooutdoors.co.uk	2.97% ▲
6 chainreactioncycles.com	2.91% ▼
7 m.sportsdirect.com	2.87% ▲
8 wiggle.co.uk	2.85% ▼
9 store.nike.com	2.32% ▲
10 evanscycles.com	2.16% ▼

Note: (=) non-mover, (-) new entry

Next week: music/ home & garden

Walgreens and Boots strike US buying deal

BY TIFFANY HOLLAND

US pharmaceuticals retailer Walgreens and multinational health and beauty group Alliance Boots have signed a 10-year buying deal with US pharmaceuticals distributor AmerisourceBergen that is expected to boost global opportunities for the Boots brand.

The deal is the next stage in the tie-up and eventual merger between Walgreens and Alliance Boots.

Alliance Boots executive chairman Stefano Pessina, who picked up the Clarity Search Retail Leader of the Year award at the Oracle Retail Week Awards last week, said the AmerisourceBergen deal will “create an unmatched network of companies that is well-positioned to anticipate increasing market needs across the world”.

Walgreens already has an existing partnership with AmerisourceBergen. The deal will enable the three companies to benefit from greater buying power.

Alliance Boots health and beauty chief executive Alex Gourlay said



Stefano Pessina said the deal will create ‘an unmatched network of companies’

that the partnership will provide global long-term opportunities, including exporting the products of Boots, its UK retail arm, around the world.

The trio of businesses expect to use supply chain learnings from the UK and European operations of Alliance Boots, where wholesale and retail are integrated. At present US healthcare wholesalers and retailers are completely separate.

The deal will enable Walgreens and Alliance Boots to acquire a 7% share in AmerisourceBergen and appoint a board member, with the option to buy a further 16% in the form of warrants by 2018 and assign a second board member.

It is understood that the 23% stake is valued at \$3bn (£1.99bn). It also gives Alliance Boots a route into South America through AmerisourceBergen’s clinical trials there.

Tesco puts its veg box service on ice

Tesco has suspended its Soil & Seed organic vegetable box scheme just four months after it launched because of IT problems.

Retail-week.com revealed last week that the exclusive-to-Tesco service, owned by organic vegetable supplier Tio, was suspended after a series of glitches led to misleading pricing and orders being

delivered late. Tesco said the “well-received” service would “pause” until later this year.

Tesco had hoped to gain a slice of the lucrative London foodie market through the scheme, which allowed shoppers to order boxes of fresh, organic fruit and vegetables through Tesco.com.

When the site launched in

November, the grocer accidentally offered introductory prices that were up to 80% more expensive than a standard box.

A source close to the project said: “It has just not caught on, even though Tesco has put some good marketing behind it. There were problems with the IT and deliveries not arriving to customers on time.”



BOOK ONLINE
WWW.RETAILWEKSUPPLYCHAIN.COM

PHONE
020 3033 2777

WHERE
Radisson Blu Portman Hotel
London

BOOK
NOW

22 - 23
MAY
2013