

13

Retailing and Wholesaling

Chapter Preview

In the previous chapter, you learned the steps of defining customers value through good distribution channel design and management. Now, we look more closely into the fully shaped intermediate channel functions: retailing and wholesaling. You already know something about retailers—retailers of groceries and cars bring you everyday items; you probably know much less about the roles of wholesalers themselves behind the scenes. In this chapter, we exam-

ine the characteristics of different kinds of retailers and wholesalers, the marketing decisions they make, and trends for the future.

When it comes to retailers, you have to start with Walmart. This megastore's phenomenal success has resulted from an unrelenting focus on bringing value to its customers. Day in and day out, Walmart does up for its customers: "Save money, live better." That focus on low-cost value has made Walmart not only the world's largest retailer but also the world's largest company.

Walmart: The World's Largest Retailer—the World's Largest Company

Walmart stands unsurprisingly as the world's largest retailer—the world's largest company. It rings up an incredible \$400 billion in sales last year—1.7 times the total of competitors Costco, Target, Kroger, Macy's, K-Mart, and Kwik's combined.

Walmart is the number-one seller in several categories of consumer products, including groceries, clothing, toys, CDs, and pet-care products. It sells more than twice as many groceries as Kroger, the leading grocery-only food retailer and bookshop and, three years after last year, exceeded the total revenues of Macy's Inc., parent of both Macy's and Bloomingdale's department stores. Incredible, Walmart sells 30 percent of the disposable diapers purchased in the United States each year, 30 percent of the four-wheel products, 30 percent of all health and beauty products, 30 percent of the softphones, and 30 percent of the pet food. On average, worldwide, Walmart serves customers more than 200 million times per week.

It's also hard to believe Walmart's impact on the U.S. economy. With over 2 million employees—more than any other company, most children in the United States do in Walmart company—the sales of \$400 billion in a single day in 2005 exceeded the GDPs of 26 countries. According to one study, Walmart was responsible for about 15 percent of the nation's manufacturing productivity gain in the 1990s. Another study found that—through lower sale prices and largest net corporate profits—Walmart saves the average American household \$2,500 each year, equivalent to more than one month's worth of groceries for the average family.

What's behind this spectacular success? First and foremost, Walmart is passionately dedicated to the long-term, low-price value proposition and what its low prices mean to customers: "Save money. Live better." The company is to "lower the world's cost of living." To accomplish this mission, Walmart offers a broad selection of carefully selected goods at "unbeatable low prices." No other retailer has come nearly as close to matching the concept of everyday low prices and one-stop shopping. At the same time, "the company goes . . . as aggressively as possible to support its customers—find out what they want and sell it to them, for the lowest possible price." Says Walmart's president and CEO, "We're obsessed with delivering value to customers."

How does Walmart make money with such low prices? Walmart is a lean, mean, distribution machine—it has the lowest cost structure in the industry. Low concept the giant retailer charge lower prices but still reap higher profits. Lower prices attract more shoppers, producing more sales, making the company more efficient, and enabling it to lower prices even more.

Walmart's low costs result in part from superior management and more sophisticated tech-

Day in and day out, giant Walmart does up for its promise: "Save money, live better." The achievement with customers value has made Walmart not only the world's largest retailer but also the world's largest company.

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Endo Gen

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Diversifying Retail and Distribution in Thailand Endo Gen, 2013-03-01 The entry of transnational retailers into emerging markets inevitably disrupts the existing retail and distribution structures Thailand experienced such disruption to its traditional retailing system beginning in 1990 and continuing through the following two decades to the extent that many observers have called it a revolution But the term revolution is a misnomer according to this study The new retail and distribution formats rather than replacing traditional markets have continued to exist alongside them In addition Thailand's retail and distribution industries are heading toward diversification rather than uniformity the latter phenomenon being generally associated with the advance of multinational corporations Endo analyzes Thailand's retail structure in the light of its entire distribution system examining how changes have affected not only horizontal competitive relationships between modern and traditional retailers but also vertical relationships with manufacturers and wholesalers Rather than focusing narrowly on the urban middle class consumer market he considers the markets income differentials the mosaic structure which is an indispensable framework for discussing the retail and consumption practices of an emerging economy The book presents a thoroughgoing and positive analysis well grounded in Thailand's historical context Studies on the advance of transnational retailers into emerging markets have recently flourished most of which aim to clarify the internationalization of retail from a commercial science perspective by concentrating on the transnational retailers activities In this book greater attention is given to the particular circumstances of the host countries retail and distribution systems and consumer markets Using a comparative business history approach to a single country this research contributes significantly to our understanding of retail and distribution systems in emerging markets globally Highlights A thoroughgoing and positive analysis of Thailand's current retail and distribution system Presents data using more than 40 tables Views the current situation within its historical context Uses a broad perspective of the consumer market based on income differentials a mosaic structure **Micro and small scale establishment** ,2008

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