

# Consulting News

Issue 26  
February 2023

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„We must dare to be beginners again. Out of the *comfort zone*, into the *future*.“

Monique Fischer

## 01 Editorial

I am delighted that the year began with positive feedback from the stationary retail sector. The Christmas business went on satisfactorily, and, thanks to forward-planning, retailers could counteract the supply bottlenecks in the best possible way and thus do their part to ensure that happy faces glowed around the Christmas tree. Even though we still face many obstacles, I would like to interpret this encouraging start as a good omen for the year ahead. It is evident that with the right mindset, we can adapt and break new ground, to make progress instead of regressing. Sometimes big, sometimes small, but always forward.

With a lot of optimism  
Yours, Monique Fischer

## 02 Start-ups, that can disrupt the retail industry

What our future and future generations will look like depends on how well we succeed in changing our global mindset. The environment, climate protection, and social issues must be at the top of the agenda of every individual, but also of companies. Guidelines and good intentions must not just be lip service but must be actively put into practice. Sustainable corporate management has a positive impact on the company's image and has a significant influence on its economic success. In my new blog post, I dedicated myself to companies that can disrupt the textile industry with their sustainability strategy.

[Discover companies here](#)

## 03 Germany Study Downtown 2022: Supply Mix in Transition

In future newsletters, I would like to present exciting results of this representative study, which was jointly conducted by CIMA Beratung + Management GmbH, Deutscher Industrie- und Handelskammertag e. V., Handelsverband Deutschland e. V., HBB Hanseatische Betreuungs- und Beteiligungsgesellschaft mbH, Haus & Grund Deutschland e. V., Lenz und Johlen Rechtsanwälte Partnerschaft mbH and RKW Architektur + GmbH. When asked which product groups are most relevant to consumers in a city center, food and beverages, health/personal care, and clothing/underwear are the most important, each accounting for around 85 percent of the total, with shoes/leather goods following immediately behind. The latter two merchandise groups, in fact, traditionally stand for inner-city shopping. The reason why this is declining is partly because both are frequently purchased online.

Customers' expectations regarding stationary shopping for textiles and shoes are likely to continue growth. „Here, it is not so much the broadly positioned chain stores with expansive floor areas that will gain dominance, but rather creative new formats in inner-city areas, which tend to be smaller. Only they will be able to deliver on a promise of service and product quality that the web cannot offer (yet). The renaissance of shoe-manufacturing stores or small stores with target-group-specific offerings such as children's shoes or sneakers are already an expression of this change,“ conclude the study's authors. While chain stores can score points with their ample space and wide selection, small stores attract customers with their individuality and creativity. And both require competent and approachable sales staff who accompany customers on-site with a lot of empathy, know-how, and a smile. I am convinced of that.

## 04 Retail supply situation more relaxed again

Even before Christmas, there were signs that the supply shortages in the retail sector were generally declining slightly. The ifo-Institut in Munich discovered that the situation had also eased in the retail clothing sector: Only a good third of retailers still complained about a lack of merchandise at the end of December. Swiss retailers have drawn a first positive balance in the Christmas business. It has proven true that many people were prepared to invest higher sums in Christmas gifts. And the stationary retailers were well prepared: Knowing full well that there were still delivery problems with some products, orders were placed early, and the warehouse was filled. A thoroughly favorable development that allows us to look ahead with optimism.

## 05 The „Mindstep“ and „Festivalito di Tango“ in the new year

Also, this year I will offer my „Mindstep“ seminars, in which I convey how tango dynamics of body language become a success factor for executives. I can already announce my offers in Cipressa on 04/05 October 2023 [on my website](#) and at the [Rid Foundation in Munich](#) on 29/30 June 2023

And with great anticipation, I am planning the second edition of the „Festivalito di Tango“ in Cipressa. Feel free to mark the date already: October 06-07, 2023. We will dance the tango in an enchanting atmosphere!

[Watch the full aftermovie](#)



## Consulting News WORLD!

### Pantone Color of the Year: Viva Magenta

A powerful shade from the red family. As the name implies, it symbolizes stamina, joy, courage, strength, and exuberance. For the first time, ARTECHOUSE Miami, pioneers in digital and experiential art, and Pantone invite you to enter the MAGENTAVERSE and discover the power of the hue on a journey of artistic discovery.

### John Lewis builds apartments

British retailer John Lewis has agreed on a multimillion-dollar joint venture with an international investment company abrdn to create around 1,000 new homes in three local communities. The diversification is intended to provide stable income and aligns with the company's goal of positively impacting partners, customers, and communities.