

Retail Opportunities + Insights brought to you by Hamacher Resource Group, Inc.

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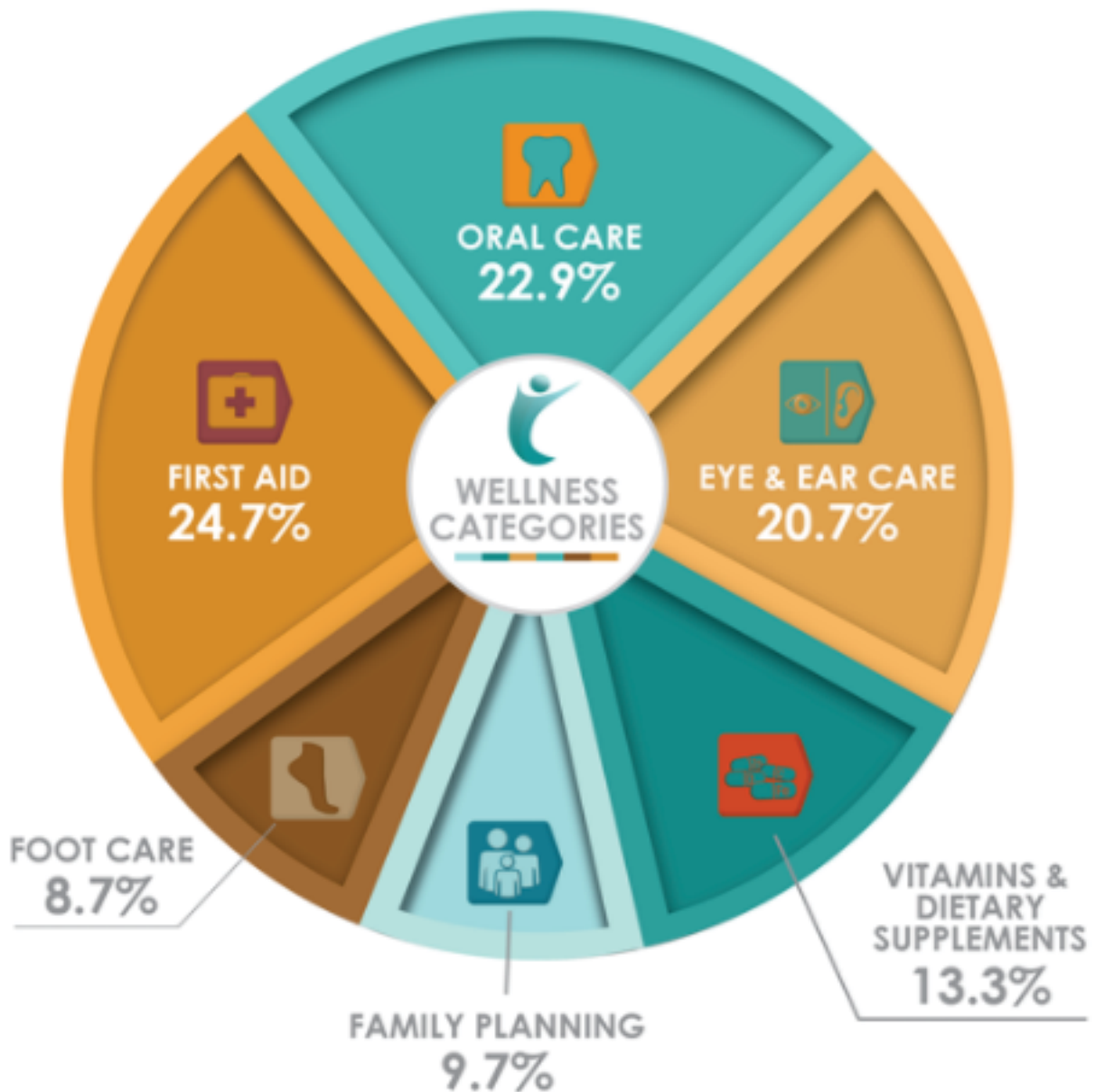


Volume 3 Issue 2



## 2016 emerging brands

We have analyzed the new health, beauty, and wellness items released in 2016 to find the emerging brands for a *Drug Store News* special report to be published in May. Here is a sneak peek at which Wellness categories have the most high-performing brands.



To see 3 of the top performing Wellness products  
[CLICK HERE](#)



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## The pace of market changes

by Dave Wendland

Ten years ago, Steve Jobs led the efforts for Apple® to launch the first iPhone® and the promise of this newfangled technology was not known. Today, with few exceptions, the reach of smartphones – led by the iPhone – is nearly ubiquitous. What do you think is emerging quickly on the healthcare front that may forever change the shape of its future? Allow me to share a few I've been watching.

One fast-evolving reality stems from technology. Attending the recent Consumer Electronics Show...[Read more](#)

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## Dave celebrates 25 years!

In January, [Dave celebrated 25 years with HRG](#). As an owner and member of the senior leadership team, he helps establish the company's vision and encourages its continuing innovation and evolution. Dawn Vogelsang, president and leader of the owners group, said, "Dave is well-respected in our industry and known for his quick wit and visionary thinking. He is an excellent resource for our customers because of his deep and broad retail knowledge that spans the supply chain and beyond." Congratulations Dave!



## Upcoming events

**JUN**  
11-14  
HDA Business  
Leadership  
Conference

**JUN**  
22-24  
Value Drug Company  
Merchandising Expo

**JUL**  
12-16  
McKesson ideaShare

**JUL**  
20-22  
Smith Drug Company  
CE & Trade Show

**JUL**  
28-30  
Mutual Drug  
Trade Show

## Recent blog posts

[Resolution: Follow thought leaders  
for new perspectives and ideas](#)

[Resolution: Visit my 11th-20th  
customers](#)

[Resolution: Let go of a sacred cow](#)

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## Imagine the possibilities when you're on the right path with the right partner



[Concept through Commercialization™](#) is HRG's product development methodology that drives the IMAGINE process – a roadmap for brands through the product lifecycle journey. Throughout the comprehensive IMAGINE roadmap we help identify, create, consult, and execute steps in the paths that fit your brand's journey in a streamlined and efficient approach to pave the way to success.

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