

saw a large increase in 2004, with 108 new store openings. This represented more than 15 percent of the new Seven-Eleven stores opened in Japan that year.

By 2014, Seven-Eleven had stores in 42 of 47 of the prefectures within Japan. With an increased demand for “close-by, convenient stores” when there were fewer small- and medium-size retailers in a given area, Seven-Eleven felt that besides bringing stores to new areas, it could also continue to open stores in densely populated urban areas such as Tokyo, Nagoya, and Osaka.

With Seven-Eleven franchises being highly sought after, fewer than one of 100 applicants was awarded a franchise (a testament to store profitability). The franchise owner was required to put a significant amount of money up front. Half this amount was used to prepare the store and train the owner. The rest was used for purchasing the initial stock for the store. In 1994, 45 percent of total gross profits at a store went to Seven-Eleven Japan, and the rest went to the store owner. The responsibilities of the two parties were as follows.

Seven-Eleven Japan responsibilities:

- Develop supply and merchandise
- Provide the ordering system
- Pay for the system operation
- Supply accounting services
- Provide advertising
- Install and remodel facilities
- Pay 80 percent of utility costs

Franchise owner responsibilities:

- Operate and manage store
- Hire and pay staff
- Order supplies
- Maintain store appearance
- Provide customer service

Store Information and Contents

Seven-Eleven had more than 16,000 stores in Japan by January 2014 (see Table 3-3). In 2004, Seven-Eleven Japan changed the standard size of new stores from 125 square meters to 150 square meters, still significantly smaller than the size of most U.S. 7-Eleven stores. In 2013, daily sales at a store averaged 668,000 yen (about \$6,528 in March 2014 at an exchange rate of about 102 yen to a U.S. dollar), which was almost twice the average at a U.S. store.

TABLE 3-5 Sales by Product Category in 2012

	Percentage of Total Sales
Processed foods	26.6
Fast foods	26.0
Fresh/daily foods	12.3
Nonfoods	35.1

Source: Data obtained from Seven Eleven Japan Annual Report 2012.

Seven-Eleven Japan offered its stores a choice from a set of 5,000 SKUs. Each store carried about 3,000 SKUs on average, depending on local customer demand. Seven-Eleven Japan emphasized regional merchandising to cater precisely to local preferences. Each store carried food items, beverages, magazines, and consumer items such as soaps and detergents. The relative sales across product categories in 2012 for Seven-Eleven Japan are given in Table 3-5.

The food items were classified into four broad categories: (1) chilled-temperature items, including sandwiches, delicatessen products, and milk; (2) warm-temperature items, including box lunches, rice balls, and fresh bread; (3) frozen items, including ice cream, frozen foods, and ice cubes; (4) and room-temperature items, including canned food, instant noodles, and seasonings. Processed food and fast-food items were big sellers for the stores. In 2012, processed and fast foods contributed about 53 percent of the total sales at each store. More than 1 billion rice balls were sold in 2004; this amounted to each Japanese citizen eating approximately eight Seven-Eleven rice balls a year. The top-selling products in the fast-food category were lunch boxes, rice balls, bread-based products, and pasta. By 2013, Seven-Eleven Japan had 171 daily production facilities and 158 distribution centers across Japan.

Other products sold at Seven-Eleven stores included soft drinks, nutritional drinks, alcoholic beverages such as beer and wine, game software, music CDs, and magazines.

Seven-Eleven was focused on increasing the number of original items that were available only at their stores. In 2004, original items accounted for roughly 52 percent of total store sales. In 2007, Seven & i launched Seven Premium private brand products for sale at its stores. By February 2010, Seven Premium offered 1,035 SKUs; this number was expected to grow in the future. Private brand products were sold across all store formats and were viewed by the company as an important

Seven Eleven Japan Case Study Answers

Emilie Sanchez



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Success Of 7-eleven Japan, The: Discovering The Secrets Of The World's Best-run Convenience Chain Stores Akira Ishikawa,Tai Nejo,2002-10-28 When analyzing 7 Eleven Japan s advanced and innovative management style the authors of this book highlight the existence of the integrated information system This is because of the key role it plays not only in forming this firm s corporate strategy but also in developing its functional strategies for logistic support merchandising and store operations The authors explore the integrated information system a symbol of the competitiveness of 7 Eleven Japan

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