Digital Alternative Food Networks – The Future of Sustainable Food Retailing?

Viktorija Viciunaite
Western Norway University of Applied Sciences
Aruna Tatavarthy
NHH Norwegian School of Economics
Rosalie Lai
NHH Norwegian School of Economics

Cite as:

Viciunaite Viktorija, Tatavarthy Aruna, Lai Rosalie (2024), Digital Alternative Food Networks – The Future of Sustainable Food Retailing?. *Proceedings of the European Marketing Academy*, 53rd, (119611)

Paper from the 53rd Annual EMAC Conference, Bucharest, Romania, May 28-31, 2024



Digital Alternative Food Networks – The Future of Sustainable Food Retailing?

Abstract

Global shocks continue to highlight the importance of studying sustainable retail practices. In the context of food, alternative food networks (AFNs) have emerged as response to the sustainability challenges related to mainstream food production, however, they might struggle with survival and scalability. Digitalisation, and digital platforms in particular, can provide a potential solution to these issues. In this paper, we explore the potential of digital AFNs as alternative resilient and sustainable forms of retailing. We make use of a unique longitudinal dataset from a digital farmer's market in Norway (REKO Ring) to explore how inter- and intra-market heterogeneity affects producer's revenue as well as the characteristics of successful and egalitarian markets.

Subject Areas: Channels, Retailing

Track: Social Responsibility & Ethics