

## Nisa retailer links with taxi company for deliveries

An independent Nisa retailer in Southampton has teamed up with a local taxi company to offer home delivery services to customers.

The Maybush store, which closed its doors to shoppers in the early stages of the coronavirus outbreak, also launched a click & collect service to help customers make purchases without putting themselves at risk.

The new system offers shoppers full access to product lists via the store's Facebook page, with orders placed before 10pm available for next-day delivery. The click & collect service uses the same system, with customers picking up shopping from the store.

The store has reopened to shoppers this week with clear social distancing guidelines in place. ☺

# Costco launches first national deliveries

**Andrew Don**

Costco has gone live with a national grocery delivery service from its UK warehouses for the first time.

The wholesaler operates 29 depots across the UK and this week launched grocery delivery across 15 categories including pet supplies, health foods, nuts, snacks & confectionery, health & beauty and its own-brand Kirkland Signature range.

The service is open to Costco members and online subscribers and there is a £5.99 delivery charge per order.

There is no minimum spend, while Costco's Executive members, who pay a higher annual fee, get a 2% annual reward



Costco members & online subscribers can use the service

based on the amount they order.

There are currently over 400 products available. These include Douwe Egberts Pure Gold instant coffee granules 400g, priced at £9.39 (£2.35 per 100g), Tetley One Cup teabags, 1,100-pack (£14.99), Heinz organic tomato ketchup 3x580g,

(£6.89, 40p per 100g) and John West tuna chunks in brine (£8.99, 8x200g, £1.13 per can).

Costco did not say whether the service was a response to the current coronavirus crisis or part of a wider strategy. In November 2018, Steve Pappas, then senior VP of Costco Europe, said

he was watching what Costco in the US was doing with grocery delivery and that he believed there was "a potential application" for something similar in the UK.

The Costco UK site is currently warning customers that delivery times are running at five to seven days.

A Costco spokeswoman said the service was "in the very early stages" and she preferred not to comment for now.

The coronavirus emergency has prompted a number of wholesalers to roll out direct-to-consumer operations as a huge number of their traditional customers have been forced to close in the hospitality sector shutdown.

## Bestway fast-tracking retailers into Uber Eats delivery scheme

Bestway is fast-tracking retailers into its Uber Eats delivery programme as it aims to help its customers better support vulnerable people in their communities.

The wholesaler signed an initial deal in December with Uber Eats, with 81 Wine Rack, Bargain Booze, Select Convenience and Central Convenience Stores throughout the UK listed on the app. It now has more than 150 stores and is aiming to have more than 200 stores live by the end of May.



Bestway has more than 150 stores listed on the app

Bestway Wholesale MD Dawood Pervez said a huge number of its retail members had already gone out of their way to support local communities. Accelerating the enrolment of stores on to Uber Eats meant more

people at home could order groceries direct to their door, he added.

Bestway is also set to launch a new scheme to enable its retail customers to provide food boxes to vulnerable people in their communities.

The wholesaler said registration for new retail customers remained closed to prioritise availability for its loyal customers. However, it said it was registering local authorities and NHS trusts in order to help them support vulnerable or shielding people. ☺

## JJ supplying retail with key products

JJ Foodservice has started to supply retail customers as it continues to diversify its model.

The specialist foodservice wholesaler is now offering retailers access to a 300-strong range of products across key impulse categories including soft drinks, snacks, confectionery, beers, bread and milk.

JJ has also developed a new 'household essentials' category featuring smaller pack sizes of fresh fruit, veg and meat.

Retailers can either place orders for same-day

collection or next-day delivery and the wholesaler is promoting the range with daily deals.

"Retailers tend to be more tech-savvy compared with some foodservice customers, so our online ordering system and app have gone down well," said JJ Foodservice chief products officer Sezer Ozkul.

The move is the latest by JJ to target new customers. It started selling directly to consumers four weeks ago. The DTC arm has so far served 35,000 customers.