

Warehouse clubs to be launched by Nurdin

by Andrew Don

CASH and carry group Nurdin & Peacock plans to open United States-style warehouse clubs.

Analysts believe it will be the first of many cash and carries to open warehouse clubs. This could change the face of the industry.

US warehouse clubs charge an annual membership fee of between \$25 and \$50 in return for rock bottom prices for bulk purchases. They sell everything from food to car accessories and make up the fastest growing retail sector in the US, valued at £28 billion.

It is thought N & P will split into two divisions — cash and carry and warehouse clubs. Sources suggest its warehouse arm will be called Retail Price Club and will be headed by Mark Riches, a former Marks & Spencer executive.

It is thought Troika Club, a Dorset property developer, is acting for N & P. Troika has secured sites near Walsall, West Midlands, and at Croydon, Surrey.

The first branch, on a former Triplex Lloyd site near an IKEA furniture outlet, will sell food and drink, office equipment, motor accessories and clothing.

There has been talk that SHV, the Dutch parent of the Makro cash and carry chain, is involved. SHV owns 15 per cent of N & P.

Costco, a US group, originally applied for planning permission on the site but pulled out. It has two other sites, at Trafford Park, Manchester, and West Thurrock, Essex, in partnership with French chain Carrefour.

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