

**Table 4**

**Supermarket Centralized Buying Organizations**

**AIC Inc. (Allied Import Co.)**

2-4 Kanda Jinbo-cho, Chiyoda-ku, Tokyo 101  
Tel: 230-2788 Telex: 2325034 AICINCJ

Members: six companies: JUSCO, Uny, Izumiya, Chujitsuya, Safeway (U.S.A.) and Promodes (France).

Total Purchases: (1987) ¥46 billion.

Outline: AIC was established in 1979 for joint importation of goods by five supermarket chains (one has since left). Safeway joined in 1981. AIC purchases about ¥0.3 billion of products from Safeway and supplies ¥1.0 billion of goods to Safeway.

Present share of AIC capital is: Japanese supermarkets 94.4%  
Promodes 4.3%

**CGC Japan Co., Ltd. (Co-operative Grocer's Chain)**

2-1-4, Okubo, Shinjuku-ku, Tokyo  
Tel: (03) 203-1111

Members: 261 medium/small supermarket chains, including Olympic Shopping Center, Lion-do, Hello Foods, Maruya and Santoku. Daiei, the largest retailer in Japan, also has a tie-up with CGC.

Total Purchases: (1987) ¥268 billion, of which ¥13 billion is imported goods.

Outline: CGC was set up in 1973. Daiei concluded a tie-up in 1980 establishing a joint venture, Glory, for development of merchandise and staff training. CGC has eight distribution centres in Japan and plans to add 22 more. In 1985, they set up a joint venture, Sun Fresh Japan, with a Japanese wholesaler, to import fruit. A company with annual sales under ¥2.0 billion cannot participate in CGC. However, a new organization is being established to cater to smaller stores.

**Nihon Ryutsu Sangyo K.K. (Nichiryu)**

Osaka Shiga Bldg., 3-16-1 Honcho, Higashi-ku, Osaka  
Tel: (06) 264-6711

Members: 15 companies, including Heiwado, Izumi, Chain Store Okuwa, Sato, Grand Tamakoshi, Yaohan Dept. Store, Kinsho, Nada-Kobe Consumers Co-op., Kasumi, Kintetsu Tokai, Sunny Mart and Seikatsu Kyodo Kumiai Shimin Seikyo.

Total Purchases: (1988) ¥104 billion — equivalent to eight per cent of members' total sales.

Outline: Nichiryu was organized in 1974 and has member stores throughout Japan, except Tohoku and Kyushu areas. Nichiryu is an active developer of private brands. Efforts are now directed towards imports and non-store retailing.

**NAC (Nippon Allied Chain)**

Nisshin Tatemono Semba Bldg., 3-29, Kita Kyutaro-machi, Higashi-ku, Osaka  
Tel: (06) 245-4741

Members: 191 medium/small supermarkets and voluntary chains, led by Nichii.

Total Purchases: (1987) ¥78 billion — equivalent to 44 per cent of members' total sales.

Outline: NAC was organized by Nichii in 1973. It purchases mainly clothing and has a tie-up with Emco Distributors of U.S.A. for consultation on service merchandising.

**Selco Chain (Self-Service Co.)**

Echo Akihabara Bldg., 1-10-3 Taito, Taito-ku, Tokyo  
Tel: 834-4821

Members: 122 medium/small supermarkets.

Total Purchases: (1987) ¥4.8 billion — equivalent to 1.5 per cent of members' total sales.

Outline: The Selco Chain was established in 1962. It joined "Glory" (see CGC) in 1981 for the joint distribution of food.