

# Five Costco warehouses coming in April

BY SUSAN DEMAGGIO  
EDITOR

Wholesale shoppers will want to check out the new Costco Warehouse stores opening in Livonia, Bloomfield Township, Roseville and Madison Heights in late April.

According to marketing vice president Jerry Anderson, the company is "the Nordstrom of wholesalers," setting itself apart from the competition (Sam's Club warehouses) by offering "more upscale name brands and ancillary service stores within our stores."

Costco Warehouses have One-Hour photo processing, optical services, pharmacies and hearing aid centers.

"Our membership fees are basically the same as Sam's Club," Anderson said. "They charge an annual \$25 fee plus \$10 for an additional card. We ask \$35 for two Goldstar cards."

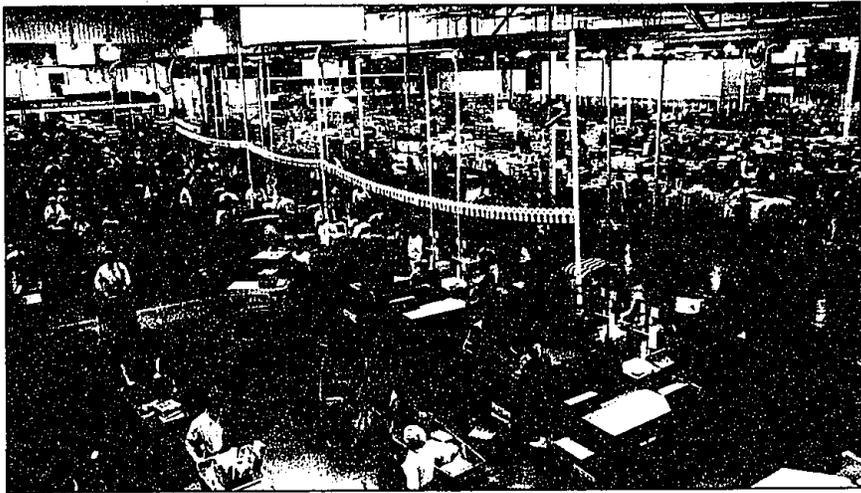
The retailer has 272 warehouses across the globe, serving 16 million members. Last year's sales of \$24 billion provided Costco with the clout to make incredible buys on behalf of its customers.

"Remember, we are also a wholesaler to small and medium-size businesses," he said. "About 75-percent of our merchandise is staples like restaurant-size foods, office supplies and tires. The remaining goods are seasonal or one-time buys in electronics or designer merchandise."

Costco is building-out the former Home Quarters locations at Square Lake and Telegraph; Haggerty and Eight Mile; Mid-dlobelt north of Plymouth; 13 Mile and I-75; and I-696 and Gratiot.

"We're a Washington state-based wholesaler, expanding across the country right now," Anderson said. "We came to Detroit because the demographics were a great match for our company."

Costco, known as Price Clubs on the west coast, was founded in 1976 by Sol Price. President Jim Sinegal has been quoted describing the retail philosophy: "We run a tight operation with extremely low overhead which enables us to pass on dramatic savings to our members."



Big on savings: Costco Warehouse stores trade luxurious retail surroundings for low pricetags on merchandise for members. Five stores will open in metro Detroit in mid-April. Memberships cost \$35 for two Goldstar cards.

## RETAIL DETAILS

**Coat sale for charity**  
Coats for 99-cents? Where?

At the 12th annual Society of St. Vincent DePaul coat, sweater, shirt and pants sale. The madcap event begins on Tuesday, Feb. 3 from 8:30 a.m. to 5 p.m. It runs daily through the end of the month at the area's 19 St. Vincent DePaul outlets.

"Last year we sold more than 40,00 coats and jackets," said Martin White, director. "Most of the coats come from donations, and many have original pricetags still on."

For more information call (313) 687-1910. Proceeds will help fund summer camp pro-

grams for children, food depots and various scholarship programs.

**Hudson's offers grant guidelines**

Hudson's 1998 Community Giving Guidelines are now available to non-profit organizations seeking funding for programs involving children and youth. The CGP focuses on agencies that nurture youth with emphasis in three areas: Preventing Child Abuse, Developing Self-Sufficiency and Education Through the Arts. Organizations interested in applying for a grant should obtain guidelines from their local Hudson's store executive office, or call (248) 443-6219.

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