

BIBLIOGRAPHY

- Bloom, Gordon F. (1978), "The Future of the Retail Food Industry: Another View", **Journal of Retailing**, Vol.54(4), Winter 1978
- Blumberg, William (1994), "The Global Attraction: Retailers Embark on Off-shore Expansion", **Distribution Management**, October 1994
- Brown, Stephen (1988), "The Wheel of the Wheel of Retailing", **International Journal of Retailing**, Vol.3(1), pp.16-37
- Brown, S. and Burt, S. L. (1992), "Conclusion - Retail Internationalization: Past Imperfect, Future Imperative", **European Journal of Marketing**, Vol.26(8/9), pp.80-84
- Burt, S. L. (1991), "Trends in the Internationalization of Grocery Retailing: the European Experience", **International Review of Retail, Distribution and Consumer Research**, Vol. 1(1), pp.487-515
- Busch, Paul S. and Houston, Michael J. (1985), **Marketing - Strategic Foundations**, Richard D. Irwin, Inc. Homewood, Illinois
- Cardozo, R. N. and Cagley, J. W. (1971), "Experimental Study of Industrial Buyer Behavior", **Journal of Marketing Research**, Vol.VIII(August 1971), pp.329-34
- Chen, Benjamin, "Hypermarket Making Waves in Retail Industry", **The Star**, Kuala Lumpur, 24 February 1995
- Crow, L.E., Olshavsky, R.W. and Summers, J.O. (1980), "Industrial Buyers' Choice Strategies: A Protocol Analysis", **Journal of Marketing Research**, February 1980, pp.34-44
- Cundiff, E.W. (1965), "Concepts in Comparative Retailing", **Journal of Marketing**, Vol.29(1), pp.59-63
- Davies, Gary (1993), "Is Retailing What the Dictionaries Say It Is?", **International Journal of Retail Distribution Management**, Vol.21(2), pp.3-7
- Faris, P.W. and Ailawadi, K.L. (1992), "Retail Power: Monster or Mouse?", **Journal of Retailing**, Vol.68(4), Winter 1992, pp.351-367

- Fernie, J. (1992), "Distribution Strategies of European Retailers", **European Journal of Marketing** Vol.26(8/9), pp.35-47
- Goldman, ArieH (1974), "Outreach of Consumers and the Modernization of Urban Food Retailing in Developing Countries", **Journal of Marketing**, Vol.38 (October 1974), pp.8-16
- Goldman, ArieH (1974), "Growth of Large Food Stores in Developing Countries", **Journal of Retailing**, Vol.50, No. 2, Summer 1974
- Goldman, ArieH , "Stages in the Development of the Supermarket", **Journal of Retailing**, Vol.51(4), Winter 1975-1976
- Goll, Sally D., "Dutch Discounter Makro Cuts Out Middlemen in Asia", **The Asian Wall Street Journal**, 29 December 1994
- Hamisah, Hamid, "Effects of Hypermarkets on Small Shops Probed", **Business Times**, Kuala Lumpur, 14 March 1995
- Health Research Methodology: A Guide for Training in Research Methods** (1992), WHO Regional Publication, Western Pacific (1992), Chapter 9, pp. 159-172
- Hogarth-Scott, Sandra and Rice, S. P. (1994), "The New Food Discounters. Are They a Threat to the Major Multiples?", **International Journal of Retail & Distribution Management**, Vol.22(1), pp.20-28
- Hogarth-Scott, Sandra and Parkinson, S. T. (1993), "Retailer-Supplier Relationships in the Food Channel. A Supplier Perspective", **International Journal of Retail & Distribution Management**, Vol.21(8), pp.11-18
- Kamarul Yunus, "Bar-coding System Convenient for A l l " , **Business Times**, Kuala Lumpur, 18 October 1994
- Kaur, Lashvinder, "More Dutch Investors 'Discover' Malaysia", **Business Times**, Kuala Lumpur, 6 February 1995
- Krishnan, Geetha, "Makro Cash & Carry Distribution (M): Easier Shopping for Trades People", **New Straits Times** - Supp.2, Kuala Lumpur, 10 November 1994
- Lang, Chin Ying (1985), **The Structure of Retail Trade in Peninsular Malaysia and Consumer Shopping Behaviour in Petaling Jaya**, MBA Advance Research Report, University Malaya

- Langeard, Eric and Peterson, R. A. (1975), "Diffusion of Large-Scale Food Retailing in France: Supermarche et Hypermarche", **Journal of Retailing**, Vol.51(3), Fall 1975
- Laulajainen, Risto (1991b), "Two Retailers Go Global - the Geographical Dimension", **International Review of Retail, Distribution and Consumer Research**, Vol.1(5), pp. 607-26
- Malaysia, (1990), **Distributive Trade Study in Malaysia**, Amanah Merchant Bank Berhad, Kuala Lumpur
- Malaysia, (1991), **Economic Report 1991/92**, Ministry of Finance Malaysia, Kuala Lumpur: Government Printers
- Malaysia (1993), **Economic Report 1993/1994**, Ministry of Finance Malaysia, Kuala Lumpur: Government Printers
- Malaysia (1994), **Economic Report 1994/1995**, Ministry of Finance Malaysia, Kuala Lumpur: Government Printers
- Malaysia, (1980), **Sample Survey of Wholesale and Retail Trades in Peninsular Malaysia**, Department of Statistics, Kuala Lumpur
- Mitton, Alan E. (1987), "Foreign Retail Companies Operating in the UK", **Retail & Distribution Management**, Vol.15(1), pp.29-31
- Murphy, Patrick E. and Enis, Ben M. (1985), **Marketing**, Scott, Foresman and Company, Glenview, Illinois
- New Straits Times-CITYX**, "City Shopping : Hyper-selection Offer at Subang Jaya Outlet", Kuala Lumpur, 29 September 1994
- New Straits Times - Supp.2**, "Makro Cash & Carry Distribution (M): Stage Set for Another Success", Kuala Lumpur, 10 November 1994
- New Straits Times**, "Makro to Open Second Johor Wholesale Outlet", Kuala Lumpur, 9 December 1994
- New Straits Times**, "Makro Sets RM500 Million Sales Target", Kuala Lumpur, 4 November 1994
- New Straits Times - Supp.**, "Makro Cash & Carry Distribution (M): Wholesale Centres Worldwide Cater for a Niche Market", Kuala Lumpur, 10 November 1994
- Oh, Errol, "Wholesalers Join Forces", **The Malay Mail**, Kuala Lumpur, 19 January 1995

- Okamoto, Fumio and Sato, Ryuji, "Asian Discounters Priced to Go", **The Nikkei Weekly**, 26 December 1994 and 2 January 1995
- Osman Md. Zain and Ismail Rejab (1989), "The Choice of Retail Outlets among Urban Malaysian Shoppers", **International Journal of Retailing**, Vol.4(2), pp.35-45
- Puthucheary, J. J.(1960), **Ownership and Control in the Malayan Economy**, Eastern Universities Press Ltd., Singapore
- Rangan, Kasturi V.; Menezes, Melvyn A. J.; Maier, E. P.(1992), "Channel Selection for New Industrial Products: A Framework, Method, and Application", **Journal of Marketing**, Vol. 56 (July 1992), pp. 69-82
- Salmon, Walter J. and Tordjman, Andre (1989), "The Internationalisation of Retailing", **International Journal of Retailing**, Vol. 4(2), pp.3-16
- Sheth, Jagdish N.(1973), "A Model of Industrial Buyer Behavior", **Journal of Marketing**, Vol.37 (October 1973), pp. 50-56
- Sieh Mei Ling, (1994), "The Structure of Retail Trade in West Malaysia", **Occasional Papers**, No. 2, Faculty of Economics and Administration, University of Malaya, Kuala Lumpur
- Sieh Mei Ling, (1974), "The Structure of Retail Trade in West Malaysia", **Occasional Papers**, No. 2, Faculty of Economics and Administration, University of Malaya, Kuala Lumpur
- Sieh Mei Ling (1979), "The Wheel of Retailing in Malaysia", **Malaysian Business**, June, pp. 47-50
- Sixth Malaysia Plan 1991-95**, National Printing Department, Kuala Lumpur (1991)
- Small Retail Business: An Analysis of Issues and Trends in the Urban Areas of Peninsular Malaysia** (1985), Seres Sdn Bhd
- Stern, Louis W (1988), "Reflections on Channels Research", **Journal of Retailing**, Vol. 64(1), Spring 1988
- Saunders, C.B. and Logsdon, J.D. (1969), "Retailing - What's That?", **Journal of Retailing**, Vol.45(3), Fall 1969, pp.46-83
- Treadgold, Alan (1993), "Retail Opportunities in Europe", **Distribution Management**, June 1993

- Treadgold, Alan (1988), "Retailing Without Frontiers", **Retail & Distribution Management**, Vol.16(6), pp.8-12
- Tordjman, Andre (1988), "A Review of the United States Food Retailing Industry", **International Journal of Retailing**, Vol.3(4), pp.55-69
- Wagner, Janet; Ettenson, Richard; Parrish, Jean(1989), "Vendor Selection among Retail Buyers: An Analysis by Merchandise Division", **Journal of Retailing**, Vol.65(1), Spring 1989
- Wileman, Andrew (1993), "Destination Retailing. High Volume, Low Gross Margin, Large-Scale Formats", **International Journal of Retail & Distribution Management**, Vol.21 (1), pp.3-9
- Yoshino, M.Y. (1966), "International Opportunities for American Retailers", **Journal of Retailing** 42 (Fall), pp.1-10
- Zainal Abidin Mohd. Said (1989), **Retailing in Peninsular Malaysia: The Present Structure and its Future Implications**, Arenabuku Sdn. Bhd., Kuala Lumpur