

# Development feature



*Exterior view of Norwood Mall*



*Interior view of Norwood Mall*

## Pick n Pay Norwood

Pick n Pay Norwood was acquired by the Cavaleros Group approximately three years ago.

The centre was old and failed to meet the requirements of the patrons in terms of design and tenant mix.

Detailed research illustrated what the increasingly discerning customer required in respect of new tenants which would enhance their shopping experience at the new Norwood Mall.

"We were oversubscribed in respect of retailers who were keen to have a presence in a mall set to offer a distinctive tenant mix in respect of line stores," says a Cavaleros Group spokesperson.

Pick n Pay, with its exceptional turnover history, continues to anchor the centre as a hyper, with Woolworths (food and textiles), versatile Mica, larger DisChem, and popular Mr Price Home and Weekend Material.

Other national tenants include Musica, CNA, Red Square, Ackermans and all the major banks.

Cavaleros has specifically targeted a line shop fashion, speciality and food tenant mix to offer the loyal Norwood customer a premier, yet convenient one-stop shopping experience.

"Exclusive and trend setting stores such as Circus, Zita, Kazu and Perlas, together with specialised traders in the form of Greenbusters (green toys) and Cubano's are included to meet the requirements of our customers in an extremely safe, secure and state-of-the-art mall," says the spokesperson.

The new Norwood Mall has, over the past months, enjoyed increased foot traffic and greater awareness due to its classic design, unique logo and definitive store installations.

"Many exciting and exhilarating marketing promotions and an enhanced tenant mix are on the cards to ensure that Norwood Mall soon becomes the centre of choice for the area and beyond," concludes the spokesperson. ●

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## Pan Africa Shopping Centre

Alexandra township will soon have its very first Pick n Pay store located in South Africa's first fully integrated shopping mall and taxi facility with Pan Africa Shopping Centre.

This retail development has attracted a 2 800 m<sup>2</sup> Pick n Pay as anchor tenant. Pick n Pay's property and operations director, Izak Joubert explains that Pick n Pay has been entering markets, in which it was previously not established under the Pick n Pay brand, by converting Score stores and also by opening new stores in greenfields developments.

"Last year was our first entry into the Soweto market under the Pick n Pay banner and we are extremely pleased to follow this up so quickly with Alexandra," says Joubert.

Pan Africa Shopping Centre is part of the Presidential Alexandra Renewal Project, which is a massive initiative aimed at improving living conditions and upgrading human capacity, including environmental development, human skills, housing and infrastructure programmes.

The mall is being developed by Pan Africa DevCo, a development company established by Tebfin Developments in partnership with local entrepreneurs and