

JS JOURNAL

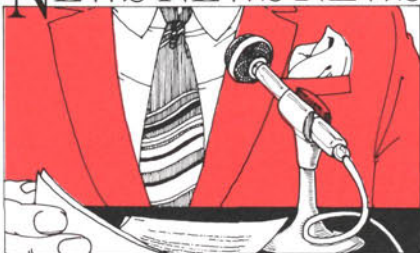


June 1983

**Largest JS store
opens at
Crystal Palace**

**A NEW
SAINSBURY'S
SUPERMARKET
WILL OPEN HERE**

25th APRIL 1983



SEEN HERE on the left is Roy Griffiths, Managing Director in conversation with Sam Kilburn, Chief Executive of the Institute of Grocery Distribution (centre) and Sir James Cleminson, Chairman of Reckitt and Colman.

The occasion was this year's Institute of Grocery Distribution conference which was also attended by the Chairman, Sir John Sainsbury; Assistant Managing Director, buying and marketing, Peter Davis and Trading Director, Tom Vyner.

Key representatives from the major grocery retailers and supplying companies discussed current topics.

Minister of Agriculture, Peter Walker, made the closing speech of the two-day conference.

Grocery conference



JS JOURNAL

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Clean food award



Geoffrey Jones (left) congratulates manager Richard Davies.

AN ANNUAL visit by the Brent Clean Food Liaison Group on May 3, has resulted in Wembley branch winning the Clean Food Award for 1983.

Unique to Brent, the award was instituted last year by the Liaison Group, a body representing food manufacturers, retailers and caterers in the borough, together with the council and the Environmental Health Division.

Their main aim is to encourage the food industry to meet the required hygiene standards voluntarily, to provide means of disseminating information and to improve standards of food hygiene particularly by training and publicity.

Richard Davies, manager of Wembley for the last three years, applied for a Clean Food Award as soon as the scheme was announced in December 1982. A date was fixed for an assessment and preliminary advice was given on the standards required.

The assessors arrived on May 3 and gave the premises a detailed inspection which took an hour and a half.

Everything from the health and safety accident books to evidence of pest control and cleaning programmes were looked at. The assessors were particularly interested in the attitude of staff to cleanliness. They also looked at procedures and branch organisation.

Sainsbury's is the first supermarket to be granted the award which Richard Davies was delighted to receive from Geoffrey Jones, Chief Environmental Health Officer on May 17. Owen Keen, Area Trading manager, Uxbridge area is Sainsbury's representative in the group and was present on the day.

Commented Richard: 'The award recognises and rewards standards of excellence and is of great credit to my staff.'

Results

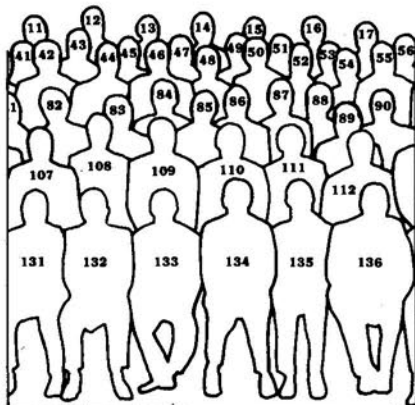
BY THE TIME you read this issue JS's end of year financial results will have been announced.

They will be the subject of the Report For Staff which all locations will be receiving. The results will also be covered in the business news section of the July issue of the *Journal*.

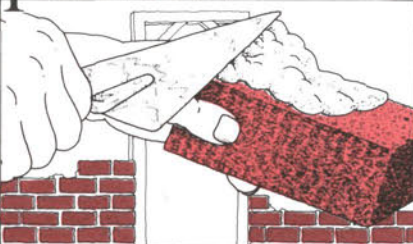
Insert

INSIDE THIS issue you'll find a loose-leaf insert. It is a complete and up-dated key to the senior managers' photograph printed in the April *Journal*.

For an accurate guide to the photograph simply cover the original key with the new one.



PROPERTY



PLANS FOR a new Homebase in Bath are being considered by Bath City Council. The scheme is to link the Homebase with the new Sainsbury's branch near Green Park Station on land which is currently owned by British Rail.

An exhibition of the proposals is to be held at Green Park Station.

JS is to buy the old Alexander Stadium at **Perry Barr** from Birmingham City Council and a planning application for a shopping development will be made shortly.

Most of the money received by the city for the site will probably go to improving facilities in the area and providing further sports grounds.

Car park

A 203 space rooftop car park, operated by the local authority, is now open over the new JS store in **Burton-on-Trent**, due to open this autumn.

Sainsbury's propose to put a store in **Exeter's** planned multi-million pound leisure and shopping centre on the edge of the city centre.

A scheme is being negotiated for a considerable expansion of the JS store onto the site of the present bus station in **Newbury**.

At **York**, the former county hospital, a listed building on part of the JS site, has been sold to the Yorkshire Water Authority and will be refurbished to provide headquarters for the new North and Eastern division of the Authority.

Green light

The green light has been given by the district council for a 51,000 sq ft store on a three acre site in **High Wycombe**, to include an existing car park.

An experiment has misfired at **Bath**. 'Sleeping policemen' in the car park are being moved on after customers had difficulties.

The five tarmac bumps in the car park were constructed to prevent drivers speeding—particularly near a pedestrian crossing. But a number of customers, wheeling their trolleys, tripped over the bumps.

So all but one, near the crossing, have been removed.

Outline planning permission has been granted for a supermarket, Homebase and parking for 813 cars on a site in Chase Lane, **Barkingside**.

Demolition work is under way on the site of a new JS store in **Burnley**. Building will start this summer and the projected opening date is sometime before Christmas 1984.

HOMEBASE

Recruiting good ideas

INTRODUCING NEW HOMEBASE

HELPING HAND WITH HOME IMPROVEMENTS THAT NEEDS YOUR HELPING HANDS

Sainsbury's, one of the country's most successful food retailers have got together with the Homebase Group to bring you a new approach to home improvements. It's called Homebase - and we open the next in our nationwide chain in Castle Boulevard, Loughborough in June 1985.

Homebase is all you expect from the very best DIY centre - plus! Plus a garden centre to keep your garden in trim. Plus longer opening hours and plus a team of staff who are pleased to help you choose the best tools and materials for the job. And finally, where you come in, there's building that team of helping hands right now. A team of:

- enthusiastic and energetic men and women aged 18+ who can assist with all the products, work on the checkouts and assist customers - and help us to make it a success. Nottingham the success it's already proved that to be in other parts of the UK. Currently we are looking for the following staff:

CASH OFFICE SUPERVISOR (£2.33 per hour)
To be responsible for all money within the cash office, to complete all necessary documentation and prepare money for banking. Cash handling experience essential.

CASH OFFICE CLERK (£1.79 per hour)
To assist with the above duties.

WAREHOUSE ASSISTANTS (£1.79 per hour)
To unload vans, check goods and make up orders for the shop floor.

FULL-TIME GENERAL ASSISTANTS (£1.62 per hour)
We're looking for people with retailing experience - preferably in the field of DIY. A knowledge of DIY products, glass or board cutting could be an advantage. The hours of work are 39 per week including some Saturday and late night working. To find out more about Homebase and the opportunities we offer telephone Nottingham 49 555, ext. 253 or 254 or call us at the Job Centre, Gordon House, Carrington Street, Nottingham. Watch the press for more details on jobs. Tel: 0530 20 91 49.

SAINSBURY'S HOMEBASE
HOUSE AND GARDEN CENTRES

ROUND AND ROUND THE GARDEN UP AND DOWN THE STAIRS...

SAINSBURY'S HOMEBASE
WE'LL HELP YOU MAKE A GOOD JOB OF IT

HOMEBASE recruitment hit on the right formula from the word go. Their first ever recruitment advertisement (left) won a special commendation in the *Daily Express* Regional Press Awards which received 340 entries.

Advertising agency, Austin Knight Ltd, received the commendation from

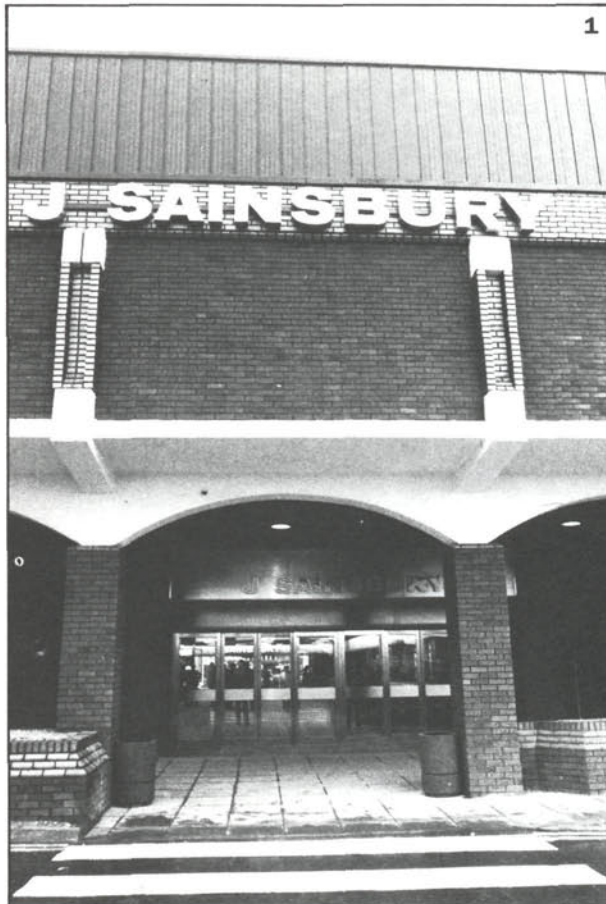
Mike Murphy, managing director of Express Newspapers, at a presentation lunch at the Savoy Hotel.

Assistant personnel manager at Homebase, Chris Cochrane, who was responsible for the advertisement, was also invited to the lunch. She commented: 'It's very exciting that the first ever

advertisement we used as a company was so successful. It generated thousands of applications.

Having used the same advertisement since the second opening in Leeds, we're about to launch a new format (right) which will again emphasise the importance we place on customer service.'

CRYSTAL PALACE



THE LARGEST SAINSBURY'S SUPERMARKET kicked off at 9.30am on Monday April 25.

The Crystal Palace branch opened to a long, cheerful queue of customers and welcomed a steady stream of JS fans throughout the day.

The branch on Whitehorse Lane is the third JS store to open this year and the first to link the company with the world of football. It has been built on the site of Selhurst Park, the Crystal Palace football club ground. The development includes the construction of a social club for football supporters and the rebuilding of a spectators' terrace. Sainsbury's are certainly in a position close to the locals' hearts.

'Beautiful'

Customers in the queue on opening morning gazed along the stretch of 37 checkouts with amazement and spoke of how they had been looking forward to getting inside the new store. Maria Felix, who lives close by, was impressed by the size of the branch. 'I think the building is beautiful and you know that everything inside it will be fresh. You can trust Sainsbury's.'

Some people in the queue were previously customers at the Norbury or Croydon branches and are delighted to have at Crystal Palace the choice of over 8,000 lines.

A promising aroma had reached them from the store's own bakery and when chairman, Sir John Sainsbury, welcomed customers in, many headed to the far corner for those warm loaves.

First lady in the queue was Angeline Crouch of Upper Norwood who arrived on her scooter. 'This will save me a journey to Croydon. Sometimes I had to travel there twice a day as I shop for my mother. I stick with Sainsbury's because the food is so good and the stores are always clean. I'll be able to pop my scooter into the car park which is a bonus.' Next to the store is surface level parking for 450 cars.

The chairman found himself besieged with queries from customers taking a strong interest in the new store and delighted to have a chance to approach the man at the top. Sir John explained

new lines and pointed out innovative features.

The fresh fish counter had excelled itself with a stunning display which included lobsters. Fish manager, Gary Spicer, previously of Locksbottom, boasts a selection of 68 lines of wet fish. He's happy to start his day at 6.30 every morning to put the 'fresh' into fresh fish!

Helping to welcome customers was branch manager, David Reynolds, who felt 'very proud'. Originally from the Isle of Wight, he now lives in Beckenham and has been manager at Purley and Lewisham branches. 'We have been lucky here because we've had the staff with us for more than a month and have been able to give them a very thorough training period. They've all responded tremendously and a strong team feeling has developed. It's a wonderful store.'

David has been a loyal Crystal Palace football team supporter in years past, now he's really in the right place to follow its progress. And he could go along to cheer on the team next door because the store will be closing three hours before kick off on first team home matches.

Perhaps the lads at Selhurst Park could give some advice on how to nip around the 37,707 sq ft of sales area because their own vast pitch is only twice that size.

Good news

BPO is Joan Brewster and she faces the challenge of looking after a staff of almost 600. 'I've had tremendous back up from other BPO's and area managers and the management in the branch has been tremendous. Everyone pulls together.'

'I came from Central Croydon which had 230 staff and I could put a name to every face. Here that's going to take a long time but I'm determined I will.'

As 485 of the job vacancies at the store were filled by staff new to Sainsbury's the store was particularly good news for those seeking employment in the area.

Said new member of staff, Patricia Pickett, 'I'm ready for the opening. We've worked so hard training and getting the store ready that it's nice to finally see the customers. I'm very impressed with the staff facilities. There's a great crowd here—it's a feeling which runs through from the management.'



1. Outside at the crack of dawn.
2. Selhurst Park from the terrace built by JS.
3. Spiderman shops at Sainsbury's!
4. Manager, David Reynolds.
5. Fishy business. Gary Spicer with lobster.
6. The display team relax.
7. Sir John Sainsbury welcomes the first customer.
8. BPO, Joan Brewster.

NORTHAMPTON



ON MAY 2—a bank holiday Monday—it seemed that all roads led to Victoria Promenade, Northampton. At 9.00am the new Homebase house and garden centre opened to the most spectacular welcome ever recorded since the company first began in March 1981.

A dull damp day's holiday brought customers from far and near in their thousands to view the eighth Homebase opening. Comments ranged from: 'It's what we've been waiting for,' to 'we wish Homebase every success.' Staff were delighted at the marvellous response.

Gurth Hoyer Millar, Chairman of Homebase and JS's property and development director, attended the opening and greeted the first customers in a queue which had begun to form at 7.00am.

Then families had fun acquainting themselves with the 47,000 sq ft sales area, indoors and outdoors. There are over 14,000 different products to choose from in DIY alone and thousands of plants, shrubs and trees in the garden section which forms an oasis of greenery.

Crowds

Heading the Homebase team is store manager, John Old, previously deputy manager at Nottingham Homebase and before that, manager at JS's Beeston branch. John is delighted to return to Northampton where he was born. 'I'll remember this homecoming for many a year to come,' said John as he viewed the crowds.

Deputy manager is Michael Pearson and like John he started his career with JS. His Homebase training began in Leeds and he is more than pleased with his new appointment at Northampton.

Also present at the opening was Leslie Self, the new Homebase district manager. Leslie has joined Homebase from JS



where he was district manager responsible for a number of JS stores in the south.

'This is my first opening for Homebase and it's been exceptional. I have never seen so many people so early in the morning in any store—I'm amazed.'

Dino Adriano, director and general manager, said: 'It's been a magnificent opening. The Northampton Homebase has provided the most positive activity in the area for a bank holiday outing. Whole families have arrived.'

Convenient

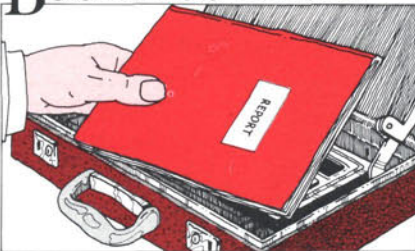
JS first came to Northampton in 1936 with the opening of a counter service branch at Market Square. In 1963 a new JS branch opened in Abingdon Street and closed in 1975 to make way for a larger supermarket which trades successfully today in the Grosvenor Centre.

The new Homebase has created 70 jobs for the area.

This is one DIY and garden centre which is as convenient as the corner shop. It's situated within walking distance of the town's main shopping centre. But for out of towners there is surface level parking for 180 cars giving up to two hours free parking.

1. Manager, John Old.
2. Service with a smile in the staff restaurant.
3. Deputy manager, Michael Pearson.
4. Leslie Self, district manager of Homebase (right) and Thomas Madigan, garden centre manager.
5. Gurth Hoyer Millar (left) and John Old, welcome the first family in the queue—Roy Bolton, produce manager at JS's Bletchley branch with daughters Vicky and Katie.
6. Jan Sillett, checkout supervisor, (right) with her team just before the opening.





Bid moves Sweet talking

ROWNTREE MACKINTOSH has at last made its long-awaited US acquisition. The company has made no secret of its desire to enter the American food market.

The UK is a mature market for confectionery—Britons have amongst the highest consumption per head in the world and competition between the big three (Mars, Cadburys and Rowntrees) shows no sign of decreasing.

It has already ventured out of confectionery manufacture in the UK with the purchase of Riley's Potato Crisps, so an acquisition overseas was indicated. Rowntrees already had operations in Europe so the USA was the obvious target.

The American confectionery market is fairly well buttoned up by Mars and Hershey (manufacturer of the GI's favourite Hershey Bar) and indeed Rowntrees already had an agreement with Hershey for that company to sell Kit Kat and other Rowntree brands in the States. So Rowntree has bought Tom's Foods (from the giant General Mills) who make crisps, nuts and other snack foods.

The Company did not come cheap—the cost was £140 million although Tom's sales last year were only £130 million, and profits £16 million. The company has however recently shown a steady rate of growth of about two per cent a year.

This move is a high note in Rowntree's acquisition programme which has suffered two hiccoughs—a £162 million bid for the American sweet manufacturer Life Saver was thwarted by Nabisco, and a £72 million bid for Huntley & Palmer was also frustrated

by Nabisco. However, Rileys was successfully taken over in 1982, as was Canadian confectioner Laura Secord at a cost of £20 million last December.

Cadbury Schweppes have also been making acquisition moves overseas. The company has bid £23 million for Allen's Confectionery—the largest non-chocolate sweet maker in Australia. At one stage it seemed that Life Saver (Australia) would top Cadbury's bid.

A pitch at Fitch

A SURPRISE move by Fitch Lovell has temporarily knocked the stuffing out of Linfood's takeover aspirations. The companies have been locked in a merciless combat since Linfood launched a bid for Fitch Lovell last October (see November and December JSJ's).

With a tactic widely interpreted as removing one of the choicest plums in the jar, Fitch Lovell have negotiated to sell the Key Markets chain to American-owned Safeway's. This would leave Linfood with a Fitch Lovell reduced to a food manufacturing and wholesaling group.

The Monopolies Commission gave Linfood the green light for a renewed bid for the whole of Fitch. However, in the meantime, Fitch Lovell agreed to sell Key Markets to Safeway for £35 million. Linfood then offered £37.8 million for the supermarket chain. This was then matched by Safeway, but the auction continued with Linfood making a £40.8 million bid. At the time of writing, Safeway has missed the deadline for responding to that offer, so it looks like Linfood are the winners.

The attitude of the Monopolies Commission was that a merger of two small supermarket chains would possibly be in the public interest by stimulating competition with the big three—JS, Tesco and Asda.

An idea of the importance of Key Markets to the overall picture can be gained by looking at the values of the bids—Linfood last year offered about £75 million for the whole of Fitch Lovell, whilst they have offered £41 million for Key Markets.

What sort of group would emerge if Linfood succeeded in acquiring Key Markets? Linfood have about 230 stores,

and Key Markets have 106—a small number of which are being sold elsewhere. Sixty per cent of Key Markets stores have sales areas of less than 10,000 sq ft.

It is possible that Linfood would sell off the smaller units to help finance the £41 million purchase price.

In deals which have aroused considerably less publicity, Fitch Lovell have sold five small Key Markets to the Cullens chain for £975,000. The stores are in Sussex, Kent, and Wiltshire. Fitch have sold an animal feeds subsidiary—Pilwood Feeds—to Pauls & Whites (our partners in Breckland Farms) for £1.2 million.

The company have also sold 104 West Gunner butchers shops to the Dewhurst chain for £4 million. Lastly the loss-making poultry business, Favor Parker, has been sold for £2.5 million.

It will be interesting to see if Linfood operate the enlarged group's outlets all under the Key Markets banner.

In the can for £1

IN WHAT might at first appear one of the bargains of the year Tozer Kemsley Millborn (TKM) has sold its food division (TKM Foods) to a relatively unknown private company called Hillsdown Holdings. The price was just £1. There is a catch however—the company lost £3.7 million last year. The sale will lead to a write-off of £12 million by TKM.

TKM Foods was formed in 1981 by merging TKM's canning operations with Imperial Group's Smedley subsidiary. TKM have to pay Imperial £3 million for their share of the company before the whole company can be sold to Hillsdown.

It is to be hoped that Hillsdown fare better with this Imperial offspring than they did with another purchase from Imperial—their eggs and poultry business. This was the subject of a legal dispute which lasted for several months and has only recently been resolved.

Smedley's have been making great efforts to revamp their product range; the results were shown at the International Food Exhibition in March. The new Masterpiece salad range was very impressive and Smedley's are also putting some emphasis on packaging in glass rather than tin.

The high street saint

MARKS & SPENCER'S pre-tax profits rose by an effective 10 per cent to £239 million for the year to March 31 on sales up 16 per cent to over £2.5 billion. Over the last four years their profits growth has just about kept pace with inflation.

The strong performance of the UK operation helped to overcome overseas results. Five out of the seven French stores recorded a loss and part of the Canadian operation was unsatisfactory.

In the UK clothing sales were up about 8 per cent in volume terms, food volume was 11 per cent higher and the relatively small

housewares division was up 24 per cent—these gains are particularly good because they were achieved with very little extra selling area. The continued attention to customer service has meant staff numbers increased by 7 per cent. With a generous wage award this meant an 18 per cent increase in labour costs. This puts pressure on margins which in the UK fell from 10.7 per cent to 10.1 per cent.

The company disclose that its flagship store at Marble Arch was again the most profitable in the group and had an annual turnover of a staggering £100 million.

Corny

CORNISH COOKS have slammed Tesco's for corny claims about pasties. Store bosses claimed authenticity for their recipe saying Tesco is 'possibly the only place outside Truro you can get a traditional Cornish pastie'.

Local housewives saw adverts which described the pasties as bursting with potatoes, minced beef, onion and carrots and argued that the genuine article is made with mutton and never with carrots.

The Cornish Tourist Board has said that there is no standard recipe.

Tentacles reach the market

OCTOPUS PUBLISHING—perhaps the most innovative publishing company in the country—have recently come to the Stock Market. The company has had a remarkable growth record since it was set up in 1971 by Paul Hamlyn of the Hamlyn publishing house. It now has sales of almost £31 million and pre-tax profits of £4.8 million.

Its success lies in a bold and different (for the publishing world) marketing strategy. It only produces books which are believed to fulfil a perceived need by consumers and Octopus researches extensively to find out what these needs are. Many of its titles are pre-sold to large scale outlets before printing.

The company's growth really stems from 1974 when Octopus began to produce books for Marks & Spencer—on an own-label basis naturally. That portfolio mushroomed and in 1979 Octopus began to produce own-label books for JS. The success of that range is evidenced by the continuous stream of excellent new titles.

In 1981 Octopus diversified into the manufacture of stationery, again initially for M&S. Other ventures have included the publication (in collaboration with Heinemann) of collected works of 20th century authors such as D H Lawrence. Helping to control production costs, about two-thirds of the Octopus output is printed in the Far East, mainly Hong Kong.

Octopus acquired a 5.5 per cent stake in the troubled television contractor TV-am. This cost £778,000 although Octopus have now written that down to £1 as they are unsure of the value of the investment. On that basis the whole of TV-am is worth exactly £18.18!

The sale of 3.1 million shares on the Stock Exchange was by the currently popular tender method. Potential investors were invited to offer any price they wished as long as it exceeded 275p. This prevents the issuing company from losing out by pitching the initial price too low. A price of 350p was accepted and the shares ended at 360p after the first day's trading.

The share issue was not to raise new cash—it was merely the sale of shares previously held by Paul Hamlyn and other directors. Even after the sale, which will have netted about £10 million, the directors will still own 69 per cent of the company.

Kwik results

KWIK SAVE announced pre-tax profits for their half-year to February 26, 1983 up 15 per cent at £12.3 million, on sales up 14 per cent at £268 million. The share price was a little unsettled on the news of the resignation due to ill health of Michael Weeks, one of the joint managing directors, who was responsible for much of the company's recent success.

The company has an ambitious openings programme with 20 new stores in the first half and should have around 345 stores by the end of its financial year.

Clouds on the horizon may materialise from the development of Tesco's Victor Value discount stores and any confirmation from Woolworth's rumoured re-entry into the food market.



Grit and grapes

AN UNLIKELY company has given new dimension to the phrase 'laying down the wine'. The RMC group more usually seen laying down ready mixed concrete, sand, gravel and grit, are venturing into the Beaujolais race with a head start by producing their own.

Surplus land which the company is unable to quarry has been judged ideal for growing vines.

Thousands of pounds have been invested in two vineyards in Ripley and Eversley.

Of interest to all wine producers and retailers are new figures which show that

400,000 people in Britain last year started to drink wine. The total of winedrinkers now stands at 25 million!

This is encouraging for innovators like Cinzano International's UK subsidiary which is to sell wine in ¼ litre cartons.

Tesco is the first retailing customer and will be putting the cartons on its shelves at 79p. The cartons are designed in Sweden and produced by Tetra-Brik.

This development follows the huge success of 3 litre bag-in-box wines which last year reached ten per cent of the £1.35 billion wine market.

Eating Italian

BRITISH CONSUMPTION of pasta has doubled in ten years and now stands at around 2lb per head per annum.

Despite the increase, Britons are still on a sparrow's diet compared with the Italians who consume 56lb of the stuff every year.

Paul Sugden, Chairman of the Pasta Information Centre, says British consumption could double again over the next five years.

'Half of the pasta market in this country is accounted for by spaghetti but there is a growing demand for lasagne, noodles and fancy shapes.'

JS have recently introduced a wide range of own-label pastas in a variety of shapes.

Bearing in mind pasta's less than slimming effect it could be said that the mediterranean staple is seeing increasing figures in more ways than one!



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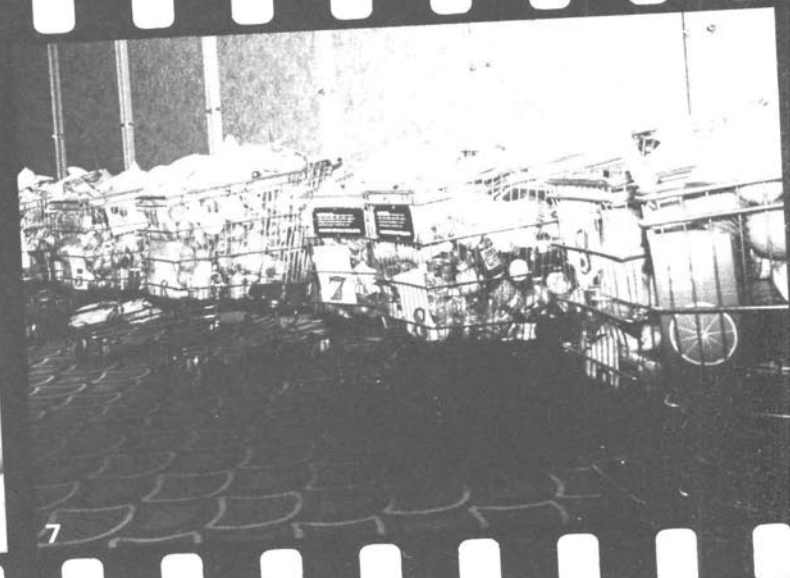
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11A

1. A flying start to the lunch. Fundraisers from the RAF with Miss JS's.
2. Miss JS 1983, Wendy Oxford of Basingstoke depot (centre) with Dickie and Windsor Davies.
3 The Duke of Edinburgh meets a group of handicapped children.

4. Boxer, Terry Downes and Miss JS Southern, Sara Moore.
5. Bill Allen (left of centre) meets Derek Thurlow. Les Dawson signs autographs.
6. Duncan Goodhew gets along swimmingly with JS girls.

7. The loaded trolleys.
8. Miss JS Midlands, Evelyn Spiker, with Gareth Hunt.
9. Sharon Davis and new friends.



6

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Lunch money

It was lunchtime but the stars were out on May 26 when the glittering Variety Club Luncheon took place at Grosvenor House Hotel. For the first time there was a strong Sainsbury's presence as Miss JS personality girls and JS charity fundraisers were escorted there by SSA functions organiser, Bill Allen.



THESE LUCKY people were invited to rub shoulders with the famous as a thank you for JS contributions to the Variety Club charities. Sainsbury's donated ten supermarket trolleys, each filled to overflowing with own label products, to be auctioned at the luncheon.

Eric Morley, chairman of the luncheon, took on the role of auctioneer as coffee was served.

The Sainsbury's trolleys were the first items to fall under the hammer and Eric was out for a quick sale. 'Who'll give me an offer for all ten?' he asked. It was Derek Thurlow, Variety Club barker, who in a matter of seconds, purchased enough provisions for an Everest ascent.

The trolleys were his for a princely £1,100 and in true Variety Club style he immediately asked that they be delivered to an old people's home.

It was gratifying to Bill Allen and Vi Tennant (secretary to personnel manager Owen Thomas) who had collected the donations, to see their efforts and the company's generosity being put to good use, not once, but twice over.

Also pleased was guest of honour, HRH the Duke of Edinburgh. He is patron of the Outward Bound Trust which hosted the luncheon in conjunction

with the Variety Club. It's a charity which subsidises adventure holidays and expeditions for youngsters who would not normally get the opportunity to enjoy one. Prince Philip spoke to guests of the enormous benefits young people receive from facing new challenges.

Up for auction were many valuable items donated by sportsmen as the luncheon was organised with a very sporty flavour. Sharon Davis' swimsuit raised quite a few hands, not to mention temperatures, and a greyhound brought the money racing in when it was up for the highest bidder!

At the end of the auction and thanks to Eric Morley's unequalled talent for extortion, chief barker, Jarvis Astaire, was able to hand Prince Philip a cheque for £20,000!

It was a few hours of tremendous excitement which sparkled with the company of celebrities. Champion boxers took a great interest in Miss JS and the regional personality girls and fought with the likes of Duncan Goodhew and Gareth Hunt for their attentions. It looked like a family affair when Sharon Davis came to say hello and was quickly followed by Windsor Davies and Dickie Davies.

Windsor Davies also chatted with Watford branch's Pearse Hurley who raised £95 from a ten mile walk. Windsor recognised Pearse from a walk they were on together last year.

From Luton branch were Gladys Spacey and Joan White who between them raised £100 on a 14 mile walk. Bob Connelly of Edmonton branch and Kim Harris of Watney Street were invited to the luncheon after organising a variety of events including dances, walks and sponsored sports to raise £1,300 when they were both at Stratford branch.

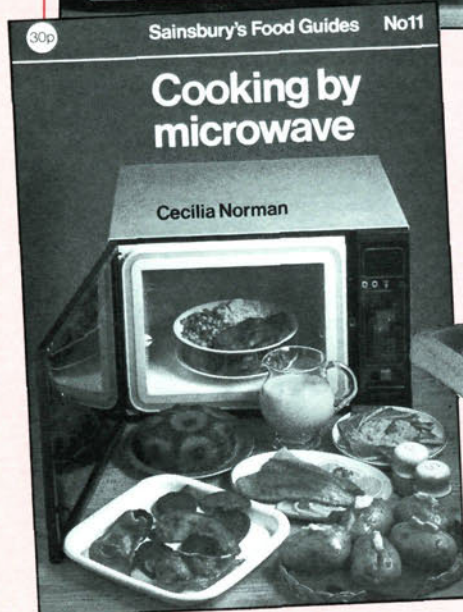
Another guest was Jerry Bower of Muswell Hill shop who ran a marathon in 3½ hours and raised £500 in total.

For the Miss JS personality girls this was their most enjoyable official duty to date. Miss JS, Wendy Oxford of Basingstoke depot, was delighted to get a kiss from Alan Minter: 'Since the Miss JS contest I've taken part in the carnival queen of Basingstoke contest and got into the finals.'

JS guests agreed that Bill and Vi's organisation for the luncheon and trolley donations had been tremendous and Eric Morley made a special mention of Bill and thanked Sainsbury's for their help.



NEW PRODUCTS



Keeping abreast

ENJOY A 'hassle free' meal with Sainsbury's own-label new Chicken Breasts en Croute now available at 102 branches and at all SavaCentres.

The first of a new generation of poultry products, each pack of Chicken Breasts en Croute consists of two beautifully tender breasts wrapped in a special puff pastry case exclusive to JS.

A tiny pastry chicken decorates each portion to make it even more visually attractive.

Totally unflappable, Chicken en Croute is very easy to prepare. Place each breast on a flat baking tray, smooth the top lightly with milk and cook in a pre-heated oven at 375°F (Gas Mark 5) for 35 minutes.

Take a fresh new look at Chicken and buy this new poultry exclusive.

Micro chips

LEARN ALL there is to know about microwave cooking from Sainsbury's latest food guide—'Cooking by Microwave'—written by Cecilia Norman.

The aim of this new booklet is to give a whole wealth of information about microwave ovens, what they will cook

and thaw, where they help in food preparation and how they fit into the 1980's lifestyle.

Kept near the oven 'Cooking by Microwave' will prove to be an essential reference book.

Available from all stores for only 30p.

Fishy firsts

PACKED LUNCHES promise to be even more exciting with the recent additions to the pre-packed fresh sandwich range.

Smoked Salmon and Cottage Cheese, made with brown bread, is an exotic lunchtime snack and sells for a competitive 69p.

Tuna Mayonnaise with cucumber, made with brown bread, is exceptionally tasty and can be bought for only 49p.

Both are available in 12 branches and in the staff shop at Blackfriars.

Egg-cellent

SAINSBURY'S new own-label Egg Custard Dessert Mix with Nutmeg is a perfect finale to any meal.

Available in 147 stores, the mix is very simple and easy to prepare. The contents of the sachet should be emptied into a saucepan and a pint of milk gradually

blended in. It should then be brought to the boil, stirring continuously. And that's it!

Egg custard tarts is one of the serving suggestions printed on the back of the pack. Once the mixture has cooked for five minutes pour it into either a baked pastry case or into 10-12 individual pastry cases for a variation on a theme.

Alternatively simply pour into a serving dish and add nutmeg to taste. Allow to cool before you dive in!

Egg Custard Dessert Mix (54 gram) sells for 24p.

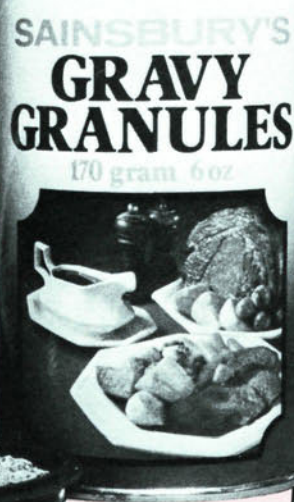
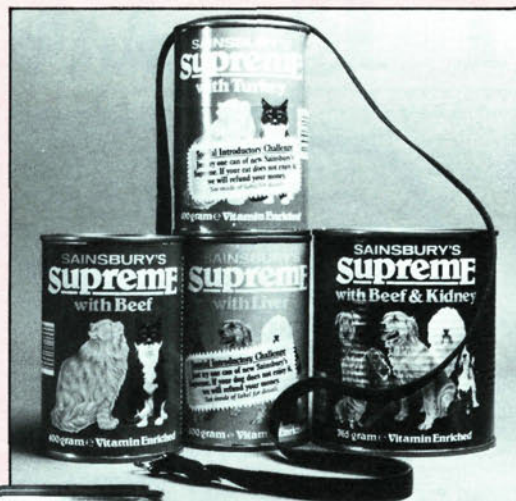
Grape success

AN IDEAL WINE for summer is Sainsbury's wine choice for June—Wiltinger Scharzberg, Qualitätswein mit Prädikat.

This crisp white wine comes from the valley of the Saar, a tributary of the Mosel. The steeply terraced vineyards, and the predominance of the Riesling grape together with the slate soil produces this famous, characteristic white wine.

Served chilled Wiltinger Scharzberg is especially good with fish and white meats, and makes a refreshing summer aperitif.

Available in 183 branches at £2.70.



Stirring news

DON'T BE deceived... they're not the latest chocolate flakes but Sainsbury's new own-label Gravy Granules, ready for cooking.

A first for JS, these new granules create everything a perfect gravy should be and only take a couple of seconds to prepare. No added extras needed—just water.

On sale in all branches, Gravy Granules sell for 34p (170 gram).

Paws to eat

ASK ANY discerning cat or dog in the country what they look for in their daily diet and they will tell you—a wide range of foods offering nourishing alternative tastes.

Sainsbury's new own-label Supreme pet food range offers just that—a choice of four tasty meals for your cat and five for your dog. Liver, rabbit and turkey are only a few of the flavours in store.

Specially formulated to offer the best pet food on the market, Sainsbury's Supreme complements the existing range of value-for-money pet foods.

Available in 241 branches dog food sells for 17p and cat food for 31p (both 400 gram). A 765 gram tin of beef and kidney supreme for dogs sells for 49p.

Sainsbury's are so confident that dogs will enjoy the solid, meaty Supreme dog food and that the Supreme cat foods will find favour with cats that they have laid down an introductory challenge.

It's very simple—if a pet does not like the new Supreme pet-foods, customers may remove the label from the 400 gram can and take it back to any branch of Sainsbury's for a full refund.

Spread it around

BRING A WHOLE new life into sandwiches, dips and party goodies with Sainsbury's first own-label sandwich spreads available in three distinct flavours: traditional, tomato and spicy.

Made with real mayonnaise, traditional (203 branches) tomato and spicy (145 branches) sell for a competitive 47p.

Clean sweep

WHISTLE while you work with Sainsbury's new extensive brushware range now available in three bright colours—red, brown and beige.

Available in a varied number of stores, the new range consists of a dust pan and soft tuft brush (£1.75) a stiff tuft brush (95p) a useful scrubbing brush (99p) and

stiff and soft broom heads, which can be bought in conjunction with the broom stick.

Lavatory brushes are also on sale in three bathroom shades—light green, light brown and beige.

Once the scrubbing has finished how about hanging the washing out? Sainsbury's has recently introduced two plastic covered clothes lines and a set of 36 plastic clothes pegs. The lines sell for 79p (15m) and 95p (20m). The pegs are available in union jack colours: red, white and blue for only 69p.

Finally for the house, strike a light with JS's four new bulbs—a 60W and 100W clear bulb and 25W or 40W candle lamp, all available at 110 branches.

Soft sell

AND NOW for something completely different!

Sainsbury's have recently introduced a bumper pack of nine toilet rolls available in two colourways—pink and white.

At £1.45, these nine super soft, two ply rolls cost only 16p each—you can't do better than that.

Extra storage space is all that is required, especially if you buy both Sainsbury's white and pink toilet tissue multipacks.

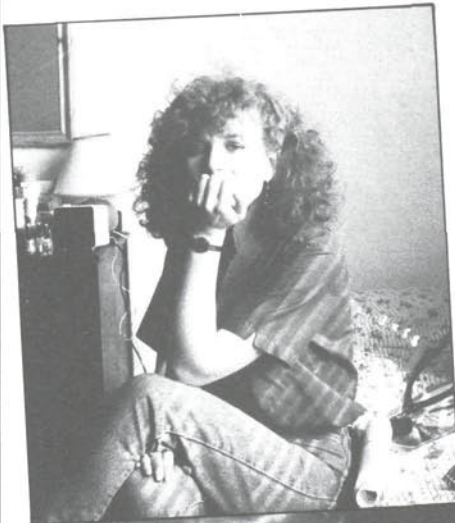
PICTURE THIS



SSA/JS Journal 1983
Photographic competition

MAKE YOUR FRAME YOUR FORTUNE by entering the 1983 Photographic Competition run jointly by the SSA and *JS Journal*.

This year's competition will be divided into three sections.



1. FRIENDS For this one you can either bribe or threaten a friend to pose for you or show friends together. Try to capture through the lens how you feel about a special person or how a number of people appear as a close group. It's a subject which can be interpreted in many ways.

2. ACTION This one is designed to make you lose pounds chasing those ££s. Run along the touchline to catch your favourite footballer mid tackle or, to really find out what action is, stand outside a school gate when the home time bell rings. People, animals, vehicles; choose whichever subject you like but get lots of movement into the shot.



3. OUT OF TOWN Everyone has a treasured beauty spot away from the big city, whether it's in the heart of the country, on a mountain side or by the sea. Here's a chance to revisit yours. You could focus on one woodland animal or take a sweeping landscape, so long as there isn't a traffic light in sight.



PRIZES

HERE'S WHAT YOU WIN... There will be a bumper overall winner's prize of £100 for the most outstanding photograph taken from any section. Three section winners will each be awarded £30 and there'll be a runner up prize from each section of £15. That's seven prizes in all and a £2 JS voucher to any photographer whose picture is printed in the *Journal* during the course of the competition.

RULES

The closing date is September 30, 1983. All photographs must be **black and white** and the larger the better. The more the merrier too—you can enter as many prints as you like but each must have an entry form attached with your name, job title, work location and phone number written clearly on the back in pencil. All prints will be returned after the competition.

The 1983 Photographic Competition is open to all JS employees, full or part-time and veterans. Please do not send undeveloped films or photographs which have been entered for previous *Journal* competitions.

Look out in the next issue for an announcement of who will judge the winners.

There's no time to lose. Get those buttons clicking and prove you can better our efforts shown here.

ENTRY FORM

Please carefully attach an entry form to the back of every photograph entered for the competition. Entries should be sent to: JS Journal, J Sainsbury plc, 5th Floor, Stamford Street, London SE1 9LL.

Name: _____

Full job title: _____

Location: _____

Tel. number: _____

All photographs will be returned.

Take the plunge on June 12



One of last year's Family Day water babes.

JUST IN CASE you haven't heard, June 12 is kicking, jumping, splashing, running and cycling time for everyone at Sainsbury's. Action packed Family Day always provides something for everyone and 1983 is no exception.

The Cumberland giants promise to be a spectacular attraction at Dulwich—just

try avoiding them! The traditional It's a Knockout and Superstars competitions, sporting events and shows will all start at the crack of dawn. And in response to a number of requests a bowls knockout singles competition is also taking place.

Children will have a whale of a time, what with Punch and Judy and a disco

dancing competition.

This year the SSA are looking for even greater support from entrants and spectators—so come on, get on with that training, send in those entry forms and arrive early on Sunday morning.

Keep fingers crossed to hold the rain off or try a tribal sun dance!

Branch football

TWO WORLD FAMOUS football teams—**Stratford** Superstars and **Stamford Hill Strollers**—came face to face on April 17 for a high spirited match.

From kick off, Stratford took control giving the team a one goal lead after the first half. Student, Peter Martin, was the scorer.

In the second half Stamford fought back and equalised. This didn't last long thanks to a goal from senior tradesman, Ray Mallet. Shortly afterwards fresh meat trades assistant, Paul Moss, scored the third goal of the match placing Stratford well in the lead.

With ten minutes to go, Stratford were outpacing Stamford Hill and a timely goal by Peter Martin gave him his second and Stratford's fourth and final goal.

Match out of the way both teams ended up in the pub in more or less triumphant moods!

Stratford now look forward, with eager anticipation, to meeting South Woodford on the field.



What's in a name

JOY, WIFE OF the late Arthur Van den Branden who retired from supply control, Blackfriars in 1979, has been feeling homesick recently since she discovered this advert in *The West Australian* newspaper.

Sainsbury's, farmers and butchers, has no connection with JS.

Scouting for funds

THERE'S ALWAYS something going on at **East Grinstead** branch and the last week in April was no exception.

On Friday 29 a cheque for £500 was presented by **Arthur Russell**, branch manager, to Jeffrey Ellwood, chairman of the First East Grinstead Scouts. The grand sum was donated by the Sainsbury's Charitable Fund.

For the last year the scouts group has been frantically raising money through fêtes and sponsored activities to enable them to re-build their headquarters which were burnt down in 1982. Naturally they were delighted when Sainsbury's came forward to help.

The best meat for the BEST PRICE!

Sainsbury's farm fresh specials



Choice Tender T-Bone Steaks
\$3.99/kg



Topside Mince
\$2.59/kg



Super Value Roasting Legs
\$3.99/kg



Tasty Savoury Patties
\$1.89/kg



Whole Frozen Fillet
\$4.99/kg

Sainsbury's Recipe
Worcestershire Style Beef
 500g (1lb 12oz) mince, 1 onion
 1 egg, 100g beef only
 1 tsp Worcestershire Sauce and
 1 tsp salt, 100g ketchup or ketchup
 100g mushrooms, 1 onion, 100g
 1 tsp tomato paste

1. Preheat oven to 180°C (350°F).
 2. Brown mince and onion in oil.
 3. Add remaining ingredients and
 4. Bake for 1 hour.



We grow our own meat

Sainsbury's

MEAT SPECIALISTS
We're farmers & butchers!

MIRRAMOOKA SQUARE
 347 9078

BULLCREEK SHOPPING CENTRE
 322 2214

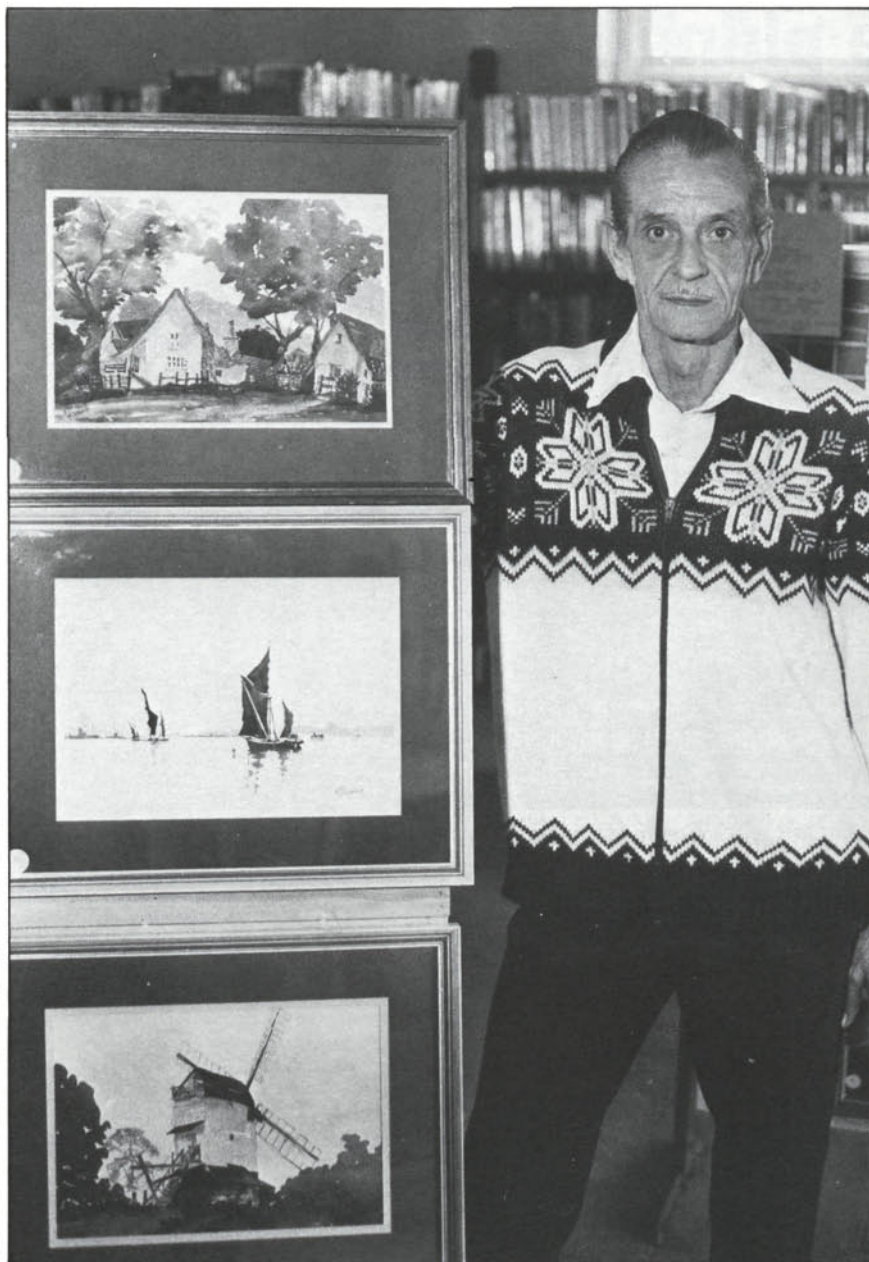
BELMONT VILLAGE
 478 1949

BLAUNDTOWN
 478 1949

83A CLIVE ST.
 KATONING
 (08) 911 686

NORTHGATE SHOPPING CENTRE
 GERALDTON
 (08) 915 141

64 THE WEST AUSTRALIAN WEDNESDAY, MARCH 3, 1992



Maurice Gardner with three of his paintings.

Investing in art

AMATEUR ARTIST, **Maurice Gardner**, a night shift worker at **Chislehurst**, has recently had a brush with success after exhibiting his watercolours in the local branch of the Abbey National Building Society.

Maurice, who came to JS a year ago, has been painting for 16 years but only recently has had his work displayed and put up for sale.

Prices for each painting range from £20 to £50. 'So far I have sold several to staff at the branch' commented Maurice. 'I hope to sell more in my next display.' At present he has an exhibition at the Coldharbour library at Eltham.

Eventually Maurice hopes to turn his leisure time love into a paying hobby and at the rate he's going it shouldn't be too difficult.

Lyrical letters

AFTER SPENDING some confusing hours attending SSP (Statutory Sick Pay) meetings, **Joan Timlett**, BPO at **Harpenden** found herself pondering one sleepless night on the number of initials used in JS systems.

Here are just a few for any readers interested enough to work them out—

THE BPO'S ALPHABET:

APM and AAPM
MCSA for your BM
DHSS and SSP
Don't forget your SSC
D of E and MSC
SI with her CTP
GMP and CEP
(Pension figures must agree)
PIW's you must count
Ensure you have the right amount
(I don't know what we ever did
To earn ourselves the mighty PID??)
UAO to BPO
All these things you have to know
Take the B from BPO
Her rude reply will clearly show...

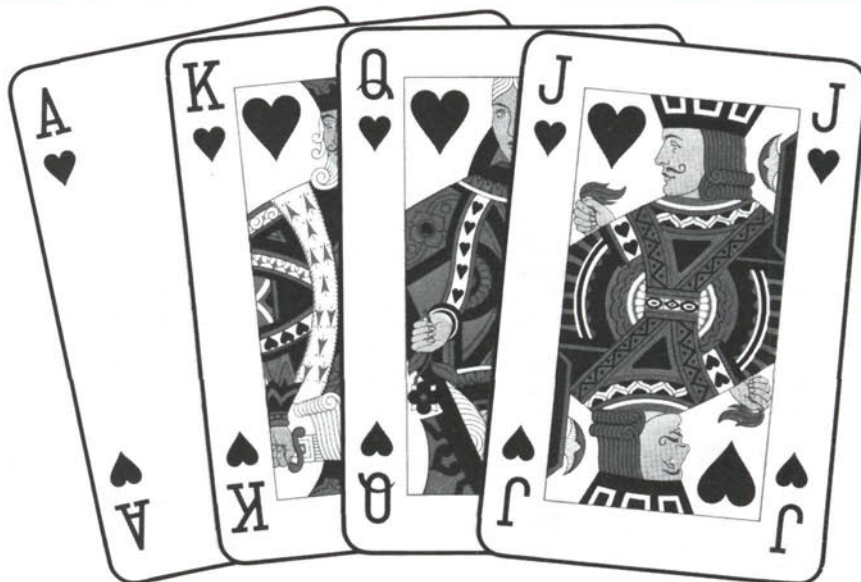
Hand it to Malcolm

HANDS WERE raised in combat in the Bromley area last month. **Haywards Heath** branch issued a challenge to the rest of its area to find the Nomination Whist Champion.

On May 4 a tournament was held at Haywards Heath and entrants arrived from other branches to settle down to what grew into a long night.

It was **Malcolm Persaud**, management trainee, who proved himself worthy of the title Whist Champion and picked up a prize of £20.

All the entrants enjoyed the evening and hope to make it a regular event. A bonus for charity was £12 raised by the tournament for the local handicapped school holiday fund.





Peter Ball (ringed) with walkers ready for the off.

Peter sets the ball rolling for guide dogs

SPRING is sprung and 28 members of staff from **Bognor Regis** branch took to muddy fields and coast roads to raise money for guide dogs for the blind.

The 12 mile sponsored trek set off at 10am on April 10 and took most walkers two hours to complete. So far a grand total of £202 has been collected.

Peter Ball, JS butcher, organised this

event and aims to collect £1,000 for the charity. He has already raised more than £260 from a couple of discos and a coffee morning.

'I feel it's a very worthwhile cause' said Peter 'and I hope to get a few more activities off the ground in the near future. We only need another £534 to reach our target.'



Lip service! Hilary Freeman making up Ann Williams, architects and engineers department.

Making faces

THERE ARE LOTS of new faces around. Not a sudden influx of personnel—just a fresh new look for familiar features. Wednesday has meant Beauty School night for over 50 JS girls over the past weeks.

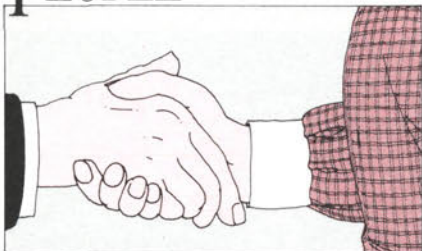
Following up her cosmetic teach-ins for a selection of branch staff (JSJ March 83), **Hilary Freeman**, development manager, cosmetics and toiletries, has been putting in some extra hours for SSA members and colleagues at head office.

The SSA organised six 2½ hour sessions aimed at teaching skin-care and effective use of make-up. All cosmetics came from the J range.

Consulting beautician, Ellen Clarke, demonstrated to the girls how to achieve a professional finish. She commented 'I really think J cosmetics are fabulous value and the colour selection is just right.'

The girls learnt a lot and had great fun too. Said Hilary: 'Every week has been different. The hard work was worth it because we've both enjoyed giving the classes.'

PEOPLE



APPOINTMENTS

P Jones, formerly manager of Hayes, has been appointed manager of Harlow.

D Ware, formerly manager of Bletchley, has been appointed manager of Chester for the opening.

M Whitty, formerly manager of Surbiton, has been appointed manager of Hayes.

G Sherwood, formerly manager of Wigston, has been appointed manager of Bletchley.

M Smith, formerly manager in training, has been appointed manager of Wigston.

RETIREMENTS

Vera Storey, a storekeeper at Charlton depot, has retired after 37 years' service at JS.

She joined the company in the biscuit department at Blackfriars factory and in

1971 transferred to Charlton depot.

Eric Burton, meat manager at Goring Road, has retired after 28 years at JS.

He joined the company at East Sheen as head butcher and then worked at several other branches including Clapham, Gloucester Road and Battersea. In 1966 he moved down to Worthing as assistant meat manager. Eric then spent time at Goring Road and Broadwater before being transferred to Chapel Road as deputy meat manager.

He spent three years back at Goring Road before retirement.

Esther Woods, office manager at Bromley, has retired after 20 years' service at JS.

She joined the company at Catford branch. After a few years there, Esther moved to Forest Hill and then to Bromley.

Joan Eady, part time supermarket assistant at Walthamstow, has retired after 15 years at JS.

She joined the firm as an evening worker at Hoe Street branch, Walthamstow and in 1981 transferred to the new store in the High Street.

Joseph Kennedy, leading store service assistant at Norbury, has retired after 15 years at JS.

He joined the company at Stockwell and transferred to Norbury in 1971.

Gwendoline Bolton, a supermarket assistant at Northfield branch, has retired after 13 years' service at JS.

Simone Pollard, a supermarket assistant at Bell Green, Coventry, has retired after 13 years at JS.

Gussy Auguste, supermarket assistant at Wandsworth branch, has retired after 12 years' service.

She joined at Balham in 1971 and transferred to Wandsworth in 1976.

The following staff have also retired. Length of service is shown in brackets.

Mrs P Laws (10 years)

Mrs C Jacobs (9 years)

Mrs B Sexton (6 years)

Mrs M Turner (4 years)

LONG SERVICE

Albert Pugh, grocery manager at Leamington, has completed 40 years' service with JS.

He joined the company at Derby and since then has worked at several stores including Northampton, Coventry, where he was promoted to assistant manager, and Leamington.

Leonard Wright, manager at Leytonstone, has completed 40 years' service with JS.

He began his career at Romford as a runner and left 25 years later as deputy manager. He then transferred to Green

The road to retirement

'I'VE NEVER DRIVEN a car in my life,' says Francis 'Tommy' Thomas after 40 years in JS transport. 'I know more than most about roads but I've never wanted to sit behind a wheel.'

Tommy retired from Sainsbury's on April 22 after a total of 45 years' service.

He joined JS from Gaumont Pictures with a desire to work in the great outdoors. 'I had hoped to join one of the JS farms. My health wasn't too good and I thought lots of fresh air would help. As it happened there were no vacancies on the farms so I took a position at Union Street on a temporary basis.'

He spent five years there as a meat despatch clerk. During his first years the war broke out and the meat store was taken over by the Ministry of Food. Tommy was engaged in sending out bulk food for emergency supplies. 'I was called up but rejected due to ill health. Nevertheless I did my bit. Someone had to get food shipped around.'

In 1944 Tommy transferred to transport to work on journey planning. This meant a move from Union Street to Stamford House which was then the central warehouse.

Aptitude

'I found an aptitude for my new job which I didn't know I had. I learned a lot about roads and geography. Union Street proved to be good grounding for me.' And it was at Stamford House that Tommy was promoted to chief clerk in 1968.

With the final closure of Blackfriars as a warehouse and the opening of Charlton, the last of the major depots to be built, Tommy joined the distribution division department at head office and stayed until retirement.



'I spent some very happy years in that department but nevertheless look forward to my new life,' says Tommy. Soon he hopes to buy a mobile home in the country but can't quite decide where. The choice seems to be between Chertsey, Fleet and Ringwood.

Over the years he has collected what he terms 'nice things'. His flat is full of

treasured paintings, wooden birdcages and ceramic pots which he will carry on collecting now he has more time.

Tommy also writes poems, some extremely funny and others very beautiful. 'I enjoy writing. Sometimes I find it very easy to compose and other times it takes me months. I would never consider publishing, it's just good fun.'

Lane, Dagenham, as manager. Three years later he moved to High Street, Walthamstow and then to Leytonstone.

Roland 'Bum' Burningham, manager at Clifton Down, has completed 25 years' service with JS.

He began his career with the company as junior trainee salesman and seven years later became senior leading tradesman at Woking manual branch.

In 1968 Roland moved to Basingstoke as provisions manager and four years later became deputy manager at Camberley. In 1975 he transferred to Chippenham as manager and since then has managed Kingswood, Bedminster and Clifton Down.

Brian Burt, deputy meat manager at Orpington, has completed 25 years' service with JS.

He joined the company at the old Tonbridge branch and then did a lot of relief work in the area. He returned to old Tonbridge before moving to the new store as assistant meat manager. Brian then transferred to Orpington as deputy meat manager.

Alan Cowd, a driver at Basingstoke depot, has completed 25 years with JS.

He began his career at Blackfriars, then worked at Charlton depot and in 1973 moved to Basingstoke depot.

John Cure, assistant shift manager at Blackfriars, has completed 25 years' service with JS.

He joined the company in the bonus section department at head office. In 1965 he transferred to the computer department as a clerical worker before being promoted to operator. He then became senior operator before taking up his present position.

Peter Daniels, deputy manager at Letchworth branch, has completed 25 years with JS.

He joined the company at Crouch End, Hornsey and then went on to work at several north London branches. In 1967 Peter transferred to Luton. Since then he has worked at Bury Park, Harpenden, Welwyn Garden City and Stevenage.

Charles 'Charlie' Rayment, leading store service assistant at Coldhams Lane, has completed 25 years' service with JS.

He began his career with the company as a porter at the old Cambridge branch. In 1972 he transferred to the new branch as a store serviceman. Two years later he moved to Coldhams Lane for the opening.

Joy Reed, chief display assistant at Guildford, has completed 25 years with JS.

She joined the company at the old manual store in Guildford and was promoted to her present position when the store transferred to self-service.

Maureen Robinson, key edit operator at Streatham offices, has completed 25 years' service with JS.

She joined the company at Blackfriars

and in 1963 moved to Streatham. For some time she worked in the tab room until the changeover to computers. Maureen has been in her present position since 1974.

Frank Smith, display manager at Woking area office, has completed 25 years with JS.

He began his career at the old manual store in Chelsea and subsequently worked at Victoria and Lambeth manual. After self-service training Frank moved to the new Victoria branch for the opening. A year later in 1964 he was promoted to assistant manager and in 1965 was appointed display specialist.

In 1967 he moved to Blackfriars as senior display assistant and in 1977 took up his present position.

OBITUARY

Margaret Bramble, skilled supermarket assistant at Stratford branch, died on April 18, aged 54. She had been with the company since 1975.

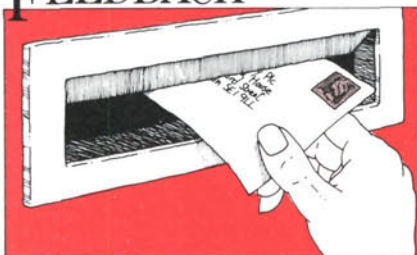
Leslie Humphreys, a driver at Basingstoke depot, died on February 19, aged 61.

He had been with the company for 27 years.

John McNaught, a warehouseman at Basingstoke depot, died on February 24, aged 60.

He joined the company in 1973.

FEEDBACK



Letters are welcome
and should be
addressed to the editor

Dream store

From: Sibyl Robinson, customer at Crystal Palace.

I was born in Whitehorse Lane 68 years ago and on Monday had the pleasure of being taken to your truly wonderful store in that very same lane—the new Crystal Palace branch. I was very impressed.

I spoke to several of your staff and found them very helpful and most polite. It was a joy to shop there.

Good luck to all who made this dream store a reality. Thank you!

Finding the fibre

From: H K Stevens, veteran.

Sorry to complain, but why has wholemeal flour been discontinued?

On visiting my local branch, one of the latest to be opened, I was informed by an assistant manager that 'we are not

stocking it any more'.

In view of the wide publicity being given to fibre diets, I would have thought that wholemeal flour would have been a must on the shelf.

I make my own wholemeal bread and now have to patronise Fine Fare to obtain my flour!

Tim May, buyer, grocery 2, replies:

JS wholemeal flour will be replaced by new JS Stoneground 100 per cent wholewheat flour, a similar product but more traditionally milled.

Available in all stores.

Daisy's day

From: Daisy Knight, central printing manager, Blackfriars

I would like to convey, via the *JS Journal*, my very sincere thanks to all the people concerned with my wonderful send off.

I was overwhelmed with the many people who attended, making it such an enjoyable last day.

Thanks to all.

Health matters

From: Maureen Palmer, BPO Wallington. Would it not be possible to review the rules and regulations at branches concerning free snacks and breakfasts for staff on diets?

It makes sense not to replace the present 'menu' with sweets and other junk food but for people seriously dieting would it not be possible to have fresh fruit and wholemeal bread for example?

Recently we ran a successful campaign

at our branch—eating better for better health.

Surely it makes sense to uphold the teaching of dieticians!

Owen Thomas, departmental director, personnel, replies:

General dietary needs can usually be accommodated within the existing catering policy. There is no reason, therefore, why fresh fruit and wholemeal bread cannot be provided within the cash value of 'snacks'.

Whilst it is obviously impracticable to provide dishes on the basis of individual choice, staff with specific dietary problems should discuss them with the BPO.

Quick thanks

From: George Quick, project manager, office services department, Blackfriars.

I would like to say a big thank-you to colleagues who attended my presentation on April 7, it was a most marvellous send-off. Thanks!

Don't forget –
last copy
date for the
July issue is
June 6

I've got wheels



This month the archives page is being delivered to your door. These photographs of delivery vehicles of days gone by are all recent additions to the archives photo library.

THREE OF the four were donated by veterans at their recent reunion—always a rich source of information.

Photograph one, which was given by Bill Snook, shows Mr A Ball, driver, delivering to Stockwell branch in 1937. Large two-horse vans like this were used to carry goods from the markets and railheads to Blackfriars, and for deliveries to branches. In the mid 1930s JS had 40 such vans which could each carry a four ton load.

Photograph two was donated by Amelia

Nye and features an early Morris van, used for deliveries from the branches. The year is 1930 and the driver is Mr Nye.

Deliveries went out four times daily—at 8.30am, 11.30am, 2.30pm and 4.30pm and customers were asked to give their orders at least half an hour before each delivery.

The earliest customised delivery vans were Model T Fords, first used at Folkestone in 1918.

For short distances and for that little something the customer forgot until the

last minute, the bicycle and tricycle were invaluable. Ernie West donated photograph three which shows a 16-year-old Ernie outside Goodmayes branch in 1928.

Ernie's smart machine with pneumatic tyres must have been more comfortable to ride than the pre-war models in photograph four. Taken in 1906 this photo was donated by a customer from Finchley whose grandfather immortalised the three lads on film including the delivery boy from his own butcher's shop close to JS.





Lunch money

It was lunchtime but the stars were out on May 26 when the glittering Variety Club Luncheon took place at Grosvenor House Hotel. For the first time there was a strong Sainsbury's presence as Miss JS personality girls and JS charity fundraisers were escorted there by SSA functions organiser, Bill Allen.



THESE LUCKY people were invited to rub shoulders with the famous as a thank you for JS contributions to the Variety Club charities. Sainsbury's donated ten supermarket trolleys, each filled to overflowing with own label products, to be auctioned at the luncheon.

Eric Morley, chairman of the luncheon, took on the role of auctioneer as coffee was served.

The Sainsbury's trolleys were the first items to fall under the hammer and Eric was out for a quick sale. 'Who'll give me an offer for all ten?' he asked. It was Derek Thurlow, Variety Club barker, who in a matter of seconds, purchased enough provisions for an Everest ascent.

The trolleys were his for a princely £1,100 and in true Variety Club style he immediately asked that they be delivered to an old people's home.

It was gratifying to Bill Allen and Vi Tennant (secretary to personnel manager Owen Thomas) who had collected the donations, to see their efforts and the company's generosity being put to good use, not once, but twice over.

Also pleased was guest of honour, HRH the Duke of Edinburgh. He is patron of the Outward Bound Trust which hosted the luncheon in conjunction

with the Variety Club. It's a charity which subsidises adventure holidays and expeditions for youngsters who would not normally get the opportunity to enjoy one. Prince Philip spoke to guests of the enormous benefits young people receive from facing new challenges.

Up for auction were many valuable items donated by sportsmen as the luncheon was organised with a very sporty flavour. Sharon Davis' swimsuit raised quite a few hands, not to mention temperatures, and a greyhound brought the money racing in when it was up for the highest bidder!

At the end of the auction and thanks to Eric Morley's unequalled talent for extortion, chief barker, Jarvis Astaire, was able to hand Prince Philip a cheque for £20,000!

It was a few hours of tremendous excitement which sparkled with the company of celebrities. Champion boxers took a great interest in Miss JS and the regional personality girls and fought with the likes of Duncan Goodhew and Gareth Hunt for their attentions. It looked like a family affair when Sharon Davis came to say hello and was quickly followed by Windsor Davies and Dickie Davies.

Windsor Davies also chatted with Watford branch's Pearse Hurley who raised £95 from a ten mile walk. Windsor recognised Pearse from a walk they were on together last year.

From Luton branch were Gladys Spacey and Joan White who between them raised £100 on a 14 mile walk. Bob Connelly of Edmonton branch and Kim Harris of Watney Street were invited to the luncheon after organising a variety of events including dances, walks and sponsored sports to raise £1,300 when they were both at Stratford branch.

Another guest was Jerry Bower of Muswell Hill shop who ran a marathon in 3½ hours and raised £500 in total.

For the Miss JS personality girls this was their most enjoyable official duty to date. Miss JS, Wendy Oxford of Basingstoke depot, was delighted to get a kiss from Alan Minter: 'Since the Miss JS contest I've taken part in the carnival queen of Basingstoke contest and got into the finals.'

JS guests agreed that Bill and Vi's organisation for the luncheon and trolley donations had been tremendous and Eric Morley made a special mention of Bill and thanked Sainsbury's for their help.

1. A flying start to the lunch. Fundraisers from the RAF with Miss JS's.
2. Miss JS 1983, Wendy Oxford of Basingstoke depot (centre) with Dickie and Windsor Davies.
3. The Duke of Edinburgh meets a group of handicapped children.
4. Boxer, Terry Downes and Miss JS Southern, Sara Moore.
5. Bill Allen (left of centre) meets Derek Thurlow. Les Dawson signs autographs.
6. Duncan Goodhew gets along swimmingly with JS girls.
7. The loaded trolleys.
8. Miss JS Midlands, Evelyn Spiker, with Gareth Hunt.
9. Sharon Davis and new friends.



Key

1. **Ron Dooge**, manager, branch financial control.

2. **Michael Bates**, head of non-foods I.

3. **Melvin Sheard**, pig supply controller.

4. **Jim McAtamney**, head of cheese trading.

5. **Geoffrey Haynes**, estates manager (SavaCentre).

6. **Derek Foster**, manager, branch planning services department.

7. **Peter Ibbotson**, company engineer.

8. **Ivor Hunt**, marketing services manager.

9. **Bob Wallis**, manager, fresh meat buying.

10. **John Bell**, head of grocery administration.

11. **John Spence**, district manager, Bromley.

12. **Richard Brown**, facilities manager, information processing.

13. **Bert Ellis**, personnel manager, branch management.

14. **Brian Horley**, head of non-foods II.

15. **George Abrahams**, manager, retail engineering.

16. **Tony Trevethan**, district manager, Uxbridge.

17. **Ted Glendinning**, branch computer installation manager.

18. **Colin McGinn**, chief chemist.

19. **Alan Gorham**, manager, branch supplies.

20. **Martin Sargeant**, head of sausage and pie buying.

21. **Tony Clarke**, personnel manager, retail.

22. **Owen Keen**, area trading manager, Uxbridge.

23. **Brian Goodswen**, district manager, Uxbridge.

24. **Paul Chambers**, chief internal auditor.
25. **Graham Wake**, project group manager (architects and engineers department).

26. **Dick Hill**, purchasing manager.

27. **Dave Anderson**, deputy manager, company systems department.

28. **Brian Wright**, engineering design manager (environmental and mechanical).

29. **Ray Hasler**, production manager, Basingstoke depot.

30. **Martin Gant**, assistant secretary and insurance manager.

31. **Mike Powell**, distribution controller.

32. **John Blake**, manager, company systems.

33. **John Kerss**, project group manager (architects and engineers department).

34. **Norman Branson**, manager, distribution strategy and finance.

35. **Ian Merton**, head of poultry.

36. **Eric Nicholls**, head of fruits and vegetables.

37. **John Anderson**, manager, laboratory services.

38. **Ann Everett**, head of trading financial control.

39. **Joe Marsh**, manager, remuneration and benefits and employee services.

40. **Jim White**, operations manager, Basingstoke depot.

41. **Charles Pratt**, trading and administration co-ordinator (grocery division).

42. **Harry Robinski**, retired.

43. **Pat Ronan**, depot manager, Hoddesdon.

44. **Gary Green**, head of grocery I.

45. **Roy Pagden**, depot manager, Basingstoke.

46. **Tony Simmons**, head of frozen food buying.

47. **Jeff Egelton**, head of grocery IV.

48. **Chris Baker**, manager, branch productivity services.
49. **Mike Broomfield**, district manager, Woking.

50. **Paul Calvert-Lee**, budget controller to personnel director.

51. **Colin Harvey**, manager, branch operations.

52. **Gordon Lambert**, manager, relief depots and transport.

53. **Bill Summerton**, district manager, Woking.

54. **Mike Dunkley**, company architect.

55. **Stuart Marsh**, area estates manager.

56. **Stuart Carter**, district manager, Romford.

57. **Chas Stevens**, manager, bread and cake buying.

58. **Robert Gibson**, head of bacon department.

59. **Robin Anderson**, area estates manager.

60. **Jack O'Brien**, head of salads.

61. **John Phillipson**, district manager, Uxbridge.

62. **Ian Baldwin**, head of pork trading.

63. **Dr. Mike Follett**, manager, product development (meat and poultry department).

64. **Mike Conolly**, head of marketing (grocery).

65. **Rodney Brooksby**, district manager, Coventry.

66. **Andrew Clark**, head of central pigmeat economics.

67. **Peter Marsden**, district manager, Romford.

68. **David Queen**, head of non-foods III.

69. **Peter Monaghan**, district manager, Uxbridge.

70. **Alec Fry**, assistant chief accountant (systems and services).

71. **Derek Graham**, depot manager, Charlton.

72. **Mike Samuel**, advertising manager.

73. **Eddie Ricketts**, area general manager, Uxbridge.

74. **Peter Speight**, manager, main contractor depots south.
75. **John Fraser**, manager, branch merchandising.

76. **Tom Brewer**, personnel manager, buying departments.

77. **Kenneth Barden**, district manager, Romford.

78. **Alan Rowland**, district manager, Bromley.

79. **Leslie Self**, district manager (Homebase).

80. **Derek McCord**, district manager, Woking.

81. **Bob Cooper**, head of grocery III.

82. **Alan Cheesman**, head of off-licence department.

83. **John Love**, manager, produce technical and development department.

84. **Tom Harrison**, company security adviser.

85. **Alan Jacobs**, departmental director, information processing.

86. **Derek Salisbury**, manager, estates services.

87. **Nigel Franks**, departmental director, estates department.

88. **John Renshaw**, head of dairy buying.

89. **Peter Cooper**, engineering design manager (electrical, refrigeration and development).

90. **Colin Etheridge**, district manager, Bromley.

91. **Peter Boam**, estates manager (Homebase).

92. **Keith Morrell**, personnel manager, distribution.

93. **Peter Dixon**, chief designer.

94. **Andrew Mitcham**, head of grocery II.

95. **John Lavender**, office manager.

96. **Malcolm Kane**, chief food technologist.

97. **Brian Christmas**, technical executive, distribution division (engineering).

98. **Jack Cornwall**, district manager, Woking.

99. **Len Salter**, retired.

100. **Chris Leaver**, head of public relations.

101. **Ron Guiney**, retired.
102. **Derek Williams**, personnel manager, central departments.

103. **Ron Yeates**, area general manager, Woking.

104. **Ann Heath**, head of textiles.

105. **Bernard Clancy**, depot manager, Buntingford.

106. **Robin Whitbread**, departmental director, marketing.

107. **Bert Hagger**, district manager, Coventry.

108. **Dave Clapham**, area general manager, Bromley.

109. **Roy Linfield**, departmental director, architects and engineers.

110. **Malcolm Hughes**, departmental director, meat and poultry.

111. **Henry Galazka**, departmental director, pig supply and pork products.

112. **Owen Thomas**, departmental director, personnel.

113. **Alan Mathias**, departmental director, distribution division/main contractor depots (midlands and north west).

114. **Dr. Roy Spencer**, departmental director, scientific services.

115. **Frank Netscher**, departmental director – chief accountant.

116. **Peter Smith**, technical manager, information processing.

117. **Tom Haynes**, area general manager, Coventry.

118. **Terry Wigley**, district manager, Coventry.

119. **Dave Smith**, manager, branch development (designate).

120. **Katherine Howard**, assistant chief accountant (management and financial accounts).

121. **Keith Curtis**, services and audit manager, distribution division.

122. **John Galloway**, area general manager, Romford.
131. **Garth Hoyer Millar**, property and development director.

132. **David Sainsbury**, finance director.

133. **Roy Griffiths**, managing director and deputy chairman.

134. **Sir John Sainsbury**, chairman and chief executive.

135. **Timothy Sainsbury**, non-executive director.

136. **Peter Davis**, assistant managing director, buying and marketing.

137. **Joe Barnes**, retail division director.

138. **Cecil Roberts**, trading director.

139. **Tom Vyner**, trading director.

140. **Derek Henson**, financial control director.

141. **Sir James Spooner**, non-executive director.

142. **Dag Bumstead**, departmental director, non-foods.

143. **Nigel Matthews**, departmental director – company secretary.

144. **Keith Worrall**, departmental director, meat and poultry (designate).

145. **Dennis Males**, departmental director, branch operations.

123. **Jeremy Grindle**, departmental director, branch services.

124. **Graeme Nichols**, departmental director, grocery and non-foods (administration).

125. **Ewan Davidson**, departmental director – treasurer.

126. **Charles Burdsey**, consultant, estates department.

127. **Ross McLaren**, departmental director, cheese, dairy and frozen foods.

128. **Angus Clark**, personnel director.

129. **Bob Ingham**, trading director.

130. **Len Payne**, distribution director.