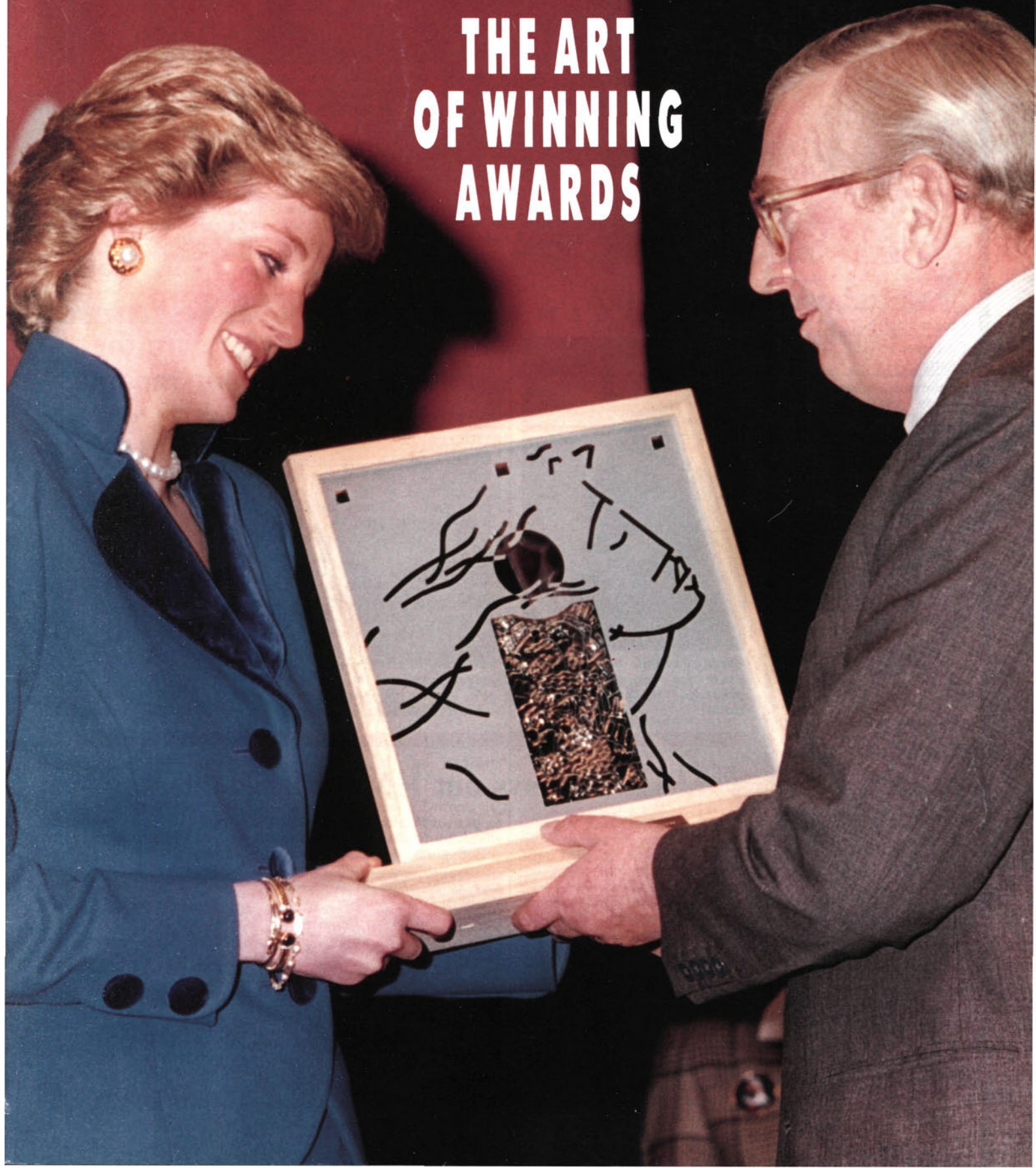


JS JOURNAL

January/February 1990

THE ART OF WINNING AWARDS



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Contents

Headlines	2-6
New lines	6
Branch openings —	
Sunderland	7
Bolton	8
Cobham	9
Edgware	10
JS health education — win a weekend for two	11
Customer service awards	12
Community service awards	13
More photographic winners	14-16
Lifelines — off duty with two interesting JS people	17
Behind the lines — stories from around the company	18-23
People	24
Writelines — your letters	25
The archives reviews the 1980s	26-28

Cover story

HRH The Princess of Wales presents chairman, Lord Sainsbury, with the 1989 ABSA/Daily Telegraph Award for Best Sponsorship of British Art Overseas for JS' sponsorship of the NYT's Russian tour.

FRONTLINE

THE TIMES THEY ARE a-changing, and, in 1990 there will be changes in the *Journal* following extensive market research which was carried out in 1989. We'll be telling you more about that in the near future.

One change, which is a consequence of the expanding development programme, is that we shall attempt to spread the store openings more evenly over our issues. Since the December *Journal* there have been seven openings, but Romford, Whitley Bay and Telford have all been held over until the next issue.

Market research should, of course, be an ongoing thing. If you have any ideas about the *Journal*, write to us. This is your magazine, and we want to do it your way.

In its first newsletter of 1990 the SSA thanked all its members for making the 80s such an eventful decade.

Totting up staff fundraising successes it included £300,000 for the Macmillan Nurses; £250,000 for the Cancer Research Fund, and £300,000 for the British Heart



The SSA says: 'Thank you to all who helped with our Variety Club Toy Appeal this year. What a joy it was to see 1,400 kiddies at Christmas enjoying 'Aladdin' and clutching their Sainsbury goodie bags.'

Foundation.

Then the SSA kicked off the new decade with a spectacular venture. Members and their families are invited to take part in a 'Dream Come True' event. Members who feel they have a deserving child are invited to write to the SSA office with their ideal dream/wish.

They're expecting anything from a special holiday to meeting a celebrity to ... well, the unexpected.

Children must be between 5 and 15 years of age and members should send applications to the central SSA office in an envelope marked 'Dream Come True'.

HEADLINES



Chris Patten, Secretary of State for the Environment, presents the award to Ian Coull.

Award says JS care for environment is 'outstanding'

JS HAS WON a major award for 'outstanding achievement in environmental care.'

The award was given by Business and Industry Commitment to the Environment and was presented to development director, Ian Coull, by Chris Patten, Secretary of State for the Environment.

The JS submission was based on the company's overall record for environmentally sensitive architecture, landscape design, urban renewal and engineering, and the judges picked out the St George's Parade, Wolverhampton scheme in particular.



JS buys out HMP shareholders

JS IS BUYING out Canada Packers' share of Haverhill Meat Products which is currently owned 50/50 by the two companies. Canada Packers had required JS to do this in exercise of its rights under the joint venture agreement and as part of a reshaping of Canada Packers' operations. In October the board of Canada Packers announced that they were seeking a purchaser for the whole CP company.

HMP was set up as a joint venture in 1959 to supply JS

tendersweet products and a wide range of fresh pork and processed pork products from its

factories in Haverhill, Suffolk and Market Drayton, Shropshire.



The HMP plant.

The art of winning awards

HRH THE PRINCESS of Wales presented JS with the 1989 ABSA/*Daily Telegraph* Award for Best Sponsorship of British Art Overseas, at the Royal National Theatre in London, on December 11.

Chairman, Lord Sainsbury, was there to receive the award given for the company's sponsorship of the trip to Russia by The National Youth Theatre of Great Britain (NYT). The NYT made history through the tour by staging the first performance of a T S Eliot play in Moscow.

This award gives the company a record of four wins since it began taking part in the awards, organised by the Association for Business Sponsorship of the Arts and sponsored by the *Daily Telegraph*. Previous awards are for Best First Time Sponsor in 1981, and Best Single Event in 1983 and 1985.



The NYT in Moscow.

Another commendation for energy efficiency

JS HAS BEEN HIGHLY commended in the regional rounds of this year's Beta awards for buildings which have saved energy by using it efficiently.

The Bromley, Walters Yard, store was submitted to the London Electricity Board.

The award was presented to Gary Walkington, an environmental engineer in the development division.

This year's national awards

were won by a South Wales nursing home and a girls' school in Hampshire. They were presented by chairman, Lord Sainsbury, at a special ceremony in November.

Sainsbury's has been highly commended or has won an award every year since the awards were started four years ago. Burpham won the national award in the category for buildings over 1,000 sq m in the 1988/89 awards.



Maureen Moores with son, Darren.

Mum's appeal for donors

A FOUR WEEK campaign has been mounted in Newcastle-under-Lyme store to appeal for kidney donors.

This unique event took place when supermarket assistant, Maureen Moores, whose son, Darren, has suffered from kidney failure for two years, made a direct appeal to chairman, Lord Sainsbury.

She asked permission to mount a display at the store, appealing for customers to carry a donor card, and her request was granted.

An information stand was staffed in the foyer at the busiest times of the day by volunteers from the local renal unit; and donor cards were available for customers to pick up at the checkouts and at the tobacco kiosk.

Maureen's son, Darren, is 24. He has a wife, Kim, and a small son, Daniel, aged 20 months, and he has suffered from kidney failure for two years.

Store manager Mark Smith said during the campaign: 'This has really taken off with local press and radio. Public interest has been substantial and many donor cards have been picked up.'

'Darren's illness is a great strain on Maureen, who has worked here for ten years.'

Maureen said she was delighted to receive such a positive response following her letter to the chairman.

Feed the workers at Christmas time

ON NOVEMBER 30 a well laden 32 tonnes transporter left Charlton depot with a giant Christmas box to deliver to Leninaken in Armenia.

The £7,000 food gift was

sent from JS to help 50 British workmen who are building a replacement school in this earthquake-torn Soviet republic.



Volunteers help to pack the JS £7,000 christmas gift.

A P P O I N T M E N T S



Derek Graham



Nick Allen



Chris Neath



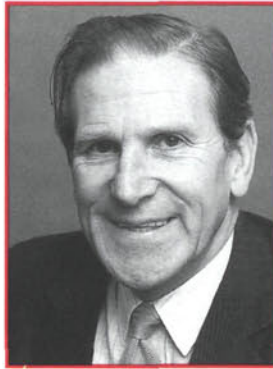
Alf Cole



Graham Grindley



Barry Bartram



Eric Nicholls



David Reynolds



David Clapham



Tony Bettger



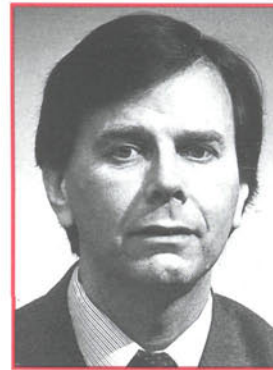
Steve Biddlecombe



Colin Moffat



Nigel Broome



Brian Doonar



Carolyn Gray



Margaret Ellis



Joe Marsh

DISTRIBUTION AND DATA PROCESSING THE FOLLOWING

changes are effective from March 19:

Derek Graham will become departmental director, distribution operations, responsible for all JS and contract depots, when Alan Mathias retires in March.

Nick Allen will move from distribution control to take up the new post of manager, data processing services. Reporting to John Blake he will have responsibility for the retail service desk, quality assurance, computer security and DP administration.

Chris Neath, formerly traffic manager at Basingstoke depot, has been promoted to senior manager as manager, distribution control.

ACCOUNTS — STREATHAM

Alf Cole has been promoted to senior manager in the new post of group

financial accountant, reporting to the chief accountant.

Graham Grindley, formerly senior manager, commodity accounts, has become senior manager, suppliers accounts, succeeding Chris Edmondson, who has moved to Savacentre.

Barry Bartram has been promoted to senior manager, commodity accounts.

COMMUNITY AFFAIRS

Eric Nicholls will take over responsibility for charities and community affairs from Peter Smith who retires in July.

RETAILING

David Reynolds has been appointed district manager in the South Western area. He replaces Jack Cornwall who has, in turn, taken over the district vacated by Bill Summerton on his retirement.

SAVACENTRE

David Clapham has now formally taken over as managing director of Savacentre from Ron Yeates who, before he retires in June, will take responsibility for the opening of London Colney next month.

DEVELOPMENT

Tony Bettger has been appointed construction resources manager, to replace Roger Downham who has left the company.

MERCHANDISING

Steve Biddlecombe has been appointed senior manager, store planning, replacing Derek Foster who retires next month. He will report to Eddie Ricketts.

PERSONNEL

Colin Moffat has been promoted to senior personnel manager, retail manpower resources, responsible for retail training, recruitment and employee relations, reporting to Tony Clarke.

Nigel Broome has been appointed company personnel manager, Homebase, replacing Brian Doonar.

Brian Doonar has been appointed senior personnel manager, head office personnel, with responsibility for personnel services to all head office departments except DPD, distribution and central retail departments. He will also have responsibility for employee services.

Carolyn Gray, senior personnel manager, trading and scientific services, will also act as deputy for Brian Doonar.

Margaret Ellis is appointed from March 19 to the new position of senior personnel manager, personnel systems.

Joe Marsh, senior personnel manager, remuneration and benefits, takes on additional responsibility for a new group job evaluation function.

Could you be Checkout Assistant of the Year?

THE SEARCH IS ON for *Supermarketing* magazine's Checkout Assistant of the Year 1990.

The title carries £1,500 prize money with a further £2,500 to be shared by eight runners up.

Contestants are judged on personality and their checkout skills, which this year are being tested on a scanning system specifically designed for the competition. This should eliminate the disadvantages experienced in last year's event by JS cashiers from Amblecote and Selly Oak, who had to cope with an electronic cash register on reaching the finals stage.

The 1990 competition again

requires contestants to submit a written entry, from which 18 semi-finalists will be selected to undergo a series of practical aptitude tests at London's Savoy Hotel on April 23 and 24. Only one entrant can enter from each store.

Further details are available from store managers.

Audrey Harrison at Bolton, checking out cheerfully.



Hand of welcome to Hungarian visitor

THE DRAMATIC EVENTS taking place in Eastern Europe may seem far removed from Nine Elms, but on December 13 district manager, Colin Etheridge, and store manager, Peter King, became involved in Hungary's reform by giving a member of the Hungarian Democratic Forum (HDF) a tour of the store.

The HDF is Hungary's largest opposition party. The man

responsible for drawing up the HDF's agricultural policy is Zoltan Bogardi, a professional farmer with a diploma in horticulture from the University of Budapest.

During his tour of the store Mr Bogardi complimented JS on the range of packaging and customer information, and expressed the hope that JS shelves would soon carry many kinds of Hungarian produce.

Colin Etheridge (left) and Peter King (second from left) answer Mr Bogardi's questions in Nine Elm's produce department.

Happy with houseplants

HOMEbase's HOUSEPLANTS have been given the seal of approval for their good quality and low prices in *Which* magazine's Gardening report.

In a survey of superstores and high street stores, *Which* picked Homebase and Tesco as joint 'Overall Best Buys for widely available houseplants'.



Garden centre specialist, Steve Yandall, making sure blooms are up to standard.

J. SAINSBURY PLC	
DORKING	
	£
JS VANILLA I/CRM	1.29
EUBONIC SQUEAK	0.79
SCOTCH BROTH	0.31



Prize butcher

QUEEN'S ROAD butcher, Warren Kerry, has won a prize for producing the best project at the Associateship level of the Institute of Meat.

LONG SERVERS CELEBRATE AT THE SAVOY

THE 22 GUESTS who gathered with their partners at the Savoy Hotel to meet the chairman and fellow hosts for a celebratory luncheon on January 8, boasted between them a total of 880 years of service to JS.

Each of the 22 had clocked up 40 years in 1989. In an after luncheon speech

Lord Sainsbury, who is himself celebrating 40 years of service in 1990, thanked and congratulated

Frank Booy, retired meat manager from Borehamwood, and his wife, are welcomed by Lord and Lady Sainsbury.



lated the 22. He told them: 'You have seen some extraordinary years which were one third of JS history. In that time your service has contributed to the company's success.'

He proposed a toast to the partners of the long servers, some of whom themselves had devoted many years of service to JS. And he made a special reference to district manager, Bill Summerton who, like the chairman, had a father who also worked for the company.

Guests arriving for the luncheon.

NEW LINES

New soups with vision

A new range of soups in a jar — Tomato & Herb, Lobster Bisque, Watercress and Creamed Curry — has been introduced at 85p. Also new are two reduced calorie soups, Tomato and Vegetable at 23p. All soups are in 192 stores.

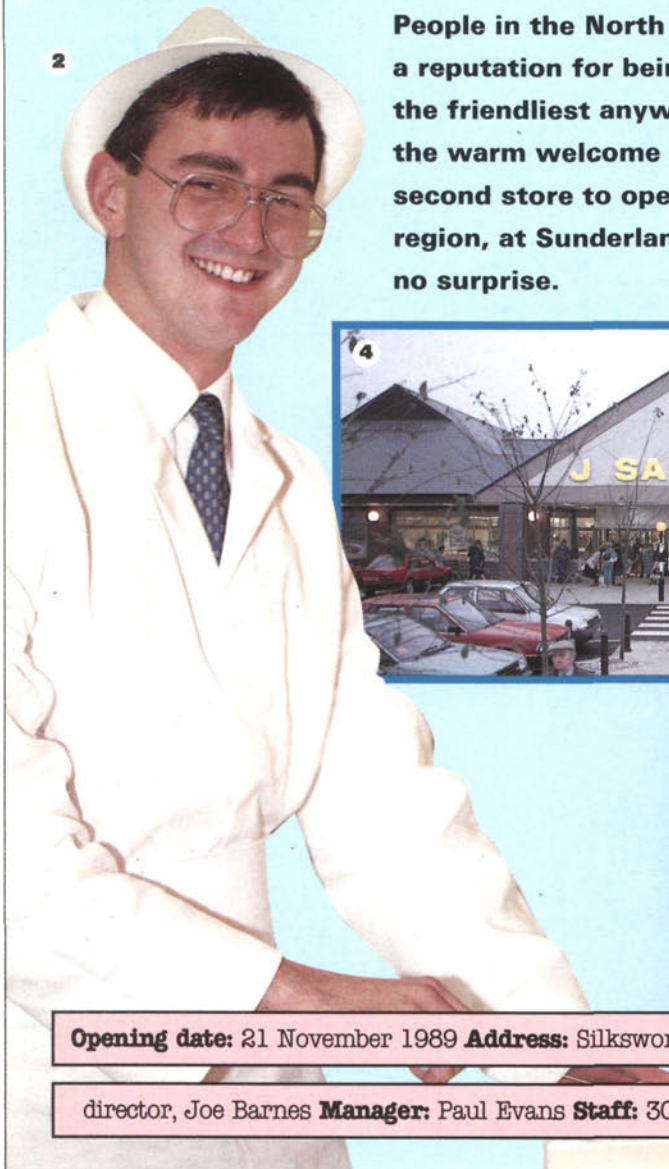


Helping hand for the hanging garden

A compost for hanging baskets and containers, specially formulated for easy watering, has been introduced into Homebase stores. The 15 litre bag is £2.59 and the 40 litre is £5.49. And with a new range of gardening gloves, priced from £1.25 to £5.95, everything in the hanging basket will be rosy!



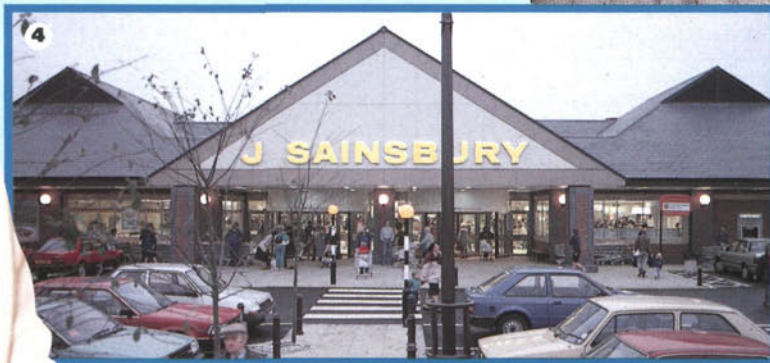
SUNDERLAND



People in the North East have a reputation for being among the friendliest anywhere, so the warm welcome for JS's second store to open in the region, at Sunderland, came as no surprise.



1. Paul Evans (seated sixth from right) and his management team.
 2. Mike Price saying cheese in the deli.
 3. The break bunch.
 4. A brighter welcome.
 5. Left to right: Andrew Long, Phillip Brown and Alan Wharton fearless of frost-bite in the cold-store.



Opening date: 21 November 1989 **Address:** Silksworth Lane, Sunderland, Tyne and Wear **Opened by:** Joint managing

director, Joe Barnes **Manager:** Paul Evans **Staff:** 301 (267 new jobs) **Sales area:** 28,138 sq ft **Car park:** 523 spaces

BOLTON



Famous in days gone by for its cotton industry, Bolton is now better known as one of the busiest shopping centres in the North-West. Adding to this reputation is the new JS supermarket situated in the heart of the town.

1. Left to right: Salma Haji, David Hardy, Julie Ann Brennan and Andrew Ainley stop work for a quick pose in the warehouse.



2. Bob Pepper (standing centre with glasses) and his management team.
3. Providing the energy for staff on opening morning are left to right: Jackie Prime (area specialist), Lil Halliday, Delphine Ryan, Sharon Hargreaves, Sharon Jones (cook), Sue Platt (restaurant manager), Carol Wilson, Patricia Copley and Lorraine Fry.

Opening Date: 28 November 1989

Address: Moor Lane, Bolton, Lancashire

Opened by: Joint managing director, Joe Barnes

Manager: Bob Pepper **Staff:** 275 (253 new jobs)

Sales area: 31,270 sq ft **Car park:** 371 spaces





COBHAM

Situated in an area of low unemployment, Cobham opened with staff recruited from as far away as Middlesbrough.



1. The management team, with manager, David Mellows-Facer, seated third from left.
 2. Pamela Carr and Beverley Smith making a song and dance of the opening.
 3. It's taken the bite.
 4. The exterior with its 'country barn' effect.

Opening date: 5 December 1989 **Address:** Bridge Way, off Portsmouth Road, Cobham, Surrey **Opened by:** Joint managing director, Joe Barnes **Manager:** David Mellows-Facer **Staff:** 524 (504 new jobs) **Sales area:** 35,253 sq ft **Car park:** 550 spaces

EDGWARE

The new supermarket in Edgware's Broadwalk Centre opened in plenty of time for Christmas although building work on the new centre will take until spring to complete. While most other stores in the centre lacked a roof to keep out the December rains, customers at JS found the usual clean, friendly and temperature-controlled environment.



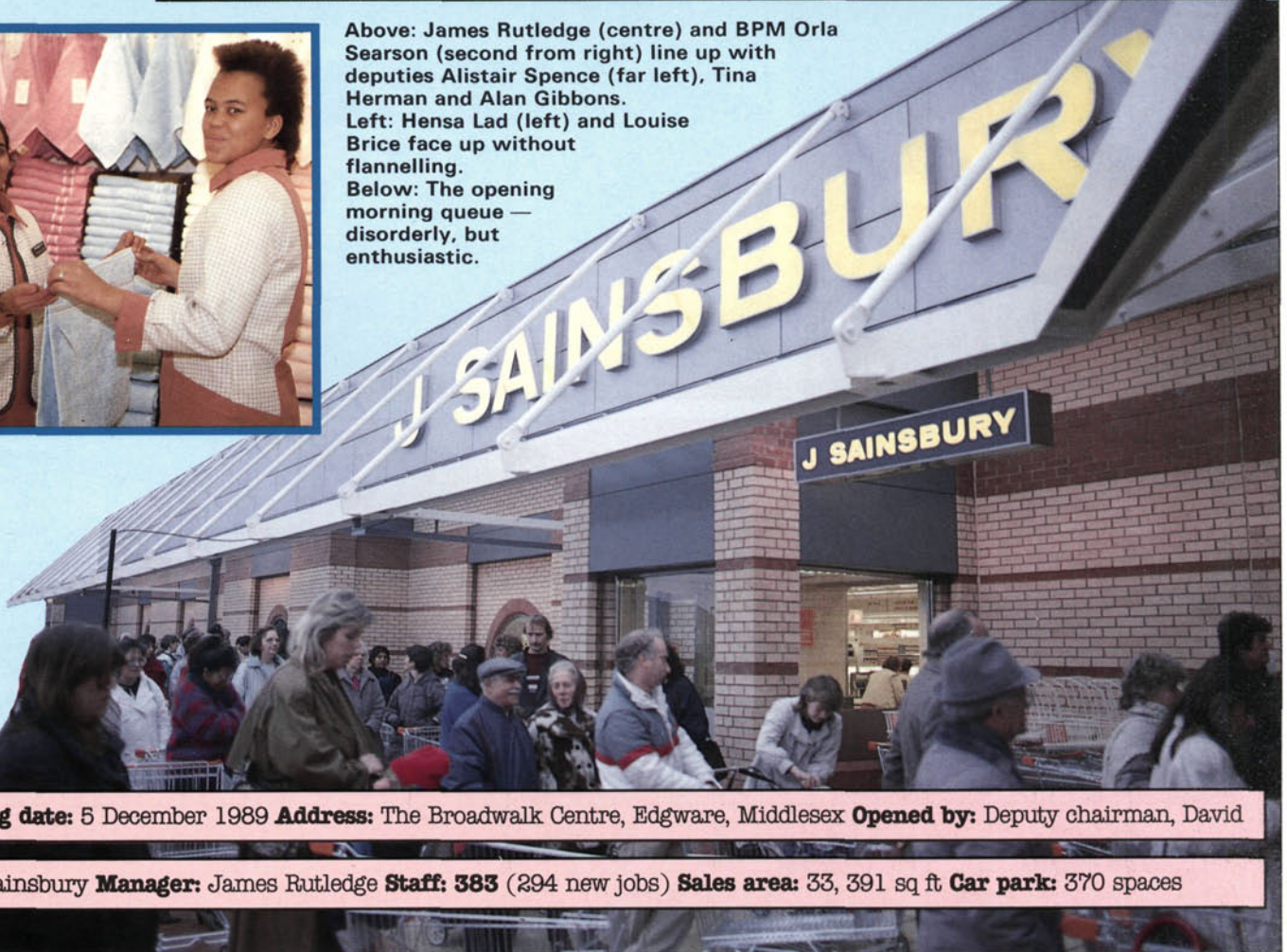
Left to right: Betty Hayward, Mina Chudasama, Ilah Shah and Shanta Kerai set a shining example.



Above: James Rutledge (centre) and BPM Orla Searson (second from right) line up with deputies Alistair Spence (far left), Tina Herman and Alan Gibbons.

Left: Hensa Lad (left) and Louise Brice face up without flannelling.

Below: The opening morning queue — disorderly, but enthusiastic.



Opening date: 5 December 1989 **Address:** The Broadwalk Centre, Edgware, Middlesex **Opened by:** Deputy chairman, David

Sainsbury Manager: James Rutledge **Staff:** 383 (294 new jobs) **Sales area:** 33, 391 sq ft **Car park:** 370 spaces

JS AWARDS

DISTRICT MANAGERS have again been busy consulting with branch managers to find the winners of this quarter's Packer/Customer Service Initiative Awards. Here are the 24 special people and the comments made by their district managers.

Veronica Connor, supermarket assistant, Prestwich:
'Mrs Connor's approach to all aspects of her work is excellent.' **David Ware**

Pam Harrison, supermarket assistant, Crayford:
'She is quick to notice when special services are needed.'
Alan Rowland

Clive Roberts, customer service assistant, Grimsby:
'Despite having learning difficulties, he always carries out his duties in a cheerful and friendly way.'
Brian Fell

Cynthia Campbell, supermarket assistant, Nine Elms:
'She has a pleasant personality and the ability to soothe the most irate of customers.'
Colin Etheridge

Gloria Allen, confectioner, Stevenage:
'She has a very outgoing personality and is also well known for her participation in various fund raising events for charities.'
Stuart Carter

Clare Green, supermarket assistant, Crawley:
'She lifts the morale of everyone she comes into contact with.'
John Spence

Jason Raymond, general assistant, Stanway:
'He was nominated for his extreme politeness, willingness to help, and obvious enjoyment of his job.'
Alan Bonner

Jean Parry, p/t supermarket assistant, Worcester:
'Whichever department she is on she always gives 100 per cent effort and service.'
Tony Trevethan

Margaret Jones, cashier, Uxbridge:
'Customers frequently comment to the management on how helpful Mrs Jones has been to them.'
Ray Clark

Jean Griffin, customer service assistant, Shirley:
'She is particularly good with blind and disabled customers.'
Terry Brown

Elaine Cutts, p/t cashier, Peckham:
'I have received letters commending her courteous and caring attitude.'
Richard Davies

Pat Wyatt, supermarket assistant, Northwich:
'Pat is a friendly, cheerful, co-operative lady.'
Don Hayward

Pauline Nunn, p/t supermarket assistant, Chislehurst:
'She always finds time to converse with customers and brighten up their day, no matter how much pressure she is under.'
Bryn Page

Irene Sheehy, p/t supermarket assistant, Putney:
'Irene is a credit not only to Putney, but also to the company.'
Graham Naylor

Esther Gibbs, snr supermarket assistant, Bletchley:
'Recently a customer accident occurred at the branch. Esther showed great compassion throughout the incident.'
Ernest Ormes

Pat Jones, p/t section manager, customer services:
'She is polite, helpful and respectful, but also firm when required.'
Ken Barden

Linda Cremore, cashier, Watford:
'There have been many complimentary remarks from customers.'
Keith Fitzpatrick

Dean Young, supermarket assistant, Broadmarsh:
'His philosophy is that the customer takes priority and that if concern is shown then the person will return to shop with us again.'
Rod Brooksby

Helen Rigglesworth, supermarket assistant, Kingsland Road:
'She is always very cheerful and helpful to all customers.'
Keith Millen

IN THE TOWN OF Swindon the *Evening Advertiser* came to the conclusion that 'shop assistants aren't tetchy, they're smiling and helpful.' This is what they decided over Christmas whilst conducting a competition to find the Shop Assistant of the Year.

Two JS assistants were nominated by readers — Julie Mansfield of Swindon and Pat Brown of Stratton. Julie, it was said, is 'always bright, cheerful and helpful ... a lovely girl,' and Pat 'gives service with a smile no matter how busy.'

Bridget Maher, supermarket assistant, Ilford:
'She has always given excellent service to the customer ... and also has an excellent knowledge of all products stocked.'
Neil Cowley

Terrence McMahon, p/t customer service assistant, Kempshott:
'He is an asset to the customer service department by showing them how customers should be treated.'
Bill Summerton

Janet Turner, supermarket assistant, Chippenham:
'Very polite, helpful and obliging to all customers, and her appearance is very smart.'
David Webb

Aif Wellings, customer service assistant, Woking:
'A most polite and courteous gentleman with excellent communication skills.'
Jack Cornwall

Ginny Lucas, supermarket assistant, Haverhill:
'Being in the kiosk she is the first person most people encounter on entering the store ... Her positive approach is a great help.'
Pete Marsden

TWO OF LAST QUARTER'S WINNERS

Ramilla Patel, section manager, customer services, Kingsbury, receives her certificate from her branch manager, Denis Falvey.



Geoffrey Palmer, customer services assistant, Central Croydon, receives his certificate from his district manager, Richard Davies.



WE'RE ALWAYS hearing about members of staff who devote time, energy and enthusiasm to serving their community through a wide variety of organisations.

Now the company is rewarding that caring commitment with the JS Community Service Award Scheme, launched this year.

The ten winners were announced in the December *Journal*, now we can tell you a little more about them. They were chosen from 150 applications from staff around the company and each of the ten has received a commemorative certificate and £500 for their charity or group.

MARGARET HUSSEY, BPM, at Crosby, won £500 for the Merseyside Aids Support Group. In her spare time Margaret helps with the operation of the group's confidential information line for the general public and with the volunteer training programme.

ALICE ATKINSON, restaurant manager at Arnold, won £500 for the British Red Cross. Alice is the centre organiser for West Bridgford as well as being a first aid instructor, holding courses for both members and public.

SARAH CAZALY, assistant complaints officer in SSD won £500 for Chaldon Scout Group. Sarah grew up in Chaldon Village and has been involved with the scouts for the past six and a half years since founding the Venture Scout Unit.

AFRIC HOYNES, part-time checkout operator at Dunstable, won £500 to be shared by two local groups. In her spare time Afric has taught at the Dunstable Handicapped Persons Typing Club for more than ten years. She also



Hansa Bavishi receives the £500 cheque and her commemorative certificate from John Phillipson, eastern area director. Wood Green manager, Roy Manning, is far left.

finds time to visit elderly and sick people in the parish of St Martin de Porres in the course of her voluntary work for the Society of St Vincent de Paul Conference.

HANSA BAVISHI, part-time checkout operator at Wood Green, won £500 for the Factory Asian Women's Group. In her spare time Hansa organises speakers, visits and craft classes for Asian women at the Factory

Community Project at Newington Green.

DEREK HINTON, manager of Crawley, won £500 for the 2nd Burgess Hill Boys' Brigade Company. Derek is captain of the company and has been in the Boys' Brigade for 41 years since he joined at the age of 12. He gives all his spare time to the award-winning company.

SUSAN STEDMAN, part-time cashier at Crystal Palace, won £500 for the

families under stress with young children. She provides assistance as friend, confidante, shopper, decorator, taxi driver or nursemaid, and gives up nine hours a week to the families who need regular support until they can cope on their own.

DAVE HADLEY, timber and building assistant at Oldbury Homebase, won £500 for the St Albans Community Centre in Smethwick. In his spare time Dave is a volunteer helper at the centre and assists with meals for elderly members or acts as an escort for the tail-lift minibus collecting housebound elderly. He also helps with the Play-for-All groups which enable children with special needs to integrate



Les Self (left), Homebase operations manager, presents the £500 cheque and certificate to Dave Hadley, timber and building assistant, Oldbury Homebase.



Sarah Cazaly and John Spurgin, group scout leader.

British Home and Hospital for Incurables, Streatham. In her spare time Susan is a volunteer 'friend' to the residents of the home, helping with many tasks.

SARAH BROOKS, part-time supermarket assistant at Banbury, won £500 for Banbury Home Start. Sarah is a volunteer home visitor to

with able-bodied children.

MICHAEL FISH, section manager at Oldham, won £500 for the 3rd Ashton St James scout group. Michael has been in the scouting movement for 18 years. The money will be used to rebuild the scout hut in brick — the former wooden hut was burned down by vandals.

IN THE DECEMBER ISSUE WE SHOWED YOU THE WINNING PHOTOGRAPHS IN THE SSA/JS JOURNAL PHOTOGRAPHIC COMPETITION. NOW IT'S TIME TO VIEW SOME OF THE RUNNERS

H U M O U R

Jean Lawson, veteran,
Aberdeen

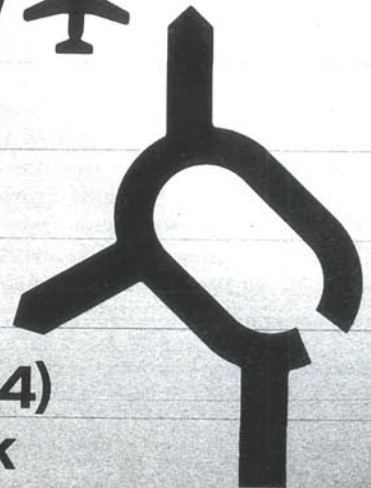


H U M O U R

Nigel Collett, cashier
Chester



Stanwell
Heathrow
Staines
(M25)



Slough (A4)
Colnbrook

TARS OF THE YEAR

UP. THE COMPETITION WAS JUDGED BY *DAILY EXPRESS* PICTURE EDITOR, CHRIS DJUKANOVIC.



A W A Y
F R O M I T
A L L

Malcolm Paramore,
grocery manager,
Kingston



C I T Y L I F E

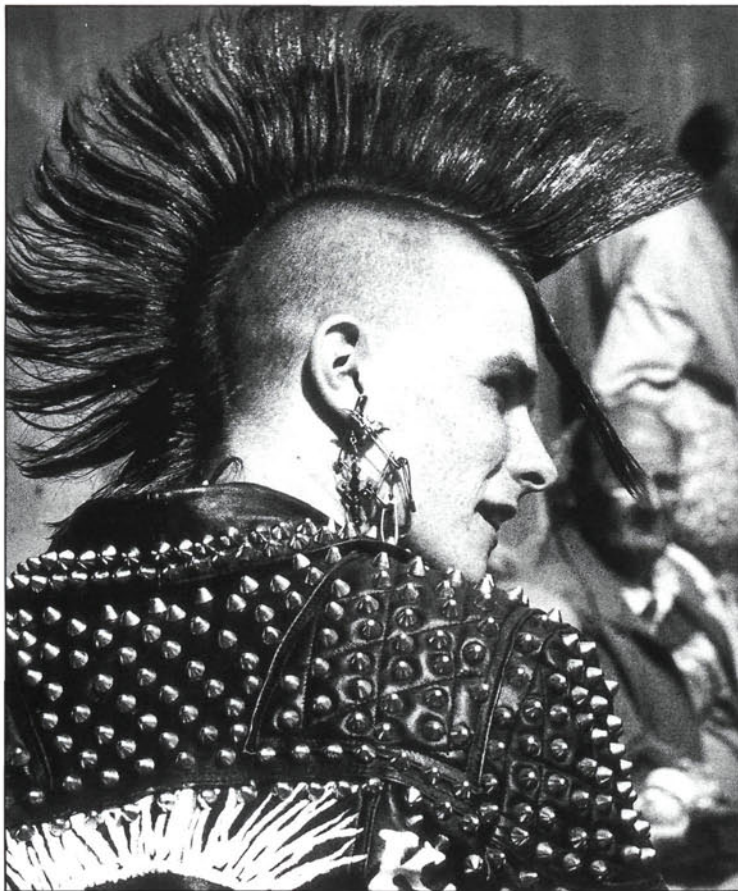
▲ Anne Birchall, BPM, Dunstable

◀ Mark Traynor, senior skilled sales assistant, Kilburn



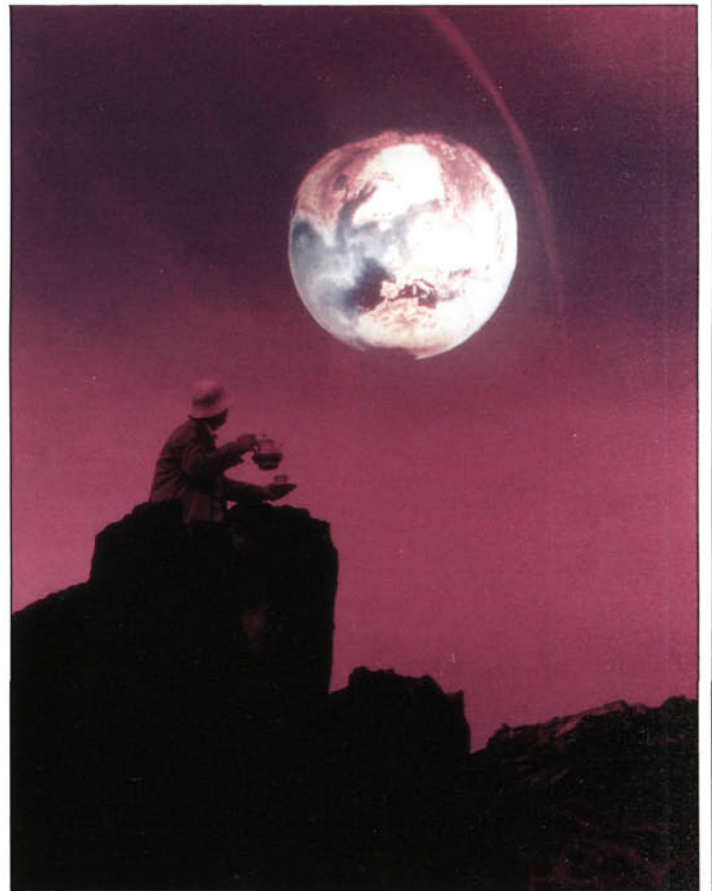
A W A Y F R O M I T A L L

Angela Ford, retail training tutor, South Eastern area office



C I T Y L I F E

Nigel Collett, cashier, Chester



A W A Y F R O M I T A L L

Geoff Frake, meat manager, Beeston

H I G H L Y C O M M E N D E D

ALISON'S STICKING TO WHAT SHE DOES BEST

VERY FEW PEOPLE have the sporting talent to represent their country, as anyone who's ever kicked, thrown or batted a ball in the school playground or local park will appreciate.

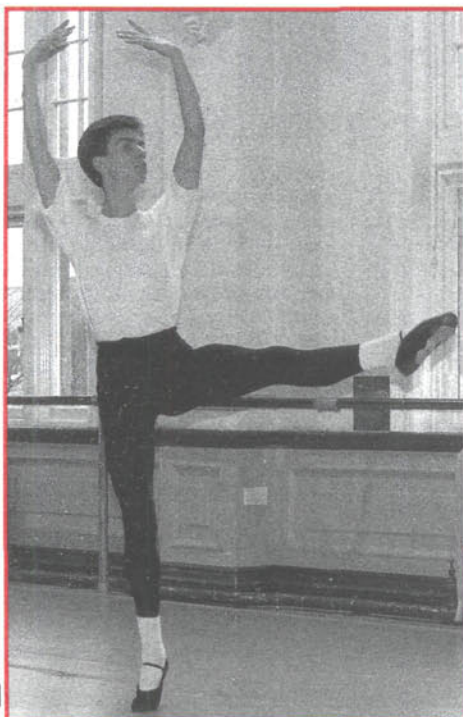
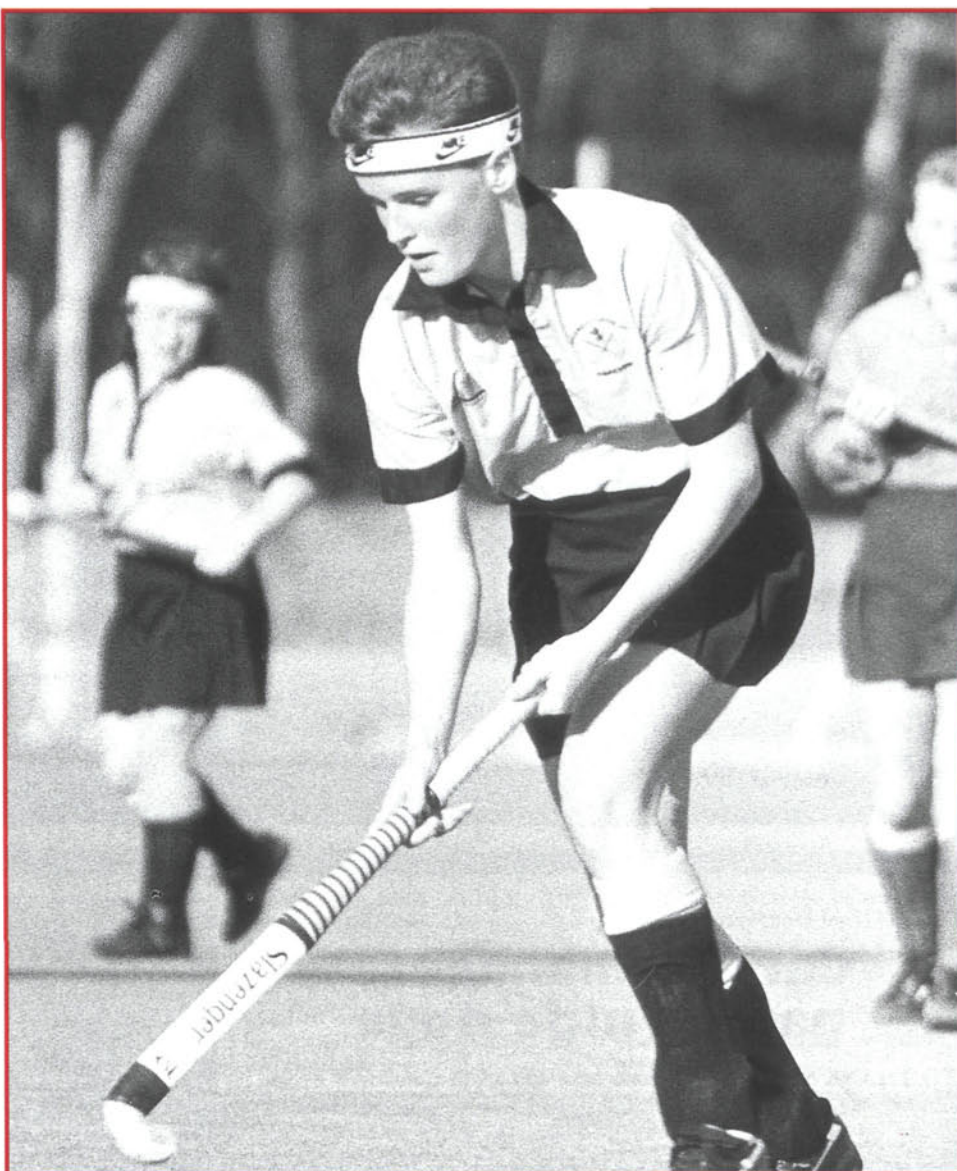
One person who has such talent is our own rising hockey star, Alison Swindlehurst, part-time supermarket assistant at Bournemouth. In the hockey World Cup in Ottawa last July, Alison played in every one of the England Under 21s seven matches. She scored six goals and finished as second top scorer, even though she was playing in a midfield position!

Alison has an incredible determination which matches her natural talent. She trains every morning with a combination of distance runs, sprints, weights, and stickwork skills and squash sessions. Thanks to an accommodating schedule, worked out by BPM Peggy Hill, Alison manages to combine her training with working 28 hours a week at the store, and still she finds time for a social life.

When not on international duty, Alison plays hockey for Bournemouth and Parkstone and the West of England side. The latest boost to her career came in September when the team manager of Great Britain invited her to attend a development weekend, which could prove to be Alison's first steps towards a place in the Olympic team for Barcelona in 1992.

It's a prospect that holds no fears for Alison. In truly determined style she says: 'When I go out I just want to score as many goals as possible. No matter what the opposition — I want to bury them!'

It's the kind of attitude that achieves goals both on and off the field, and the *Journal* is looking forward to having more to report in 1992.



JOHN'S WORK AND DANCE ROUTINE

LIFE ON THE SHOP floor can be tough on your feet at the best of times, but think how you'd feel by 8.30pm if you'd been dancing all day.

John Abraham is a first year student at the Ballet Rambert School in London, who works three evenings a week as customer service supervisor at Kingston. Says John: 'Coming into work at JS is quite enjoyable — it's such a change from life at Ballet Rambert. Of course, I do feel tired, but when you need the money you've just got to get on with it!'

John first worked for JS in 1986 at Bitterne then, in September 1987, he moved to Swindon after auditioning and being accepted for the two year foundation course at Thamesdown Dance Studio in Swindon. Says John: 'Doing auditions is hell! You are in front of all these people you've never seen

before and so much depends upon your dancing well.'

Considering the tired feet and auditioning, the *Journal* wondered what kept John going. He explains: 'I've always wanted to work in the theatre. My first appearance was at the age of ten when I played a street ragamuffin in *Carmen*; when I was in Southampton I did a lot of dancing and singing in amateur musicals.'

'At the end of my training I hope to get a job with a classical or contemporary company. Any job in dancing is hard enough to get but, ideally, I'd love to travel the world and become famous.'

There's a good chance John will succeed, as anyone who can spend half the day executing *pas de chats* and still stay on their toes in a busy store, surely deserves to realise all their ambitions.

Watford says fundraising is for the birds



STAFF AT WATFORD handed over £3,000 to the Royal Society for the Protection of Birds (RSPB) during the branch Christmas dinner on December 14.

With the current emphasis on 'green' issues, manager, **Paul Ainger**, and his staff decided to support the RSPB's special appeal to preserve the wetlands in Nigeria, on which the lives of hundreds of millions of migratory British birds depend. Disappearance of the wetlands would also make hundreds of thousands of people destitute.

The impressive £3,000 total was raised through a variety of events including a sponsored parachute jump by **Caroline Robinson** and **Phil Elsen** (pictured standing to the left and behind the big, yellow bird holding the cheque), and by **Mark Woods** (pictured right of Caroline) who spent the day dressed as Tweetie Pie with a collecting tin.

On the subject of birds, if you're wondering what species of yellow bird Mr Bruce the grocery manager is meant to be in the picture, the *Journal* can report that he claims to be a 'Robin'!

Cardiff managers name guide dogs

TO THANK STAFF at the Homebase and JS at Colchester Avenue, Cardiff, for permitting a collection to be taken outside the stores, the Guide Dogs for the Blind Association (GDA) presented the store managers with framed photos of the dogs whose training was paid for by the collection.

With the £1,501.13 total including many donations from staff, the GDA invited store manager, **Ralph Lord**, and Homebase store manager **Alan Nettley** to name the dogs. Ralph chose Chester in honour of Colchester Avenue, and Alan opted for Jenny as a tribute to his hard-working personnel administration officer, **Jenny Allen**.



L to r: **Ralph Lord**, a representative from the GDA and **Alan Nettley**.



Gloucester gets puddled

WHAT'S GOT A hundred legs, is very, very wet, and is worth £1,000 to Gloucestershire Royal Hospital?

Answer: the group of 50 staff from **Gloucester** who got up early one rainy Sunday to trudge ten miles on a sponsored walk. With track-suited store manager, **Gordon Webb**, leading the way, 40 walkers and ten

marshalls from the branch managed to raise £1,000 for the local hospital's special care baby unit and day care centre.

The walk finished in time for the drenched troop to patronise another local establishment — one selling ploughman's lunches and beverages guaranteed to put a stagger in the step of any walker!

Men go mad in Homebase!

A MAN IN HOMEBASE is a man possessed, according to *Woman's World* magazine.

In a feature entitled '50 Facts About Men', fact 29 reads: 'Men can't stand food shopping with their girlfriends. Men like shopping for *things*. A man in Homebase is like . . . a man possessed.'



Ian and Hazel with Diana the goose.

Christmas card campaign helps Save The Children

BEDFORD'S HAZEL HODGE and Ian French found a novel way to raise £100 for Children in Need and the Save The Children Fund.

They asked staff to donate the money they saved by sending one Christmas card to everybody via the notice board instead of buying each other individual ones, and to pay for chances to guess the name of the goose at the branch Christmas dinner.

Lucky lady won't be leaving

A BINGO WIN of £43,000 won't change life for Anthoinette Ajeon, cashier at Peckham.

Apart from planning a holiday to Mauritius and getting the chance to put her arm around the store manager (pictured wearing the piggy nose at the

branch Christmas party), Anthoinette wants life to stay as it was before the windfall.

A word of warning to the company's gigolos and gold-diggers thinking of transferring to Peckham — Anthoinette is already very happily married!



A recipe for happy children

IF YOU'RE NOT doing anything on Sunday, March 18, you might like to try this special recipe: RECIPE FOR MAKING HANDICAPPED CHILDREN HAPPY

Ingredients

You and two friends
Pair of running shoes
Enough puff to run at least two and a half miles.

Method

1. Phone Jackie Murphy in the SSA office at Basingstoke depot (9.00am-noon any weekday) on 0256 473101 extension 368 and ask for an entry form for the Basingstoke Cross Country Charity Relay.
2. Call your two friends and arrange to meet at Basingstoke District Hospital (Jackie can give you directions) at 12.00 noon on Sunday, March 18.
3. Try on the running shoes and do your deep breathing exercises.

To serve

You will be serving Erdesley House, a home for mentally and physically handicapped children, by paying an entry fee of £5.00 (£3.00 for under 14's).

Trophies, and prizes worth up to £50, will be awarded to

winning teams in various class categories, covering everything from top athletes to veterans.

You will also be served with refreshments. Spectators are welcome.

ERDESLEY HOUSE has been chosen as the beneficiary of the race, organised by Len Knott

from Basingstoke depot's returns department.

Together with drivers, Ted Monger and Dave Hooper, who organise charity fundraising for the home, Len aims to raise enough money for a specially adapted mini-bus. This will go a long way to improving life for the children, many of whom are

severely handicapped.

Some of Erdesley House's children are pictured below, with children from other local homes, at Basingstoke depot's Christmas party, organised by members of the transport department and motor engineers. Driver, Eddie Winfield, played Santa.





Kid's stuff at Coventry

THE FREEHOLD STREET nursery in Coventry is £250 better off after a cheque was presented to them by Coventry store under the Good Neighbour Scheme. They were among 40 groups who applied

for the money. The nursery cares for pre-school children and it is intending to buy prams, tricycles and toys. Manager **Andrew Greeves** is pictured with a grateful nursery pupil.

Sylvia in wonderland



Lost ring returns for Christmas

AN APPEAL in the December issue of the *Journal* to trace the owner of a wedding ring prompted a grateful phone call from Diana Bell, grocery section manager at Kidderminster.

The 18ct gold band was found in a tray wash plant at Droitwich depot and security appealed for anybody at the Northern stores (the area Droitwich supplies) who had lost it to give them a call. Diana, who lost the ring six weeks ago and got it back just before Christmas, said: 'It's the best Christmas present I could have wished for.'



HAVE JS CARRIER bag, will travel! **Sylvia Knevet**, skilled supermarket assistant at **Boscombe**, went on a 'holiday of a lifetime' to Disneyworld and Florida and brought back this snap. She is pictured outside the Epcot Centre in Florida with her faithful carrier bag.

Meet the Kryptonites

WAKEFIELD AND Huddersfield staff managed to complete the gruelling Krypton Factor assault course on Holcombe Moor near Ramsbottom. In the process they raised over £800 for the MacMillan Fund for cancer care. Pictured is **Graham Chawner**, deputy manager at **Wakefield** (left), receiving his Certificate of Completion from Captain David Goldman.



Romford old, Romford new

WHEN THE OLD Romford store closed recently, staff held a party to celebrate their move to the new store in December.

Pictured at the party are supermarket assistants, Marjorie Handley, Irene Daisley and Marie Broad with manager,

Chris Daniels. The cake, made by provisions assistant, Margaret Farley, detailed all sections in the old store.

Old people will play on

COOKING UP fundraising ideas to buy a new music centre for a local old people's home was no problem for Buntingford depot's canteen staff. It took them just one week to raise £430 through raffles, and enable the depot to provide Nevetts home for the elderly with a brand new, £800 music centre after their old one was pronounced beyond repair.

That's not half bad John!

THE STROUD half-marathon presented no problems for Tewkesbury Road grocery manager, John Umpleby. He raced past the finishing line and raised £265 for Guide Dogs for the Blind. John is pictured during the run.



Five of Buntingford's 23 canteen staff show off the raffle prizes. They are, left to right: Vera Dyke, Yvonne Douglas, Kitty Quinn, Sheila Williams and Jackie Camp.

Hull hams it up

HULL'S SSA COMMITTEE and friends, dressed in all their finery, managed to get themselves captured on film before 97 three to eight year olds descended for the staff children's Christmas party.

How green is my marsh

ONE OF THE greenest projects undertaken as part of environment week must surely be the reforestation of Hackney Marshes. JS provided the trees and the supervisory skills, in the form of Kingsland Road store manager, **Len Oxley**, and assistant BPM, **Grainie Redmond**, whilst Mandeville school in Lower Clapton provided the labour.



Len Oxley and Grainie Redmond with their willing work-force.

THE THIRD ANNUAL charity cricket match, played between store managers from Stuart Carter and Ken Barden's districts, raised £1,777 for the Marie Curie Memorial Foundation.

The Foundation was chosen in memory of Tony Melody, manager of Bury Park, Luton who died of cancer last year. After the last two matches, money was donated to Guide Dogs for the Blind and British Heart Foundation. The match was played at Enfield Cricket Ground and, as our cricket spy informed us, Stuart Carter's district won the match for the third year running!

AS COVENTRY is one of the areas where the local authority strictly applies the ban on Sunday trading, the manager of Walsgrave Homebase, Ian Evans, decided he would use the

enforced day of rest to brush up the teamwork skills of some of his staff.

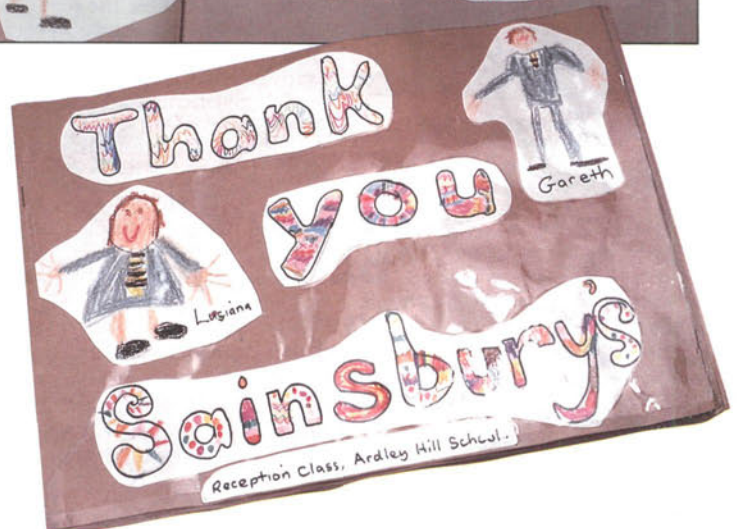
A football match was arranged between Walsgrave and another local DIY store which has also been forced to close on Sundays. The Homebase side won 4-1, a result which Ian reckons is a fair reflection of his staff's 'superior training'.

THE GARDENING CLUB at Henry Maynard Junior School has made regular visits to the garden centre at Walthamstow Homebase, to see the different plants and flowers. The seven year olds showed such enthusiasm that garden centre manager Simon Wainwright presented them with their very own gardening tools. The club wrote a thank you letter to him saying they had 'nearly dug a flowerbed'!

Dunstable is thanked by the book

FOLLOWING THEIR school visit to **Dunstable**, a class of five year olds from Ardley Hill School compiled a 'workbook' as a thank you to staff at the store for their tour.

As you can see, BPM **Anne Birchall** and store instructors **Sylvia Erridge** and **Kathleen Clayton**, who all acted as guides, were thanked by way of an appearance in the book!



Staff answer appeal from Children in Need

The BBC Children in Need Appeal is an annual fundraising event in which the whole country participates to raise money for various children's charities. Here are just a few of the fundraising efforts made by staff for the Appeal.

● It's a long way down for **Swansea** part-time supermarket assistant **Julie Morris** (right), who abseiled from the top of Swansea Guildhall, a drop of 180 feet! This was just one of the many activities undertaken by Swansea staff to raise money for the Children in

Need Appeal in November. These included a sponsored slim, a 50p car wash and a collection in the store foyer, raising a total of £2,145 for the appeal. Manager **Paul Cox** would like to thank all concerned especially **Wendy Latham** and **Anne Hocking**.



Terry Brown's district hands over £6,813 to Children in Need.

● During August, September and October 1989, **Terry Brown's** district ran a raffle for the appeal, with a first prize of £1,000. Thanks to the efforts of the eleven branches in the district, a cheque for £6,813 was handed over by management and staff.

● Having placed collection buckets in the store foyer and one in the staff restaurant, **Warwick** raised £448.51 for the appeal.

● Staff at **Hove** had a collection outside the branch and raised £600. Six staff worked on a rota system dressed as Pudsey Bear, the mascot for the appeal, and a Care Bear.

● A 'quacking' amount was raised by **Rayleigh Weir** — £431.40 in total was collected outside the store entrance on the day of the appeal thanks to canteen assistant, **Rachel Keetley**, who dressed as Orville the Duck. And why not?

Winchester raises treasure for baby care unit

WINCHESTER WAS BUSY with its fundraising efforts in 1989 for Winchester Hospital Special Baby Care Unit.

It all started in March with **Steve Fryer**, deputy manager, services, entering the Romsey Marathon, a distance of six and a half miles. Through sponsorship he raised £285.

On a hot sunny Sunday afternoon during the summer, a car treasure hunt was held.

Sixteen cars entered and all had a tale or two to tell about their travels. From this jaunt, £164 was raised.

A display of Guy Fawkes and three witches raised a further £806. The Penny for the Guy collection was held in the store foyer.

The total raised to date for the Unit is £1,255, with more ideas in the pipeline. Watch this space!

Steve Fryer, deputy manager, centre, hands over the cheques to representatives from the hospital.



Retirements

(Length of service in brackets):
Walter Ramsey, store service assistant, Chadwell Heath (39 years).

John Hobby, quality controller, Basingstoke depot (38 years).

Claude Battrick, senior butcher, Worthing (34 years).

Charlie Cuthill, manager, Sutton (33 years).

George Buckingham, transport supervisor, Basingstoke depot (28 years).

Keith Curtis, services and audit manager, distribution division, Blackfriars (27 years).

Audrey Weston, cash office section manager, Wigston (27 years).

Joyce Cox, office manager, Coventry (25 years).

Betty Wenn, supermarket assistant, Wolverhampton (23 years).

Jean Holmes, supermarket assistant, St Stephens (21 years).

Betty Grant, supermarket assistant, St Stephens (19 years).

Toni Sanchez, part-time domestic, Kilburn (19 years).

Ivy Ryder, provisions preparation assistant, Derby (17 years).

Anna Oakes, provisions preparation assistant, Central Croydon (16 years).

Sheila Gilmour, senior supermarket assistant, Aylesbury (15 years).

Joan Pooley, skilled supermarket assistant, Chatham (15 years).

Doris Rogers, housekeeper, Great Yarmouth (14 years).

Winifred Wright, domestic, Hastings (13 years).

Audrey Jary, supermarket assistant, Hastings (11 years).

Vera Venn, skilled supermarket assistant, Stanway (ten years).

Marjorie Bodle, domestic, Hastings (nine years).

Mary Cooper, part-time senior supermarket assistant, Chislehurst (nine years).

Pauline Sayasuriya, supermarket assistant, Kilburn (nine years).

Joan Boxall, senior cook, Worthing (seven years).

Long Service

Employees who have completed 40 years' service are:

Dave Cope, meat manager, Basingstoke Central.

John Such, non perishables warehouseman, Basingstoke depot.

Stan Williams, leading trades assistant, Wood Green.

Employees who have completed 25 years' service are:

Dino Adriano, managing director, Homebase.

Tours and tournaments ahead



Colin Downey

▲ WORCESTER CENTRAL meat manager, Colin Downey, has retired after 40 years' service with the company.

He began his career at Winchmore Hill before spending time at Windmill Hill, Cockfosters and Crouch End as head butcher. In the early sixties he changed to self service training at Muswell Hill before moving to the Midlands for a brief period prior to the opening of Halesowen, where he spent five years. He retired from Worcester Central due to ill health.

Colin will be kept busy with five grandchildren, and will be able to spend more time enjoying his hobby of caravanning.

John Atkinson, perishables warehouseman, Charlton depot.

Brian Biggerstaff, non perishables warehouse supervisor, Basingstoke depot.

Frank Bishop, manager, Islington.

Thomas Bowers, non perishables warehouseman, Basingstoke depot.

Pam Bowring, senior supermarket assistant, Newbury.

John Broadhurst, cleaner, Basingstoke depot.

Doreen Collins, BPM, South Harrow.

Eddie Colman, engineer, South Eastern area.

Les Corner, senior surveyor, property management, Blackfriars.

Reginald Danes, non perishables warehouseman, Buntingford depot.

Barry Edwards, non perishables warehouseman, Basingstoke depot.

Fred Elwell, general maintenance, Basingstoke depot.

Ron Endacott, clerk, Buntingford depot.

David Field, perishables warehouseman, Basingstoke

KEITH ROGERS, St Stephens meat manager, has retired after 40 years at JS.

He joined the company at the old Beckenham store and served in many of the JS stores in the area. His first appointment in a self service store was as assistant meat manager at Catford. He went to West Wickham and was promoted to deputy meat manager before moving to Bowthorpe for the opening. He moved to St Stephens and retired on its closure.

Keith, being a sports fanatic, is looking forward to attending all the big sporting occasions, and playing plenty of snooker.



Keith Rogers

depot.
Alan Gray, non perishables warehouseman, Buntingford depot.

Marjorie Handley, supermarket assistant, Romford.

Paul Hearne, meat manager, Heyford Hill.

Peter Hearne, driver, Basingstoke depot.

David Henry, non perishables warehouseman, Charlton depot.

Jeremy Hopgood, non perishables warehouseman, Basingstoke depot.

Keith Howard, non perishables warehouseman, Buntingford depot.

Gurth Hoyer Millar, JS director and chairman, Homebase.

Frederick Ibbs, non perishables warehouse, Basingstoke depot.

Daisy Jacobs, leading supermarket assistant, Bitterne.

Gwen Lashmar, senior evening display assistant, Chatham.

Jimmy Locock, canteen, Basingstoke depot.

Michael Lyons, DPD operations shift one, Blackfriars.

Maureen Marden, hygiene

officer, Blackfriars.

David McLarens, senior customer relations officer, Blackfriars.

John McGee, non perishables warehouse, Basingstoke depot.

Alan Mehew, assistant manager, Kettering.

Andy Morris, fish supervisor, St Albans.

James Murphy, central stores, Charlton depot.

Kenneth Murphy, driver, Basingstoke depot.

Harold Napper, perishables warehouseman, Charlton depot.

Peter Norris, driver, Basingstoke depot.

Howard Nutting, deputy meat manager, Cromwell Road.

Norman Oakes, returns warehouse, Basingstoke depot.

John O'Brien, warehouse section manager, Telford.

Carol Page, corporate data control, Blackfriars.

Stan Pilkington, warehouseman, Buntingford depot.

Paul Redston, hygiene officer, Basingstoke depot.

Terence Riggall, non perishables warehouseman, Basingstoke depot.

Frank Sawyer, driver, Charlton depot.

Roy Schuster, driver, Basingstoke depot.

Frederick Sleafer, driver, Charlton depot.

David Stone, driver, Buntingford depot.

Sheila Triptree, skilled supermarket assistant, London Road, Brighton.

Thomas Turner, transport clerk, Charlton depot.

Mark Vickers, customer service assistant, Crayford.

Earl Wightman, manager, Arnold.

Christopher Willis, driver, Basingstoke depot.

Charlie Wills, engineer, South Eastern area.

Ian Youthed, returns warehouseman, Basingstoke depot.

Obituary

(Length of service in brackets):

Geoff Beech, aged 52, customer service assistant at Wolverhampton, died on October 17 after a short illness (two years).

Ruth Key, aged 39, a supermarket assistant at High Wycombe, died suddenly on November 15 (six years).

Lionel Palmer, warehouse supervisor at Christchurch, died on November 27 after a short illness. He was 63.

Francis Parslow, aged 57, meat manager at Bognor, died on December 25 after a long illness (36 years).

David Shepherd, general assistant at Bletchley, died suddenly on November 13 at the age of 17 (one year).

Kettering's kindness

From: Hilda Chapman, supermarket assistant, Kettering.

I should like to take this opportunity of thanking all the staff at the Kettering branch where I work for their overwhelming generosity in supporting the Inca Peru Appeal. I was born and brought up in Peru and it is really fantastic to know that people in this country are willing to help their fellow human beings in a little known country on the other side of the world.

The Inca Peru Appeal was set up in order to help the children who live in abject poverty in the 'shanty towns' that surround all the major cities in Peru.

Once again, thank you to all my colleagues at the Kettering branch.

The value of a smile

From: Ian Hill, Buntingford depot.

In recent copies of the *Journal* reference has often been made to the pleasure received from a smile. I have been a member of the St John Ambulance Brigade for 20 years. One old lady I was helping gave me this passage some years ago. Perhaps it could be a thought for the 1990s:

A smile costs nothing but gives much. It enriches those who receive it without making poorer those who give. It takes but a moment, but the memory of it lasts forever. None is so rich or mighty that he can get along without it, and none is so poor that he cannot be made rich by it. A smile creates happiness in the home, fosters goodwill in business and is the countersign of friendship. It brings rest to the weary, cheer to the discouraged, sunshine to the sad, and it is nature's best antidote for trouble. Yet it cannot be bought, begged,

The best things in life



From: Peggy Gye, Devizes, Wilts.
I hope that this amusing

borrowed, or stolen, for it is something that is of no value to anyone until it is given away. Some people are too tired to give you a smile; give them one of yours, as none needs a smile so much as he who has no more to give.

Kind review from critic's dad

From: L A Norman, customer, Stevenage ('Film '89' presenter, Barry Norman's dad).

I am writing this letter in sincere gratitude for the manner in which one of your supervisors took care of my wife when she collapsed whilst shopping in your store recently.

I regret not knowing the name of that tremendously kind, thoughtful and caring young lady who helped my wife, and was sufficiently caring as to go to the trouble of finding my son's (Barry) phone number to enquire after her health. She was admirable!

I will try to thank her personally the next time I am in your store. She has performed a kindness that will not be easily forgotten by us.

No tea and sympathy here

From: Arthur Pozzati, accounts, Hoddesdon depot.

During the recent influenza epidemic many employees came to work with all kinds of colds etc. and we were certainly acquainted with the facts. Perhaps you would care for my small contribution as a little advice for your readers.

When you feel poorly accept this advice

Rewards from such action will stem,

People love martyrs, consider them nice,

Providing it's you and not them.

Don't sit and suffer in silence, old sport,

Let everyone know you're in



Healthy lines

From: Nigel Hughes, deputy manager, fresh foods, Birkenhead.

Class six from St Saviour's School, Oxton, Birkenhead, visited the branch as part of a project they were doing at school on healthy products and environmentally friendly products. A poem was written with a little help from their teacher. This is just a section:

Health and hygiene is the rule of the day

pain.

Give a few oohs and some aahs and you ought

To wince once or twice, then again.

Clasping your head in your hands, give a groan.

Then whimper 'oh dear' plaintively.

Constantly criticise, constantly moan,

'Oh why should this happen to me?'

Call for a doctor, a nurse and a priest,

Then make out your will, with respect.

See that your writing is wobbly at least.

Then wriggle and squirm for effect.

What be the gain? As a matter of fact,

Devoted attention and fuss,

Sympathy, pity and kindness and tact

And undying hatred from us.

Down on the farm?

From: Ken Boston, veteran, Ilminster.

I have been retired from JS for 15 years, and I do enjoy the *Journal*. But I regret to say that we never hear or read anything these days about the firm's farms in Scotland. Are they still producing Aberdeen Angus cattle, and does anyone ever retire from the farms? The news about cattle show entries used to be in our *Journal* when we won a prize, but not now. What about a series on them, or even a one line entry to let us shareholders know if we are still part-time ranchers!

Nigel Matthews, company secretary, replies:
Changes in the meat trade, and



*We'll all help to keep it that way
The orange and biscuits went down a treat
Sainsbury's is definitely hard to beat!*

farming generally, have meant that for some years JS has been winding down its commitments in Scottish farming. The Kinermoney herds, both Aberdeen Angus and Charolais, were broken up and sold, and the lease of the Kinermoney farm surrendered in November 1986. This was a sad day for JS, which had been involved in the Aberdeen Angus breed since the mid 1940's, but the meat trade was moving away from that type of product and we were no longer taking prime Scotch beef as a separate commodity. The board decided to cease all farming in Scotland and an agreement to sell the Inverquhomery farm has just been reached.

Although we were winning local championships in Scotland until the herd was sold, we have not won at the Royal Smithfield Show for many years. Although no longer directly involved with meat production, JS will continue to actively support the meat trade generally.

Good Samaritans

From: Mrs Jo Batchelor, Scaynes Hill, West Sussex.

We hear so much these days about how kindness and care for others have vanished from our characters. I was taken suddenly ill and collapsed in Sainsbury's in South Road. I could not have been shown more kindness, and with efficiency... There may be Philistines about but I certainly found only Samaritans in Haywards Heath.

LET'S HEAR IT FOR THE EIGHTIES

LOOKING BACK OVER THE 1980s IT'S HARD TO BELIEVE HOW FAR WE'VE COME.

In 1979-80 the 15 new JS stores had an average sales area of just 16,889 sq ft, among them were Surbiton, Macclesfield, Chertsey and Dover. This financial year the average sales area of the 22 new stores will approach twice that size, at nearly 32,000 sq ft.

Any review of the eighties can only touch on the exciting events of the decade, but from Clifton (1980) to Whitley Bay (1989), the scope of JS's activities has grown

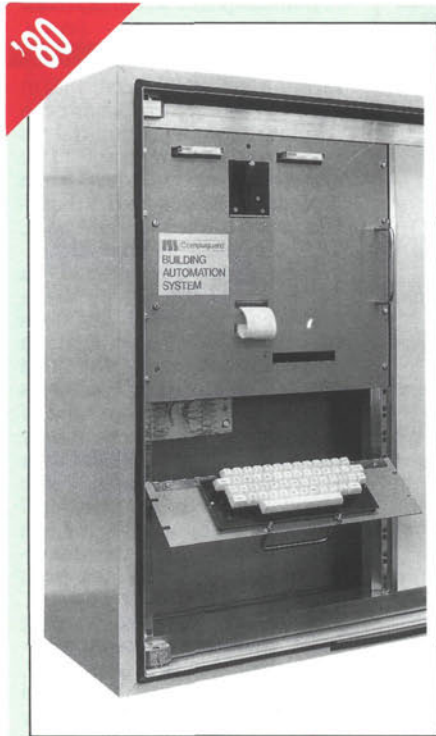
dramatically. 1980 saw the beginnings of systems to promote energy efficiency; in November 1989 Streatham Common was the company's 100th energy efficient store.

Scanning has been installed in all new stores since October 1985, and has undoubtedly been the most dramatic in-store change. But, there has been plenty more for the *Journal* to record over the years: the product range has increased from 7,100 lines in 1979 to over 12,000 today, including new service departments, such as the first fresh fish counter (Walthamstow, 1981), loose cheese (Heyford Hill, 1988) and coffee shops.

On the distribution front, 1980 saw new

liveries. In 1985, lorry design took on a new dimension when JS engineers introduced the new double decker. In 1989 Buntingford's automated high bay warehouse opened and became the last word in computerised efficiency. In 1989 the fleet covered over 12½ million miles; that's equivalent to 25 return trips to the moon.

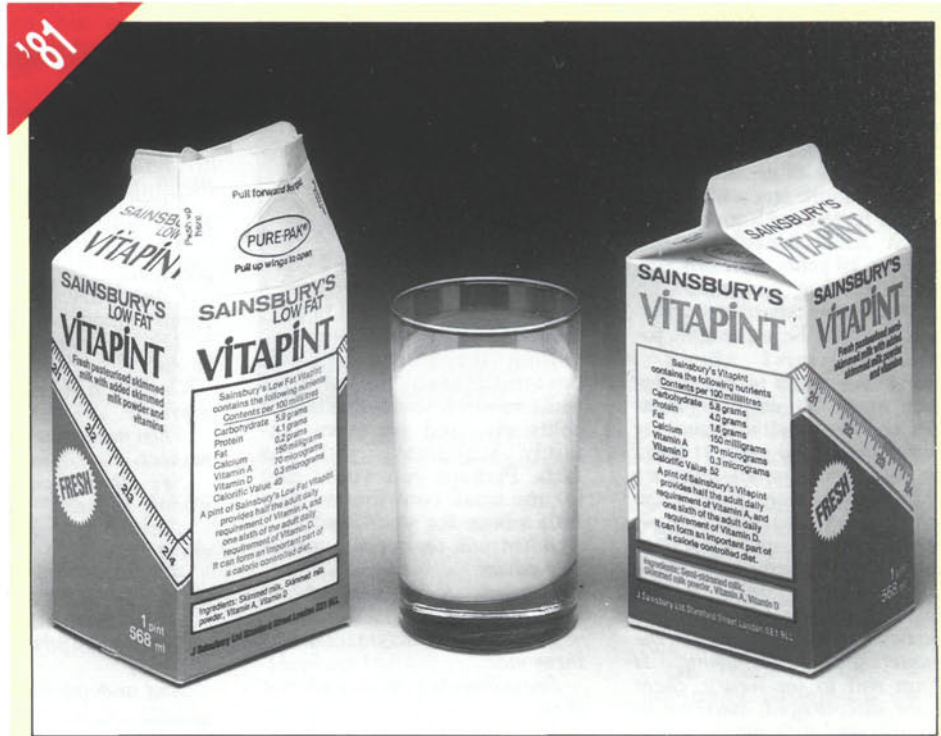
From EftPos (1988) to Monday morning openings (1981) one thing is certain, whatever JS does it does it well: the development division has no fewer than 24 awards for environmental and architectural excellence since 1983. And in every other area, from business enterprise (1981) to Clean Food, the company has received recognition.



● In-store computers are introduced to control building services.



● JS announces firm plans to introduce scanning following trials at Broadfield.



● Vitapint is introduced. Britain's first low-fat vitamin enriched milk is also the first JS product to carry nutritional labelling.

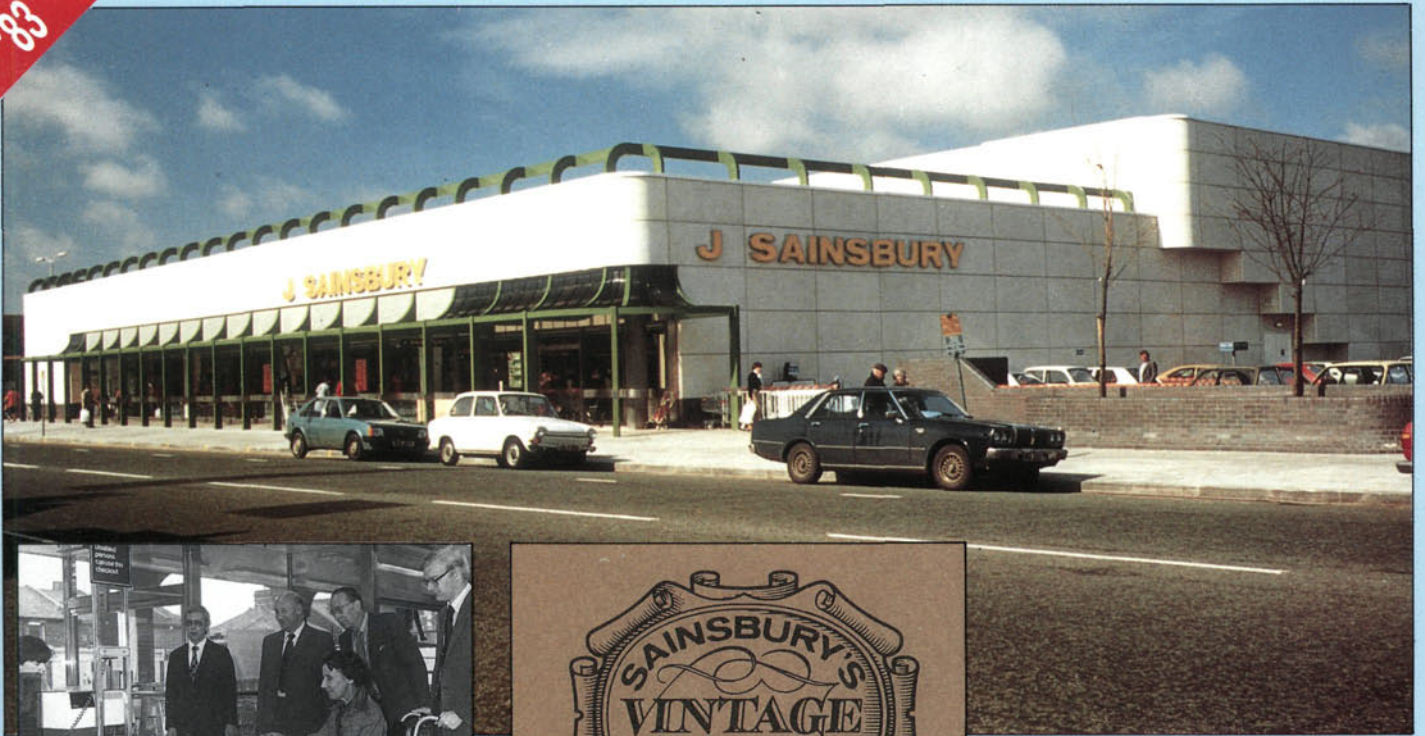


● The first Homebase opens at Purley Way.



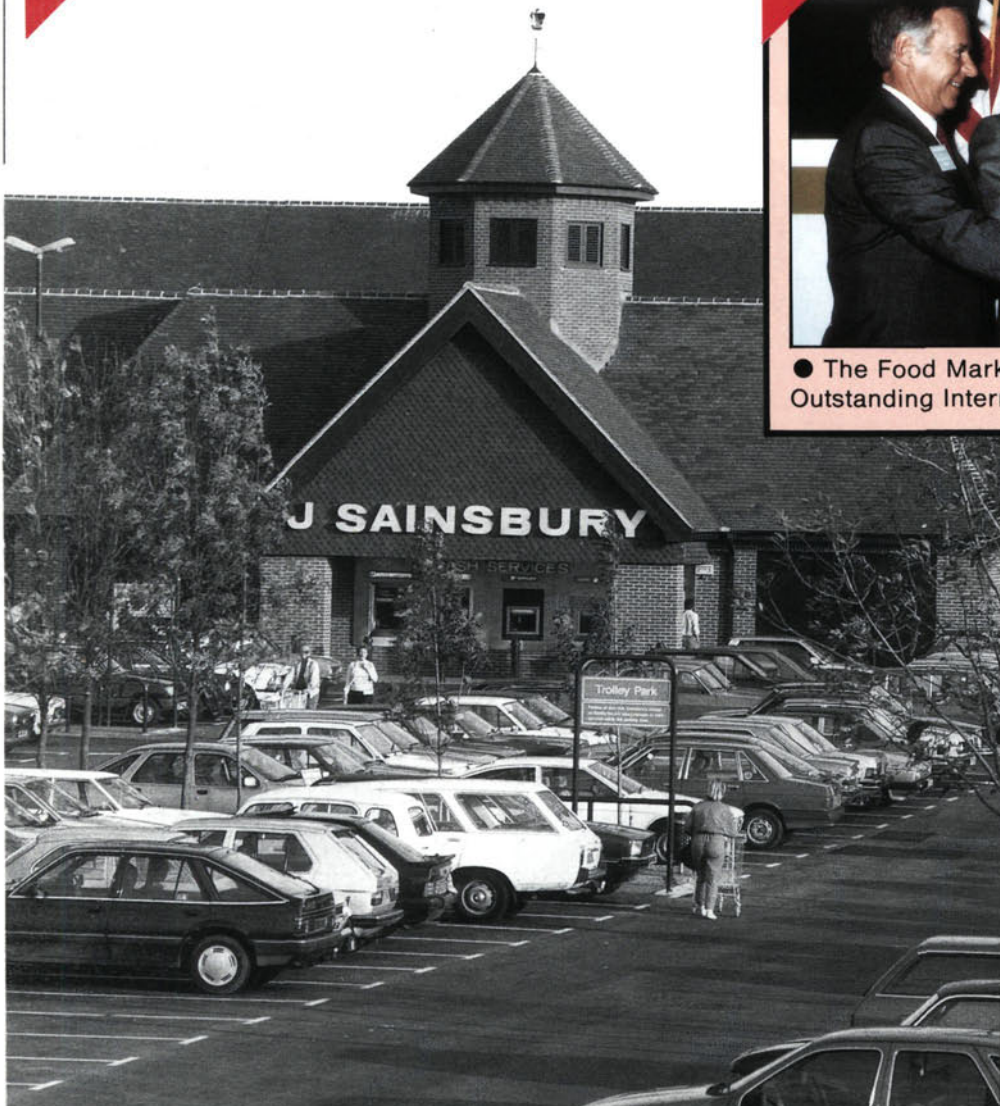
● Nine Elms opens and becomes the first modern supermarket in central London with surface level car parking.
● Company introduces wine selector.

'83



- Vintage selection is launched.
- New branches now have trolleys for disabled shoppers.
- Birkenhead store wins a Civic Trust Award.

'85



'84



- The Food Marketing Institute votes JS 'The Most Outstanding International Food Retailer.'



- JS enters the children's books market.
- Burpham opens to much acclaim from press and public.

186



● Ready Meals arrive.



● JS buys Fanham's Hall to use as a training centre.

187



● Mrs Thatcher checks out the new Finchley store in March.

188



MULTIBUY 100gram
SAINSBURY'S
Full Roast £1.24
 Instant Coffee Granules each

3 for £2.48
 Equivalent price per 100gram 82.7,
SAVE £1.24

● Coffee shops, cut flowers and cheese counters are amongst the innovations, and the Multibuy system is introduced.

189



● Merton Savacentre opens.
 ● Burpham wins a Beta Award for energy efficiency.



BOLTON



Famous in days gone by for its cotton industry, Bolton is now better known as one of the busiest shopping centres in the North-West. Adding to this reputation is the new JS supermarket situated in the heart of the town.

1. Left to right: Salma Haji, David Hardy, Julie Ann Brennan and Andrew Ainley stop work for a quick pose in the warehouse.



2. Bob Pepper (standing centre with glasses) and his management team.
 3. Providing the energy for staff on opening morning are left to right: Jackie Prime (area specialist), Lil Halliday, Delphine Ryan, Sharon Hargreaves, Sharon Jones (cook), Sue Platt (restaurant manager), Carol Wilson, Patricia Copley and Lorraine Fry.
 4. The store design incorporates multi-coloured brickwork and silver cladding.



Opening Date: 28 November 1989
Address: Moor Lane, Bolton, Lancashire
Opened by: Joint managing director, Joe Barnes
Manager: Bob Pepper **Staff:** 275 (253 new jobs)
Sales area: 31,270 sq ft **Car park:** 371 spaces



COBHAM

Situated in an area of low unemployment, Cobham opened with staff recruited from as far away as Middlesbrough.



1. The management team, with manager, David Mellows-Facer, seated third from left.
 2. Pamela Carr and Beverley Smith making a song and dance of the opening.
 3. It's taken the bite.
 4. The exterior with its 'country barn' effect.

Opening date: 5 December 1989 **Address:** Bridge Way, off Portsmouth Road, Cobham, Surrey **Opened by:** Joint managing director, Joe Barnes **Manager:** David Mellows-Facer **Staff:** 524 (504 new jobs) **Sales area:** 35,253 sq ft **Car park:** 550 spaces

SHOOTING STARS OF THE YEAR

IN THE DECEMBER ISSUE WE SHOWED YOU THE WINNING PHOTOGRAPHS IN THE SSA/JS JOURNAL PHOTOGRAPHIC COMPETITION. NOW IT'S TIME TO VIEW SOME OF THE RUNNERS

H U M O U R

Jean Lawson, veteran, Aberdeen



H U M O U R

Nigel Collett, cashier Chester



UP. THE COMPETITION WAS JUDGED BY DAILY EXPRESS PICTURE EDITOR, CHRIS DJUKANOVIC.

**A W A Y
 F R O M I T
 A L L**

Malcolm Paramore, grocery manager, Kingston



C I T Y L I F E

▲ Anne Birchall, BPM, Dunstable

◀ Mark Traynor, senior skilled sales assistant, Kilburn