

**Welcome to the first issue of Focus for 1986. We delayed its publication just a little, so that we could include up-to-the-minute coverage of this year's Roadshow. We hope you'll all find it interesting. The first few pages of this issue will serve as a reminder for those who attended - and, we trust, prove informative to those who did not.**

"absolutely essential" said Mike. "Our production capacity was out of balance with our present needs and the future business objectives we have set ourselves. If we'd kept them open then our retail prices would have had to rise steeply to cover the cost of what would ultimately be under-utilised production facilities."

### Money Matters

The Roadshow theme this year was 'Money Matters' and firstly, Mike Hill, Retail Director, Sales and Marketing, of Supa-SnapS was interviewed by Brian Widlake of BBC 2's Money Programme.

Widlake opened the interview with a brief synopsis of the market and SupaSnapS' position as Market Leader. Acknowledging SupaSnapS' current success he asked Mike Hill whether future performance would be based on the same tried and trusted methods. Mike Hill replied:

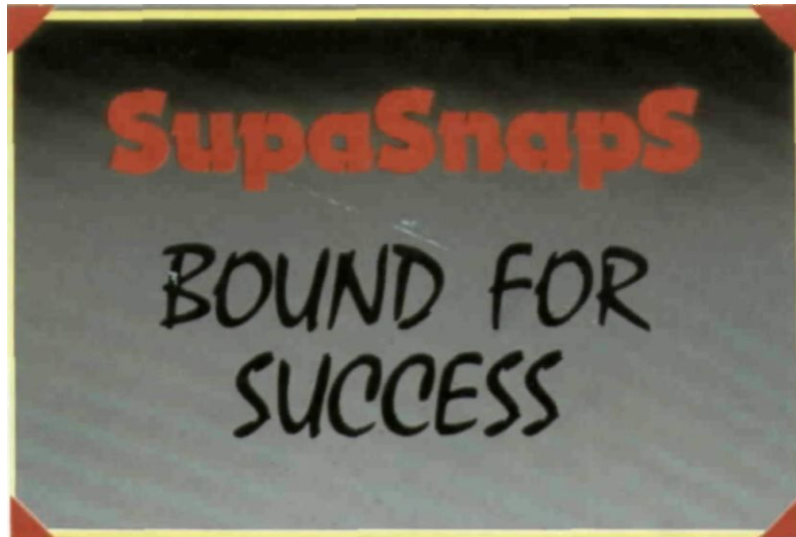
"It's tempting to keep things as they are - a lot less disruptive. But to be truly 'bound for success' we must encourage a positive attitude to change and grasp opportunities."

He went on to say that SupaSnapS' plan for the future is based on the three essential ingredients of our business, the PRODUCTS, the PROFITS and the PEOPLE. When Widlake asked him how strong SupaSnapS is in those areas, Mike Hill left him in no doubt:

"Our D & P package is second-to-none and our range of products has been improving steadily - the sales results from the Christmas period were tremendous. The staff in our shops are quite exceptional, everyone remarks on the high quality of our personnel. The same high quality goes for all our other support staff. They really are our greatest asset."

Brian Widlake then asked about the closure of the laboratories earlier this year.

"Although it is always painful to have to lay off personnel, those closures were



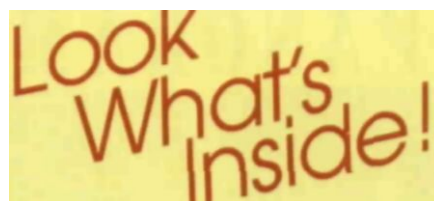
Mike Hill

### Looking to the future

Asked how he intended to achieve his plans for the future, Mike said: "First we must ensure that our business is built upon firm foundations, then we can capitalise on our strengths. We will examine our product lines to develop a broader based product range and make sure that we are in shape so that we can lead market trends..."

Widlake concluded by asking where the majority of Supa-SnapS' future investment would be made. Mike was optimistic:

"We shall continue to invest in OPPORTUNITY" he told Brian. "An important area is our store layout and image, and that will receive a great deal of attention. We are aggressively pursuing new products and services, and our organisation has been re-shaped to best implement our new plans. This is the way that will ensure SupaSnapS is bound for success: we will significantly IMPROVE our business performance - and enjoy a very exciting and successful future."



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# Exciting New Services and

## NATIONWIDE INTRODUCTION FOR CUSTOM 35



Peter Boazman, SupaSnapS' Marketing Manager, revealed a multitude of new plans to the Roadshow audiences at Edinburgh, Liverpool, London and Coventry.

Peter began by explaining to everyone that the D & P market is still growing - due to two factors: firstly more leisure time is available to the general public, and secondly because people are spending more on their leisure activities.

"They are buying better cameras - especially in the new compact 35mm segment" he said. Consequently they are taking better quality pictures - which encourages them to take more pictures. The 35mm format now accounts for 50% of the market and that means that the customer has become a more demanding person."

Peter explained that it will be the changes in attitude and usage of the 35mm sector which will have the greatest impact on market structure and growth in the immediate future. And so it

is vital to SupaSnapS to provide a service that satisfies the requirements of the 35mm customer.

He went on to say that SupaSnapS has been testing just such a service for some time now. CUSTOM 35, the Gold Star 3 day Service, is aimed at the more serious 35mm photographers and provides a range of benefits which will satisfy their needs.

Benefits of the service include a larger print size: 5" x 7", a higher degree of print inspection and sleeved negatives for protection against dust and scratch marks. There's also the opportunity to join SupaSnapS' Custom 35 Club. It only costs £4.95 for membership, which provides many extra benefits- including 5% discount off Custom 35 D & P, and 10% off selected merchandise purchases. There's also a quarterly Newsletter giving increasingly sophisticated photographic hints and guidance, and access to special offers and services for Members.

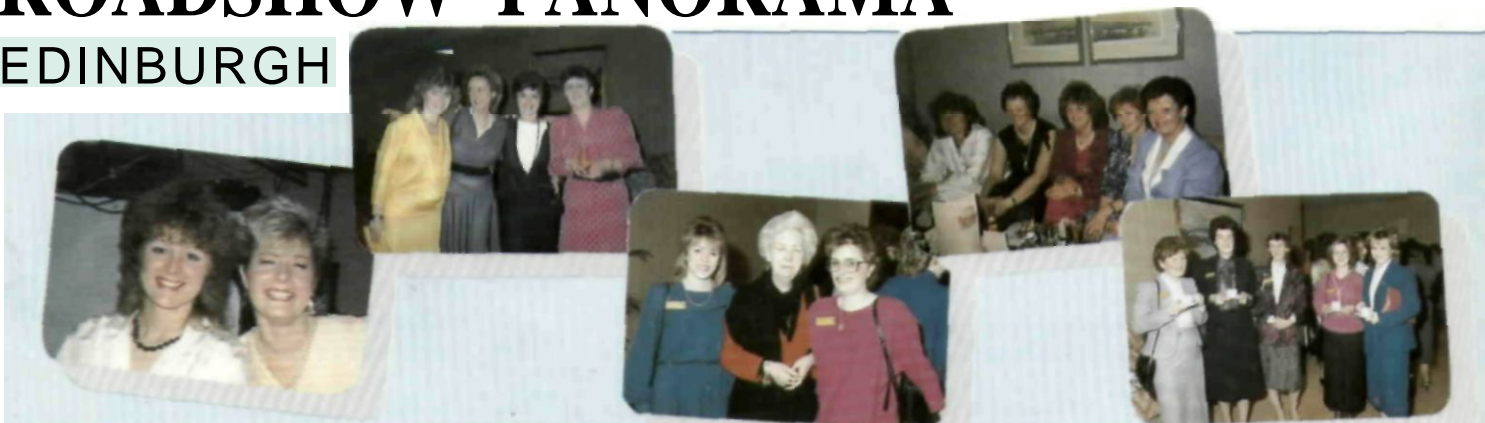
As Peter said: "All in all, Custom 35 is a very special service which appeals at quite a different level to our standard one. And it certainly does appeal. During the tests, for instance, the Merthyr Tydfil shop converted a third of all their 35mm customers to Custom 35 and Southampton converted almost 29% of their customers to the service - even though it is a premium service, retailing at £5.99 for 24 prints."

Advertising for Custom 35 commenced the week following Easter in all the main photographic press and there are special leaflets for all our shops, giving details of the service. However, we all know that it is *your* involvement and commitment which is vital to the success of this launch.



## ROADSHOW PANORAMA

### EDINBURGH



# Sales Promotions

## Brian Widlake

said it for us...



### £3.99 PRICE POINT EXTENSION

Peter told the Roadshow audience that from the beginning of April the £3.99 price point would be extended to a much larger number of shops and that there will be other exciting price activity throughout the year.

SupaSnapS' personnel throughout the country can also look forward to a range of promotional activities which actually respond to the particular needs of *their* region. These "tailored" promotions will take a variety of forms - some price-based, some appeal-based, but all aggressive and planned to have far-reaching effects on SupaSnapS' sales and image.

The futures certainly looking bright for SupaSnapS - read on...!

You expect top broadcasters to be succinct - to be able to sum up really well - don't you! This is how Brian Widlake put it *all* in a nutshell:

"On today's SupaSnapS Roadshow we've learned *why* the company is Bound for Success... we have seen the strong strategy for growth in D & P, a new mix of products on the shelves, dramatic shop designs on the drawing board - *plus* exciting advertising campaigns about to break.

"But more than all these, is the quality of the SupaSnapS people. The driving force in any retail organisation are the Managers, Supervisors and Assistants behind the counter who serve and sell to the customers. It is those PEOPLE who make SupaSnapS 'Bound for Success'."

## LIVERPOOL



# Merchandise and Presentation

At the Roadshow, we saved Merchandise 'til last. It's a very important subject, and we had a lot to say! Here's what happened . . . .

Brian Widlake appeared on-screen again, to re-introduce Peter Boazman.

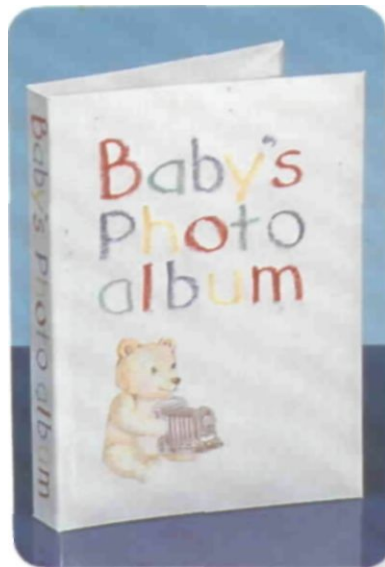
Peter commenced his presentation by telling everyone that the challenge for 1986 and beyond is to ensure that both the D & P sector and the Merchandise sector work together - as a marketable concept - for the future success of SupaSnapS.

## GROWING..TOGETHER

As he put it: "... so that growth in either of them benefit the other as the appeal of the two together gives a stronger overall retailing strength."

He explained that the merchandise sector of SupaSnapS' business has been steadily growing, fuelled by some significant new product introductions in the last few years, such as Wooden Frames, Pastiche Albums and Video Tapes. Each of these has had very positive effects on our merchandise profitability.

"We cover a number of very large merchandise markets with our various products" he said. "Markets that have a combined value which is larger than the pure D & P market. Together they give a combined value of over £600M - and lots of potential for us to aim at!"



## NEWAND IMPROVED LINES

Peter said that this year SupaSnapS will be concentrating on our known strength areas in merchandise, Frames and Albums. Because these are markets not currently well served by any individual retailer or retailers, SupaSnapS has the potential to increase sales in these areas by substantial amounts, not only by attracting new customers but by selling more effectively to our own D & P customers.

There will be several changes to the Frames sector, the first being a replacement for the Costcutter range, which we believe will revitalise sales on the value end of the market. The second will be the introduction of the full range of Regal Frames - we currently stock only the twin oval frame. Another addition will be the new 10" x 12" collection frames, aimed at the under-25 age group. Finally, there will be extensions to the Elite and the Wood Shades ranges.

Peter then talked about albums - an area where SupaSnapS have been highly successful, especially with flip albums:

"We believe we can exploit further the potential in this sector with a new range of exclusively designed flip albums which, with their clean modern approach will find their market amongst our type of customer."

SupaSnapS will also be introducing a new 60-page Baby flip album - which like other new lines will be in stock by June.

## ROADSHOW HIGHLIGHTS

### LONDON



# - Great Programme for '86

## PROMOTIONS PROGRAMME

April saw the start of the Summer promotion, "Buy 2 get 1 free", and in May a special tailor-made promotion between ourselves and Kodak takes off. In addition to these two promotions, a third brand of film will be introduced into our range, in time for the Summer season.

## DISPLAY AND PRESENTATION FLEXIBILITY

Peter went on to discuss an exciting development. He explained that we need to devote more space to merchandise:

"Any system which we choose must have as its byword - FLEXIBILITY, so that we can change layouts to reflect the different demands of the seasons. The system we have chosen is the Slat Wall System, normally only found in fashion shops. It has the benefit of looking good - and providing total flexibility."

Peter showed the Roadshow audience some slides of how the system looks in operation; giving a writing wall that is no longer a fixed busy area but one that can be altered to reflect the amount of use it is receiving. It is anticipated that the new system will be installed in a significant number of shops during the 1986 season.

So there you are ladies! **All** this adds up to **what we** said at the beginning of the Roadshow - **for 1986**, its Supa-Snaps - **BOUND FOR SUCCESS!**



## COVENTRY



# WELCOMES AND PROMOTIONS

We've several new faces to introduce to you in this issue and quite a few promotions to tell you about. So here goes.

We want to give a big welcome to the following:

Diana Cotton -  
our new Personnel Manager



Diana is our new Personnel Manager. She has been with 3M in a number of personnel positions for the last 12½ years. In her most recent role, she was Personnel and Training Manager for the Financial and Legal Groups at Head Office in Bracknell. Diana is married and lives in Laleham, Middlesex.

Linda McCourt  
promoted to Retail Operations Manager



Linda is well known to you all because prior to this promotion she was Personnel Manager, a position she had held since April 1983. She took up her new post on 1st March 1986 and is looking forward very much to working with the field team. She hopes to visit many of the shops during the coming months.

New Focus Contact



Liz Aston is your new contact for Focus. She comes to us from Gratispool, where she worked in the Marketing Department. She is now Secretary for the SupaSnapS Marketing Department. Liz lives in Warfield, Berkshire and her hobbies include skiing, water skiing and horse-riding.

John McCormack -  
Management Accountant



John McCormack joined SupaSnapS in December 1985 as a Management Accountant, and previously worked for 3M as an Internal Auditor. He originates from Glasgow and is a Scottish Chartered Accountant.

Jant Morris -  
Marketing Assistant



Jane joined us in November last year having worked previously for AEG-Telefunken in the planning and control department. She lives in Windsor and her interests include squash and tennis.

Paul Gallacner -  
our new Merchandise Manager



Paul comes to us from Argos where he spent four years as the Photographic Buyer. When he's not working for SupaSnapS, Paul enjoys playing squash and golf. He lives in St Albans, Hertfordshire.

# ROUND THE REGIONS

**Philip Boyd –  
New Regional Manager**



Philip began his career 21 years ago as a Junior Sales Assistant in the Glasgow branch of Gratispool's shops. He joined SupaSnapS in 1979 as Area Manager for Lancashire and Yorkshire, later assuming responsibility for the Scottish area.

In November last year Philip was appointed Regional Manager for Scotland and the North East. Philip lives in Kilmacolm with his wife and two children.

**Caroline Wiles -  
District Manager**



Caroline joined SupaSnapS in January 1982, as a Supervisor. 2½ years later she was appointed Senior Supervisor for the Southampton branch. She has recently been promoted to District Manager for North East London. Caroline lives in Chiswick.

## New Regional Secretaries

We now have five regional secretaries - so we thought that we'd take this opportunity to introduce them to you.

**Northern Region  
Kim Dairies**



Kim works at the Northern Region office in Ormskirk. She is married and lives in Skelmersdale. Her hobbies include aerobics, dressmaking and cooking.

**Central Region  
Jane Fellows**



Jane joined in March 1986 as Secretary for the Central Region office in Birmingham. She is married with two children and lives in Aldridge.

**South West Region  
Tessa Claridge**



Tessa is married with two children, a girl of 5 and a boy of 9. She lives in Weston, near Bath and her hobbies include dressmaking, embroidery, tennis, swimming and opera.

**Scotland & the North East Region  
Kate Steel**



Kate works for Philip Boyd, the new Regional Manager having previously worked for Richard Stelmach. She is married, with three step-children and lives in Paisley. She is a very keen and expert badminton player, having won her mixed doubles club championship for the last three years running. Her other interests include music, reading and driving.

**South East Region  
Jennie Kennedy**



Jennie, who previously worked in our Farnborough shop, is now Secretary for the South East Region and based in Farnborough. She is married with two children and lives in Cove. Most of Jennie's spare time is spent organising events for her local Scout Group but she also manages to attend 'keep fit' classes.

# PERSONAL COLUMN

This is *your* column - for you to tell US about the great things that have been happening in your life. So don't forget - count us as part of the family - let us have photos and details of those important events, as soon as they have happened!!



Many congratulations to Full Timer Beverley Cox from J04 Halesowen who was married to Julian Witkowski recently at St Leonards Church in the village of Clent.

Readers will remember that in the last issue of Focus we told you about Carol Southern formerly of N08 Walkden and her husband who had just adopted a 4 day old baby girl.



Well - we know that you'll all be delighted to see the photo above of little Amy as she looks now. Congratulations again to Carol and her husband.

Christine Vass, formerly Supervisor S29 Galashiels has left SupaSnapS to have a baby and has written a letter to thank everyone for the time she spent with the company. As it is really giving you all a pat on the back we thought we'd print part of it here. Christine says:

*"I would just like to thank the company for the wonderful 2 1/2 years I have spent working for them. I have never experienced such helpfulness and co-operation in any other place of work!!"*

That says it all really - doesn't it?

Christine goes on to thank Philip Boyd, Regional Manager, Stenia Walker and Liz Gilbert, District Managers, in particular as well as all the other Supervisors in Scotland East. What a super lot you obviously all are!!

What a hardworking industrious bunch you all are - there's simply masses of awards this time. So take a bow all the following!

# AWARDS

## 5 Year Service Awards

Pam Ireland	Leamington J09	Sheila Harrison	Burnley C07	Margaret Stephenson	Heswall D07
Sue Maddison	York F03	Kathleen Greenbank	Blackburn C21	June Mayoh	Winsford D15
Enid Green	Leamington J09	Karen Hallwood	Huyton D13	Beryl Jones	Oswestry E13
Elizabeth Hendrie	Coatbridge S18	Teresa McDonald	Partick S04	Jill Lewis	Oswestry E13
Gwen Mackenzie	Greenock S21	Isobela Clark	Hamilton S07	Pat Han	Oswestry E13
		Myra McAllister	Glasgow S22	Barbara Bluruien	Bristol G12
		Jean Simpson	Glasgow S25	Lindsay Queen	Broughty Ferry S27
Janet Hall	Bradford H01			Morag McKinney	Broughty Ferry S27
Maureen Melhuish	Swindon B11				
		FEBRUARY		APRIL	
Patricia Anderson	Corstorphine S20	Val Trigwell	Waterlooville B15		
Sylvia Brown	Dunfermline S34	Barbara Wilks	Bromsgrove E09	Pam Hewitt	Dudley E07
Mary Malin	Hinckley J05	Sheila Knight	Redditch E10	Yvette Price	Sutton Coldfield E17
Brenda Nicholson	Hinckley J05	Gillian Martin	Shrewsbury E11	Joan Helmich	Newport G01
		Jan Tinker	Cwmbran G08	Valerie Marsh	Cardiff G02
		Lydia Lee	Taunton G30	Diane Cresswell	Port Talbot G13
		Josephine Vittles	Taunton G30	Joan Purcey	Port Talbot G13
		Janet Anderson	Ilkeston M10	Susan Morrissey	Bath G20
		Brenda Wheatley	Bulwell M11	Ann Mason	Richmond K08
		Gloria Green	Bulwell M11	Jenny Orbell	Farnham K1B
		Linda Hallsworth	Stalybridge N09	Patricia Bond	Tooting K24
		Gillian Bailey	Congleton N10	Jeanette Raymont	S-In-Ashtfield M05
		Sybil Kirk	Kilmarnock S26	Gay Newell	Ruislip R19
				Esther Hind	Peterlee V02

We have received the following details of Custom 35 Award presentations plus photos from South Wales. Come on the rest of you - we can't print what we're not sent!!

South Wales Supervisors all received a bottle of Champagne and a signed

certificate for their outstanding achievements in the promotion of Custom 35 Gold Star Service. South Wales has produced the highest percentages of all the districts involved in the Custom 35 campaign.



Left to right (back row) Carole Russell G24, Valerie Marsh G02, Joan Helmich G01, Wendy Powell G23, Maria Scourfield G19, Patricia Perry G16, Rita Cole G31, Pauline Williams ex G09, Anne Carey G22, Left to right (front row) Andrea Marmont G13, Susan Ryan G27, Janice Tinker (Base Shop S/V) G08, Shirley Senior (Snr. S/V) G04, Gaynor Evans G03, Elaine Thomas (District Manager). Well done everybody!!

Anne Carey, Supervisor G22, Merthyr Tydfil receiving the Custom 35 Shield for the best result in South Wales during December.

Our congratulations to Anne.



# REWARDS

## SUGGESTION SCHEME

These ladies, who have each won £25 for their suggestions on improving service and streamlining procedures, are amongst many people who have sent in some great ideas. Congratulations to you all - and keep on sending in the suggestions!



Julie McKenny of R06 Windsor, receiving her £25 from Carol Sloots, District Manager. Her suggestion was for Battery size lists to be available in each shop so that staff can match one manufacturer's size to that of another manufacturer.



Wendy Powell, Supervisor of G23 Cardiff receiving her cheque from Elaine Thomas, District Supervisor. Wendy's suggestion concerned shop closing drill.



Carole Warner, Base Shop Supervisor T18 Southend, was awarded £25 for her suggestion concerning uncollected work procedures.



Irene Marsh, Supervisor G17, being presented with her cheque by Geraldine Vines, District Manager, for a suggestion involving the utilisation of surplus supamount feet.



Hazel Hill of K23 Camberley won £25 for her suggestion concerning poster print display.



Shelagh Davis, G20 Bath, with a £25 cheque for her winning suggestion that shops should submit monthly returns of items requested by customers but not stocked by SupaSnapS.

## ELECTRICITY CONSERVATION AWARDS

Congratulations to the following shops for winning awards in the **2nd Quarter** - S36 St Andrews, K30 Dartford, J13 Banbury, B20 Bitterne.

Well done to K32 Sidcup, B08 Southampton, S27 Broughty Ferry, V07 Middlesbrough for awards won for the **3rd Quarter**.

## TELEPHONE CONSERVATION AWARDS

Awards during the **2nd Quarter** were won by the following shops. Congratulations to all concerned: T14 Dagenham, J15 Coventry, B08 Southampton, V12 Chester-Le-Street.

### 3rd Quarter awards to:

J15 Coventry, K21 Leatherhead, S16 Edinburgh, T14 Dagenham, S45 Edinburgh.

# 1000 CLUB

## AWARDS

The following photos are a selection of staff who received their 1000 Club Gold Pins. Well done, girls!



Tracey Wilson (formerly FIT at J15 Coventry) Supervisor of J17 Coventry pictured here with her Gold Pin.



(Left to right) Margaret McGregor FIT, Janet Ankers, Supervisor and Pamela Franklyn PIT of J01 Rugby.



(Left to right) Elizabeth Clarke PIT, Mary Greenfield PIT, Christine Malin, Supervisor, Deborah Sheehan FIT of J15 Coventry.

## WINNERS

The personnel of the following shops will have received their 1000 Club Awards at the Roadshows - Congratulations to you all.

Shop	
C05 Bolton	J16 Birmingham
C07 Burnley	N12 Newcastle-u-Lyme
C20 Rochdale	R11 Swindon
D25 Stoke-on-Trent	R16 Uxbridge
J01 Rugby	S19 Falkirk
J13 Banbury	S26 Kilmarnock
J15 Coventry	

Well done everyone - keep up the good work!

We thought you'd all like to see coverage of some of the official openings that took place last year.

So here goes!!

# SUPASNAPPING ROUND THE SHOPS

ENINGS- -OPENINGS- -OPENINGS- -OPENINGS--OPENINGS--



Three exhausted clowns after the official opening of B31 Boscombe. Disguised under the make-up from left to right are Josie Cushieri PIT Rachael Cummings ex Supervisor and Jean Torbet Supervisor.



SupaSnapS staff at J18 Burton-on-Trent celebrating their official opening.



## Back to Victoriana!

Getting into the Festive Spirit - Supervisor Angela Barratt serving sherry to a customer at F07 Otley.

Just before Christmas last year, the small Yorkshire market town of Otley went back in history and reverted to the Victorian Age. Many of the shops were decorated in Victorian style and nearly everybody wore Victorian costume, including the school children and the local police who wore the old 'Peelers' uniforms.

Visitors to the SupaSnapS shop were greeted with a glass of sherry and a piece of Christmas cake. The children were well catered for - they got a glass of squash, a handful of sweets and a balloon - a lovely start to the Christmas celebrations.



## Viva Vivitar

Congratulations to Dorothy Weatherhead, Supervisor and Sharren Storey at V05 Whitley Bay. Between them they sold no less than 8 Vivitar cameras over the Christmas period. Any advances on 8?



"Ere - what about me?"

A future SupaSnapS customer - slightly hampered by ice cream, making sure that she gets her share of the stickers and leaflets being given out by District Manager Elaine Thomas and staff in Swansea.

The occasion was to celebrate the relocation of G05 to bright modern premises at G31 Swansea.



## A clever exercise by S16

Liz Gilbert District Manager, Doughnut Dog, Jacqueline Cockburn, Donald Duck and Patricia Anderson from S16 Edinburgh - whatever will we recruit next!

November '85 saw the first birthday celebrations of the Cameron Toll Shopping Centre in Edinburgh and as usual SupaSnapS staff were right in the thick of it!!

S16 Edinburgh undertook a joint venture with a local cafe to promote their services - aided and abetted by Doughnut Dog and Donald Duck.

The SupaSnapS girls took photographs of the children with Donald and Doughnut, as well as handing out car stickers, brochures and badges to all the cafeteria customers.

What a smashing Public Relations exercise for SupaSnapS. Well done S16M

Additional troops for the official opening of S49 Kirkcaldy. Four Supervisors and a District Manager all turned out to help the staff of S49 on what developed into a very hectic day.

Left to right, Gail Blair S30 Dundee Supervisor, Lindsay Queen S27 Broughty Ferry Supervisor, Liz Gilbert District Manager, Patricia Anderson S20 Corstorphine Supervisor, Annette Inglis S33 Leven Supervisor, Lorraine Lawson S49 Carol Sinclair S49 Kirkcaldy Supervisor, Rachael Greer ex S49.

# NEWS ABOUT YOU

This page is all news sent by you to us - things you thought other SupaSnapS staff would find interesting...hope you do!!

## Who's a lucky boy then?

### Pets Corner



After 3 months all uncollected work will be eaten!! The latest recruit at K32 Sidcup advises a customer about uncollected work procedures.

*Pictured with Angela Brooks Supervisor of K32, he's a 7 month Rottweiler named Kai.*



*This pic was sent by Jean Dawes of K19 Sutton who tells us that as her nickname is 'The Parrot' she thought she'd send in her picture!!*



*Tony Scott being presented with a leaving present from all the V shop Staff. In the picture are all the V shop Supervisors Dawn Folkard, District Manager plus Regional Manager, Mr. Boyd.*

Although he hasn't left the company, Tony Scott has moved on from the position of Area Manager for North East where he had been for 5 happy years.

To thank him for being such a super manager, staff from the area clubbed together to buy him a teasmade and a pen/pencil set. Here's good luck for the future, Tony - from all of us.



### Purr-feet Bliss

These gorgeous kittens are owned by Marian Lewis F/T of K04 Woking!! They are called Mittens and Moppett and we thought that they looked so lovely that we just had to print their photo for you all to admire.

### In Days of Old...



A fantastic mural painted on the side of a building in Merthyr Tydfil.

*This photo was sent in by Eira Davies G22 Merthyr Tydfil who explained in her letter that this is how Merthyr used to look in the old days.*

Perhaps this would be a good theme for our next photographic competition - unusual buildings.

## JACKPOT

Linda McCourt announced an exciting new incentive scheme called Jackpot, at the recent roadshows.

As there are two competitions in this scheme everyone has two opportunities to win. From April to June, the Competition is based on film sales and from July to September on accessory sales.

Jackpot gives you the chance to win up to £200 worth of shopping vouchers this Summer and they're redeemable in many of the High Street shops.

In addition, every month a framed certificate will be presented to the top shop in each district.

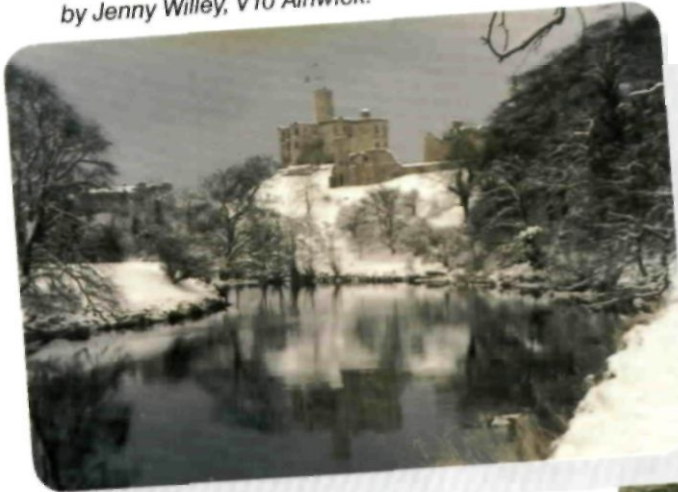
Sounds like a really worthwhile scheme doesn't it? So Good Luck Everybody- we'll look forward to hearing about the winners.

# WINNERS-WINNERS

We were overwhelmed by the response to the Scenic Views competition - what a talented bunch you are!! The photos poured in.

It was very very difficult to choose two winners - they really all deserved to be winners. However after much heart searching we finally decided on the ones shown here:

*A Winter's Scene  
by Jenny Willey, V10 Alnwick.*



## Competition results

*Wakehurst Place, Sussex  
by Christine Harding, K32 Sidcup.*



The two runners up are:

*The Lake* *Glencoe*  
by J. Beasley, J14 Nuneaton. by June Johnstone. S11 Ayr.

Well done and congratulations to the 2 winners and the two runners-up. Your cheques will be on their way to you shortly.

## WHAT'S TONY SAYING?

The lucky winner of the "What's Tony saying" competition is Audrey Hempleman of R11 Swindon. Her caption read:

*"God. I feel stupid posing like this when I could be out on the golf course!"*

Well done, Audrey - there's £20 worth of Berni Inn vouchers on their way to you. Have a really great night out!

## AND NOW FOR SOMETHING COMPLETELY DIFFERENT...

For our next competition we are going to ask you to give free rein to your creative abilities - and come up with a poem about the Roadshow!

It doesn't have to be of epic proportions or hysterically funny, although we'd like more than just a couple of lines and a humorous touch always makes for pleasant reading. So dig out the quill and ink ladies, we're looking forward to hearing your full name and shop details when you send your entry in - then we can be sure that the poems will be returned to their creators!!

## Last Word

That's the lot now - nothing left to say except hope you enjoyed it. Don't forget to send your contributions to Liz Aston at SupaSnapS, Oldfield Road, Maidenhead, Berks SL6 1UJ.

**SEE YOU ALL IN THE NEXT ISSUE - KEEP IN TOUCH!**