

# Spotlight

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CHRISTMAS 1970 will be remembered for candles and gas light. Uxbridge had the good fortune to suffer only one power cut and that on a Wednesday morning for two hours. There were six cuts at Slough lasting  $8\frac{1}{2}$  hours in business hours during which the store was closed for only two and a quarter hours. Unfortunately one and three-quarter hours of this was on one of our late Thursday nights, when the emergency lighting faded out having been in use for far longer than was ever intended.

We have survived this emergency at the end of an eventful year, which has seen Suters 50th trading year, the start of six-day trading and regular long weekends for full-time staff at Slough.

Much effort has gone into improving sales in a year when both stores have been in irons because of changes in their local surroundings. Demolition and reconstruction work for the new town centres in both Slough and Uxbridge, and new roads have made our towns less attractive to customers - and this is likely to continue for some time.

We have had to fight hard, as well, to keep our costs down and compete on price during a period when the rate of inflation has been at its highest for many years.

This will mean that 1970 will have been the least profitable trading year for a long time, but your Directors believe it could have been a good deal worse but for the loyalty and support they have received from everyone in the Company in responding to emergencies, new trading hours and the many other problems we have had to meet.

Although we have always stated that any Christmas bonus should be directly related to profitability, the Directors have agreed that a Christmas bonus should be paid on the same basis as last year, in recognition of your support on our 50th Anniversary.

I hope everyone will enjoy a happy Christmas and a prosperous New Year - which will start on the first day of Sale!

D.C.Suter,  
Managing Director.