Merseyside and North Wales **Electricity Board** 

Editorial Office: Room GE26 Head Office, Sealand Road, Chester CH1 4LR Tel: Chester (0244) 377111 Internal: 2090/1

Vol. 40. No. 4

**APRIL 1988** 

# SPEAK WITH ONE VOICE

### JOY IS A FIRST FOR **MANWEB**

MANWEB is the first Area Electricity Board to appoint a female manager. Joy King took up her position as Public Relations Manager on 11th April.

She joins MANWEB from East Midlands Electricity, where she has been an Information Officer for nearly four years. Previously she worked as a technical editor and writer and in publishing

Asked if she was looking forward to this unique challenge, she explained that it was an exciting time to join the management team as MANWEB prepared for privatisation. She added: 'I have already met some of my colleagues. We are all professionals and will work together, whether male or female, to provide the best services for our customers".



Joy King

Bryan Weston, Chairman of MAN-WEB, is delighted to be entering the history books and commented: "As a progressive organisation, we will be increasingly taking the lead. Our industry has been male-dominated for too long, and I hope that more women will be encouraged to seek management positions

Joy King is 35, and comes from Yorkshire, where she was educated. She has an Honours Degree in Zoology from University College, London, and is a Member of the Institute of Public Relations.

This is not the first time that she has found herself in this position. At the age of 16, she was the first girl accepted at a boys' public school. "The odds are much more in my favour this time," she said with a smile, "it was 600 to one then!"



# —Chairman's call to all sections of the industry



AN appeal by MANWEB Chairman Bryan Weston for all sections of the electricity supply industry to come together and to speak with one voice was made to delegates of the Area Joint Co-ordinating Conference, held at the Head Office Conference Centre recently.

Although the Secretary of State for Energy had set out the way in which the industry was to be privatised, an enormous amount of work—with many options—needed to be completed before privatisation. In the interests of the customer and of the industry's staff, it was important that a unified approach was made in order to obtain the best electricity service possible.

Mr. Weston's appeal came near the end of the Conference, and was in response to an answer to a syndicate question to the panel. Electrical Power Engineers' Association official Tony Aldous claimed that only the trade unions spoke for the industry-a claim which had also been made by Keith Mann of NALGO in his talk to the Conference.

This view was contested by Mr. Weston. He said: It really is nonsense to suggest that the trade unions are the only ones able to speak for the whole of the industry. I could agree with much of what Keith Mann said this morning

in his talk, but it was presented as though management were opposed to his points."

He went on to explain that many of the fears of the trade unions were unfounded. He and the management were also concerned that many of the points raised by the trade unions should be resolved in the same way. There would be strength in a united approach to the Government, which would benefit their members and result in the best electricity service to the customer.

Conference report-

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## Post offices launch the sale of meter cards

A NEW agreement between MAN- Mold when the first cards went on WEB and the Post Office means that a comprehensive network of sales outlets for selling MANWEB meter cards will be added to MANWEB shops and offices.

Eventually, throughout Merseyside and North Wales some 600 post offices will be selling the cards. The first steps were taken jointly in Liverpool and

Liverpool District Manager Gerry Haughan, together with George Armstrong-who is Post Office District Manager for Counters at the Whitechapel Post Office-spoke to the press and radio, and were on hand for the sale of the first card to a customer.

In a similar ceremony, Financial

Director John Roberts launched the scheme at Mold Post Office, with Hugh Williams, the District Manager for the Post Office in the North and Mid-Wales and the Marches area.

Both parties to the agreement are "delighted", and the availability of the cards will be of great benefit to the increasing number of customers who are changing to the card-operated

Also launched recently were two dispensing machines for the meter cards, one at the Kirkby shop and the other set into the Huyton shop. Both give customers a 24-hour, seven-daysa-week facility to obtain meter cards. These two machines are on trial and may be the forerunners of a greater number to be set in strategic positions.

Gerry Haughan, *left*, with George Armstrong, launch the sale of meter cards in Liverpool. Showing off the first card to be bought is customer Sheila Jones



Happy first customer Gareth Roberts, left, at Mold Post Office, with his

meter cards at the launch, by John Roberts (no relative) and, in the centre,



# SEEIIIIV

IT must be obvious to us all that crime is still on the increase. Despite the fact that Merseyside Police crime statistics indicate a reduction in overall crime during 1987 which, encouragingly, includes a drop in the incidents of both domestic and industrial/ commercial burglary, we cannot afford to be complacent.

Both Home Watch and Industry Watch have, it is believed, helped in this downward trend. Naturally, it is hoped that the reduction will be maintained during 1988. However, there is still much to do in efforts to educate the public and the businessman in methods of target hardening.

Merseyside Police Crime Prevention Department have now organised the largest security exhibition ever held in the North West. Over 30 exhibitors-all experts in their field-will offer advice on such wide-ranging security products as burglar alarms, closed-circuit television, access control, roller shutters, fencing and the whole range of physical protection.

The exhibition will be held in the Queen Elizabeth Exhibition Hall, Britannia Pavilion, Albert Dock, on Friday, Saturday and Sunday, 20th, 21st and 22nd May, 1988. Can you afford to miss such an opportunity of discussing your security problems?

Members of the Police Crime Prevention Team will be on hand to offer impartial advice, so why not come along to this free event, between 10.00 a.m. and 6.00 p.m. each day? It is hoping to attract over 60,000 visitors from Merseyside and the surrounding areas, so make sure that you do not miss it!

If the venture is a success, it is hoped that it will be held every year, as continued commitment towards the prevention of crime.



"Welsh Chef of the Year" Stuart Langfield receives his cup from the Chairman of the North Wales Division of the Cookery and Food Association, Hazel Meredith. Also Pictured are, left, Richard Groves and, on the right, Jilly Goolden and David Price

## TOP WELSH CHEF FROM LLANDUDNO HOTEL

The judges sample the goods! Left to right are: Richard Groves, Bill Holden, Jilly Goolden and Ron Lovell



A LLANDUDNO chef has won the title of "Welsh Chef of the Year", beating five other chefs in the final at Aberystwyth.

Stuart Langfield, of the Bryn Derwen Hotel, Llandudno, won a trophy from the Cookery and Food Association, and the £500 first prize from main sponsors MANWEB. The high standard of Stuart's cooking earned him the Cookery and Food Association's Silver Medal—one of the most prestigious national catering awards.

of the Cwrt Bleddyn Hotel, Llangybi, near Usk. His expert cooking won him a bronze medal from the CFA, plus a cheque for £250 from another of the sponsors, Hale's Snails.

The final six were chosen from entries all over Wales. Contestants initially submitted a menu for a dinner for four people of a starter, a main course and a sweet. The judges selected the finalists from their menus, and invited them to prepare the meal, for which the ingredients

Runner-up was Trefor Jones, were to cost no more than £28. The finalists took the stage

two at a time over the two days of the contest, run in conjunction with a catering exhibition at the University of Wales at Aberystwyth. They were given three hours to prepare the meal in their all-electric kitchen, under the scrutiny of the four judges and the public.

Chairman of the judges was Richard Groves, the Executive Chef of the Piccadilly Hotel, Manchester. He was assisted by writer, broadcaster and wine

expert Jilly Goolden, of the BBC2's Food and Drink Programme, Ron Lovell, Head of Catering at the St. Helens College, and Bill Holden, a catering consultant in North Wales.

Stuart was formerly a U.K. Apprentice Chef of the Year. He runs the Bryn Derwyn with his wife. He also lectures at the Llandrillo College in Colwyn

In order to win his prize, Stuart created a menu of a sea bass starter in a puff pastry case, accompanied by a vermouth and saffron sauce. The main course was pot-roasted venison, set on a croute of game farcé with pistachio and a rich game cassis sauce.

The grand finale—his sweet -was a rhubarb soufflé served in a langue de chât basket, set on a macaroon base. This was beautifully finished off with spun sugar and a liquor ginger sauce.

The competition and exhibition were organised by MAN-WEB, in conjunction with the North West Division of the Cookery and Food Association. Presenting the winner with a £500 cheque, David Price, Aberystwyth District Manager, commented: "This event, which MANWEB is committed to support, highlights the expertise in cuisine that exists throughout Wales. These six chefs, who have demonstrated versatility and finesse in the culinary art, used heavy-duty Moorwood Vulcan catering equipment-in some cases not what they are used to -but have found it easy to use and adapt to. It has been an excellent contest and has received tremendous support from the catering industry."

The cup was presented by Mrs. Hazel Meredith, Chairman of the North Wales Division of the Catering and Food Association. Certificates of Merit were presented to all the finalists by Richard Groves, Craft Guild of Chefs. He also presented the winner and runner-up with their medals. Alan Wrigley, of Hale's Snails, presented the second prize of £250.

PLANS to produce electricity from Britain's first wind "parks" and the world's first offshore wind turbine were announced recently by Lord Marshall of Goring, Chairman of the Central Electricity Generating Board.

Lord Marshall said that it was proposed to build three demonstration wind parks, each with 25 wind turbines. Three areas of the country with suitable windy conditions—the South West, West Wales and Northern Pennines—were to be considered for possible sites. It was also proposed to build a 750-kilowatt wind turbine out at sea off the North Norfolk coast.

#### ... off-shore wind . . .

The £28-million wind parks programme, which could provide enough electricity to supply 15,000 people, would be jointly funded by the Department of Energy and the CEGB. The £2-million offshore wind turbine would be a collaborative project by the Department of Energy, the CEGB, the Eastern Electricity Board, the turbine manufacturers and the EEC.

"We are very encouraged with the progress of this technology,

Lord Marshall told the British Wind Energy Association's tenth Annual Conference at the CEGB's London Headquarters.

"In our judgement, on favourable sites where we can expect high wind-speeds, it may now be possible to generate electricity at a competitive cost. We still have questions about the life expectancy and maintenance costs of the designs that are currently available, but we can only resolve those questions by getting further experience and moving beyond the research phase.

Lord Marshall said that it seemed likely that three or four individual candidate machines would be chosen for evaluation before the three wind parks were built. Each wind park would have a peak generating capacity of eight megawatts.

#### .300 to 500 kilowatts.

Typical wind parks could consist of 30-metre-high wind turbines of either vertical or horizontal axis design, with blades of a 30-metre diameter. Each machine would have an electrical output of 300 to 500 kilowatts, and a whole park would occupy an area of three to four square kilometres. They would have an expected operating lifetime of 25 years.

#### . 200 square miles . .

He said: "If all goes well, we would then wish to scale-up to parks involving several hundred machines, and that of course would require a rapid increase in land area. To give you some idea of what is involved, to generate the annual output of the Sizewell B power station, using wind power, we would require a land area of some 200 square miles.

'Therefore we are not just interested in the technical and economic performance of the machines, but we are anxious to get some appreciation of the social viability of wind parks in this crowded island. We are very interested in the reaction of the British public to these new wind parks, and we shall be carefully monitoring the visual and other amenity aspects of them-noise output, interference with communications and their compatibility with the simultaneous use of the land for other purposes."

#### ... public's reaction ...

It was hoped that the parks would be constructed between 1990 and 1992 and, if all went well, wind parks might provide 25 megawatts in 1993.

Lord Marshall said that as it was uncertain what the public's reaction would be to the planned wind parks-or a park-up to 100 megawatts, let alone 1,000 megawatts, it was also important to investigate the technical and economic viability of placing wind machines offshore.

#### ... horizontal axis ...

The prototype was expected to be a horizontal axis wind turbine, mounted on a steel tripod piled into the seabed some five kilometres off the Norfolk coast, and to come into operation in the early 1990s.

Lord Marshall concluded: The Department of Energy and ourselves, working together, are thoroughly exploring the economic potential of wind generation in the United Kingdom. If all goes well, we might hope that the wind will give us some 1,000 megawatts of economic electricity generation early next century.

### **New Research Centre Director** for Capenhurst

THE new Centre Director of the Electricity Council Research Centre at Capernhurst, Chester, is Dr. Carlos Lopez-Cacicedo.

He will be responsible for the research and development programme at Capenhurst, which brings new energy-efficient processes and products to the market-place, in support of the Electricity Boards' supply and marketing activities. Already, the Research Centre has granted licences to companies for the manufacture and marketing of more than 40 developments which are helping British indus-



Dr. Carlos-Cacidedo

try to improve its efficiency and competitiveness.

Dr. Lopez-Cacicedo, aged 42, is an electro-chemical engineer from Madrid. Following his Ph.D. in Applied Science at Newcastle University, he joined the Research Centre as a Research Officer in 1971. On the creation of the Engineering Section in 1978, he was given the appointment Section Leader.

Married, with two children, Dr. Lopez-Cacicedo took up his new appointment on a designate basis on 1st April, 1988, succeeding Mr. Matthew Cowan, former MANWEB Chief Commercial Officer, on his retire-

### Long Service

OUR congratulations to the following members of MAN-WEB staff who have completed, during the month of March, 40, 30 or 20 years' service with the

electricity supply industry.
40 YEARS: Mid-Mersey District-Cyril Butterworth (mains engineering foreman). Dee Valley District—Fred Baker (craftsman electrician), Ken Evans (craftsman o/h lines), Walford Evans (general duties assistant) and Dennis Griffiths (engineering foreman). North Wirral District—Tom Ellwood (installation inspector). Aberystwyth District - Ray Evans (craftsman electrician).

30 YEARS: Liverpool District-Chris Rowlands (meter operative).

20 YEARS: Dee Valley District-Pam Jones (clerical assistant-Commercial), Maud Trevor (cleaner). Head Office -Andrew Jones (2nd engineer -Commercial).



Chairman Bryan Weston, right, presents the MANWEB Cup to a team from Wrexham

### **CHESS CENTENARY CONGRESS** SPONSORED BY MANWEB

ONE hundred years of chess in from Merseyside who beat the Cheshire and North Wales was celebrated with a three-day congress at Head Office in

The Cheshire Chess Congress attracted 220 players-highest number ever-including three international masters and a lady grand master. There were also six former Cheshire champions competing for the open prize. In the end, it was a 17-year-old

national and international competition to win the title.

The Congress was opened by the Financial Director of MAN-WEB, John Roberts, who presented the Congress with the MANWEB Cup, competed for in the team competition.

There were five main competitions, with separate rounds over three days, plus several quick-play competitions, and an opportunity for those with less ability to compete against a chess master.

The venue was described in glowing terms by the Congress Director, Richard Furness, and MANWEB Chairman Bryan Weston-who presented the prizes on the final day-received a certificate to acknowledge the thanks and appreciation of the Cheshire and North Wales Chess Association for the support and sponsorship of the event.



The "Open" winner, left: 17-year-old Gary Quillan, from Bootle

Organiser of the Congress, David Dickson, left, presents a certificate of appreciation to MANWEB Chairman Bryan Weston, for the facilities and sponsorship





The speakers, from left to right: Doug Gregg, Ken Appleton, Tony Mould and Barry Austin

## **ENERGY-EFFICIENT DESIGN SEMINAR**

plan, design and fund the development of new commercial buildings, were invited to a seminar in Liverpool recently.

cient design.

The meeting was chaired by They were made aware of the outlined the meaning of energy- the space. It meant lower main-

DECISION-MAKERS who benefits of electric energy-effi- efficient design. He explained that this system allows for a better and more flexible design Utilisation Technical Transfer of the building, and allowed Manager Ken Appleton, who architects to make better use of

The audience with a common interest in energy-efficient buildings



### **EEIBA CLUB Monthly Draw**

#### -FEBRUARY WINNING NUMBERS

	MARKAR		
1st prize	£200	1171	P. Ferguson, Meter Test, Liverpool
2nd prize	£125	74	M. Henderson, Retired
3rd prize	£100	986	G. A. Vose, Meter Test, Liverpool
4th prize	£50	214	J. L. Williams, Retired
5th prize	£50	563	R. H. Hemington, Management
Day Not 1			Services, Head Office
6th prize	£30	1320	D. W. Draycott, Pashler & Walton
7th prize	£30	1069	C. R. Worker, Clwyd District
8th prize	£25	1006	W. A. Morris, Dee Valley District
9th prize	£25	525	M. Bellis, Mid-Cheshire District
10th prize	£25	206	A. E. Jones, Retired

tenance costs and there were overall economic benefits in the initial erection of the building and the running-costs.

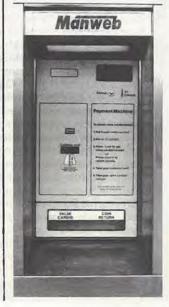
The environmental engineering aspect of the seminar was explained by Electricity Council speaker Barry Austin. Another Electricity Council representative, Tony Mould-this time from the Research Centre at Capenhurst—explained some of the latest practical solutions, some of which had been developed locally at the Centre on the Wirral.

Presenting the economic case for EED was Environmental Services Manager Doug Gregg. He explained that, in following the electric route, there was a wide diversity of option for designers of commercial property. There was a saving on resources in construction and operation costs, which helped to alleviate the financial pressures of the business environ-

The speakers provoked some interesting questions which they were able to discuss before enjoying an excellent lunch.

### **METER CARD** DISPENSER

One of two meter-card dispensing machines which have been built into the MANWEB shops at Huyton and Kirkby (see front page story)



### MANWEB JOINT CO-ORDINATING COUNCIL CONFERENCE

# **Anticipating Privatisation**

opened the meeting, inviting his Vice-Chairman, year. MANWEB Chairman Bryan Weston, to address the Conference.

Before launching into his speech about the Mr. Weston had a few words to say on the current state of MANWEB. He commented electricity sales—a surprising achievement—and as 1982' thanked all staff for such a tremendous effort. financial target.

polycarbonate covers to electricity meters. It accounts to nil.

CHAIRMAN of MANWEB Joint Co-ordina- was anticipated that 35,000 meter modernisation ting Council Michael Barr, of the EEPTU, covers would be fitted by the end of the financial

In addition, anti-theft measures had already saved customers around £7-million.

Mr. Weston stated: "We have a hard-nosed privatisation of the electricity supply industry, attitude to theft, with a caring approach to customers in difficulty. It looks as though our disconnection figure for this year will be less that there had been a four per cent increase in than 5,000—that compares with 9,600 as recently

Only a few days before the Conference, This enabled MANWEB to meet its three-year MANWEB had become the first Electricity Board in England and Wales to negotiate an Theft of electricity had been a No. 1 problem agreement with the Post Office to sell meter which had cost MANWEB between £15-million cards. He added that he hoped that, in the long and £20-million a year, adding £15 to £20 to run, the fitting of card-operated meters would customers' accounts. These losses had been cut enable MANWEB to reduce the disconnection by £3-million to £4-million by the fitting of of customers for non-payment of electricity

## Diversify, develop and expand

private company would have a greater respon- constraints of Whitehall. sibility for keeping the lights on, by planning

With the 11 other Area Boards which would become private companies, MANWEB would had already discovered this. share the ownership with them of the transmission system, and that new transmission system must ensure that there is a diversity of that trading activities would be closed down or use of fuel. It was necessary to look at fossil hived off. Wrong!—marketing will be crucial to industry should give the best possible service to fuel, the prospects for the Mersey Barrage and the new company. More than ever, there will the customer. It should retail the appliances the continued need for nuclear power in this be the need to sell the "electric way of life". In and the energy which makes them work

It would be a new role and an enormous new areas of commercial activity challenge for MANWEB, encouraging competition in generation.

#### ... Region's Prosperity ....

The privatisation package meant that MAN-WEB would have a greater effect on the whole of the area, and Mr. Weston said: "Our region's challenge for our staff. MANWEB plc would be among the top 100 companies in the countryand amongst the biggest in our own region.

staff and customers to have a stake in MANWEB need for change plc. He said that he wants local customers to have a stake in the MANWEB business. Exactly how this will work in this most complex of privatisations, was not quite clear, but he predicted that the institution investors are likely to have to buy shares in all 12 areas.

He hoped that many MANWEB customers will also be shareholders, and that the fruit of the success of the company would be recycled throughout the region. One of the principal tasks in the next few months would be to prove that it is worth investing in MANWEB-an exciting company, with good prospects. It was necessary to convince customers and staff that investment would be to their advantage.

The Chairman anticipated that new legislation would be introduced to Parliament in the Queen's Speech in November. It would probably receive Royal Assent in June or July 1989, and the industry would be working to the new following some time later.

Mr. Weston began by pointing out that the There would be some changes at Head Office Government's intention to privatise the electri- to make staff more available to work in new city supply industry was set out in a White areas of responsibility. There will be the oppor-Paper, but there were still many areas for debate tunity to diversify, develop and expand in a and decision. It did mean that MANWEB as a new competitive environment, without the

ised industry—British Telecom and British Gas

privatisation would mean to MANWEB. Firstly, fact, there would be more room to expand into

in the new organisation.

Thirdly, that a lot of work would be done by areas. contractors. Wrong!-a high level of 24-hour prosperity will be our prosperity and an exciting must have its own expertise in such matters as contracting and consultancy work, which could not be sold to others.

Fourthly, that national negotiations will cease. It is the Government's intention to encourage Wrong!—the White Paper says that there is no





Bryan Weston

Colin Leonard

# How it will

structure later the same year. He expected the MANWEB Secretary Colin Leonard addressed as usual", with the need to continue our problem sale of shares in the area companies to beigin in his remarks to the process of privatisation, the areas, to maintain and improve our standards March 1990, with the generating companies timetable and the work to be done, without of customer service, and to consult and inform involving himself in the "pros and cons".

### The Trade Union view

Keith Mann of NALGO, to give the trade unions' point of view on privatisation.

The claim made by Mr. Mann was that it was industry. He said that management were being forced to prepare for the break-up of the industry, and looking after their own interests. It was suggested that trade union strategy would be to run in parallel a campaign which was set and aimed to achieve industrial objectives. On the basis of present knowledge of Government and management proposals, it was not intended to take industrial action, but such action was not ruled out-it all depended on the progress

The trade unions believe that the privatisation is, in principle, wrong-especially for such a vital and essential commodity in a civilised society. The market-place-however regulated or provide wider opportunities and new freeof no benefit to the economy. Privatisation had industry—is and must remain a public service".

THE Chairman of the meeting, Michael Barr, already brought about price increases, with the then invited a representative of the trade unions, Government demand for increased return on assets and the need to pay dividends to shareholders before further increases. Safety standards must not be eroded, for safety is not cheap, only trade unions that spoke for the entire and it is legitimate to ask for guarantees for the

On commercial matters, the Government has made it clear that there is to be a stronger regulatory framework than for British Gas, and therefore electricity will be at a disadvantage.

As far as industrial relations and job security were concerned, the unions would not accept any dimunition in the existing philosophy of joint consultation or any threat to job security. 'We will not stand by and let it happen," he warned.

In conclusion, Mr. Mann commented: "With a little planning, more—not less—co-operation and the maintenance of good working relationships, both formal and informal, we can meet -cannot provide a better deal for the customer the unwelcome challenge of privatisation, and emerge stronger, providing a service to all doms for employees, and privatisation will be customers which-despite ownership of the

Companies would have to take into account the

world outside. There would be more controls

and rules under which the new Companies

would operate: such things as the Credit Act

and the Trade Descriptions Act, etc., would

bring pressure to bear on the Companies, in

... Swingeing Punishment ...

However, the Chairman warned that cus- THE afternoon session of the Conference and contracting to ensure that the power was tomers would expect higher standards of service should have been addressed by John Hatch, from a privatised company than from a national- Chairman of the Electricity Consumers' Council. However, he was unable to attend and, at the last minute, the Chairman of the Merseyside He corrected four misconceptions of what and North Wales Consultative Council, Duncan McAuslan, presented Mr. Hatch's talk.

He commented that the electricity supply

Under privatisation, the industry would be rid of Government interference, but the distribu-Secondly, that standards would fall as share- tion of electricity would always be a monopoly. holders press for profits. Wrong!—standards There was some concern that it could become a must be pushed higher, to encourage investment fuel monopoly, as there were no substitutes or effective substitutes-for electricity in many

There had to be a control on prices and service service must be continued, and the company and, apart from the new regulatory body which would guarantee standards of service, the new

The regulators would not be satisfied, necessarily, with the status quo. They would strengthen the regulations and standards required. The EMEB have introduced a system of compensation for failure to maintain service, mainly in the Commercial sector. MANWEB plan something similar, but on other aspects of MANWEB

order to maintain standards

Mr. McAuslan said that there was concern about the kind of regulation that would be introduced for the industry. He hoped that it would be effective and not intrusive; however, he did favour imposing swingeing punishment to ensure that the industry regulated itself.

He thought that the Consultative Council might form the central core of the regulatory body. Explaining how this body would work, Mr. McAuslan said that it would have four basic areas of operation.

First, the contractual liability-which would examine things like the delay in furnishing new supply of electricity.

Secondly, it would be responsible for seeing that automatic compensation was paid for inaccuracy of information supplied by the supplying Company. He instanced the anxiety caused by receiving an inaccurate bill, for which a fine or compensation might be imposed.

Thirdly, there was the area of penalties imposed for a reduction in overall service.

Fourthly, a regulatory body would arbitrate in a dispute between the customers and the new Companies.

Finally, Mr. McAuslan considered that it was important to retain the customers' voice. There should still remain some autonomous consultative body which was independent of the regulator -a kind of "regulator-for-the-regulator".

He told the Conference that there had been 35 privatisations during the past ten years, with 13 new PLCs formed and a capitalisation of £58-billion. Not all had involved shares to the public; some public sector assets had been sold intact to other businesses, and, in at least one case, there had been a consortium of managers in a take-over. However, the more recent big privatisations had involved the public sale of

Electricity would be by far the biggest of the privatisations. The Government and the Boards would have to appoint various advisers, including merchant bankers, stockbrokers, accountants, lawyers and public relations specialists.

There would be a number of working parties detailing the various aspects of privatisation procedure. Life after privatisation would be very different; the role of shareholders and the regulator would be new factors, as would the opportunities of diversification, plus the development of competition in the field of generation.

In some ways, however, it would be "business customers, staff and shareholders more fully.

## SKATE ELECTRIC



### Morris Dance troupe to see Ice Dancing Festival

Promotions Manager Malcolm Cooper, from Head Office Commercial Department, *left*, presents tickets to *The Reflections* Morris Dance Troupe, of Blacon, Chester. The Chester Lions will arrange transport for the youngsters to visit the Welsh National Ice Dance Festival, at the Deeside Ice Rink. Pictured with girls are Les Gillet, at the rear, the Lions' fund-raising chairman, and, at the front, Derek Healiss, the Lions president. You too can see the Ice Dance Festival free—see back page to find out how to get your tickets



### **FARM-ELECTRIC SEMINAR**

MANWEB and the NFU for North Wales together held a joint seminar at MANWEB Head Office recently, and our picture shows speakers and representatives from both organisations. Above are, left to right, Geraint Davies, Chairman of the NFU; Gerwyn Lewis, Commercial Director of the Welsh NFU; MANWEB Commercial Director Peter Hopkins; Gwynfor Pritchard, Chairman of the NFU Electrical Committee; Bryan Ogden, Energy Marketing Manager, MANWEB; and Roger Glover, MANWEB organiser. In the picture on the right are speakers Chris Southall, Electricity Council, left, and Terry Dunne, MANWEB, right, with MANWEB Board and NFU member John Hooson



# CAPENHURST JOINS NIMTECH

The Electricity Council Research Establishment at Capenhurst has joined NIMTECH—the New and Improved Technology Agency. The North West Executive, Roger Dowling, visited the Centre recently, to see the many projects, some of which have been closely associated with MANWEB. Our picture shows Tony Mould, *left*, explaining the low-energy housing technology to, *from left to right:* Ken Appleton, MANWEB UTT Manager; Roger Dowling; Andy Jones, MANWEB Utilisation Transfer section; and Capenhurst Manager-Designate John Walker



### PERSONAL FINANCE FOR MANWEB EMPLOYEES

#### **Special Loans**

A SPECIAL deal has been negotiated which will give MANWEB staff the option of taking out a personal loan at lower rates of interest than those readily available to the public.

The Special Loan Scheme is with the Royal Bank of Scotland, and is available to MANWEB employees aged 18 and over. Loans from £300 to £10,000 may be obtained, with repayment periods of between six months and ten years.

Interest is guaranteed not to rise once the loan is made and, at the time of going to press, it is 8.5 per cent flat rate for loans up to five years—slightly more for ten—with an APR of between 15.9 and 17 per cent.

There is an insurance against being unable to repay the loan due to illness or accident—and even redundancy. In the case of death, the loan is paid up in full from insurance.

For full details and explanatory leaflet, contact the District Administrative Services section or Personnel at Head Office.

## Pension Mortgage Scheme

THE Royal Bank of Scotland is also offering staff in the electricity supply industry a Pension Mortgage scheme. This allows MANWEB staff to use their anticipated tax-free lump sum to pay off the capital of the mortgage on retirement.

The borrower only pays the interest on the lump sum borrowed, and none of the capital in the monthly payments. This means that, in the early years, the payments are relatively low compared with other types of mortgage, and all the payments are entitled to tax relief up to £30,000.

The amount borrowed is determined by the applicant's income, the value of the property and the expected tax-free lump sum on retirement.

The minimum the Royal Bank of Scotland will lend is £15,000, and the minimum salary the borrower must currently be earning is £7,500 per annum, with a lower age limit of 18 years.

One of the attractive aspects of the deal is that the repayment

is the same for the same amount, regardless of the term. For example, at today's interest rate of 10.25 per cent, to borrow £30,000 you would repay the interest on the loan monthly, and with full tax relief that works out at £187.06 per month. On retirement, you would pay the capital—£30,000—in full.

As the repayment is only on the interest borrowed, it is the same whether the term is five years or 25. The interest rate may vary over the years, moving up or down in line with the national rates.

The bank have negotiated a special low-rate insurance scheme with the Electricity Council for all industry staff, which pays the bank if there is cause to claim on the policy. Existing life policies may be used to ensure that the loan is covered.

Full details and application forms are available from the Administrative Services section in Districts or from Personnel at Head Office.

N.B.—YOU SHOULD ENSURE THAT THESE SCHEMES ARE RIGHT FOR YOUR CIRCUMSTANCES BY COMPARING OTHER SCHEMES

### Stocks of fish increased in CEGB lakes

THE CEGB's Rheidol Trout Fishery opened the season on 1st April, and looks forward to a bumper year on both its Dinas and Nant y Moch Lakes, near Aberystwyth, in Mid-Wales.

Rainbow Trout eggs, brought in from the Isle of Man in the autumn of 1986, have shown a good survival and growth rate in the Rheidol Trout Farm. Together with a mild winter, this means more fish and improved weights for stocking into Dinas.

An average of 6,000 trout are stocked into the 38-acre Dinas "put and take" lake each season. but, this year, the figure will be nearer to 7,000, and the proportion of Rainbow to Brown Trout will be about even. The trout are stocked in three categories -a proportion of three-year-old to four-year-old fish weighing 71/2 lb. or over; 2 lb. to 21/2 lb.. which this year will be up to 21/2 lb. to 3 lb.; and the young trout -stocked from June onwards -at 3/4 lb. to 1 lb., who are at that weight now.

By popular demand, the 500acre Nant y Moch Reservoir, where fishing is for native Brown Trout, has been returned to fly only, after two years of also being open for coarse fishing for perch; and there are signs that the standard of trout in this lake is improving, with the top fish last year weighing in at 21/2

The lake lends itself particularly well to club competitions, for which a booking concession is offered.

Fishing on the lakes is from local sunrise to sunset, and daily permits can be bought in the nearby village of Ponterwyd, and in Aberystwyth and Borth.

Prices for Dinas are £4.60 adult, £3.00 under-16/O.A.P., and there is an evening permit at £3.20, which is available after 16.30 on the day. Nant y Moch day-permits cost £1.60, and there is a season permit for £15. A Welsh Water Authority rod licence is required for both lakes (available from agents). The Rheidol lakes are off the A.44 at Ponterwyd, 12 miles east of Aberystwyth.

There are special discounts for electricity supply industry be obtained from the Admin. Officer at Rheidol, Monday to Friday, and some identification is required.

A free leaflet describing the 1988 season on Dinas and Nant y Moch, including a review of last year's season and names of free permit winners, is available from: Admin. Officer, Rheidol Power Station, Cwm Rheidol. Aberystwyth, Dyfed SY233NB; Telephone 0970 84667.



WANTED

Club Cricketers

THE Electric Supply Cricket Club (home ground—Thing-wall Road, Wavertree, Liverpool) are looking for new members for the 1988 season.

Two XIs play on Saturdays in the Cheshire Cricket Association (currently 2nd Division), and a full fixture list-with excellent venueshas been arranged for this season, both for these two teams and for the Sunday XI.

Net practice is held at the ground each Monday, starting at 6.30 p.m., except Bank Holidays, and you can be sure of finding a friendly atmosphere.

Anyone interested can obtain more details by contacting any of the following: Malcolm Rogers (051-428 7876), Ian Seabury (051-428 2713) or Malcolm Cooper (0244 373665 or Head Office internal 2827).

Receiving the huge cheque from Jilly Goolden on behalf of the Aberystwyth Group for Active Learning is Mrs. Ann Bates, right, watched by District Manager David Price and Allen Carr

## **Tutored wine tasting** raises charity cash

THE "Group for Active Learning" in Aberystwyth was £671 richer, thanks to a MANWEBsponsored "tutored wine-tast-ing", by TV's Jilly Goolden. The District's Energy Sales Manager, Allen Carr, organised the event, together with an auction of several cases of wine.

It was a very civilised winetasting-with the wine being drunk and not spat out. This may have been the cause of the auction deoing so well.

Certainly, it may have been the reason for the manager from Head Office bidding for a case of wine against his wife!

Pictured, left to right: Nigel Hughes, Director of Dean Brothers; Vince Hanlon, Director of Plas Newton Estates; and Richard Short, Chester's Housing Com-mittee Chairman; and

## rio of Medallions

MEDALLION certificates were awarded to a low-cost housing scheme, a select canal-front development and to 15 town houses, at a luncheon ceremony

Kevin Dufty, the Assistant

District Manager of Dee Valley District, presented the Chester City Council with a certificate for a scheme in which they were partners of Lovell's the Builders, to erect houses on the Councilowned land at Tattenhall, thus

allowing the buyers from the Council's tenants to buy homes at considerable savings over market prices.

A small development of 20 luxury homes on the canal-side at Waverton, near Chester,

winners

earned builders Plas Newton Estates their Medallion Award. Two of the homes were to the extra-high standards of the lowenergy specification of the Electricity Council. They have a controlled ventilation and heatrecovery system, with a standard of insulation which exceeds the Medallion Award requirement.

Dean Brothers of Chester erected 12 town houses to the Medallion specification, and received their award. The properties were built at Bridge Court, in Hoole. One of the purchasers, Mrs. Sally Frith, was a winner in the Medallion Goldrush contest, and is now the proud owner of a Gold Medallion Metro car -the first prize in the MAN-WEB area.

### RUGBY'S ECONOMY SEVENS

A TEAM from Waterloo Rugby Union Club won the Economy 7 MANWEB-sponsored tournament for youth teams, under 16, at Mold Rugby Club recently.

There were 12 teams competing, from Wirral, Lancashire, Cheshire and North Wales. In an exciting final, the Waterloo team held on to a two-point lead, to beat Mold 12 points to

The "plate" competition was won by Caldy, beating Newtonle-Willows in the final, by 18 points to four. This seven-a-side contest produced some exciting rugby on a bright Easter Sunday.

Presenting the prizes on behalf of MANWEB and Clwyd District was Graham Ffoulkes. Energy Sales Manager from Cefndy Road.



## Grahame Ffoulkes, with the

We extend our deepest sympathy to their families and friends. Mr. Shaun O'Brien, aged

IT is with deep regret that

we record the deaths of the

following former colleagues.

73, who was an electrician until his retirement from Dee Valley District in 1979.

Mr. Frank H. Roberts, aged 83, a general duties assistant until his retirement from Legacy depot in 1969.



District Manager Jim McLennan, right, wishes Gordon Hughes good health in his retirement

#### Mr. G. HUGHES

RETIRING after 42 years' service in the electricity supply industry is Commercial foreman Gordon Hughes.

He joined the Liverpool Corporation Electric Supply Department as an apprentice electrician and did his National Service in the RAF before returning to the nationalised MANWEB. He started off in Liverpool South District, and, in 1959, moved to Marsh Lane, the old North District office in Bootle.

He became a foreman in 1952, and now takes leave of us due to ill-health. A popular man in the District, he was instrumental in the plans to build and develop the District's sports and social club.

Gordon and his wife, Hilda, have a married son and, away from the office, Gordon enjoys a game of golf and sees red—that is when he is watching the "world's No. 1 team"—Liverpool Football Club!

#### Mr. T. A. COLSON

THE principal engineer for Production Control, Tudor Colson, has retired after 40 years' service in the electricity supply industry.

Tudor had been employed by the British Electricity Authority in power stations and at Norweb, before joining MANWEB at Northwich in 1954 as a section He joined the Construction section in 1960, and became principal engineer at Head Office in 1974. He has gained a reputation for having a conscientious attitude and high standards of accurate detail.

His family, cars and golf seem to be his main interests away from the office. HAVING been 48 years in the industry, Mr. John Worth, a 1st engineer, Mid-Mersey District, has retired. John served his apprenticeship with the former Mersey Power Company during the construction of the now-demolished power station at Percival Lane and, after service in the Royal Navy on Atlantic convoys and also in the Medi-

Mr. J. WORTH

terranean, he returned to the Company.

Shortly after nationalisation, he was appointed section engineer, Runcorn, being involved in the development of Runcorn New Town from its inception, particularly in the development and construction of the 33-kV, 11-kV and MV networks and the complete uprating of the 6-kV to 11-kV network in the Runcorn and rural areas.

John now intends to settle down with his golfing and bowls and take a well-earned rest.

#### RETIREMENTS FROM DEE VALLEY

AFTER 38 years in the electricity supply industry, John Wagstaff has retired early, due to ill-health. He was the senior draughtsman at Dee Valley. Before that, when he joined MANWEB, he was a clerical assistant in the Cost Accounts section; and became a record draughtsman four years later. John is single, and a rather reserved man who does not like too much fuss, but his colleagues presented him with a carriage-clock and other gifts.

**Rita Hickey** completed 22 years, and has now retired from Shotton shop, where she was a salesman.

Margaret Haskey has completed 22 years' service with MANWEB, but has had to retire, due to ill-health. She was a saleswoman at Wrexham shop.

Engineering Manager Stan Roberts, centre right, presents Tudor Colson with a whisky decanter—part of his retirement gift from friends and colleagues





Board Secretary Colin Leonard, *left*, bids farewell to Gren Roberts, watched by his wife, Sybil, to the right of Gren and his colleagues in the Welfare Section

### **FAREWELL TO GREN**

THE stalwart of MANWEB (Chester) Sports and Social Club has retired early. More than anyone, Gren Roberts has been the driving-force behind many of the activities of the club. Whilst many individuals have developed and participated in organising events in their own sphere of interest, Gren was always there to assist and to provide organisational ability, and to compère the proceedings if required.

His position was as principal assistant in the Welfare Section

at Head Office, and he had completed 38 years with MAN-WEB, moving to Head Office in 1970 from the former Area 1 in Liverpool, although much of his previous service had been with the old Area 4 office in Wrexham.

He is a leading light in the Little Theatre at Wrexham, where has has worked behind the scenes and trodden the boards. Until recently, he was a keen tennis-player—and a good one. He now enjoys a game of

golf. In his earlier years, he was an excellent goal-keeper, and was on the books of Chester City as an amateur.

The club chairman, Harry Foreman, commented: "Gren has left a big hole to fill. I do not think that many of our members realise just how much the club had come to rely on him—he was involved in everything that went on. Personally, and on behalf of the Committee, I would like to say to him a big 'thank you' for unstinting efforts over the years—and I hope that he enjoys his retirement."

And so say all of us!

## Mid-Cheshire Retirements

TWO members of staff of the Mid-Cheshire District Meter Reading section have retired, each having served—all but a month—the same length of time with MANWEB as the other.

Harry Hough started in March 1951, and completed 37 years with MANWEB. He was, until his retirement, the supervisor of the Meter Reading section.

He started in the former Area 2 office at Frodsham, after having served in the Armed Forces, moving to Northwich in 1954 and to Crewe in 1970.

Being quite a sportsman, he played football with Northwich Victoria as a semi-professional, turning down the opportunity to become professional with a league club.

Harry was a local mine of information, and was able to help with the places and names of obscure parts of the District. Gardening and sea-fishing seem

to be some of his activities, and his colleagues provided him with a Flymo lawn-mower.

Alf Stubbs joined MANWEB a month after Harry, 37 years ago. He started as a labourer, having worked at Rolls Royce. He became a jointer's mate and, in 1959, transferred to the Meter Reading section.

He too was a sportsman and played both football and cricket for Nantwich.

We join with their colleagues in wishing them both a long and happy retirement.

A double farewell at Crewe—District Manager Ken Crabtree, *left*, shakes hands with Harry Hough; and Tom Johnson, Customer Accounts Manager, wishes Alf Stubbs all the best



### **Goodbye Bob**

North Mersey District Supplies Manager Bill Tubey presents a cheque to Bob Beresford on behalf of colleagues, to mark his retirement after 33 years' service with MANWEB



### Life begins at . . .

YOU ARE LUCKY
HAVING GEORGE
AT HOME ALL THE
TIME

YES,
IT'S
LOVELY.

#### ... IT MEANS WE CAN DO SO MUCH MORE TOGETHER



## MATTHEWS (1)



### EEIBA DRAW

### 1st Prize-£150 Voucher

WIN £150 TRAVEL VOUCHER TOWARDS THE COST OF YOUR HOLIDAY IN THE EEIBA PRIZE DRAW

Donated by Hogg Robinson (Travel) Ltd.

There are two other prizes also to be won-a second prize of a cordless jug kettle (from Haden Ltd.); and a third prize of one year's subscription to Home and Freezer Digest, including a selection of their cookery books.

By entering the draw, you will be giving needed support to your own industry's charity. Just send 50 pence with the completed coupon below to: EEIBA, 8 Station Parade, Balham High Road, London SW12 9BH.

The draw will take place at the Electricity Council, on 15th June, 1988. Last date for entries is 8th June.

	EEIBA PRIZE DRAW
	Ticket price 50 pence
Name (please	e print)
Board	errania de la companya del la companya de la compan
Location	************************************
	r. D. Bignold, EEIBA, 8 Station Parade, Balham ondon SW12 9BH.
Registered w	ith the London Borough of Wandsworth

## SKATE ELECTRIC

This coupon from MANWEB 'CONTACT'



1st May, 1988

MANWEB are sponsoring the Welsh Ice Dancing Festival at the Deeside Lesiure Centre, Queensferry, and there is a limited number of tickets available free to MANWEB staff and their families.

Anyone interested in going should contact Bob Buckingham in the Head Office Commercial Department, Room 2S1, or telephone extension 2828. Remember, it is first come first served-and only while stocks last.

PLEASE PRINT YOUR FREE AD. ON THIS COUPON
OR ON PLAIN PAPER

(BLOCK CAPS PLEASE)

Work place (or retired) .....

Send to: 'CONTACT' FREE ADS, MANWEB, SEALAND ROAD, CHESTER CH1 4LR.

### CONTACT

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#### ADS

#### MANWEB (NORTH WIRRAL) RETIRED STAFF ASSOCIATION **Notice of Annual General Meeting**

4th May, 1988, 2.30 p.m.

All members are welcome to attend the annual general meeting of the above Association, at the North Wirral District Office. The meeting will receive reports from the Secretary and Treasurer, elect seven members of the Committee, and receive suggestions for future meetings and outings.

### **NALGOLF**

CALLING all Nalgo members who can wield a golf club - the Greenhalgh Memorial Trophy match will be played at the Old Padeswood Golf Club, Buckley.

The date is 1st July, and both lady and gentleman golfers are needed.

The men doing the organising are Dave Fisher, on Head Office 3270, and Don Scott, on Head Office 2026.

#### FOR SALE

PRAM - Silver Cross "Starliner", in very good condition. Cost £152; will sell for £90. Tel: H.O. 2971 (Laura).

MG METRO-Y reg. Metallic blue. Alarm, 11 months' tax, MOT until November. £2,250. Tel: 0244 880745.

FORD ESCORT-1300L. 1987 D reg. Five-door, blue, 10,000 miles, taxed, one owner (exemployee, now deceased). Immaculate condition. £5,500 o.n.o. Tel: Mrs. Mason, 0270 60477.

### Buy it! Sell it! Rent it! Hire it!

'CONTACT' FREE ADS is a service to MANWEB staff, retired employees and their families. If you have something to sell, rent, or want to buy or hire, use the coupon or send in your ad on plain paper

#### WANTED

FURNITURE-Pre-1930; also porcelain, gold, silver, etc. Houses cleared. Distance no object. Best prices given. Tel: Mold 59836.

#### HOLIDAYS

ABERYSTWYTH - Six-berth caravans to let from £35 a week (less 10 per cent discount for electricity supply staff and their families). Mains electricity, cooker, 'fridge and private toilet. Site facilities include a clubhouse, swimming pool, sauna, shop/restaurant and children's play area. Within easy walking distance from beach and town centre. Tel 0970 3596 after 5.00 p.m. (Tomos Davies).

BRITTANY/S.W. FRANCE -Caravans and mobile homes. Self-drive pack. Tel: Crewe internal 178 or 0270 766675 (lan Linford).

CARAVAN-Towyn, Nr. Rhyl. Six-berth, two bedrooms, shower, fridge, fully fitted. From £75 per week. Tel: 0978-362615/352653 (Mrs. Jones).

CARDIGAN — 12 miles. Lux. six-berth static caravan, near beaches. Families only. Tel: 0492 68253 (evenings).

CARMEL—Caernarfon. 19th Century stone cottage in own grounds. Excellent views. Three bedrooms, bathroom, lounge and parlour. Large kitchen with cooker, fridge and freezer. Tel: 0286-886 749. Alwyn Pritchard, 16 Maes Hyfryd, Carmel, Caernarfon, Gwynedd.

CRICCIETH - North Wales. House overlooking village green. Sleeps six. CTV. Beach and shops two mins. Tel: 076671 2614 (Ann Tudor).

#### CANAL CRUISES

On Golborne—the electric boat. Available for charter by MANWEB employees at a discount of 71/2 per cent of hire charges and food prices. Folk music and barbecue trips a speciality. Discount on scheduled public trips.

For full details, telephone Northwich 48354 or 44672.

COSTA DEL SOL — Puerto Cabopino. Situated between Marbella and Fuengirola, a superior two-bed. apartment. Balcony, panoramic views overlooking yacht marina and sea. Swimming-pool, private beach. Ideal for family or golfers. Will sleep two, four or six people. Weekly maid service. Linen and electricity included. Shops, restaurants, supermarket on site. Avail. 15th to 29th October. Tel: 0704 38645 (H. J. Bird).

FRANCE-B & B, H/B, caravans and camping. Tarn et Garrone Region. Close to Junctions 8 and 9 on Autoroute between Bordeaux and Toulouse. Excellent catering, including French, Indian and vegetarian cooking. Much to see and do, or just relax in sunshine. Ex-SEB employee. Tel: David Boniface, 010-33 (63-95-95-20).

FRENCH RIVIERA-Six-berth caravan, all amenities on site, within easy reach Monaco, St. Tropez, etc. Golf, riding close by. SAE to M. Williams, The Lodge, Lingen, Bucknell, Shropshire, or phone 0544 267579.

LLANDUDNO - April Court Private Hotel. Small, friendly, good food and your every comfort catered for. Quiet position, yet close to town centre and all resorts and amenities, golf courses, skirun and Alpine Centre, thtres., etc. Special rates now available to MANWEB employees, past and present, for Easter and the coming season. For enquiries ring 0492 77898.

NEWQUAY—Cornwall. Luxy. caravans with shower, and economy vans. Colour T.V., flush toilet, etc. Plsnt. site, nr. town and beaches. Cleaned and maintained by owner. From £50 per week. Tel: 0637 876589 (Gill).

NEWQUAY—Cornwall. Fmlyrun licensed guest house with good home cooking. Family rooms. Friendly atmosphere. Sea views. 200 yds. from town centre. Dinner, bed and breakfast from £70 per wk. Former Merseyside family will make you welcome. Discount for MANWEB employees. Apply Avondale, 28 Georges Road, Newquay, Crnwll. Tel: 0637-872234.

**NEWQUAY** — Crnwll. Guest house, sea views, two mins. from beaches, quiet area close to town, good food, comfort, parking, B.B./E.M. £65-£80 per week. Discount for E.S.I. staff. Tel: 063787 4291 (Mr. Pleasants).

PORT GRIMAUD—Six miles St. Tropez, four/six-brth. caravans, with electricity, h. and c. water, shower. On threestar hotel site. Luxury coach travel from most areas. Tel: 0670 712399.

PORTHMADOG — Holiday bungalow, sleeps six. Black Rock Sands five minutes' drive; convenient Ffestiniog Rly, Snowdonia National Pk. For information: C. Jones, 2 Meadow Drive, Porthmadog. Tel: 0766 2519.

TENERIFE-Get away to the sun. From £30 per week. Aprtmts. in Los Christianos. Access to two large pools, tennis courts, two restaurants, maid service. Only 50 yards from a golden beach. Flights arranged. Tel: 061-483 8314. (NB-This advertisement appeared in the March edition with two figures in the telephone number transposed. If you tried before, try again with the right number!)

TREKKING AND FARM HOLI-DAYS - Accompanied onehour to full-day treks. For novices or experienced riders. Holiday cottages available, self-catering, bed and breakfast, full or half board. Further details from Hwylfa Ddafydd Trekking and Farm Holidays. Tel Colwyn Bay 516965.

**WESTON-SUPER-MARE** -Static caravan on farm. Sixberth, sep. double bedroom, shower, toilet, T.V., etc. Allseason price £70 per week. Tel: 093472 292 (Mrs. Huett).

by Mitch

### THE SPORTING CHANCES





