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Session Chairman

Bill Vastine
McLane Grocery Company

INNOVATIONS IN EMPLOYEE DEVELOPMENT

by

Milo G. Lacy
California State Polytechnic University
Pomona, California

WORKSHEET

TEACHING SUBJECT

1. Fruit Identity and Ripeness

Hass Avocados
Green Peppers

Comments: (possibilities, limitations)

2. Adjusting Tare

Selection of Wrapping Material

Comments: (possibilities, limitations, etc.)

3. Meat Cutting and Wrapping

Boning Out and Cutting New York Steaks

Comments: (possibilities, limitations, etc.)

4. Accident Prevention

Right Turn Hazards

Comments: (possibilities, limitations, etc.)

5. Shrink

How Not to Cut a Case
How to Cut a Case

Comments: (possibilities, limitations, etc.)

6. Dress Standards for Personnel

Examples
Statement by Company President

Comments: (possibilities, limitations, etc.)

7. Introducing New Store to Personnel

Alpha Beta #420 Phoenix, Arizona

Comments: (possibilities, limitations, etc.)

8. Building Identity for a New Division

What is ECD
Getting Acquainted with Headquarter
Personnel

Comments: (possibilities, limita-
tions, etc.)

9. Faster Checkout Service

New Concept
Itemized Receipt

Comments: (possibilities, limita-
tions, etc.)

MANAGING YOUR DATA PROCESSING SYSTEM

by

Les Jenkins
Associated Grocers, Inc.

Thank you Lew.

History:

Responsibility given to me in Octo-
ber, 1971.

Study all existing systems.

Stay abreast of new announcements.

Give guidance to our retail members
in the evaluation, selection, in-
stallation, and maintenance of
these new systems.

Went before the Board of Directors
in July, 1972, with a recommenda-
tion that Associated Growers support
only three major vendors of elec-
tronic front-end equipment.

Each of these vendors must support
bi-directional communications--
provide good maintenance service
with a response time of two hours

or less--also provide adequate
technical support.

Initially IBM and NCR were selected
and the third position was left open.

We are currently or will very shortly
be supporting four vendors. They
are IBM, NCR, Sweda, and DTS.

Both Sweda and DTS were added be-
cause members went out on their own
and purchased these systems. I now
have a promise from Bert Hambleton
that no more will be added.

Gathering data began in the fall of
1974. Used what information we could
get from our suppliers and from SAMI
out of Chicago.

We found both of these methods very
error prone. We, therefore, started
a project to get the UPC and other
pertinent data off the actual pro-
duct.