

Mr. MYERS. Now, this turnover in merchandise such as the thing you have out here, that is pretty hard to control, is it not?

How do you break down—I remember back in the Army you had ration breakdown. How do you break down; send merchandise to one store or the other?

Do the same trucks deliver to all your 150 stores here in the—

Mr. WINSTEAD. We operate 236 supermarkets in this division. We also operate a division center at Landover, Md. It's a large division center. We serve all the stores throughout this division from the same produce warehouse.

I will direct my comments to the produce warehouse because I think this is the question in your mind.

Mr. MYERS. They are all served out of the same warehouse?

Mr. WINSTEAD. They are all served out of the same warehouse.

Mr. MYERS. At the same time?

Mr. WINSTEAD. Not necessarily at the same time.

Mr. MYERS. Oh, then, this could be the victim of a turnover. People don't buy bib lettuce at the same rate as they do in another store; is that right?

Mr. WINSTEAD. The local store managers order merchandise as they need it. The frequency of delivery will range from three deliveries per week to six deliveries per week, and that would occur primarily based on the volume of the store, the holding facilities at the store and various factors such as that.

Mr. MYERS. In other words, due to turnover they have some bib lettuce at Seventh and, what, C, SE.—this one store where it was kind of dilapidated—

Mr. WINSTEAD. That is right.

Mr. MYERS. And at the International, maybe they use a lot more, and therefore they have better quality. Is that what you are saying?

Mr. WINSTEAD. I don't know the movement of items in these three stores concerned, but I can say from personal knowledge of the store, I would suspect we sell more of these three items in the—Mr. Dogra's store than we probably sell in all the other stores that you have mentioned.

Mr. MYERS. Then this would be one reason why you would get better produce there.

But then as to the fixed items, there is no—

Mr. WINSTEAD. There's no excuse.

Mr. MYERS. It's sloppy operation.

Mr. WINSTEAD. This is not right.

Mr. MYERS. Now, what kind of records—I suppose you keep some kind of records on—I think you called them distress items, didn't you?

Mr. TAHA. This item, of course, this is not fit for distress. This has got to go into the garbage can. Distressed—items to be distressed have to be of good quality. Before we lose the quality of the item, we must distress it. We have to make a survey and see.

Suppose the warehouse sends me a unit of Boston lettuce. I know the movement of my store amounts to zero. And instead of sending that unit the next day or the third day back to the warehouse, to eliminate all that expense I will take the initiative either to distress it at a very low price, or try to exchange it with one of my stores around the area.