

### Pensioner profile: John Hartshorn

I joined NCR, through the Leicester office, in 1937 and worked in London as an accounting machine technician until the out-break of World War 2. I then moved to the Leicester office for a few months prior to my joining the RAF. After the war I returned to the Leicester office, working on both AMD and CR1 machines. (I well remember our first 100 Class installation and the problems we had with the indication jamming). In 1949, I applied for a position Overseas which I obtained.

In those days the office of the Overseas Vice President

travelled considerably, going as far west as the USA. and east to Australia, Japan, Philippines, Hong Kong, Singapore, etc, all on company business. How lucky can a man get?

When I left Pakistan, I became Staff Assistant to the Regional Vice President for the Middle East and North Africa, based in Athens and, again, my job entailed an abundance of travel covering all the countries in the Region. At one stage I went for nearly two years without a "fixed abode" living out of a suitcase and in hotel rooms, but, as every place and every job was different, it was, to say the least, a most interesting period of my life.



John and Mim Hartshorn

was in London, the title being changed to International Vice President later. The Vice President then was a Mr. George Marshal, a Canadian and a grand fellow to work under, and through him I was sent to the, then, brand new country of Pakistan. I became Manager for Pakistan, covering both East and West until East Pakistan became Bangladesh.

I left Pakistan in 1971, after nearly twenty one, very eventful years, during which time I

It was in Athens that I met up again with Miriam (Mim) Rogers, who I had known from the Overseas Office in London, where she worked with Tom Farmer. Mim was the Administrative Assistant to the Regional Vice President, so we "teamed up" both in and out of the office, and we have remained together ever since, some twenty years. Mim did thirty years with NCR and spent many years in the Middle East, Beirut and Athens. She too can

tell some tales, for example she was in Istanbul at the CPC when the *anti's* threw a bomb into the dining room during dinner.

At the age of 60 I retired after just over forty years with the Company, with so many, many happy and interesting memories, not to mention the countless friends I made all over the world.

After I had been retired for a few years, I became a founder member of the Cowplain Bowling Club and, during the Club's formative years served on the Managing Committee as Competition Secretary. I also belong to Havant Indoor Bowling Club and have now qualified as an Instructor so, along with the garden, bowls keeps me pretty active. I can strongly recommend bowls as a great retirement pastime.

What really prompted me to write this letter was the letter in the Winter 1994 *Postscript* from Henry Broomfield in which he mentions the book *Our Company* of which I also have a copy. To my knowledge there have been five books published in the USA about NCR, of which I have four. I had the fifth, but it was "borrowed" and never returned. That book was titled *Wherever Men Trade - The Romance of the Cash Register* by Isaac F. Marcossou.

I believe the earliest book written about NCR was *John H. Patterson - Pioneer in Industrial Welfare* (the sub-title being of some interest) This was published in 1923, and while it is the life story of JHP. it also covers, in great detail, the early history of *The Cash* as the company was known in Dayton. The other books I have are *Colonel Deeds - Industrial Builder*, also by I F Marcossou, and while this covers the life of Colonel Deeds, it also covers a great deal of NCR history as Colonel Deeds was Chairman of the Board and Chief Executive of NCR for many years. My fourth book is *My Half Century with NCR* by Stanley C Allyn who joined the Company in Dayton as an office clerk in Mr. Patterson's day, and rose to be Company President. I had the pleasure of meeting Mr. Allyn on a few occasions and he too was a great man, easy to approach and get along with, who understood the problems of the men in the field.

I was also interested in your comments regarding Fellowship members attending Regional get-togethers of Regions other than their own, as I would be particularly interested in attending Region 3s get-together to meet old Leicester friends again.

(Continued on page 9 ☞)

### From Your Editor

Welcome to our Summer Edition, some of you for the first time. Let me explain why. As you will probably know, *Post* has ceased to exist, Company News being incorporated in the AT&T house magazine. AT&T has many divisions in the UK, the old NCR being one of these, consequently this house magazine contains very little of interest to you and I. What we have agreed to do is to extract anything of interest from the above publication and include it in our own *Postscript* under the heading of Company News, which is sent to all our Fellowship members and those who have received *Post* in the past. This has resulted in an

enlarged *Postscript* which can only be to our advantage.

Incidentally, you may be confused by the use of "Associates" and "Coaches" in the company news. I believe these would have been "Employees" and "Managers" in our days and parlance. This triggered off a thought; as we all belong to a Fellowship we should refer to ourselves as *Fellows* in the future - I am serious and, barring strong objections, we will use this title in future editions.

Lots of articles planned for this edition has had to be left over for the winter edition.

Have a good summer -  
**Geoff Jackson.**

## News from the Regions

*Regional News is rather more sparse than usual in this issue as functions are only just getting under way.  
SUMMER NEWS FROM THE REGIONS IN THE NEXT ISSUE*

### REGION 2

*from Ernie Giles.*

Our meeting at the Grange Country Club, Thornton Hough, Wirral was a great success with 33 members present who listened with interest to our guest, John Jenkin's talk on "the new methods" - enlightening! Evelyn Groom [97 in September!] couldn't make it so we are arranging a home visit. Rita Home had a nasty fall and was in hospital but is recovering well. Two more members are currently in hospital, Eric Patten and Terry O'Garr, so we wish them well.

The meeting at the Buckles Inn, Askum Richard, York was equally good, our 37 members lost amongst the 200 odd racegoers already in residence - I thought the entire Fellowship had turned up for lunch! I was able to welcome David Cowley and G Cook, a long time member who had never been before but who will come again.

We mourned the loss of both John McManus and Harry Pridham, they will be missed.

Our next meetings for 1995 are as follows:

**YORK November 15,**  
**WIRRAL November 23**

### REGION 5

*From Ted Young*

Despite the long time loss of my biro (apologies Geoff) Region 5 is alive and kicking. So much so that 44 (almost 50%) of the group membership turned up for lunch in October last. We thoroughly enjoy ourselves at these functions and rapidly make up for the intervening months when we may have only spoken to a few of the group, if any.

We had a number of guests with us, Jan Murphy and Lyn Cross of Pensions and were pleased to welcome Sandra Claypole, Coach, Remuneration and Benefits. Unfortunately Basil Garsed had to cry off but President Harry Redington and Chairman Tony Poil were with us. I am always personally pleased to see Harry for I reported to him for many years and owe him a lot. *(He actually took me on and I wonder whether he has ever forgiven*

*himself! ED)* Back in April Regions 5 & 8 combined for a tea get together. One can always expect a noisy do, especially if many ex-FED are present. As they get going the expression "Do you remember ..." is heard over and over again - but that is what the Fellowship is all about isn't it?

So we organisers just sit back, having provided just sufficient organisation to ensure that we all manage to enjoy the excellent meal provided by Catering Manager, Jim Hinshelwood and his stalwart staff. We are grateful that AT&T management continue to allow the Fellowship to use the Staff Restaurant which for most of those present hold so many memories, though I'm sure that there used to be fewer stairs and they were certainly less steep!

It would not be proper for me to forget that so few of the Fellowship's activities would happen if it were not for the skills and work of our Secretary Betty Campbell - *thanks Bet!*

### REGION 9

*from Tom Farmer*

Our last meeting of the year was held in December at the Great Western Hotel, Exeter over a traditional Christmas lunch. Numbers were slightly down this time due to seasonal ills and we were sorry that Betty could not make it due to flu.

Former colleagues of Harry Crown will be delighted to learn that he has remarried and we were delighted to welcome Marjorie whom we had met at a previous luncheon. I am sure that everyone who worked with Harry would wish to join us in wishing them every happiness in the years to come.



### REGION 10

*from Jack Sale (Co-ordinator - Ireland)*

#### DUBLIN

*from Alison Perry*

Our lunch this year was held in December at the Tara Towers Hotel, Dublin. It was a double celebration being Mary O'Connor's birthday although my lips are sealed as to how many candles were on the cake - she certainly looked radiant. Sixteen members attended - the men looked healthy and handsome and the ladies glowing and glamorous.

We were delighted to have Kevin Keogh in our midst for the first time, and also Maire Boylan. Gerry Mullan made it again having travelled 200 miles to be with us. One colleague we missed was Maurice Bowe who was taken ill that morning, now on the mend.

Everyone seems to be keeping themselves busy - Oona Carton with her bridge - she is an expert now. Nora Murphy with her voluntary work with UNICEF and "yours truly" with my acting - currently playing in "Juno and the Paycock". I had to prove to myself that I can still walk and talk. *(She has no problem! - Jack Sale)*. The men have been very active with golf, swimming and DIY.

**In closing I would like to take this opportunity - on behalf of all the members of the Fellowship in the Republic of Ireland - to say how delighted we were that our northern colleagues had a peaceful Christmas - the first in 25 years and may it be everlasting.**

#### BELFAST

*from Jack Martin*

We held our Christmas lunch again at Robinson's, Belfast on 20th December and then adjourned to the Crown Bar next door - an authentic old Victorian pub now owned by the National Trust.

We all had a great day with many reminiscences of the good old days.

Sally English didn't make it so we sent her a get well card. Victor Frizzell organised the lunch which was much improved after last year.

Unfortunately Muriel Mahon was unwell and Ronnie McGowan's schedule precluded either of them attending this time.

In closing we would all like to thank the management for enabling us to get together once again.

*Jack Martin phoned me just before Christmas and said that there is so much enthusiasm for these get togethers he is trying to fix a joint venture with his Dublin colleagues - more of this later. Jack Sale.*

*Below: left to right, Jimmy Thompson, Victor Frizzell, Colum Hughes, John Moth, John Bates, Alf Lucas. Seated: Jack Martin*



*Left: Region 9, on the left: Vera Rowbottom, Harry Rowbottom, Eileen Storer, on the right: Gladys Smith, Brenda Brown, Ernie Brown (mostly!)*

*Right: Region 10 Dublin, Christmas 1994*



## London -v- Paris, Easter 1954

Stan Sparrey Remembers:

Forty years ago NCR had a strong sports and social club and amongst the many sports encouraged was football. In April 1954 an invitation was received from the French organisation to send two teams to play UFMN Gentilly over the Easter holiday. I was fortunate enough to be chosen for one of the teams and thought that a short account of our trip would revive memories of those who took part in one capacity or another.

We left London after work on the Thursday in a coach to Victoria Station where we were seen off by DAF Donald and caught the Newhaven-Dieppe boat train arriving at the Hotel de Landes, Paris at 6.30 am after an all night journey (no three hour Shuttle in those days!). Although tired,

which ones or the final scores!

The evening saw a magnificent banquet at the Hotel Lutetia, the party breaking up in the small hours of Sunday. Later that day we were collected by coach in order to visit Fontainebleau.

Alas, the best laid plans!

Our driver stopped off at his favourite restaurant for lunch. The chef gave of his best and, by the time we had eaten and drunk our fill, it was too late to continue our trip.

Luckily I still have the original invitation and team lists which we have printed here, a real memory jerker. Additionally, we should mention both Ray Pearce and Geoff Barter who

came with us and did so much for the club in those days.

The original idea was to have a three cornered competition



FIRST TEAMS		
J. WORLEY G. BRADLEY R. PHILLIPS	W. HIBARD	T. MOLE
A. MILLARD	R. SEWELL	G. FOX
W. THRUSSSELL	F. SEWARD	
C. SEWARD	A. WILLIAMSON	D. HOBBS
J. FALCONER		
KICK OFF	AT 4 P.M.	
BERNARD	HELLO	COZIC
PLUSQUELLEC	MOUNE	
PASCAL	LOUIS	LORIC
GASNE	LAUGE	
LEBISSENNAIS	BOUCE	ANTONIO

SECOND TEAMS		
D. BULL R. WILLIAMS R. GOSLING	J. WORLEY	J. McDONALD
G. WILKINSON	G. BRADLEY	D. HOBBS
S. SPARREY	J. ROADNIGHT	G. PHILLIPS
M. McKENNA	G. SILLETT	W. MAGUIRE
KICK OFF	AT 15 TO 2 P.M.	
VEZ	DA CRUZ	TAMBONE
NAVARRIE	LECORNU	
DISPA	NADAIRE	RADIGUET
DAUVISSAT	ATHC	
KLUSKA	PARINETTI	LE HODAPP
	BOLLE	

we had breakfast and were then taken by coach to visit the Gentilly factory. Those comprising the French football opposition worked at the factory so we were introduced to them.

The two games were played in a small stadium, being preceded by a presentation, Miss NCR handing out bouquets of flowers and French pennants on the pitch to the captains.

We won one game and lost the other, the mists of time prevent me from remembering

annually with France and Germany but, sadly this never came to fruition.

Oh! by the way, I nearly forgot, we also went to the Folies Bergere one evening, it really was a hectic weekend.

*[Quite coincidentally, I had lunch with Jean Pearce at a recent Fellowship lunch and she promised to send me some old photos. Imagine my delight to find that they included some of the above trip which I have included. ED]*



ABOVE: Rond Point - Paris Head Office: Roy and Mrs Williams, Ray Pearce, the Seward brothers, Ben Worley, Ron Sewell and Allan Millard.



London-v-Paris, Easter 1954: including Jean and Ray Pearce, Roy Williams amongst others.



The Paris trip again, including Percy Godwin, Roy Sewell, Allan Millard, Mike McKenna, Geoff Barter, George Phillpott and Stan Sparrey.

## Did You Know?

1995 marks the one-hundredth year in the UK for GIS as an incorporated company (most of which time it was known as NCR). For the previous 10 years it operated here as a franchise.

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## A Cosy Billet!

from Joseph O'Brien, FED Dublin

Since taking the SERP in early '92, I have received the newsletter of the NCR Retirement Fellowship. I have enjoyed reading it very much. I would like to make one small suggestion. When you use the names of members could you state the department and location in which they worked. This would more readily identify the persons concerned. (*I print them when they tell me! ED*).

You also asked for stories from the past. Here is one that was told to me by a colleague; Jim Tierney of FED Dublin. How much truth is in it you can decide for yourself. I am only passing on the tale.

The setting is the County of Wexford, Southern Ireland. The year is sometime in the dim and distant past. In the days when we were called *mechanics*. Before company provided cars and availability of vans for work other than delivering machines.

In those days we were given a bundle of service sheets and sent off by train or bus to the country on Monday morning and not come home until Friday night. (*Sometimes called The Good Old Days*).

Jim contacted the office on Tuesday morning from the town of Enniscorthy and was given a repair call in a little village called Bree. (*Nothing to do with the famous cheese*). Now, Bree is about 15 miles from Enniscorthy and in a quiet rural area.

There are only two buses serving the village: one on Tuesday and one on Thursday. It is actually the Wexford to Kilkenny bus, but it does pass through Bree at about two o'clock on its outward run and returns at about four thirty on its way back.

Our Jim guessed this would be enough time to do the repair and catch the return bus. *No Problemo*, as they say today.

The journey went without a hitch, the job didn't. Being a conscientious worker, Jim got involved in the repair and forgot the time. When the register was working again and we had another satisfied customer, Jim realised the time was nearly five o'clock and the bus was gone.

Oh, What to do! Fifteen miles up the mountains with no bus 'till Thursday. The November night was cold and trying to snow. Jim made enquiries about a lift back to Enniscorthy but there was none forth-coming. So, he suggested a B&B but there was none in such a small village.

One of the patrons of the bar told him that there was a woman in a house at the end of the town who may have a bed he could use.

Arriving at the darkened house, wet, cold, hungry and tired, Jim knocked at the door. On the second knock, the door was opened by a very old woman with a candle in an old

candlestick. Explaining his plight and asking for a bed for the night produced a nod from the woman who told him that she could not provide any meals.

Glad to be somewhere for the night, Jim accepted. He would worry about getting back to civilisation tomorrow. The woman led him up a dark flight of stairs into a large room. She showed him the bed inside the door. Wishing him goodnight she left taking the candle with her, saying it was the only one she had.

Making the best of the situation, Jim settled down under the covers as best he could, still in his clothes. He had not expected to be staying over-night.

After a fitful night's sleep he lay there as the dawn began to lighten the room. Just as he decided to get out of the bed, he heard voices on the stairs. Male voices. There was a thumping of something being carried up the stairs. Sounded like furniture. Puzzled, he lay where he was.

The door was thrown open and a burly man backed into the room. He was carrying a box. As he stepped further into the room, Jim realised that the box was very long. By the time the second man entered carrying the other end, Jim knew what it was - a coffin!

Jim says he nearly died of fright there and then. Was this one of those out-of-body experiences? Had he died during the night?

Ignoring Jim, the coffin bearers carried their load to the other end of the room. Then, to his disbelief, Jim saw the corpse. Laid out on a table was the woman's husband. Jim had spent the night in the man's bed.

Jim was out of that bed and down the stairs like the Devil himself was after him.

I have never heard how he got back to Enniscorthy because at each telling of the story, the listeners break up laughing at this point. I wonder what he put on his expenses for that night?

Like I said, *I don't make 'em up, I just pass 'em on*.

## BLOOMERS !

(Part 1)

One of the fringe benefits of being either an English or a History teacher is receiving the occasional jewel of a student bloomer in an essay.

The following is a history of the world composed entirely of verifiable extracts collected by teachers and supplied (unknowingly!) by students at anything from primary to college levels.

### The Egyptians

The inhabitants of ancient Egypt were called mummies. They lived in the Sarah Dessert and travelled to Camelot.

The climate of the **Sarah** is such that the inhabitants have to live elsewhere, so certain areas of the desert are cultivated by irrigation.

The Egyptians built the **Pyramids** in the shape of a huge triangular cube.

The **Pyramids** are a range of mountains between France and Spain.

### In The Beginning

The Bible is full of interesting caricatures.

In the first book of the Bible; Guinesses, **Adam and Eve** were created from an apple tree. One of their children, Cain, once asked, "Am I my brother's son?"

God asked **Abraham** to sacrifice Isaac on Mount Montezuma.

**Jacob**, son of Isaac, stole his brother's birthmark.

**Jacob** was a patriarch who brought up his twelve sons to be patriarchs, but they did not take to it.

One of Jacob's sons, **Joseph**, gave refuse to the Israelites.

### The Roman Empire

Eventually the **Ramons** conquered the Greeks.

History calls people **Romans** because they never stayed in one place for very long.

At **Roman banquets**, the guests wore garlies in their hair.

**Julius Caesar** extinguished himself on the battlefields of Gaul.

The **Ides of March** murdered him because they thought he was going to be made king.

**Nero** was a cruel tyranny who would torture his poor subjects by playing the fiddle to them.

(Continued on page 9)

## From the archives 1

RIGHT:  
The Overseas  
Department,  
London;

John Hartshorn  
with Tom Farmer  
(then Manager  
Overseas Dept),  
whilst  
John Matthews  
concentrates  
his skills using  
a Class 3000  
machine.



## Correspondence

□ **Mrs Dorothy Turner** writes on *Civil Service Retirement Fellowship* - Isle of Wight note paper as follows:

My husband, Arthur and I very much enjoy reading *Postscript* each time it comes along - though some of its news is sadly of the passing of ex-colleagues. He worked for forty years at NCR and likes to keep in touch.

This issue contains a definition of a *Nacarecan*, which we found quite delightful - and so very true. I would like to ask you whether I could have permission to put it into the Autumn issue of our Island Newsletter for this Fellowship. They have an issue twice each year, distributed only among our members. As you see from the heading, we are all pensioners, and I know this would be much appreciated. I have so often tried to put those same sentiments into words, but here it is done so beautifully.

If you would please be so kind as to ask its author for his/her permission, I should be extremely grateful.

Arthur and I send our warmest good wishes - and thanks for the *Postscript*.

□ **G F Taylor** of Llandudno asks if it is possible for pensioners to buy company PC's?

Information just received from the company answers your question: "Ian Jones has recently agreed to pensioners

being allowed to purchase AT&T equipment at a discount price. Shortly I hope to have some information on this, eg: products available, contacts etc. As soon as this is available I will let you have it"

*I will attempt to get it in either this or the next issue. ED.*

□ **Peter Lacey** - ex AAMD, Mech Cheltenham/ Bristol/ Sheldon asks:

"It isn't of Earth shattering importance but can you tell me if there was ever an issue 13 of *PostScript*? If so can you let me have a copy?"

*Peter, I have been keeping my head down on this one! Put it down to plain sloppiness on my part or my inherent superstition, No, there never was a number 13 so you do have a complete set! ED*

□ **John Hartshorn** writes:

In your *Final Word* column of the winter *Postscript* you mentioned the plaque relating to Thomas Lord in Dorset Square.

Readers may be interested to know that Thomas Lord is buried in the churchyard at West Meon, near to where I live, and the village pub is named after him. It is a grand watering hole, full of cricket memorabilia and, of course, that was where he died, so close to Hambledon, the other home of cricket.

Mim and I are pictured outside the Thomas Lord (shown below).



## Your Pension Administration

With effect from 1st May 1995, the Trustees have appointed **William M Mercer Ltd** to take over the responsibility for payment of your pension. William M Mercer Ltd is a respected Company within the pensions field and are able to offer the services of an experienced team solely dedicated to pension payments. Within the team two individuals will have responsibility for the AT&T Global Information Solutions Pension Plan - they are **Andy Croad** and **Amanda Cope**.

Both Andy and Amanda joined Mercer after leaving college. Andy is 24 and has been with Mercer for six years. He is single at the moment but will be getting married in September. Amanda is 19 and has been with Mercer for two and a half years.

If you have any queries regarding payment of your pension or if you change your address or bank details you should contact them at:

**William M Mercer Ltd,**  
Westgate House,  
52 Westgate, Chichester,  
West Sussex PO19 3HF.  
Telephone:  
(01243) 532000

Payments will continue to be made direct to your bank account through the automated clearing system.

A payment advice will be dispatched to you and should be delivered by the day that your pension is due.

Any payments made by cheque will be sent by first class post on the working day prior to the date payment is due

You will no longer receive

the payment advice bearing the NCR name but instead will receive an advice bearing the Mercer logo.

The new style payslip will provide more information than the previous one.

With effect from 1st May 1995, Havant Tax Office will become responsible for any query regarding the taxation of your pension.

Queries regarding an individual's taxation are confidential and therefore Mercers should not become involved.

Any queries should be addressed to the tax office, quoting:

**Reference 300/M1295**  
**H M Inspector of Taxes,**  
**1 Park Road North,**  
**Havant. Hampshire.**  
**PO9 1HR.**  
Telephone:  
**(01705) 492211**

We would stress that this change only affects pension payment administration.

The Trustees continue to control the assets of the Plan, their investment and all future benefit decisions

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## OBITUARY

All those who knew them will be sad to learn of the passing of the following:

**Robert Graham.** died 2/1/95 aged 74  
Field Engineer Aberdeen. Retired 1981 after 46 years

**Ray Pearce.** died 7/1/95 aged 71.  
Human Resources, HO. Retired 1985 after 46 years

**John Mcmanus.** died 22/1/95 aged 67.  
Field Engineer, Newcastle. Retired 1984 after 36 years

**Walter Thrussell.** died 25/1/95 aged 78.  
Field Engineer, S London. Retired 1979 after 42 years

**Henry Pridham.** died 18/2/95 aged 70.  
Retail Sales, Newcastle. Retired 1980 after 31 years

**Will Griffiths.** died 11/3/95 aged 72.  
Account Manager, Cardiff. Retired 1979 after 21 years

**Pat Kirwin.** died 30/11/94 aged 67.  
Engineer, Brent. Retired 1992 after 50 years

**John Mullaney.** died 4/10/94 aged 65.  
Stores Eng CSSD, Brent. Retired 1994 after 25 years

**Robert Graham.** died 2/1/95 aged 76.  
FED Aberdeen. Retired 1981 after 46 years

**Ada Fisher.** died 26/12/94 aged 78.  
Credit Accounts, Greenford. Retired 1973 after 7 years

**Pip Barbour.** died 21/1/95 aged 76.  
Account Mgr, St Alphage. Retired 1978 after 34 years

**Patrick Toland.** died 18/3/95 aged 71.  
Despatch Packer, Systmedia. Retired 1988 after 20 years

**Lucy Bonsall.** died 14/3/95 aged 74.  
Personnel HO. Retired 1973 after 13 years

**John Reynolds.** died 31/3/95.  
Administration Assistant. Retail Div HO. Retired 1979 after 31 years

**Marian Price.** died 23/3/95.  
Cost Clerk. London Serv. C. Retired 1975 after 9 years

## Getting Off The Couch

by Derrick Holt

### Couch potato?

Well, it seems that we should forget that idea. Instead, our retirement should be dedicated to all those things that were in our dreams when we were too busy or too tired to bother - assuming that our dream of heaven wasn't just to sit and do nothing!

### But what is doing something?

Is it lying in the outfield to watch the local cricket team perform, followed by a visit to the local to discuss the results, or perhaps going to the nearby river to cast a line and watch the world go by? What does one have to do to gain sufficient mental stimulation or the necessary exercise to get out of couch potato status?

### Could it possibly be painting?

I wonder, because so many people have said to me that that's the very thing they intend doing when retirement comes - could they be serious, or is the thing they have in mind a bit like fishing? An excuse to get away from it all to some quiet place armed with a brush and paintbox instead of a rod and line.

Whenever I asked the question 'How much painting have you done?' I invariably got the answer 'None', and this is the reply that usually came from the evening class students at the art college where I taught.

Perhaps it is a little like wishing to be a piano player, a skill one would really like to have and hoped that, one day there'll come the chance to try it out and discover success. As far as painting goes, there's no saying that this might not happen since many professional artists reckon that anyone can paint - though I sometimes suspect that these professionals are really looking for customers for their next painting holiday!

Well, what are the chances

of these hopefuls? Should they dash off to the nearest pretty village loaded with all the best paints in an avalanche of colours, a full range of brushes, sheets of good paper and canvas and all the necessary gear? That would be like jumping into the deep end and then finding that you can't swim.

To start with, painting out of doors is difficult with lots of things to give problems. Just because a place feels and looks nice doesn't mean that it is going to provide satisfactory, paintable views.

Then there are the changing shadows due to cloud and the movement of the sun, as well as the wind, rain, cold, heat, dust, people, traffic and what have you. These things have persuaded many artists to do no more than make quick sketches with notes on colour, take a few photographs to provide back up, and then work the data into finished paintings in the studio. However, there are those who feel that their original quick sketches were more free, simpler and more exciting than studio work and will go out and complete a fair amount of work on site. But that really does mean being master of your craft.

Some watercolour painters will produce good outdoor work in as little as 15 minutes and, it's been said that the time to complete an oil painting should not go beyond 2 hours. To work at these speeds requires skill in painting wet into wet.

For the professional painter 'time is of the essence' and any activity that speeds up the work is valid. However, for the likes of us, who just want to potter, there is no rush. Just to take a drawing pad and use any old drawing implement, like a ballpoint, pencil, felt-tip, crayon, blendable or soluble pencil; anything else that comes to hand and have a go will give pleasure enough.

Things like the texture on an old door or tree trunk, the pleasing lines on an old pump, a flower; the possibilities for drawing are endless.

### Is walking good for you?

Well, I must have done my fair share of it. One of the great

things about travelling across the country on the look out for subjects to paint and draw is how much you find out about the places that you visit, their history, architecture, the lie of the land, hidden buildings, bridges, the route of rivers, wild life and almost anything else you can think of. Passing old country cottages or the village church, turning down a tree lined lane, crossing a stile, mounting a ridge to get a view of distant hills and finally coming upon a stream in some peaceful place.

You can imagine that there have been times when I've felt compelled to stop and just sit, perhaps in the shade of a tree beside that stream, where the noise and smell of traffic is far away and one is left with the sound of rippling water, the occasional splash as something disturbs its surface, the bark of a dog, the sound of birds or farm animals. All of which adds up to a feeling of well being and a wish to stay there forever.

Even if we never paint anything worthwhile, the pleasure of travelling and meeting people will have been ample compensation.

Perhaps the intention is to take art really seriously and get down to the nitty gritty of the subject. I don't think you can do better than pick on something simple and simplify it even further. Simplicity makes for the best picture anyway. Don't be too precise. Sketch quickly and lightly around the objects and build up the image, concentrating mostly on the important parts and the tone levels, especially those created by shadows, try to contrast light with dark. If you are not sure about perspective, go for the end view of buildings until you gain experience.

### There is the other choice

That of painting entirely indoors to do still life or compose pictures with the use of photography.

### Photographs

... such as picture post cards, rarely provide ideal subjects, so, take your own and develop them into something interesting. They will only be raw material, since you'll

almost certainly have to make changes to produce an exciting and well balanced painting - well that's artistic licence! One great advantage that taking a photograph has over an on site painting is that you can get to places where it would be impossible to fixor transport an easel or stool. The telephoto lens is also a useful tool as it allows close up views that are best taken from a great distance.

Now the all important bit - materials. I paint mostly in watercolour, so those are the paints that I shall mention, although, what holds good for one medium usually holds good for the others, with the possible exception of pastels.

### Paint:

In theory you should be able to paint anything with the three primary colours, Blue, Red and Yellow. Unfortunately the pigments used to make paint don't necessarily mix satisfactorily to produce all the shades that we would like, so, it's usual to end up with warm and cool colours of the three primaries.

### Blue:

Let's start with Blue; most people use French Ultramarine, which is on the purple side; ie warm. This colour will, under certain circumstances, granulate. That is, the heavy granules will sink into the grain of the paper and produce a texture. Useful when mixed with earth colours to add interest to some flat areas, but care must be taken not to overdo it. Some add this texturing to the sky, but, to me, it looks unnatural, so I add to my palette the cooler Winsor Blue. This colour is very powerful and strongly staining, so must be used with restraint.

### Red:

Next the Reds; a popular cool red is Alizarin Crimson.

I must admit that I don't use it a great deal, but it is useful for mixing the greys in cloud formations and to add a pinkish cast to some buildings. On the rare occasions when I need a warm red I use Cadmium Scarlet. But be careful, bright reds tend to dominate.



### Yellows:

I use a lot of the cool Winsor Yellow. Not a very powerful colour but it does mix well. Where I need a stronger warmer yellow, Cadmium Yellow is my choice. *By the way Cadmiums are toxic*

That is my full range of the primaries, many used frequently, some hardly at all. There are, however, other paints that I use in almost all my paintings and these are Raw Sienna, an earth colour that could best be described as greyed yellow. Burnt Sienna which is a heat treated Raw Sienna and is a greyed red.

Occasionally I use Burnt Umber, another earth colour, much greyer than Burnt Sienna, and Payne's Gray, a rather weak purple grey used for mixing, which, I believe, is a mix of Winsor Blue, Alizarin Crimson and Lamp Black - perhaps I could mix it myself?

### Black:

Lastly, I will mention a very controversial colour - Black. I use the carbon based blue-black called Lamp Black. Many say that black should never be used in a paint box since it can destroy the transparency of a watercolour.

Needless to say, many painters use or have used it, even the great Turner, and, of course, line and wash people depend on it.

Lamp Black mixed with Burnt Sienna makes a very permanent substitute for the old Cuttlefish shade Sepia.

### Green:

And what about green? I once asked a painter why all his greens were the same shade and his reply was

'That's the only green I could buy'.

A painting of high summer dominated by a mass of similar greens can be very boring, so we exaggerate the various shades and tones of green. Distant greens are pale with a blue cast, near greens strong with a warmer appearance. Conifers can be almost black and some willows almost yellow. We can use all the blues and yellows in our palette to make these greens and, to produce a really

glorious bright green, add a touch of Lamp Black to Winsor Yellow.

That is the full range of colours that I commonly use. All artists use different palettes, some with more colours, some with less, but, in the main, all work with a limited palette, it's all a matter of what you find works best. One thing is certain, having too many colours causes confusion. Start with a limited palette and add to it later if you find that you need to.

### Brushes: I find that four brushes are enough.

A 1" Flat for laying in broad washes or for putting in things like distant hedges.

A large No. 10 Round for most of the painting.

A small No. 4 Round for more detailed work.

A Rigger for such things as fine lines and tree branches.

### Pencils:

Anything that produces a strong line is OK for sketching, say, 2B upwards.

For drawing up, prior to painting, I find that a B is best.

Anything harder than HB tends to score the paper and anything softer than 2B can smudge and cause muddiness.

### Paper:

Good watercolour papers are acid free and cotton based and normally come in three finishes and in weights of 90 lbs upwards:

*Hot Pressed* (very smooth),  
*Cold Pressed NOT*  
(slightly rough),  
and *Rough*.

Thin papers will cockle when wet and therefore need soaking and stretching. Even then, there is no guarantee that the paper will not re-cockle in damp weather. I normally play safe and use upstretched 300lb board.

You will need a board on which to stretch your work, a soft eraser, a pencil sharpener, a tray or containers in which to mix paint, a box of paper towels and a large container for water. In addition I usually carry a ruler and a T square. Nothing looks worse than uprights on the slope, particularly if it is an upright reflected in water.

## Interests

Alan Holman

I was working in the theatre when I was talked into joining NCR by the late W R Hart, then Director of the Adding and Accounting Machine Division. He wanted a resident producer for his conventions, plus someone to produce pads and the AAMD Newsletters, Points Bulletins etc.

Bill Hart was a man who always wanted the most professional approach to presentation whether by the sales force or management.

Some thirty Conventions and three CPC's later I had become Manager of the Audio Visual Services Department for NCR UK, a department set up by Bob Thomson the then Director of Advertising & Sales Promotion for NCR. Later a TV studio was added to my responsibilities and I was asked to stage the conventions for NCR Europe. This took me to Barbados, Bangkok, San Diego and Las Vegas - all in the line of duty you understand.

So when, 38 years after joining NCR I was forced to take early retirement due to medical problems I decided to return to my first love the theatre. By this time I had moved from London to Northamptonshire and I was attracted to Northampton's Royal Theatre, a beautiful Victorian theatre opened the same year as NCR was founded 1884. I was put forward for the Executive Committee of the Friends of the Royal and became the Honorary Secretary. That was four years ago and I am still at it.

The Royal Theatre has always been one of the finest

repertory theatres in Great Britain it started such fine actors as Nigel Hawthorne, Timothy West, Linus Roach, Stringer Davis (Margaret Rutherford's husband), Noel Howlett, Max Adrian, Sonia Dresdel, James Hayter, Freda Jackson, Donald Churchill, Tenniel Evans, Arthur Pentelow and, of course, Errol Flynn whose first acting job was at the Royal just after he arrived from Australia.

In 1993 the theatre won the Martini Award for the friendliest theatre in Great Britain.

The *Friends* who number some 500 members run trips to other regional theatres for members - in January this year we visited the Apollo Theatre, Oxford to see *Singing in the Rain*. In February we were off to Wolverhampton to see *La Cage aux Folles* at the Grand Theatre.

In May we are off to see *Cats* in Birmingham. Besides trips we organise 'Meet the Cast' parties for members.

Each Easter we give guided tours of the theatre, front of house and backstage.

If any Fellowship members in Region 3 or Regions 8A or 8B or indeed any region require information on the theatre I will be happy to supply it, and indeed welcome them to a performance.

If you are just starting out, don't spend a lot of money, because things may not work out. It has been said many times, start with the best and forget the cheaper students' colours, but I believe that there is little wrong with them and I know professionals who feel that way too.

Most of the limited range of paints that I have mentioned are available the student ranges. For Winsor Yellow the substitute is Lemon Yellow and for Winsor Blue it is Intense Blue.

Good sable brushes are extremely expensive, but modern synthetics work very well. Instead of cotton based art

paper, Bockingford acid free wood pulp is cheaper and can be bought in various sized pads at 140 lb NOT in white or various tints.

I doubt if anyone will make a fortune at painting but, if someone develops a style that pleases the public there is a possibility of selling a few to finance the hobby and if you are even luckier you may be forced to employ an accountant to keep the Inland Revenue happy!

**The next issue of Postscript will feature  
Glass Engraving  
by Harry Rowbottom**

## The Jacobs Well Appeal

From Stan Graves:

Have you ever considered the enormous amount of skill, talent, and expertise there is out there within the NCR Pensioners Fellowship?. In my own case, I had five years in light engineering, working on cash registers, accounting machines and the like. Then a further thirty-five years on computers, which provided me with a whole range of mechanical, electrical, and electronic skills which could now have been redundant, but for a local charity organisation.

The charity is called "The Jacobs Well Appeal" and originates from the small market town of Beverley, East Yorkshire. It was started by a Dr Beryl Baynon, a local GP and her husband Peter, a Paediatric Psychiatrist. A chance visit to a Polish childrens hospital twelve years ago, revealed abject poverty and the shortage of essential medical equipment, required to treat the patients. A promise of help in this case, snowballed into the organisation we have in Beverley today.

We collect medicines and drugs from pharmaceutical manufacturers, which have been superseded or are surplus to requirements.

Medical and surgical instruments, needles, syringes, sutures are also donated by hospitals, so are such things as surgical dressings, artificial limbs, wheel-chairs, walking-frames and the like. As with most charitable organisations, we also collect warm clothing, foot ware, blankets and bedding, school-books, desks, childrens toys and furniture mainly for fitting out orphanages.

My sole responsibility is the medical, dental, and surgical electronic equipment, which we receive from hospitals all over the country. The range of equipment is vast, encompassing units such as, Paediatric Incubators, Ventilators, Electro-Cardiograph Units, Blood Testing Equipment, Microscopes, Ultrasonic Scanners, Life-Support Monitors and X-Ray Units.

A fair percentage of the equipment received is in working order, the reasons for donation are, obsolescence, or

not maintainable for one reason or another. The equipment which has faults can, in some cases be repaired with the parts from a second faulty unit, if spare parts are not available. I estimate that about seventy-five percent of all units received are refurbished and shipped out to perform some useful function, somewhere in the world.

The list of destinations for this equipment reads like the pages of a world atlas with familiar names such as; Afghanistan, Bosnia, Bulgaria, Croatia, Hungary, Latvia, Poland, Pakistan, Rumania, Ukraine, Yugoslavia, or anywhere where there is a need for such aid and assistance.

There are many problems to overcome when working on the medical equipment. Whilst working for NCR-FED, training was given on all the equipment, the best test equipment was provided, and circuit diagrams, documentation and other fault finding aids were available for use, most equipment was housed in an air-conditioned environment, clean and well maintained. Unfortunately none of these essential conditions apply at Jacobs Well. Due to age, and use of most of the equipment, operational manuals, technical drawings and the like, have been lost or are not complete, making any serious faultfinding very difficult. There is also the problem of knowing, what a piece of equipment is used for, and how to test it to ensure it is in good working order, having very little experience, in the use of medical equipment.

Storage of medical equipment is quite a problem, as much of it is rather bulky. It can also require protection from the elements, dust, damp and rough handling. We have three large warehouses, one of which is used predominantly for technical equipment. The buildings are not heated due to the expense it would entail, so are very cold and damp in the winter. Some types of equipment, ie: X-ray and Defibrillator units can only be worked on in warm dry weather, due to the very high voltages these units produce.

Medicines and drugs have their own storage problems, as by law they must always be stored under secure conditions. These items sometimes arrive by the truck load, needing sorting into their various types, in some cases repackaging, then stored under lock and key, in warm dry conditions.

All assistance and manual labour is provided voluntarily, and it is surprising the number of young people who volunteer their services. Some young students have been out to Siret in Rumania, close to the Ukrainian border working with young children in an orphanage. A retired couple are out in Hungary, running a charity shop to help the deprived local people obtain good quality warm clothing etc; there are many unsung heroes in this type of work.

This charity is financed, mainly by voluntary subscriptions from individuals, contributions are also received from various institutions such as rotary clubs and the like. The largest drain on our resources is transport, as maintaining our small number of trucks and vans, is very expensive. We have had trucks damaged due to rocket fire, which is not what one would call a normal expenditure.

Most of our goods are shipped by our ageing road transport, 32-ton articulated trucks, of which we have two. Destinations like Afghanistan, and Pakistan, usually go by sea, as our trucks are not reliable enough to go the distance. We average about ten trips per year shipping over three hundred tons, the limitation being, finding a volunteer driver with a clean HGV licence who is willing to travel. We also

have some smaller trucks and vans which travel the country picking up donated goods and equipment from hospitals and institutions.

It would seem from my limited experience in this work, the most difficult thing in the world is to try to help someone. Bureaucracy, officialdom, and red-tape are met at every stage, of every journey. It is not unusual to find border customs demanding bribes to allow these essential medical supplies into their country!

We have had containers held up by customs, sitting in bonded warehouses for over two years awaiting custom clearance. Containers broken into and goods vandalized or stolen is often reported, this state of affairs is rather sad as the goods are of little value to anyone other than a medical specialist, and means someone may be being deprived of essential treatment.

Although we have these setbacks at times, most of our goods and equipment arrive safely at the various destinations and help someone in need. From my point of view it is good to know that some piece of equipment which may have been scrapped, is now doing a useful job of work, thanks to the training received on electronic equipment by NCR.

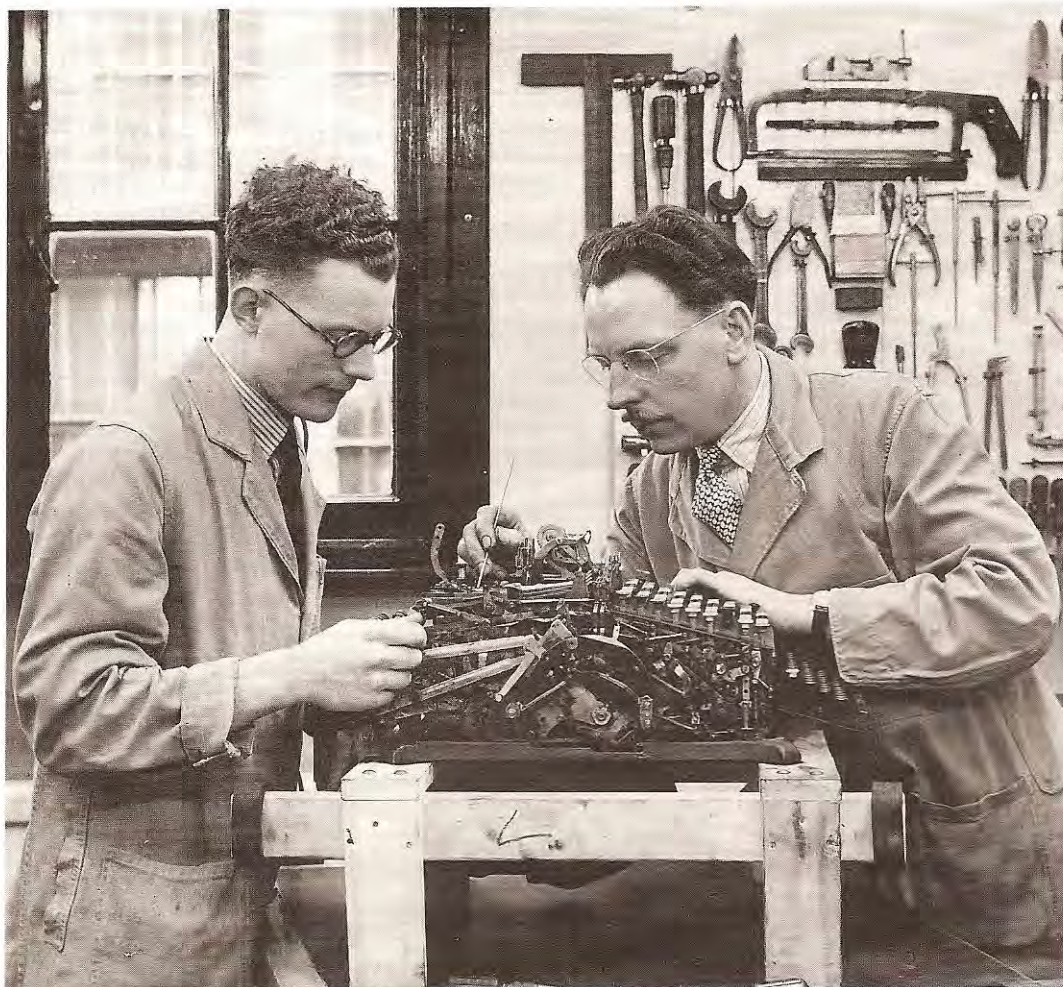
If you are ever in need of Brain Surgery, a Heart and Lung transplant or the like, we could no doubt supply all the necessary surgical equipment to perform the operation, but I couldn't vouch for the documentation, or instructions to do the job as there could be some pages missing!

### 'till we meet again

Those famous folk down on the farm - *The Archers* - borrowed reproduction NCR cash registers from GIS for their exhibition stands at county shows.

Items from the NCR Heritage Collection, base at Sheldon, also feature regularly in period television sets and films.





## From the archives 2

Alan Taylor and John Harsthorn from the Leicester office hard at work on a Class 3000 machine

## Profile:

(Continued from front cover)

I enclose a couple of photos (shown on page 4 and opposite) which may interest you: one is Alan Taylor and myself working on a Class 3000 in the Leicester service department, and the other is of Tom Farmer (ex Manager, Overseas Department, London), John Evans, also of Overseas Dept. operating a Class 3000, and myself and, needless to add, both photos taken some years ago.

In view of the many changes that have taken place over the last few years, you may wish to print the following which I found among notes of a management course I attended long ago:

### CHANGE

*"Change essentially is anti-tradition, anti-establishment and uncomfortable. Yet most, if not all, progress, whatever its form, has been stimulated by people who suggested a different approach, even though many of them were horse-whipped for doing so."*

*"The executive who pioneers change in his organisation must brace himself for the trauma his actions may produce; he must be capable of intelligently explaining the personal advantages of change to those who believe, naturally, that change is a threat to their positions. For the resistance to change is fear, it is a human instinct, rather than a human tendency, to be afraid of that which we do not know or understand, and change is just such an animal."*

## More BLOOMERS ! Part 2

### The Jews

**Pharaoh** forced the Hebrew slaves to make bread without straw.

**Moses** led them to the Red Sea, where they made unleavened bread, which is bread made without any ingredients. Afterwards, Moses went up on Mount Cyanide to get the ten commandments.

**David** was a Hebrew king skilled at playing the liar. He fought with the Philatelists, a race of people who lived in Biblical times.

**Solomon**, one of David's sons, had 500 wives and 500 porcupines.

### Ancient Greece

Without the **Greeks** we would not have history.

The **Greeks** invented three kinds of columns; Corinthian, Doric and Ionic. They also had myths.

A **myth** is a female moth. One myth says that the

mother of **Achilles** dipped him in the River Styns until he became intollerable.

**Achilles** appears in The Iliad, by **Homer**. **Homer** also wrote The Oddity, in which Penelope was the last hardship that Ulysses endured on his journey. Actually, Homer was not written by Homer but by another man of that name.

**Socrates** was a famous Greek teacher who went round giving people advice. They killed him. Socrates died from an overdose of wedlock.

In the **Olympic Games**, Greeks ran races, jumped, hurled the biscuits, and threw the java. The reward to the victor was a coral wreath.

The **government of Athens** was democratic because the people took the law into their own hands.

There were no wars in **Greece** as the mountains were so high that they couldn't climb over to see what their neighbours were doing.

When they fought the **Persians**, the Greeks were outnumbered because the Persians had more men.

### The Middle Ages

**King Alfred** conquered the Dames, **King Arthur** lived in the Age of Shivery.

**King Harold** mustarded his troops before the Battle of Hastings.

**Joan of Arc** was cannonized by Bernard Shaw, and victims of the Black Death grew boobs on their necks.

Finally, **Magna Carta** provided that no free man should be hanged twice for the same offence.

In **medieval times** most of the people were alliterate.

The greatest writer of the time was **Chaucer**, who wrote many poems and verses and also wrote literature.

Another tale tells of **William Tell**, who shot an arrow through an apple while standing on his son's head.

### The Renaissance

The **Renaissance** was an age in which more individuals felt the value of their human being.

**Martin Luther** was nailed to the church door at Wittenburg for selling papal indulgences. He died a horrible death, being excommunicated by a bull.

It was the painter **Dona-tello's** interest in the female nude that made him the father of the Renaissance.

**Gutenberg** invented the Bible.

**Sir Walter Raleigh** is a historical figure because he invented cigarettes. Another important invention was the circulation of blood.

**Sir Francis Drake** circumcised the world with a 100 foot clipper.

The **government of England** was a limited mockery.

**Henry VIII** found walking difficult because he had an abess on his knee.

(To be continued)

## AT&T changes the face of cash machines

AT&T GIS announced it will begin using the AT&T brand name and logo on its ATMs and other self-service products. Effective immediately, the change of the ATM brand from NCR to AT&T leverages AT&T's consumer and awareness, particularly prevalent in international markets.

The change in branding is a result of extensive global research and feedback from customers, prospects and associates, who expect us to better reflect who we are - an AT&T company'.

## One AT&T Catalogue

AT&T UK Sales Director Jon Collins is co-ordinating the compilation of a complete manual of the entire range of AT&T products and services available in the UK. The manual is intended for use by all associates across the UK AT&T business units and will enable us to more fully discuss AT&T's capabilities with our customers.

Lakhi Manget of the AT&T GIS Information Centre will be contacting key associates for information about our products and services to help create the catalogue.

(We hope to obtain a copy and extract items for Postscript as requested by several of our readers. ED)

## Identity Cards for all GIS Associates

During the next few months GIS will be implementing the Corporate ID programme throughout the UK. This means that all Associates will be required to wear their ID card and challenge anyone on AT&T premises not displaying a valid card.

No-one will be allowed into AT&T premises without displaying their card. Contractors and temporary staff will be provided with a card by site security, or for those sites without security guards, from their reception.

Visitor's passes will be issued to Fellowship members visiting company premises.

## Dublin Office Closure

Associates in Dublin have been notified that the South Circular Road Office will be closing at the end of March.

The majority of associates will move to the plant in Clonsaugh, Dublin, with a small number temporarily moving to the Network Systems office in Cabinteely, Dublin. The aim is to consolidate all office-based GIS associates in Clonsaugh by the end of 1995.

## Lars Nyberg appointment

Last Thursday, May 4, Bob Allen announced that Lars Nyberg, chairman and CEO of the Communications Systems division of Philips Electronics NV and a member of the Philips Group Management Committee, will join AT&T on June 1 as chairman and CEO of AT&T Global Information Solutions and a member of the AT&T Management Executive Committee.

## Ian Lightbourne appointment

Ian Lightbourne has been appointed HR Area Coach for AT&T GIS UK. In announcing his appointment, Martin Burgess, HR director for AT&T UK said: 'Ian has outstanding HR knowledge and experience gained in a wide international context. I have no doubt that he will enjoy great success in his new role. Please join me in congratulating Ian and wishing him success in his new assignment.'

Ian joined NCR New Zealand in 1981, assuming the position of HR Manager in 1989. Whilst in this role, Ian worked on a number of project assignments for the Pacific Group, and in 1993 transferred to Dayton as Manager Compensation and Staffing for the LAMEA area. In January 1994 Ian transferred to GIS UK on a loaned assignment as HR Operations Coach supporting the HR team responsible for resourcing.

Ian holds a business degree in Personnel and Psychology from Massey University, New Zealand.

## AT&T 1995 BOOK AWARD

Now in its 8th year, the 1995 AT&T Book Award is up and running. The winning author was awarded £25,000, the most valuable annual single literary award in the UK.

The judges, Alan Clark (Chair), June Formby, Val Hennessy, Ruth Leon, Sheridan Morley, met to decide their longlist.

### The Longlist

The twelve books, chosen from 115 submissions were;

*The Brontes* - Juliet Barker,  
*Paris After the Liberation* - Anthony Beevor and Artemis Cooper,  
*Leonard Bernstein* - Humphrey Burton,  
*Young Husband* - Patrick French,  
*In the Mind's Eye* - Lucy Greal,  
*Sweetkillough Let Go Your Anchor* - Maurice Hays,  
*Coming Back Brockens* - Mark Hudson,  
*Emeric Pressburger* - Kevin Macdonald,  
*Long Walk to Freedom* - Nelson Mandela,  
*Louis Macneice* - Jon Stallworthy,  
*Aristocrats* - Stella Tillyard,  
*The Village That Died For England* - Patrick Wright.

### The Shortlist

The shortlist of four books was announced by the panel on Tuesday, April 18.

The titles were:  
*The Brontes* by Juliet Barker,  
*Leonard Bernstein* by Humphrey Burton,  
*Coming Back Brockens* by Mark Hudson and  
*Long Walk to Freedom* by Nelson Mandela.

### AWARD WINNER: *Coming Back Brockens* by Mark Hudson

The winner was announced at the 1995 AT&T Non-Fiction Award. Mark Hudson was presented at the Awards Dinner in the Savoy Hotel, London, on May 9th.

The book is an account of the author's search for his roots in the once-thriving mining community of Horde on the Durham Coast. The author won £25,000, plus an AT&T multimedia lap top computer.

## Parking at Sheldon

Of special interest to Region 3 members:

Additional parking for all visitors to the Sheldon office is now available approximately 200 yds down the Coventry road (A45) at the rear of a garage called Vaughan Motors. Anyone attending training courses may leave their cars over-night on this site as it is kept locked from 6.15 pm until 8.00 am following morning.

## AT&T and GIS Q1

### Corporate Results

Last week AT&T reported quarterly net income of \$1.98 billion.

Net income grew nearly 12% over last year's first quarter profits.

Current year revenues rose nearly 7% to \$18.262 billion compared with \$17.097 billion reported for the first quarter of 1994.

AT&T GIS reported a 28% increase in sales of computer product and systems to \$850 million for the quarter.

Total revenue grew to \$1.82 billion, a 19% growth over the same 1994 quarter.

GIS also reported an operating loss of \$143 million for the quarter, compared to a loss of \$57 million a year ago.

### Queen's Award

Export growth by AT&T in Scotland gains Queens Award AT&T Global Information Solutions (Scotland) Ltd has been awarded the prestigious Queens Award for Export Achievement which has been described as Britain's most coveted commercial prize.

AT&T GIS has facilities in Dundee and Dalgety Bay and has sole responsibility within AT&T Corporation worldwide, for the design, development and manufacture of Automated Teller Machines (ATMs) and other self-service terminals.

The Award follows the award of the Scottish Gold Export Award at the end of 1994 and previous recognition by the Queens Award for Export Achievement in 1989.

Export sales have grown by 100% in the two years to September 1994.

## Spooking the phantom cashpoint customers

Phantom withdrawals, the mysterious disappearance of money from accounts via cash dispensers, have spooked banks and building societies for years.

Until now, that is, GIS in Scotland has launched an automatic teller machine (ATM) with a built-in digital camera that records images of each customer who makes a transaction.



The image can then help resolve disputed transactions. The camera, which is positioned in the fascia to capture good images of customers of different heights, stores the images on a removable hard disk. This can capture images for up to four weeks before needing to be replaced. The images can be stored, ready for retrieval if necessary, and the disk re-used.

"Most phantom withdrawals can be traced back to family members or friends of the customer", product manager Mark Stewart of GIS said. "But until now it has been very difficult for the bank if it has been the victim of this type of fraud, to provide concrete proof. Our camera system is software-controlled and

offers clear images which can be recalled quickly by account number, ATM number and date.

The system is currently undergoing trials at several banks in the UK. Mark is certain that the system will prove as big hit with banks and customers alike: "It's the sort of technology which meets our aim of delighting our customers".



## "Uncharted territory"

That is how Martin Burgess, the recently appointed human resources director for AT&T in the UK views his newly created role. He's relying on two years of experience as GIS human resources coach to help him navigate the group through some interesting times ahead.

Most notable among these is overseeing the integration of the human resources functions across the company.

He sees the value of human resources as being strategic, rather than tactical: "Our role is to support the business and maximise the contribution of AT&T people toward the company's objectives? Martin also believes an integrated structure and processes will allow human resources to achieve this more effectively.

"I want to introduce a balance with the total country requirements so that we are more aware of the needs of all our people. Then we will be better able to lever their skills and competencies for the benefit of the organisation, increasing efficiency and reducing costs".

Working to a plan based on shared accountability, Martin heads a team drawn from human resources in ISTEEL, GIS, Network Systems, BCSE, and Scotland and Micro electronics among others. It will drive integration, and has begun by setting up a system of team leaders to lead cross business learns focused on specific processes within human resources.

"It's still very much in its early stages" said Martin, "but we'll be announcing the objectives that the teams have set".

Although integration is the ultimate goal, in Martin's opinion this doesn't necessarily mean centralisation. "We should be delivering our services as close to our customers as possible, acting as an internal consultant and meeting agreed standards in the required areas.

"My role is to work with the business unit human resource people, process teams and business unit leaders to set the human resources agenda and to deliver its objectives consistently and effectively across the company".

## GIS UK First Quarter 1995 Business Results

Total Country	Revenue	Profit
<b>January Business Results</b>		
January ytd	£15.3 m	-£0.3 m
Year End Plan	£263.7 m	£32.6 m
% achieved to date	5.8%	n/a
<b>PS</b>		
January ytd	£1.2 m	£0.2 m
Year End Plan	£18.3 m	£5.7 m
% achieved to date	6.6%	3.5%
<b>CS</b>		
January ytd	£4.3 m	£0.2 m
Year End Plan	£62.6 m	£15.7 m
% achieved to date	6.9%	3.2%
<b>February Business Results</b>		
February ytd	£30.7 m	£0.49 m
Year End Plan	£263.7 m	£32.6 m
% achieved to date	11.6%	0.5%
<b>PS</b>		
February ytd	£2.5 m	£0.57 m
Year End Plan	£18.3 m	£5.7 m
% achieved to date	13.7%	3.5%
<b>CS</b>		
February ytd	£8.9 m	£0.2 m
Year End Plan	£62.6 m	£15.7 m
% achieved to date	14.2%	3.6%
<b>GIS UK First Quarter Business Profits</b>		
March ytd (Q1)	£52.8 m	£3.47 m
Q1 Plan	£49.1 m (108%)	£3.52 m (99%0
Year End Plan	£263.7 m (20%)	£32.6 m (11%)
<b>PS</b>		
March ytd (Q1)	£52.8 m	£3.47 m
Q1 Plan	£4.9 m (117%)	£1.5 m (73%0
Year End Plan	£18.3 m (27%)	£5.7 m (19%)
<b>CS</b>		
March ytd (Q1)	£15 m	£1.5 m
Q1 Plan	£15.7 m (96%)	£3.3 m (45%0
Year End Plan	£62.6 m (24%)	£15.7 m (10%)

## Latest in PCs

GIS unveiled a total of twelve new Globallyst personal computers at CeBIT, Europe's largest office, information and telecommunications technology exhibition. The new lines range from notebooks to desk tops to mini-towers and boast several easy-to-use communications features such as pager messaging, document conferencing and AT&T data/fax/voice modem.

Four of the new desktops are designed for the business user and are available with a wide range of Intel processors. Six more all-Pentium PCs are aimed at the mass-market - small businesses and professionals who work from home - **an industry first.**

### Expansion

The GIS award-winning range of notebooks is expanded with two new additions, one ideal for the mobile professional and the other providing an excellent multimedia presentation tool.

The business-class PCs and notebooks will be marketed through direct and indirect sales channel including value-added resellers and dealers. The remainder will be retailed in Europe through select national and regional ass-market outlets, including computer superstores, electronics stores, department stores and office superstores.

## The Regional Organisers Annual Meeting

This year the Regional Organisers met on Thursday 9th March. All were present except for Jack Sale who was on holiday. Additionally, the meeting was attended by Lyn Cross of Pensions and Dennis Williams of Personnel who manages our budget for us, both important people where the Fellowship is concerned.

The meeting started with Region Reports which you have already read in PostScript. This was followed by an announcement regarding the future use of an outside contractor to handle payment of our pensions. Details of this are elsewhere in this issue.

The next item was of particular interest to me as editor of your newsletter. It was agreed that, as the AT&T house magazine was such a general publication, much of which was of no interest to NCR people, PostScript would now be sent to ALL pensioners and would incorporate a digest of company news where it was of interest to us. This in lieu of the AT&T publication.

Membership eligibility of the Fellowship was discussed and it was agreed that modified rules be drafted and submitted to the company for approval. (These have now been approved and appear at the end of this report).

Next discussed was our budget for 1995 and Organisers supplied a note of active members in order that a per capita figure could be agreed and based on the overall sum available.

Under *Any Other Business*, the progress of pension increase reviews was sought but the only information available was that it was in hand.

It was also confirmed that diaries for 1996 had been ordered so don't go out and buy one as I did this year!

There were no items submitted by individual members so that was it for another year!

## Retirement Fellowship Eligibility Conditions

The Fellowship is open to employees of AT&T GIS ('the Company') who retire with an immediate pension (provided either by the Company Pension Fund or by a private pension plan) after at least 5 years' service.

Membership is also offered to the widows/widowers/surviving partners of Fellowship members.

Membership may also be offered, subject to approval of each case by the Company's Director of Human Resources, to ex-employees who fulfill the following conditions:-

1. At least 15 years' service.
2. In receipt of a pension from the Company Pension Fund.
3. Left the Company before normal retirement age because of redundancy (voluntary or compulsory); or the need to care for a dependant; or to become self-employed.
4. Not in receipt of an occupational pension resulting from employment after leaving the Company.



Your regional Organisers (left to right) Basil Garsed (Vice-Chairman), Ted Young (5), Scott Caldwell (1), Tom Farmer (9), Jim Kembery (7), Harry Redington (President), Ernie Giles (2), Betty Campbell (Secretary), Frank Robinson (6), Harry Hardacre (3), Des Woodall (8), Tony Poil (Chairman), - Jack Sale (10) was on holiday

## The NCR Retirement Fellowship

### ORGANISING COMMITTEE

**PRESIDENT:** Harry Redington

**CHAIRMAN:** Tony Poil

**VICE-CHAIRMAN:** Basil Garsed

**SECRETARY:** Betty Campbell

**EDITOR "POSTSCRIPT"** Geoff Jackson

### REGIONAL ORGANISERS:

**Region 1:** Scott Caldwell

**Region 6:** Frank Robinson

**Region 2:** Ernie Giles

**Region 7:** Jim Kembery

**Region 3:** Harry Hardacre

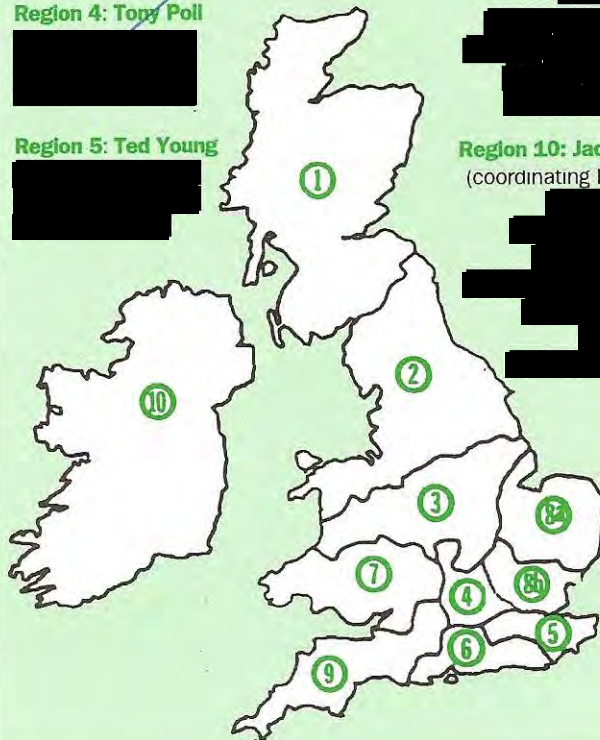
**Region 8:** Des Woodall

**Region 4:** Tony Poil

**Region 9:** Tom Farmer

**Region 5:** Ted Young

**Region 10:** Jack Sale  
(coordinating Ireland)



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