

COMPANY NEWS

MANY OF YOU HAVE ASKED FOR NEWS OF THE "NEW" NCR'S PROGRESS. I HAVE BEEN UNABLE, TO DATE, TO PERSUADE ANYONE IN HO TO WRITE ME A PIECE. HOWEVER, WE ARE INDEBTED TO MIM ROGERS FOR THE ARTICLE REPRODUCED BELOW WHICH APPEARED IN THE NEW YORK TIMES ON 21st OCTOBER LAST YEAR. IT APPEARS TO BE UNBIASED AND MAKES FOR INTERESTING READING:



Lars A. Nyberg, the chairman of the NCR Corporation, at the company's Moraine Farm Mansion, stands behind a copy of an early cash register.

Stepping Out of the AT & T Nest NCR Spreads Its Wings [Flight Insurance Anyone?]

by Laurence Zuckerman

DAYTON, Ohio - Lars A. Nyberg, the Chairman of the NCR Corporation, is sunk deep into a plush red chair in the ornate music room of Moraine Farm, the luxurious 1920's mansion once owned by Col. Edward A. Deeds, a long-ago chairman of the company that was then known as National Cash Register.

It is an oddly luxurious setting in which to discuss Mr. Nyberg's recent cost-cutting. Since being swallowed by the AT&T Corporation in a \$7.4 billion takeover in 1991, NCR has lost staggering amounts of money - nearly \$4 billion since 1992. And since joining NCR 16 months ago, Mr. Nyberg has cut more than 8,000 jobs in his effort to trim \$600 million in annual expenses.

Why, then, hang on to this sprawling mansion with a 3,000-pipe organ, basement shooting gallery and rotating observatory?

"It is very easy to come in here with a new broom and throw everything out," said Mr. Nyberg, a 45-year-old Swede who joined NCR in June 1995 after 20 years at Philips Electronics N.V. in Europe. "But selling this place would have taken away some of the heritage of the NCR company." As he tries to return NCR to financial health before its corporate divorce from AT&T the tall,

plain-speaking Mr. Nyberg knows that NCR's 112-year tradition - dating to the world's first cash register - is one of his strongest assets. It is for the same reason that in January 1996, not long after AT&T said it would spin off the computer division, Mr. Nyberg decided to restore its birth name, NCR, and abandon the ponderous "AT&T Global Information Solutions", that, to many employees, had come to symbolise the company's decline.

Beyond such symbolism, Mr. Nyberg has further raised morale by leading a financial turnaround. On Oct. 17 1996 NCR said it had an operating profit of \$29 million in the third quarter, compared with a loss of \$196 million a year earlier. The operating profit brought NCR to the break-even point for the year - a goal Mr. Nyberg had not expected to achieve until December.

It is a feat that may also put cash in the pockets of US NCR employees, who have each been promised stock options for a break-even year, and more if the company achieves profitability.

Still, even if the new NCR manages to turn a profit this year, its future as an independent company is by no means assured. Five years of drift and strategic flights of fancy under AT&T have eroded the company's traditional strengths in automatic teller machines, electronic cash registers and large-scale computers. Now, as Mr. Nyberg refocuses the company on these areas, NCR faces stiff competition.

"It's not as if they are going to go out of business," said Gilbert P. Williamson, a longtime NCR executive who served as chairman and chief executive for two years after the AT&T takeover. "But when you are competing against companies like Hewlett-Packard, I.B.M. and Microsoft you are in the big leagues. And NCR barely has its nose above water." Mr. Nyberg, who is the fifth chairman and chief executive at NCR in the last five years, is well aware of the challenge that awaits him, once the company's shares begin trading in January 1997 "A zero result makes nobody happy," he said. "Shareholders want a dividend; they want the share price to go up."

AT&T shareholders have reason to be impatient. When AT&T's chairman, Robert E. Allen, decided to buy NCR in 1991 over the strenuous objections of NCR's management, he was convinced that there was synergy between the computer and communications businesses. But after dragging NCR into the AT&T fold, Mr. Allen and his team were never able to prove that hypothesis.

"I would say that the fundamental mistake - and I was someone who was pretty optimistic about the merger at the time - was never to really articulate how we were going to fit in and what we were expected to contribute in the overall scheme of things," said Daniel J. Enneking a senior vice president who joined NCR in 1975.

Though NCR had focused mostly on selling corporate computing systems to business customers, in 1993 AT&T set its sights on becoming one of the top five personal-computer suppliers in the world.

It was a disastrous move, coming at a time when even more established brands like I.B.M. and Compaq were embroiled in a price war of attrition.

By the time Mr. Nyberg arrived in 1996, NCR was losing \$2 million a day and its employees were despondent. Taking a hard look at

NCR's operations, he decided to exit the PC business.

It was a bold step because it slashed NCR's annual revenues by more than a billion dollars to about \$7 billion. But it immediately improved the company's overall profit margin, which reached 29 percent in the third quarter - up from 19.5 percent a year earlier.

Mr. Nyberg's plan went on to shrink NCR's staff and expenses and refocus the company on its pre-AT&T strengths. AT&T itself has paid dearly for its blunders. The long-distance giant has had to inject more than \$2.8 billion in cash into NCR since 1993 and has promised to hand over another \$487 million before the spinoff. That will leave NCR with about \$1.3 billion in equity and \$1 billion in cash.

"Bob Allen promised me that I would have a strong balance sheet," Mr. Nyberg said. Though a price for NCR's stock has not been set yet, most analysts predict that the new company will have a market capitalisation of about \$4 billion - about half what AT&T paid for NCR in 1991.

Mr. Nyberg is convinced that NCR's long-standing relationship with banks like Chase Manhattan and Bank of America, and retailers like Wal-Mart Stores, as well as its global presence - the company gets more than half its revenues from outside the United States - will enable it to grow.

Several customers said that they were rooting for NCR and that its service and products had improved greatly in the last year.

But the years of turmoil have cost the computer maker valuable time. Both its financial and retail businesses did not grow last year and the financial services unit saw its sales shrink 7 percent in the first six months of 1996 compared with the same period in 1995. Professional services, which include designing and setting up NCR systems and are another high-growth area Mr. Nyberg is aiming for, also had flat revenues for the first six months of 1996 compared with last.

In addition, NCR's largest customer by far has been AT&T itself, which accounted for 8 percent of the company's revenues in the first half of 1996. Both AT&T and its equipment manufacturing arm that was spun off last month, Lucent Technologies, have contracted to keep buying from NCR after it is on its own, but they are not obliged to spend as much as they have previously.

One bright spot for NCR has been its large-scale computer division. The Teradata Corporation, which NCR bought in 1992, was an early seller of powerful computers and software that help businesses sift through vast stores of customer data to discern trends. The industry term for this practice is data warehousing, and it is expected to grow into a \$15 billion market by the end of the decade, up from \$3 billion today.

NCR has built data warehouses for many of the world's largest retailers and many of the biggest banks as well. The largest commercial warehouse anywhere was built by NCR for Wal-Mart Stores, which maintains a record of every item sold in each of its 2,268 stores for the past 65 weeks. The data base, which holds 7.5 trillion bytes of information, or the equivalent of about 2 billion pages of text, enables Wal-Mart to track which items - down to individual tubes of toothpaste - are selling best in which stores.

But critics claim that NCR is losing ground as rivals like the Oracle Corporation, I.B.M. and Informix move into the data warehousing market. "The other vendors are moving very quickly to catch up," said Kevin Strange, a research director at the Gartner Group, a consulting firm that advises businesses how to invest their

information-technology dollars. "Unfortunately, NCR has not moved the bar up."

Mr. Strange contended that much of the growth that NCR is now reporting comes from existing customers upgrading their systems from Teradata's old, proprietary data base software to the new version, which runs on NCR's variety of the Unix operating system. Not so, countered Mr. Nyberg, who said that two-thirds of the computer group's sales were to either new clients or existing customers buying entirely new applications.

Randy Mott, the chief information officer at Wal-Mart, said that the retailer compared NCR against its competitors in December, when it was deciding how to upgrade its data warehouse. NCR won hands down.

Several Wal-Mart stores are testing a new electronic price label being developed by NCR and AT&T's Bell Labs, that would allow the prices of items on store shelves to be changed remotely using radio signals.

"We think this thing is really going to take off," said Anthony Fano, NCR's senior vice president in charge of retail systems.

But when it comes to the Internet, which most experts say will transform the retail and financial-services industry, NCR is not even a player. Wal-Mart, for instance, has teamed with the Microsoft Corporation to develop Web software for an on-line "virtual" store, which Microsoft plans to sell to other retailers.

Such is the problem for the new NCR. Unlike wealthier rivals, it cannot afford to lay too many bets on the table. "I have to put money where I get the biggest bang," Mr. Fano said. - "I'm not going to get into the same position as I did before."

NCR announces a sting in its tail!

Last August NCR announced its sponsorship of Wasps Rugby Football Club and have become its official club sponsors for three seasons. As was evidenced in the last issue of PostScript, the deal includes NCR branding on the club strip and a variety of other devices to ensure that NCR's name is given prominence. A total of 17 home games will provide opportunities for customers and employees to watch rugby as it enters a new phase of professionalism.

CONTRIBUTIONS

You will note that, as a result of your contributions, we have a 16 page issue this time and some articles have been held over. Keep them coming though, remember; no contributions, no PostScript!

Geoff Jackson

REGION 1

from Scott Caldwell

All our 1997 meetings are now organised, three in total and, by the time you read this our first one in Glasgow will have been held on 2nd April. The others will be in Edinburgh on 3rd September and Dundee on October 8th.

If members from other Regions are interested in attending our lunches drop me a line a couple of weeks before the event and I will let you have further details - Scottish members will of course be sent details as in the past.

Correspondence from all of you over the Christmas break was much appreciated but one letter which was both surprising and welcome was one from America. It was from John Simpson who worked in Glasgow in the 50's. He moved around the world with NCR until finally retiring to Dayton. Apparently he had read about our lunches in PostScript and the sight of some of his old friends in the photographs brought back many happy memories to him. He sends his good wishes to all his friends and has included a photo of himself with his grandchildren.



John Simpson with his Grandchildren

This would also be an appropriate place to include a contribution from Stan Scorer who writes:

I enclose a photograph of celebrations marking the 50th anniversary of the inception of the Dundee factory - summer 1946. NCR brought a tremendous boost to the city's fortunes. Its high standards of facilities for its employees - health care, sports, training and pay made it the envy of the other industries in the city - mainly the three J's - Jute, Journalism and Jam!

Some mention should be made of Nelson T Carne, who came up from London to set up and manage NCR Dundee with outstanding success. I hope you can find room to publish the photo which recalls a remarkable event in NCR's history.



Above: The Lord and Lady Provost with Dr and Mrs James Adamson and guests, at the 50th anniversary of NCR in Dundee.

REGION 2E

from Maureen Burdis

We all know that Spring can be a little late some years but did you know that Xmas can come early? Well it did for Fellowship 2E members on the 6th November last year when we met up at our usual venue, "The Buckles".

For many, it involved battling through gales and driving rain, not only on the way but on the return journey as well.....it's well seen that NCR folk are equal to any challenge and so 37 of us were on hand to welcome our very special guest; Ernie Giles.

Following an excellent Xmas lunch, and on behalf of ALL 2E Fellowship members, Jack Sale presented Ernie with an antique silver hip flask, to thank him for all his sterling work for the Fellowship since its inception, organising countless lunches, sorting out problems and making new members so welcome - not only 2E but the whole of the old Northern Region. Quite an achievement, Ernie, many thanks indeed and every good wish for the future to you and your good lady.

By the way, your invitation is in the post, same time, same place when I hope to see you and as many members as possible at our next meeting on 21st May - make a note in your diary.



Ernie's Presentation

REGION 2N

from Jo Leighton

We had our winter meeting yesterday with Christmas luncheon at the Central Plaza hotel, Carlisle, but our celebration was muted by the news, received the day before from Tony Poil that Wally Staples had, despite a great fight, succumbed to the illness that had pursued him in recent years.

Wally had decided to join our North (2) meetings because of the convenience of the Settle line rail link between his home, near Skipton in the Yorkshire dales and Carlisle. He telephoned me a few weeks ago, from hospital. As usual, he was full of optimism about the future and spoke about the possibility of being well enough to join us in December to fulfil a promise he had made to me - to talk about his job with NCR. His job did not bring him into contact with provincial offices in the UK and we had looked forward to hearing tales of a more exotic NCR career. Sadly not to be.

Wally was a tall, elegant, gentleman full of enthusiasm for life. We hadn't known him long but we will remember him with affection.

The weather too reduced our number, snowstorms were reported throughout the north - Gladys Foulner, widow of Alex Foulner, CRD Agent in Lancaster 6 Carlisle, didn't want to face a winter journey, nor did Ernie Giles, and Eddie Tuck was unable to travel. We will see all three in the Spring. Everyone else was in fine fettle with 'Shop' talk flowing freely. Following a reading of Tony Poil's correspondence with Ian Lightbourne (Director, Human Resources) on the pensions review, we had a long and interesting discussion on pension matters. What became evident was that, despite the fact that we should all be in possession of the pension booklet, not all of us are au fait with many details, principally, how our dependants are affected by our passing on in retirement. A number of questions were posed, some hypothetical, which I promised to pursue. It occurred to me that, if our group is typical, then perhaps the body of the Fellowship would be interested in these questions too. Maybe a short question and answer piece in the PostScript would be appropriate? But, please, don't do to me what you did to Derek Holt!

I appreciate that these are questions the answers to which may be found in a pensions booklet. As well, there may be persons who find it difficult to discuss the subject but would still like to know the answers. Maybe Lyn could help? **Lyn Cross responds:**

The answers to the questions you pose are:

1. Upon the death of a pensioner

Q. What proportion of pension is paid to a widow?

A. The Plan provides for a spouse's pension of 50% of the member's pension to be paid on the death of the member provided that the couple have been married for at least six months prior to death occurring. If the spouse is more than ten years younger than the member then the pension will be reduced by 2% for each year by which the difference in their ages exceeds ten.

The trustees have discretion to pay any spouse's pension in excess of the Guaranteed Minimum Pension (GMP) to someone other than the legal spouse.

Q. What effect does the payment of a lump sum on retirement have on the proportion of pension paid to a widow?

A. The pension equivalent of any lump sum taken will be added back to the member's pension prior to calculation of the spouse's pension together with the value of increases that would have been awarded on the pension had it not have been exchanged for a cash lump sum.

Example:

A member retires 01 January 1994 and is entitled to an annual pension of £4000.00. He chooses to exchange £1000.00 of this for a cash sum and receives the remaining £3000.00 as a pension. The member dies on 01 March 1997.

On death the member's pension would have been £3182.62 p.a. after allowing for increases on 01 April 1995 of 2.5% and 01 January 1997 of 3.5%.

The spouses pension is calculated by firstly adding the value of the increases to the initial £4000.00 to give an amount of £4243.50 and multiplying by 50% to give a spouse's pension payable of £2121.75 per annum.

This example does not take account of any Guaranteed Minimum

Pension that the member is entitled to which may, when included, change the final figures.

Q. Will a "common law wife" (dependent) of many years standing be treated in the same way as a widow?

A. Where there is no surviving spouse, the trustees have discretion to pay a Dependant's pension to one or more dependants. The trustees will consider an application from a Partner to whom the member was not married at the time of death. If children of the deceased are still in full time education, what account is taken of this fact and, if payments are made, at what point do payments stop, or, at what ages do children cease to qualify?

A children's pension is payable equal to 50% of the spouse's pension (maximum two children to count) if the child is in full time education and not receiving any payment for this e.g. Company sponsorship. The pension is payable up until the age of 16 and thereafter at the trustees discretion. The pension will normally cease at age 21 but, in exceptional circumstances the trustees may use their powers to continue payment up to a maximum age of 25.

Please note that the above apply only to the pension being received from the final salary plan. The benefits payable on death from pension secured by either Matched Savings Plan contributions or Additional Voluntary Contributions will depend on the type of pension purchased by the member on retirement

2. Income Tax

Q. In a case that we have personal knowledge of, a new widow has to pay a high rate of tax in the first few months of her widowhood (since refunded). Is there any way this can be avoided?

A. The Inland Revenue require that tax at the emergency rate is deducted from any pension paid until they advise of the tax coding which should be applied. Unfortunately, this may lead to any new widow or pensioner having a higher rate of tax deducted than necessary initially. The tax office view a persons tax position as personal and will not enter into correspondence with anyone other than the individual concerned regarding coding. The only way to speed up the process is, therefore, for the individual to contact their tax office and ask for a coding to be issued.

Thanks for the PostScript. It's arrival reminded me about something else that cropped up. The NCR Post. I am sure you will be aware that Fellowship members are still keenly interested in what is going on in the Company, both Companies in fact. Is there any chance of a distribution to them?

And finally, The Pension Review, I quite understand the points made by Ian Lightbourne but a remark made by Jack Scott struck me as apt. "Some of us don't have time to wait for a review. We need it now!"

REGION 2W

from Charles Southall

The second meeting held in the Northwest, took place on the 30th October 96 at the Grange Country Club Heswall Wirral. The attendance was slightly down on our previous gathering in the summer, but still a very commendable 39. A number of our members were enjoying an Autumn holiday.

Ernie Giles was present for the first time since retiring as organiser for our region and we had arranged a surprise presentation in appreciation of all the years that he devoted to this region which of course also included Leeds and Carlisle. He was quite overcome when presented with a cut glass decanter, whisky glasses and a very nice bottle of single malt. Almost lost for words and that is quite something for Ernie.

We were very pleased to see Alin Cain from the Isle of Man, who flew over to Liverpool for the day in order to join us for the first time. We look forward to seeing you again Alin. Our special guest from the Midlands, Mr David Teasdale was also made very welcome. He was able to renew many old acquaintances from Liverpool and Manchester where he often worked, he told us, on computer support. Thank you David for a most interesting review of your exploits.

Of those unable to attend, we missed Jack Hale who wasn't quite up to joining us that particular week and Rita Home who has not been so well recently. Every one sends their best wishes to you both and we hope that we may see you feeling much better this year.



Ernie's second presentation

REGION 3

from Harry Hardacre.

Our numbers are increasing every year and now we stand at 89. However, we normally only have an attendance of about 50% at each meeting, so many of our group having reached the age where our aches and pains make us less mobile than we would like. I am therefore so pleased to see the efforts made by the majority to attend our lunches so regularly.

We had 37 members present at our September lunch and enjoyed a very varied menu in the Staff Restaurant, Sheldon, time either side of the meal reliving past events. Our next event, the first of 1997 will also be at Sheldon.

Our greetings to the rest of the Fellowship.



Sheldon

REGION 4

from Tony Poil

It has been a very good year for the Region, with attendances over 100 at both of our meetings. On May 15 we lunched as usual in the Staff Restaurant at Marylebone Road and, also as usual, Jim Hinshelwood and his staff provided us with a superb meal. The many appreciative comments which I received after the lunch showed how much the occasion was enjoyed.

We recently learned that Jim Hinshelwood has been appointed Facilities Manager for NCR UK, responsible for the smooth running and maintenance of all the Company's premises. Catering remains under his wing, and the Catering Manager is former Head Chef Chris Sprague, ably assisted by John Phillips.

We were able to congratulate and thank Jim, Chris and John at our Autumn luncheon on October 24th, when we had a record attendance of 105. We were particularly delighted to see Sheila Ali again; also Bob Thomson back in London after a short spell in the North; and my own guest Barry Marcus who needs no introduction to many "Nacarecans".

Fixing dates for our meetings is quite a problem. We have to avoid any major Company events which obviously have first call on the catering facilities, then some members ask us to avoid school half terms and holidays because of commitments to grandchildren, and others want meetings during half terms and holidays because then they are free of such commitments! As they say, you can't please all the people all of the time - but we'll do our best.

The date for the next meeting is 29th October, at HO.

REGION 5

from Ted Young

Where did 1996 go? It's a trite remark but one which becomes ever truer with age, or at least it does for me. Region 5 enjoyed two excellent lunches during '96, both at HO. The management of catering in the company changed hands last year but fortunately had no effect on the standard to which we in London are accustomed. Jim Hinshelwood was promoted to Supremo of Premises for which congratulations Jim, and Chris Sprague took over Catering, the continuing quality of which, congratulations Chris!

We in the London Regions are grateful to Management for allowing our functions to continue at Marylebone Road; we not only renew friendships in the Fellowship but meet current employees and management, some with whom we previously worked.

It is good to see the changes that have taken place including the new logo and NCR emblems on the buildings. The front entrance has been completely redesigned and is quite startling to those of us who remember walnut panelling and mezzanine floors. certainly some will not like the new suite while others will admire it enormously.

One change that isn't due to building work is the increasing steepness of the restaurant stairs. As I've said before, my knees object to all stairs and the passing of the years are not helping.

Previously I have taken pleasure in maintaining the security of the restaurant entrance and greeted our guests at the same time. Now I have had to ask another of the London Regional Reps to take over. At least I can still attend our events and that is what matters.

Mention of my arthritic knees in a previous journal brought a reply from Ted Cluff with his own brand of alternative medicine. So far I can't say that I've given it a fair trial but it was good to have the response, Ted!

Many of you will know that I have been involved in amateur theatricals for some years and, so far my health hasn't stopped me; a play followed by "The King and I" and now, in '97, "Me and My Girl" with characters that I can play. I am glad that I still have this hobby; for thirty years I have derived pleasure from it and have been able to provide pleasure for others. By the way, I also sing in charity concerts 3 or 4 times a year.

I'm sorry to use my biro, which I have found **[with a vengeance, Ted! ED]**, to sound my own trumpet but, apart from Margaret Lamb who often phones me with matters of interest she has culled from various sources, Region 5 is very quiet between lunches.

I am hoping that more of them will answer, Yes, when the lovely Betty Campbell writes inviting them to the '97 gatherings. Betty has had cataracts in both eyes repaired and is now even better at looking after the Fellowship than she was before. Lord knows what we would do without her. Come on Region 5, come and meet her when she labels you on arrival. You will enjoy yourself - guaranteed!

The date for the next meeting, is the 23rd October, at HO.

Regards to you all in Region 5 and elsewhere.

REGION 6 from Alan Hutchins

Alan has kindly agreed to take over the duties of Regional Organiser, Region 6, from Frank Robinson and it would, therefore, be a good time for Alan to introduce himself to you:-

I joined N.C.R. at the Guildford Office in 1958, as a junior mechanic. It was then located at Bridge Street. It was manned by the salesman Mr. Sanders, the office girl, three mechanics - Roly Newman, Len Harvey and Dick Macey, who later was to become Depot Manager and then Supervisor. The Depot Manager at the time was Steve Holloway.

On returning from National Service in the R.A.F. I rejoined N.C.R. at Guildford. The office had by now moved to Markenfield Road, where it remained until it closed in the 1970's. I was trained on the complete range of retail machines and adding machines and 32's.

When the office closed the service department was transferred to Brighton, where our Manager was Frank Robinson once again. Frank had taken over from Dick Macey at Guildford some years earlier, when Dick Macey was promoted to Supervisor. I continued to work at Brighton as a Field Engineer and later as a Team Supervisor until the office closed, and with several other offices we moved into the new centre at Crawley.

At this time Frank decided Early Retirement was the thing for him

so I was asked to look after the new centre that was formed, which comprised of most of the old Brighton and Sittingbourne engineers, until a new manager was found. This happened about nine months later.

I stayed at Crawley until 1992 when I took early retirement, one of my last jobs was the installations of the Debenhams contract which I found very enjoyable.

I am looking forward to taking over the reins from Frank, and look forward to seeing Region 6 in full force at the next get-together - more news of this in due course.

REGION 7 from Jim Kembery

Our Region lunch was held on September 25th at the Aztec Hotel Bristol. Eighteen members enjoyed their day and only one or two were missing - sick and double booked **[we do issue diaries to our members - what better reason to join our ranks?]**

It was good to have our Chairman, Tony Poil, with us and, over coffee and mints he had the opportunity to bring us up to date with company news, much appreciated by all.

We did miss Betty, who usually manages to make it; this time she was having her eyes serviced though we understand that they are now functioning better than ever - next time Betty?

REGIONS 8 and 8a from Des Woodall

Since my report which appeared in the Winter 1996/97 edition of PostScript we have held another lunch at Head Office which took place on Thursday 24th October. A large number of members from the Region were present, including three attending for the first time - George Bradley, Laurie McMahan and Charlie Williams. The meal was, as always, excellent, and due thanks were expressed to Chris Sprague and John Phillips.

Betty, our Secretary, and I are now in the process of arranging the 1997 lunches at Head Office for Region 8, and I am also arranging a lunch at Newmarket for those who live in Region 8a. I am sure all the meetings will be as enjoyable as ever, and create much reminiscing among those present.

Geoff Jackson, our worthy PostScript Editor, has reminded me that I used to include the odd corny joke or newspaper extract at the end of my report. I would have thought you have already suffered enough! Anyway, here goes:-

True stories of English...How she is spoke....

In a Japanese Hotel Lobby: "You are invited to take advantage of the chambermaid"

In a hotel in Vienna: "In case of fire do your utmost to alarm the hotel porter"

In a Bucharest hotel: "The lift is being fixed for the next day. During that time we regret that you will be unbearable"

REGION 9

from Tony Poil

Region 9's most recent get-together took place on Monday the 9th December 1996, in Exeter at our favourite hostelry - The Great Western Hotel.

The occasion opened on a sad note as we stood in silence for a short while to honour the memory of Bert King who passed away on the 6th November. You will recall that Bert was featured in the 1996/7 winter edition of PostScript - a delightful chap and a very popular member of our group. Gladys, his widow, bravely came along to the lunch and we were pleased to have the opportunity to support her for a few hours in her great loss.

Following a splendid lunch a warm welcome was given to Lyn Cross, Principal Pensions Specialist from Head Office. Lyn gave us an update on the Pensions Act 1995 which takes effect in April. Many of those present grasped the opportunity to air their anxieties concerning the security of the Pension Fund, and I for one was not surprised to learn that at one stage AT&T attempted a fund transfer. Lyn departed for home on a high note with the good news that there was to be an increase of pensions in the very near future.

So ended another warm and happy occasion with friends and former colleagues, and how great to see Hazel and Ken Thorne again after an absence of several years due to ill health.

Finally, my personal thanks to everyone in Region 9 for their support - we were 42 in number - a great turnout.

REGION 10

from Jack Sale
(co-ordinator - Ireland)

Jack's new address is:

6 The Corbetts,
Leigh Sinton,
Malvern,
Worcestershire,
WR13 5HO
01886 833922

DUBLIN

from Allison Perry

Down Memory Lane

1996 Xmas Lunch was held at the St Laurence Hotel, Houth Co. Dublin on Tuesday 12 December, We returned to the venue where some of the best NCR Xmas Parties were held in the 1960's, when our colleagues came from Belfast, Cork & Galway, and what fond memories we all shared of those days,

We had our largest gathering to date and we were delighted to welcome Eithna Maher to the fellowship, Willie Tracy was unable to attend because of a family bereavement - we hope to see you next year Willie, Gerry Mullen left Sligo at 6.30 that morning to travel 300 miles to be with us - that is what I call a true blue fellow!

Cecil Gleeson has become a Grandad for the first time and told us about an NCR Reunion he had in Washington this year with two of his old chums - Leo Collins and Neville Morgan who were engineers in Dublin in the 1950's, NCR friendships are indeed lasting!

I would like to thank all my fellows for the lovely box of chocolates which I received and I will enjoy even though a moment on the lips is a lifetime on the hips!!

Finally I would like to take this opportunity to wish Jack Sale, Betty Campbell and Lyn Cross a happy 1997 and to thank them for all their help during the year. AND to our Belfast Colleagues - may they have a very peaceful New Year. Our photographer, Joe O'Brien, had a problem with his camera, so we were unable to take a group picture.

NB. I am sure everyone who knows and remembers Allison will be very pleased to learn that she received Best Actress award from Dublin Drama Festival Director - Michael Pettigrew for her role as Mrs B in 'The Hatchet' - Well done Allison. - Jack Sale.



Top award for actress Allison

BELFAST

from Jack Martin

Our 1996 Xmas lunch was again held at Robinsons (why change a good venue). We were all delighted that Sally English was well enough to attend and brighten the occasion. Unfortunately Muriel Mahon and Colum Hughes were away on holiday (Not together of course), and Ronnie McGowan could not get away from work. However, the rest of the 'Fold' gang were there (Jimmy Thompson, John Bates, John Moth and Victor Frizzell) - Victor has happily recovered from the heart attack and is back playing golf 4 times a week !

Unfortunately we left it too late to contact Dublin about a get-together, but I intend to put that right in 1997 - so here's hoping. That would be great Jack! - Jack Sale

Our best wishes to all concerned with PostScript and the Retirement Fellowship for all the help given.



Seated from left:
John Moth, Jimmy
Thompson, Sally
English, Maurice
English.

Standing from left:
John Bates, Myself
(still handsome),
Victor Frizzell.

OBITUARY

ALL OF THOSE WHO KNEW THEM WILL BE SAD TO LEARN OF THE PASSING OF THE FOLLOWING:

Name	Year of Retirement	Service	Age	Date of Death	Position/Location on retirement
Miss H P Lamb	1988	26 yrs 7 mths	66	04 August 1996	Account Manager, Head Office
Mr F R Sherwood	1973	42 yrs 11 mths	88	09 August 1996	Chief Instructor, Brent
Mr R J Hall	1991	34 yrs 3 mths	73	03 September 1996	Field Engineer
Mr G Mardlin	1981	22 yrs 8 mths	79	22 September 1996	Job Leader, Transport Wembley
Mr H G A Price	1976	48 yrs 1 mth	84	28 September 1996	Manager, Order Dept., Greenford
Mr J S Dodds	1977	29 yrs 11 mths	81	03 October 1996	Supervisor, FED Leeds
Mr H A Martino	1988	20 yrs 1 mth	75	24 October 1996	Technical Assistant, Estates Brent
Mr H Boorer	1987	8 yrs 5 mths	73	10 November 1996	Chaffeur, Head Office
Mr W E G Staples	1988	40 yrs 10 mths	73	30 November 1996	Manager, EPLO, Finchley
Mrs M Hooper	1981	5 yrs 7 mths	72	19 December 1996	Cloakroom Attendant, Brent
Mr R L May	1976	5 yrs 4 mths	85	30 December 1996	Operator, Systemedia, Borehamwood
Mr F Chambers	1981	43 yrs 11 mths	75	03 January 1997	Technician, FED Leeds
Mr L F Morris	1979	17 yrs 7 mths	82	08 January 1997	Sorry, incomplete record
Mr W Tyler	1975	No Record	83	09 January 1997	Admin. Assistant, Order Department
Mr H Oppenheim	1976	28 yrs 8 mths	76	10 January 1997	Field Manager, Retail District 2
Mrs P I Bowyer	1977	35 yrs 5 mths	69	13 January 1997	Clerk, General Accounts
Mr J W Wooff	1982	45 yrs 6 mths	79	21 January 1997	Co-ordinator, FED Brent
Mr J P Wilson	1977	10 yrs 11 mths	75	07 February 1997	CSR, Edinburgh
Mr C E Smith	1979	32 yrs 6 mths	80	26 February 1997	Manager, Express Boyd, Manchester
Mr E W West	1983	36 yrs 8 mths	76	27 February 1997	FED, Cardiff
Mr R J Thomson	1979	40 yrs 8 mths	79	10 March 1997	Director, Head Office
Mr E B Gear	1996	14 yrs 1 mth	66	14 March 1997	Security
Mr J Dexter	1990	32 yrs 8 mths	63	19 March 1997	FED, Midlands and West
Mr H S Newman	1973	37 yrs 1 mth	87	20 March 1997	Technical Services, Head Office

PUTTING THINGS RIGHT.

Issue 18 contained both errors and omissions which should be rectified and I am indebted to several longer serving members than me to put the record straight. Ed.

JOHNNY LIGHT

Those of you who knew him will have been distressed to see in our obituary columns the words "J D Light - position - unknown." I have received a letter from Alan Perryman who writes:

I am one of many pensioners who worked in the Cash Register Division and was privileged to know John. John's influence extended well beyond the confines of Head Office and his ability to apply the concepts of the NCR Sales Training Manual was second to none, and his advice was keenly sought by salesmen anxious to convert a difficult prospect into a user.

John started his NCR career as a highly successful Regular Territory Division cash register salesman, in District One at Head Office under the redoubtable Bill Harris, the doyen of the legendary Harris dynasty. He was a consistent CPC achiever.

He was promoted to Retail Sales Training Manager following Barry Marcus who moved to take up an appointment as District Manager, Liverpool. The Training School was located on the 6th floor at HO before moving to Greenford. His assistant was John Knox, who transferred from the Cash Register Sales Promotion Department, and who later joined HO, Marks and Spencer in Baker Street managing their installation of NCR 2117's throughout the organisation.

Many cash register salesmen of the era, which included the golden years of decimalisation, will acknowledge that their success was largely due to the quality and professionalism of the education given in the training school under John's tutorage. Incidentally, it was rumoured at the time that NCR UK's timely and significant profit contribution in 1970/71 helped to keep the Corporation afloat during the forced late and painful migration from traditional electro-mechanical products to the electronic arena.

No trainee salesman was allowed to graduate without being able to demonstrate every NCR feature and function, according to the Oversea's Sales Training Manual, and give a textbook answer to all conceivable objections. John could keep an audience spellbound for an hour explaining the benefits of the register-printed sales bill to the customer, the salesperson and the proprietor. Incidentally it was never referred to as a receipt because in those days a receipt had to carry a 2d stamp! It is not generally known, even today, that an NCR printed sales bill will enable a servant to prove his or her honesty when shopping on behalf of others.!

The use of the unprofessional word "ticket" would provoke a nervous twitch of the shoulder and a sharp reprimand which guaranteed that slip of the tongue was never repeated!

Salesmen were also taught how to conduct a survey of a prospect's business, to uncover potential loss of profits by relating the human weaknesses, carelessness, laziness, indifference, forgetfulness and temptation - specifically targeted towards his business. John would then demonstrate, through the use of the NCR-pioneered Pedestal Pad, how each of the losses exposed could be prevented by investing in an NCR retail system!

Salesman were also taught how to apply the NCR yardstick-service, protection, information, convenience and economy - to benefits to be enjoyed through the installation of NCR products, to justify the price charged. "The system costs nothing Mr. Prospect - it pays for itself through the benefits it bestows on the user!"

John Light transferred as Manager of the CRD Showroom in HO which had moved from the ground floor (where circa 6000 parts making up a Class 6000 were impressively displayed in a glass cabinet above which would rotate the floodlit star of the show.) to the first floor. He exercised an iron discipline and maintained the products and supporting displays in immaculate condition. It is a truism that an order was guaranteed if a cash register salesman was able to persuade a prospect to visit HO. His conversion speed from prospect to customer was phenomenal. Any London RTD salesman of that era will vouch for the fact that after a demonstration by John Light the order was in the bag!

Often John's demonstrations would continue well beyond 5 o'clock. It was common practice for colleagues to pass the time of day with his wife, who could be found sitting patiently in the Ground Floor Showroom following a day's work as a milliner in a Mayfair boutique, before they proceeded to their Neasden home.

I hope that these reminiscences go some way towards acknowledging the debt of gratitude that NCR owes to John Light in particular and to his many retired colleagues in general.

BETTY PATERSON

Letters have been received from both a Mr J P H Cunningham and my old friend Pat Caldecourt pointing out the fact that Richard Ingram's identification of the lady operator/demonstrator in the photo he submitted is faulty. It is, of course, Betty Paterson not Betty Campbell and our apologies are due to both of the ladies concerned. Must be those Scottish names that got transposed!

Firstly, a rather terse note from Mr Cunningham as follows:

Sir - Re the news letter No. 18 1996/7. Please refer to page 10 where you show the lady operator as Betty Campbell - NONSENSE!

The lady is Elizabeth Paterson of Tayport in Scotland. A lady of charm and beauty.

Send her an apology and print it in your next edition!

(as requested, Mr Cunningham.)

Pat's letter contains interesting news and so I reproduce it below:

Dear Geoff - Shame on you! The lady sitting at the 395 machine at BEE Olympia 1966 is Betty Paterson (not Campbell). I remember well setting up the machine in 1966. (How paths cross; I was demonstrating a Honeywell Series 200 just across the aisle at that show! - Ed.) Also I worked with Betty later on the 446, we went out to Augsburg together testing equipment, I was working for New Machine Sales/Development and we borrowed Betty.

I moved here to Newquay in April of this year (1996), so now drive up to Exeter for the NCR lunches; I first went in June and, more recently, in December, a round trip of some 170 miles but worth it. A real pleasure to meet old friends.

I have made a resolution to write you an article. As you know, I visited Vienna, Paris, Nigeria, Ghana and the Ivory Coast whilst working with Frank Deedman's Regional Support Team and with Harry Thornhill, Mike Register and Dudley Beckley. Lots of amusing moments there, so I shall make an effort.

Looking at PostScript 17, page 8, I see there is a picture "Miss NCR Contest". This, I believe, to be pre-1959 as I do not remember it happening and two of the ladies who look familiar to me look younger than they did in 1959. From right to left no. 5 is Margaret Wood from Glasgow, no. 7 is Joy Brown (then Joy Booker) from Leeds.

In June 1991 12 of us old "senior Girls" met for lunch in Wigan - I came up from Essex, Margaret from Glasgow, Joy from Leeds and Ellen Smith (ex-Birmingham) over from America on holiday together with Joy Wright also from Birmingham; you can imagine all the tongues wagging!

kindest Regards - Pat.

FEEDBACK

The Groom Family

Readers may remember that Alf Collingham appealed in our last issue for more information about the Groom Family. Since then I have received letters from two fellow members on this subject, namely; Nancy Craighead and Ernie Giles, the latter, always noted for his formal approach, heading his letter “..from Ern to Editor Geoff.”!!

I think it best to reproduce both letters here as the information provided is intertwined.

Nancy says: William Groom was George's father and he worked for The National Cash Register Company [as we then were] in Birmingham all his life. His eldest son, George, joined the Company in, I am almost certain, 1923 and worked in Birmingham for a time. He had a spell in Tottenham Court Road before going to Worthing. He often visited relatives outside Chester for he was a great country lover and there he met and married Evelyn.

Both had family in the Chester area so that, when there was a vacancy for a 2000 mechanic, as they were called then, he applied and got the job. This must have been in the late 1940's as I joined the company in 1951 as Branch Office Clerk. Chester was very much a fledgling office then with Reg. Parr as Salesman, Will Stevens as Depot Manager [3000's], George and a young mechanic, Dennis Basford, who left the company in the 1950's.

I remember George's cigarettes as does Alf Collingham. He had pleurisy some years after I joined and was advised to give up smoking. He stopped there and then and never smoked again!

In those early days mechanics used their own cars on company business and George insisted on driving with his window wide open so that he could give hand signals! - I'm talking of the '50's. Occasionally we had to call on Liverpool mechanics to help us out and I was amused to see them arrive at Chester Office complete with greatcoat, scarf, gloves and, in some cases, a hat, ready to go out with George - the late Dick Brownbill comes to mind!

George and Evelyn had no family but were a lovely couple with whom I spent many happy hours over the years.

Ernie continues the story at this point but, as is Ernie's wont, he spices it with other items of unrelated interest; I think I had better let you have the lot!! He says:

My first contact with George Groom came in the mid sixties when he retired. At that time I was the North West Secretary organising Pensioners lunches. I believe we held about eleven eventually before Dayton ruled otherwise and they ceased. We had good local facilities and it cost about 7/6 per head.

George, who had been based at Chester Office always came with Willie Stephens, yet another engineer from the area. Willie always took the photos, black and white in those days and George did the conversing, on a wide range of subjects. By this time he was a non-smoker, having put the nicotine habit well behind him. He always looked a picture of good health and was well loved by his many friends from the Chester area.

Being a Probian, a member of our local Probus Club, reminds me that the Secretary of the Probus Club, Southgate, London is none other than Des Woodall [Organiser of Region 8] knew George long before I met him and could tell Alf more about him.

Back to those early pensioners lunches; we did try to keep in touch

but, sadly, one by one, they were all called away to attend that great lunch in the sky - I wonder what they all think of us now? But then, in 1984, you and I and Harry Redington and a few more met up in London and the Fellowship was born. There were a few of the oldies left, George Lawrence, Sister Ann Gate come quickly to mind but many were missing.

Soon after the formation of the new Fellowship an invitation was extended to widows and widowers of deceased to join us. It was then that I met George's widow Evelyn. Two North West members, Nancy Craighead and Dennis Scales invited me to meet Evelyn at the home of Dennis. She was then in her mid-eighties but still very active, especially in her garden which she still tended on her own.

Evelyn became a regular, Dennis and Nancy bringing her on each occasion, she did enjoy meeting everyone. We celebrated her 90th with a massive cake and bouquet, but sadly and finally at 97 she succumbed to old age, and we saw the passing of a grand and loveable lady - SO THAT'S GEORGE AND EVELYN.

Now William was the father of George, and, to the best of my knowledge became Depot Manager in Birmingham, around 1923. Before she died Evelyn entrusted me with a book written by the son of our founder, John Patterson, which had been presented to William. It is a historical vision of the progress of NCR in the USA. - SO THERE YOU HAVE IT, GEORGE AND EVELYN WERE MAN AND WIFE AND WILLIAM WAS GEORGE'S DAD, A TRUE NCR STORY.

I feel that we have covered the story of the Groom family pretty comprehensively but if anyone wishes to discuss the matter further I would suggest a chat direct with Alf Collingham who will be moving to:

6, Haybridge Hall, Hadley,
Telford, Shropshire,
TF1 4JG

[from 24 March 1997]

NCR Pension Fund - Annual Accounts.

Pension Fund accounts are audited within seven months of the end of the financial year, signed off and printed. Currently some 500 Fellowship members receive them, it is however, up to you to initiate receipt of a copy; they are not sent out automatically. If you would like a copy, **AND HAVE NOT ALREADY ORDERED ONE**, get in touch with Lyn Cross, and ask her to put you on the list.

CONTRIBUTIONS

THOSE SPLIT TOTALS

from Reg Cullen

Knowing that Richard Ingram's account of the mystery of the machine giving split totals caused some offence to those of you with tender sensibilities, I hesitate to print the account sent to me by Reg Cullen. I do so because:-

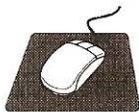
- a) It is true,
- b) Why shouldn't the rest of us have a laugh, and
- c) If you think it might cause you offence, you don't have to read it!

Reg writes:

When reading Richard Ingram's story about the Class 32-10 giving split totals, it reminded me of the time when I started my first job as an Apprentice Typewriter Mechanic. Having worked in the workshop for over a year [making tea and sweeping up], I was allowed to go out and work in the field, and my first assignment was in the typing pool at the local Council Offices where some thirty or forty young ladies were pounding away at their machines. I was of course accompanied by a senior mechanic who directed me to one of the faulty machines, where I asked the typist [a buxom young lady] what the problem was. She explained that the machine was giving extra spaces, usually at the start of a line of typing.

I pondered this problem for a few seconds and then with screwdriver in hand, pretended to investigate the bowels of the machine. The typist must have been impressed, and thinking her typewriter was in good hands, she went off to powder her nose. As soon as she had gone the senior mechanic came hurrying over to me, he asked me what the problem was and when I explained he said "Ah! I thought so!" and then began to spin the seat of the chair in an anticlockwise direction. This action baffled me, as all it would do was to raise the level of the seat. He then whispered in my ear that a certain part of the ladies anatomy was resting on the spacebar [or words to that effect!] What an uplifting experience for a 16 year old lad!

Technology



It's a funny old thing, this technology our standards it's supposed to improve, but just as I'm getting to grips with it all then technology goes on the move.



Its surrounded by hype and jargon and the language just taxes my brain, even the words that I do recognise their meanings are not quite the same.

I thought that a MOUSE was a small furry thing and a RAM belonged down on the farm, and I was a MONITOR when I was at school to see that the pencils came to no harm.

But it's fun to go SURFING without getting wet although the NET doesn't catch any fish, and there's TV programs from way out in space all served up in my satellite DISH.

Now I can send Email and I don't need a stamp and there isn't a postman in sight, I can get at my cash through a hole-in-the-wall if I remember my PIN number right.

We've got holograms and virtual reality and it's driving me right round the bend, For I may have just seen it; but it's not there at all I wonder, where will it all end?



Reg Cullen

Knock Knock....

from Dennis Triggs and John Morden

Scene: Dennis Triggs' flat in Sidney, Vancouver Island, BC.

Players: John Morden and Dennis Triggs

Action: To display [improbable as it may seem] two large door knockers mounted on mahogany shields.

Objective: To entice others to visit British Columbia out of pure curiosity so that they can all have a good old chinwag about NCR and the old days and everything!

Not wishing to upset their little ploy, I feel I must be practical and accept the fact that you can't all beat a path to their respective doors this summer and that an explanation should be provided. What they are doing is holding the door knockers that originally adorned the doors of Marylebone Road before its update in the '50s. They were presented to Dennis at that time.

John adds: This photo contribution comes courtesy of us both. Had it not been for "PostScript" we would not have known that, after many years, only a narrow strip of water, the Georgian Straits, was separating us. We could be the founder members of another Region and be known as the ex-isles or exiles - those in the know will readily interpret which!

John has already had three Nacarecans visit him and would welcome more, he lives near Vancouver at:

Box 195-65 Seaview Pl.
Lions Bay BC
Canada V0N 2E0

604-921-6688

[And I know that Dennis has had at least one visit him - it was me about 3 years ago when he lived in Brentwood Bay. See you again this year in June, Dennis, when we visit BC again! - ED]



Ernie says a Thank you

In spite of retiring twice, this time as Regional Organiser for Northern England, (they can't keep him away) he writes:

As for me, now on my sabbatical, it started with a visit to Carlisle, a place and people I was always pleased to see. Jo always kept me in order and I know he will be a fine tonic for the members. He's a good lad.

I missed the North West and North East functions there were frantic calls for help from daughter and her new born son so off we went to Wells to assist....me pushing a pram again!

I did however accept an invitation to the NW in October and the NE in November to check up on the new recruits - they were brilliant, but to my horror and so unexpectedly, they presented me with such gifts that really made me feel so humble - but which I shall cherish forever.

I was taken aback when Charles, on behalf of ALL the North West gave me a large, and I mean large, bottle of Glen Morangie, a beautiful cut glass decanter and four matching whisky glasses - which caused my throat, voice and nerves to seize up completely, the gesture not the whisky! I think I just about managed to respond.

Then over to York - the same thing happened again and on this occasion my old friend Jack Sale simply hauled me out in front of everybody and, on behalf of Maureen and the assembled company presented me with a solid silver hip flask and another bottle of liquid gold; called Glen Fiddich this time!

I have written to both Charles and Maureen but would appreciate a short piece in PostScript expressing my appreciation for the excellent support they all gave me during my term of office.

Ernie

From Laurie Tuppen

You ask for contributions and, for what it may be worth, I offer the following on a lifetime hobby:

PHILATELY - with an NCR connection.

The picture shows an ex-NCR safe, which I purchased when the Isle of Wight office at Newport was closed, and which ended its life tragically as did my stamp collection.

The first recorded stamp collector was a lady who, in the 1840's, placed an advert in the Times, expressing her wish to buy large quantities of "Penny Blacks" with which she wished to paper her bedroom!

I can't go back that far but I clearly remember my first introduction to philately being a postcard from my Aunt, on holiday in Italy. It was 1936 and the stamp fascinated me - I was hooked!

For 60 years I put together a tremendous collection housed in 28 volumes. It gave me many thousands of hours pleasure and relaxation. It is a hobby which has no boundaries and can be studied in depth.

For example, the 1841 "Penny Red"; identical except for colour to the "Penny Black", was printed from 175 different plates, each was

made up of 240 different stamps; each coded, to confuse the counterfeiters of the day, by alphabetical letters in the bottom corners. This policy continued in most issues throughout the nineteenth century.

The British Commonwealth was probably the most commonly collected set of countries and I had almost complete collections of Australia, Falkland Islands, Gibraltar, Malta and New Zealand. In addition I specialised in foreign countries such as France, Germany, Switzerland and the USA.

A hobby which would relax me in the evening during my NCR days as a CRD salesman in Hampshire and Wiltshire; through to being of great therapeutic value during a spell of very poor health prior to a heart by-pass operation in 1991.

During my retirement I could devote more time to "laying out" my collection and to giving displays to local societies and successfully competing in several competitions.

All this however was to come to an abrupt end in October 1995. On returning from a holiday in the Greek Islands my wife and I were met at Gatwick by one of our sons who broke the news that our house had been severely burgled. That all the stamp collection, both in, and out of the safe had gone. Plus the safe itself, which they could not open at the time and containing my wife's jewellery and our mutual treasures.

The safe had been manhandled on to our own car, which was locked in the garage, the latter driven away and later found "written off" in Gravesend. The emptied safe still in the boot.

Although for several months I could not entertain collecting again, I look back on the tremendous pleasure philately gave me for 60 years and I can now report that I am putting together basic collections for my six grandchildren, together with starting once more in a small way to study the early line engraved printings of Great Britain.

I commend to any reader this very worthwhile and educative hobby.

Thank you so much, Laurie, for your both fascinating and sad article. We can only sympathise with you for your heartbreaking loss but also admire you for picking yourself up and having another go.



The fated safe

JOHN HARTSHORN - The Editor writes:

I was saddened to receive a letter in mid-January from Mim Rogers (John's long term companion) telling me that John died suddenly on 10th January. Readers will remember that we featured John in our Pensioner Profile in Issue No 16.

I wrote to Mim and sent her our condolences on behalf of the Fellowship and asked her if she would like to say anything about John in PostScript. She replied:

"I think the best thing I can do is to let you have a copy of the write-up I gave to the vicar who conducted the service at John's funeral. Friday 24th January was a lovely sunny day - there were around 90 people at the Crematorium to say goodbye to the old lad and the vicar gave a lovely sermon covering John's life and achievements and I know John would have been humbled to see and hear so much love."

John came from Leicester and joined NCR as a technician in 1937.

In April 1940 he joined the R.A.F. and served until the end of the war. His service included a six months secondment to the newly formed American Eagle Squadron and was now a member of the Eagle Squadron Association of America, and three years in India and Burma, from where he was demobbed.

He came back to work for NCR in the U.K. until 1949 when he obtained the post of Manager of the NCR Company in the recently partitioned country of Pakistan.

His stories about the early life of NCR Pakistan are numerous and humorous, but, over the years, under his management, the company expanded and when he left in 1971 to go to Greece, there were 55 employees working out of 4 locations in that country.

In 1971 John joined the Middle East Regional Office of NCR and became the Regional Vice President's right hand man and trouble shooter. Because of his long and varied experience in all facets of the Company operation, the V.P. was able to send him to any operation within his Region which had a particular problem and John could always be relied on to solve it. Here again, his experiences during this time are legendary and so amusing.

In 1976 when the Company were re-organising (downsizing I think is the American word) the world-wide operation and plans were afoot to close down the various regional offices, John took early retirement and came home.

Since 1989 his great interest has been in his bowls, both indoors and outdoors, and he was looking forward so much to the start of the out-door bowls season. His bowls club meant a lot to him and he always used to say, using President Kennedy's words "don't ask what your bowls club can do for you but what can you do for your bowls club" and he really meant it.

In the words of the old song "They don't make them like that any more."

The Vicar also read out the last lines of a poem written by John's cousin Bill when he (Bill) was sitting in our garden one summer day

"We reach - as does the bee - the honeyed close of
flowered ways
to find the cycle spent
Yet the cherished memories we cannot lose
Nor the gathered sweetness passing years have lent."

Bill and John were very close. They lived near each other as children and were practically brought up together. This close friendship lasted until John went into the Air Force and Bill married when they drifted, but since John came back to this country they had resumed their close friendship.

TOM TREADWELL

For those of you interested in the Second World War and more especially Bomber Command, you will find a book entitled "The Six Year Offensive" by Ken Delve and Peter Jacobs, which documents that Command's history, fascinating. The more interesting for the fact that Tom Treadwell served as a bomb aimer with 77 Squadron and indeed assisted with the compilation of this history.

77 Squadron formed part of 4 Group and was based throughout the war in the Yorkshire area, starting life in 1939 at Driffield with Whitleys, moving to Topcliffe then Leeming in 1940 and 1942 respectively. In 1943 they were given Halifaxes, flying from Elvington which they kept until the end of the war when they were based at Full Sutton.

Apparently Halifaxes suffered higher losses than other types of bomber but were preferred by those that flew them to the then 'superior' Lancaster. Sadly, only one Halifax has survived, having been recovered from a lake in Norway! The good news is that it has been fully restored and now can be seen in the RAF Museum, Hendon.

FACTS

The Book: The Six Year Offensive by Ken Delve & Peter Jacobs

Publisher: Arms & Armour ISBN 1-85409-142-5

[Your local public library service should be able to obtain a copy for you - Mine did! ED]

The Bombers:

	<u>WHITLEY</u>	<u>HALIFAX</u>
Crew	5	7
Engines	2 X RR Merlins	4 X RR Merlins
Speed	222 mph @ 17500ft	265 mph @ 17500ft
Range	1650 miles	1500 miles
Armament	303's 1 nose/4 rear	303's 2 nose/4 rear [some with beam guns]
Bomb Load	7000 lbs	13000 lbs

Further Information:

Tom Treadwell when next you see him! [Tom worked in both Financial - Banks and Education]



A Halifax of No. 77 squadron being serviced at Elvington. The part played by the Halifax squadrons has often been ignored, the aircraft living in the shadow of the Lancaster. [photo: Tom Treadwell]



Tom with his crew - He is fourth from left.

Date	Hour	Aircraft Type and No	Pos.	Duty	Remarks (including results of bombing, gunnery exercises, etc.)	This month's record - 11/5/42 - 11/11/45	
						Flt.	Miles
2. 8. 42	18.35	HALIFAX JB 963	F/SQTR DAFFEY	BOMB AIMER	OPS HAMBURG		5.00
11. 8. 42	21.00	HALIFAX JB 897	F/SQTR DAFFEY	BOMB AIMER	OPS MILAN LAMER ODINAM		8.15
12. 8. 42	22.5	HALIFAX JB 839	F/SQTR DAFFEY	BOMB AIMER	ODINAM - BASE		1.25
17. 8. 42	20.55	HALIFAX JB 963	F/SQTR DAFFEY	BOMB AIMER	OPS. REENKUNDE LANDED WELLSBOURNE		7.10
18. 8. 42	1.45	HALIFAX JB 963	F/SQTR DAFFEY	BOMB AIMER	WELLSBOURNE BASE		1.0
22. 8. 42	20.25	HALIFAX JB 963	F/SQTR DAFFEY	BOMB AIMER	OPS. LEVERKUSEN		6.30
24. 8. 42	20.15	HALIFAX JB 963	F/SQTR DAFFEY	BOMB AIMER	OPS. BERLIN 3 ENIGMAS		7.45
26. 8. 42	22.25	HALIFAX JB 963	F/SQTR DAFFEY	BOMB AIMER	AIR TEST		30
26. 8. 42	22.30	HALIFAX JB 377	F/SQTR DAFFEY	BOMB AIMER	CIRCUITS AND BUMPS		1.00
27. 8. 42	21.00	HALIFAX JB 440	F/SQTR DAFFEY	BOMB AIMER	OPS. HAMBURG LANDED HUNG		7.15
Total Time						118.25	157.35

Extract from logbook of Tom Treadwell, a bomb-aimer with No. 77 squadron

We are survivors - for those born before 1940
from Des Woodall

We were born before television, before penicillin, polio shots, frozen foods, Xerox, contact lenses, videos, frisbees and the pill. We lived before radar, credit cards, split atoms, laser beams, and ballpoint pens, before dishwashers, tumble dryers, electric blankets, air conditioners, drip-dry clothes, and before man walked on the moon.

We got married first, then lived together. We thought "fast food" was what you ate in Lent, a "Big Mac" was an oversized raincoat

and crumpet we had for tea. We existed before house husbands, computer dating, dual careers, when a meaningful relationship meant getting along with your cousins and sheltered accommodation was where you waited for a bus.

We were before daycare centres, group homes and disposable nappies. We had never heard of FM radio, tape decks, electric typewriters, artificial hearts, word processors, yoghurt and young men wearing earrings. For us "time sharing" meant togetherness, a chip was a piece of wood or a fried potato, hardware meant nuts and bolts and software wasn't a word.

Before 1948 "Made in Japan" meant junk, the term "Making Out" referred to how you did in your exams, a stud was something that fastened a collar to a shirt, and "Going all the Way" meant staying on the double decker bus until it reached the depot. Pizzas, McDonalds, and instant coffee were unheard of. In our day cigarette smoking was fashionable, grass was mown coke was kept in the coal-house, a joint was a piece of meat you had on Sundays, and pot was something you cooked it in. Rock music was a grandmother's lullaby, El Dorado was an ice cream, a gay was the life and soul of a party and nothing more, and aids just meant beauty treatment, or help for someone in trouble.

We who were born before 1940 must be a hardy bunch when you think of the ways in which the world has changed and the adjustments we have had to make. No wonder we are so confused and there is a generation gap !

BUT...By the grace of God we have survived - Alleluia."

THE PERILS OF A SERVICE ENGINEER

"Let me out of here!"

One day I had a call to a Surrey hospital, "Just the job, nice day and perfect for a drive into the country." Having found the hospital I discovered that it was a mental institution and I stopped at the gatehouse and asked the chap standing outside to give me directions to the finance department.

"I'll show you the way, you can easily get lost round here!" and he jumped into the passenger's seat. Well you've guessed! After about ten minutes of driving and me thinking what a big place it was, I recognised a flower bed I'd passed earlier so I began to take more notice of my surroundings.

Finally I had to stop and found a nurse who took this helpful fellow out of the van and directed me to the finance department

Corni Finknall.

[If you thought we really had someone with a name like that working for NCR, think again - I leave you to work it out!]



Charles Southall writes....

Dear Geoff

During the last 10 years or so of my life as a Centre Manager, one of the highlights of the year, in fact the highlight of the year was the FED Annual Convention.

In different years we visited cities far apart as Edinburgh and Oxford and locations as different as Jersey and Birmingham. The opportunity to meet colleagues and friends as well as wives, became a truly social, as well as a highly business motivating occasion.

My wife regales me at length about their trip down the Thames at Windsor. Wives only of course, because we were hard at it discussing any discrepancies of budgets and the shortcomings of service maintenance competition.

Sadly, this all was part of a service philosophy which changed quite quickly as management concepts developed and we were left with only wonderful memories of a great bunch of people, NCR people, who somehow always seemed to be some of the nicest people you ever met.

The pictures below, are from two of these occasions. I can't work out the years, but of course I do recognise most of the faces. I wonder how many of your readers do, and what and where were all the chef's about?

Yours sincerely

Charles Southall



Location and date please, of this FED convention



*What year was this FED convention, at Blenheim Palace?
And what are all the chefs about?*

COMPANY NEWS

Whither NCR

Oh, NCR, incensed we are at Postscript's rare appearance,
The copies that we do receive are thanks to perseverance
By a conscientious unassisted Pudding Lane Collator,
Now Editor, but formerly respected Educator.

The Company, which bears the cost, adds nothing to the content.
It may not wish to interfere, and "hands-off" may be well-meant,
But members have no knowledge of just how, and why, and what
The Company is selling - is it winning - is it not?

There must be "Overviews" to hand the Sales Force recommend,
That Prospects' new and old should read to help them comprehend,
The wealth of worthwhile wonders winning plaudits far and wide,
From the Company which heads the field with dignity and pride.

So could some helpful person at Head Office please be spared,
To summarise the Digests so that Pensioners who cared
Could understand the better why competitors concede
That good products and great service are the reason that we lead.

Malcolm Roberts' team are winners with the stamina and pace,
To seize the baton passed by earlier runners in the race,
Who've left the Stadium, past glories now a pleasant dream,
Yet hoping to be kept in touch to cheer the present team.

Jim Bell

Late News

Des Woodall Reports:-

I am sorry to report that Scut Cole, who was FED Depot Manager at the NCR Cambridge office for many years, has died. He lived at Waterbeach, on the outskirts of Cambridge, and many benefitted from his hobby, keeping chickens, by way of the eggs he was able to supply, particularly during the post-war days of rationing. He was certainly 'a character', and I mean that as a sincere compliment, and all of his many friends will surely miss him.

His funeral, on 19th May, was attended by Dick Woodcock, Doug Lockwood, John Pearce, and Margaret Friel, née Dogget.

(An article by Gerry Cole will be appearing in the next issue, and in which, Scut features prominently. ED)



THE NCR Retirement Fellowship



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