

They said we wouldn't be able to keep it going but here we are again, the third issue and getting better all the time (or so you tell us!). I think I agree with you for the simple reason that POSTSCRIPT is becoming more and more 'all your own work'.

The regions continue to be active and this in itself provides much copy in the form of reports. Additionally, your articles and letters always make interesting reading, especially those recalling memories of early NCR.

I was particularly pleased that Ernie Giles agreed to be our "Pensioner Profile" for this issue. Ernie has been a 'human dynamo' all his working life and this certainly didn't cease when he retired, if anything I think he has speeded up since taking over as Fellowship Organiser for the North if the number of missives and reports of gatherings he has arranged is anything to go by.

Ernie wrote his own profile and I have left it exactly as he wrote it, for those that know him it is pure Ernie!

Elsewhere in the magazine you will find an article by Alan Bosworth, a very good friend of NCR who gives up some of his valuable time four times a year to speak on financial matters at our pre-retirement courses. Although his business is investment he always gives us an unbiased opinion and carefully avoids making capital out of his time with us.

Later contact with him for advice is solely on the initiative of those who attend his talks.

Mentioning pre-retirement courses reminds me that another speaker at

our courses offers in this issue a further form of advice – your health.

Dr Peter Whitehead has offered to edit a medical page but it does depend greatly on input from members if it is to be relevant. So, let's hear about your aches and pains so that Peter can offer some advice in his agony column (sorry!).

Finally, if you are feeling a bit blue, I do commend to you the articles written by Basil Garsed and Bob Judges, both designed to bring a smile to your faces.

HAPPY READING.

## PENSIONER PROFILE

### ERNIE GILES

At the beginning of 1949 I applied to NCR for a position as a "Salesman". There were no vacancies but I agreed to wait should one occur! It did! But, when called to account for myself – I was on holiday! However – after frantic telephone calls – I was able to keep the long awaited appointment with Stephen J Conway and eventually got accepted... then there were more problems. Being in a reserved occupation, my release proved difficult to obtain – again the 'odds' were in my favour – so on the 3rd October 1949 I entered 206 Marylebone Road for only the second time, and for a 'country bumpkin' like me, it was like Buckingham Palace. I attended the Adding Machine School for 6 weeks – under the supervision of Stan Scorer and the late Len Lugg. There were 6 of us including Denis



*Ernie Giles*

Bonnett, Rex St John, Ray Dilley, Ron Taylor and A. N. Other (his name eludes me).

The time came when we progressed to Territory operation. I was last in the Manager's office (SJC) – and there were no territories left – Oh dear!

1st Question – 'Where do you live Giles? ... Ah – then what about Cheltenham as a base – that's right in the centre of Worcester, Hereford, Gloucester and Oxfordshire. (Just 4 small Counties)' ... 'Yes! that's fine' ... 'O.K. off you go.'

1st January 1950 – meet the late Harry Wilson, CRD Cheltenham. All I had was my portfolio, no desk, no car, just me! But the reception was great – so many willing hands, from technicians and typist made my first year go very quickly and successfully – as a reminder the 16EB Bookkeeping Machines were carried shoulder high in those days – and when they got too heavy we found a prospect to demonstrate them to and enjoy a good rest.

1951 Moved to Bristol. A much larger office and larger territory; Gloucester, Somerset, Wiltshire, Dorset, Devon and Cornwall which gave me my first CPC – as my Manager would constantly repeat at all Conventions the “Hallmark of Success” (SJC’s favourite phrase).

1952 My first taste of working with someone else – a chance to study the Accounting Machine – but best of all to be part of a team. It was Tim Bale who guided me so perfectly through the next 3 years – and which played a big part in my move to Manchester in 1956.

There I worked with Managers like C W Whitehead, Colin Levett (now Reverend) Bob Thomson and Owen Hill – then goodness knows why! I then found I was to be the Manager.

1963-1969 District Manager and Integrated District Manager, Manchester. The period when mechanical aids were being gradually changed to Electronics. The time when younger men were an asset to the business, and when the old stagers made way for youth, or for want of a better phrase “GOT FIRED”.

My new young Manager was actually born the same year as myself – Yes – he was younger by 4 months – but we made a good team and CPC... I have many happy memories of my partnership with Paul de Carle.

1970 saw the introduction of BILLING AND CALCULATORS. My new position as Regional Supervisor covered the North of England. A new product, new applications new prospects, in fact a new market completely, a great opportunity to be able to train the new team of salesmen dealing with these products.

1972 – Transfer to Business Forms – Northern Area Supervisor.

1978 – Area Manager, North & Scotland Systemedia Sales.

1982 – Area Manager, Midlands, North & Scotland.

1982 – JULY RETIRE.

Those last ten years were by no means being “put out to grass”... they were probably my greatest years, working with some very highly trained sales people with forward-looking ideas, so much so that two of them hold the highest positions with the present Systemedia structure.

I obtained 10 CPC’s, visited London (twice) Rome, Madrid, Berlin, Paris, Rome (again) etc. etc. Thank goodness I am still in touch with all those fine people, via of course the Fellowship and current employees. A great way to spend your life.

I still travel around the World quite frequently via my “Philately Volumes”, trying to find which country has been swallowed up in the latest moves.

Tracing my ancestors provides considerable joy particularly way back to the mid 17th Century, when the records were mainly written in Latin.

We have two great sons, one with IBM ‘sssh’ – another with that great NCR customer Barclays, and a BSc daughter about to commence work at Branstone School & College, Lincoln as a Geography/Geology Teacher... and above all a great wife.

Something I should mention... During my career I worked with so many Managers in every Division of the Company, all of whom I hold in the very highest esteem – but the one who made the greatest impression on my memory is the one who has the character and personality of being a good leader... a man who expresses, kindness, courtesy, forward thinking, can be strict but always calm and I pay that tribute to only one man – my last Manager and Director Basil Garsed. May he continue to remain as such for many years to come in his retirement.

## POSTBOX

**FULL ADDRESSES OF CORRESPONDENTS ARE NOT PUBLISHED UNLESS THEY ARE PERTINENT TO THE CONTENTS OF THE LETTERS. READERS WISHING TO CONTACT OTHER FELLOWSHIP MEMBERS SHOULD SEND COMMUNICATIONS TO THE PENSIONS DEPARTMENT, HEAD OFFICE WHERE THEY WILL BE REDIRECTED ON YOUR BEHALF.**

Dear Geoff

Will you please convey to NCR Management, my grateful thanks for a very pleasant afternoons entertainment.

It was lovely to meet all the colleagues that I worked with for 23 years. It wasn’t just a passing pleasure. These meetings have become an important part of my otherwise lonely life. Something to look forward to; and I sincerely thank Mr B Garsed, Mr H Redington, Mr Phillips and all the other good people that helped to organise such a successful gathering.

It would have been even better if you had been there!

Yours sincerely,

Mrs E V K Wiltshire  
Northolt

*(Lots more similar meetings to come Nina and I’ll certainly try hard to be at the next one – Ed.)*

Dear Sir,

Have just attended the sit down afternoon tea, I would like to thank all who organised it. I realise all the work and effort put into these get-togethers, the whole thing was very enjoyable, the talks, tea and film show.

In the past I have enjoyed working at NCR and the people I worked with and was delighted to see some of them again.

So once again thank you and will look forward to the next one.

Good health to you and your family, have a good summer.

Yours sincerely,

Mrs J Minshull  
Hendon

#### LETTERS & NEWS ITEM FROM DOROTHY SAXBY - CORNWALL - JUNE 1986

I think the following event, while only partially connected with NCR is of historic interest.

In the local Plymouth paper on Friday 30th May was the enclosed news item. I immediately thought I should do something about this for I had 2 snapshots of the NC-4 as it landed at Mount Batten in 1919

taken from the garden of my home with a little brownie box camera (I was 16 at the time).

So after many phone calls, all to no avail, I decided to go to Plymouth and asked my sister to meet me. After a 2 hour wait the crew of one Catalina arrived. Unfortunately the other one made a disastrous landing (hence the long delay) and was badly damaged, so it was towed to Mount Batten where it partly sank - one member of the crew was hurt.

While waiting I had spoken to a photographer and he in turn spoke to a gentleman on the Committee, who came over and asked us to go to the reception room at 2.30. There I spoke to one of the crew, a Capt. Al Brown, who was so kind and interested.

After speeches, presentations, etc.

Capt. Brown took us to his Commander - Wilson E Edwards, Flight Commander. Talk about kindness! He was wonderful and so interested to think I had kept the snaps all those years.

I told him that my husband was with NCR Dayton and they had taken me to the Wright Brothers Field and Museum where it all began and what a wonderful time I had there . . . he gave us his special card for this flight with a gold circle, 2 planes and US Naval 75 years ovation. Though there were so many people there he was in no hurry, everyone wanting to have a look at the snaps - not good by today's standards - they thought it wonderful.

So it was a memorable experience for my sister and me and a happy meeting with those re-enacting that event of so long ago.

## Historic day recalled by flying boats

by RALPH DUNN

TWO SECOND World War vintage flying boats are due to land in Plymouth Sound tomorrow to rewrite a forgotten chapter in aviation history.

The Catalina aircraft, now on the last leg of a 23-day land-hopping voyage across the Atlantic, are retracing the

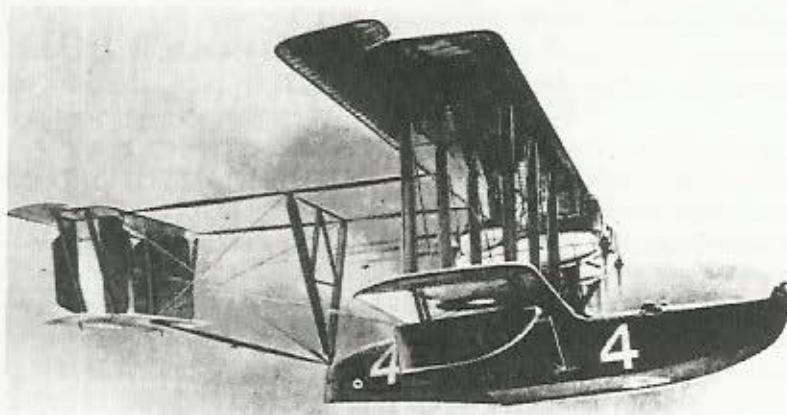
exact route flown by a little known United States Navy seaplane, which made the first airborne crossing of the ocean in May 1919.

Crewmen from the flimsy open-cockpit aircraft were given a hero's welcome when they taxied across Plymouth Sound to the then sea plane base at RAF Mount Batten on the

Cattewater.

But their epic-making exploit faded fast when only 15 days later two Britons made the first non-stop Atlantic crossing. Eight years later the American Charles Lindbergh triumphed all the earlier flights by making the first solo crossing.

The aircraft chosen for the 1919 venture were



NC-4, the flying boats that first flew across the Atlantic in 1919.

long range US Navy sea planes, which had been designed to do battle with German U-Boats.

Ill equipped for night flying and without the range to make the 3,000 mile journey at one hop, the three Navy Curtiss twin engined aircraft planned to stop several times between New York and Plymouth.

More than 50 American destroyers marked the overwater route at 50 mile intervals between Newfoundland and Plymouth. At night the ships fired starshells every five minutes, displayed searchlights and produced a torch of flame

from their funnels to guide the intrepid airmen.

By day their funnel smoke was to mark the course and wind as the flying boats, whose top speed was around 80 mph, continued on their voyage.

Only one of the aircraft, NC-4, captained by Lieutenant Commander Albert "Putty" Read USN, made it to Plymouth 67 years ago. The other two wooden hulled aircraft became the victims of bad weather, and all three aircraft suffered mishaps.

The NC-4 crewmen were welcomed by Ply-

mouth's Lord Mayor when they arrived at the Mayflower Steps on the Barbican in 1919.

To commemorate the event, the crews of the two Catalinas are also due to be received at the Mayflower Steps, from where the Pilgrims sailed to America.

The Deputy Commander-in-Chief of US Naval Forces in Europe, Vice Admiral Robert F. Schoultz and Flag Officer Plymouth, Vice Admiral Sir Robert Gerken, will also be there along with the US Navy Sixth Fleet Band.

Both Catalinas are privately owned, and

were in their day doing the same job the Navy Curtiss aircraft were designed for - sinking U-Boats. But the 20 years between the end of the First World War and the start of the Second meant big advances had taken place in flying boat design.

Catalinas, which were flown by the RAF, had all the comforts of enclosed cockpits and roomy interiors that their Navy Curtiss predecessors lacked.

The transatlantic crossing is being staged as part of the US Navy's 75th anniversary of naval aviation.



The crew of the NC-4. Aircraft captain Lieutenant Commander Albert Read is second from right.

# HEALTH

FROM DR. PETER WHITEHEAD

I'm Peter Whitehead and have acted as Medical Advisor to NCR for nearly nine years taking over from Dr. Scott who moved to a job in Bristol. Many of you will recall my illustrious predecessor Dr. Macaulay, who sadly died two years ago quite suddenly. He taught me how to deal with the machinations of NCR.

I also advise two other large Companies and indulge in a little "private" work. My wife is a G.P. and advises Woman Magazine, dealing with reader queries – they keep our home word processor working overtime. . .

It has been a great pleasure to speak at the now well established courses run by Geoff Jackson at Hove. My contribution, as many will know is on Health, Diet and Fitness in Retirement. Only one group has escaped my presence when I was practising my own advice climbing in the Dolomites. Geoff then ran the session on my behalf and, I am sure, made better jokes.

The talk covers the medical aspects of moving house, how to best use the medical and other ancillary services, diet and the importance of exercise and activities in promoting good health. It also deals with the personal reassessment and the recognition of changes in a variety of body organs and parts.

It is very important to recognise changes early on to give the doctor the best chance of putting things right with the minimum of treatment or operation.

I'm a believer in 'All great oaks from acorns grow' and it is true that virtually all diseases, including most cancers, are completely curable if caught early.

In concluding my slide show I ask for and get plenty of questions but I feel that many readers of 'Postscript' would like to have the chance to supplement the advice of their own Doctor and possibly right

misconceptions. My wife finds these abound among her magazines readers.

I have asked Geoff and Harry Redington if a Medical Question and Answer column would be helpful and so today am asking for questions to get the thing on the way. Should the idea catch on I would probably need to answer some queries by letter to prevent the magazine from getting too bulky, but I'll do my best and in the usual confidential manner.

Please send any queries in a sealed envelope, with a covering note to the Editor who will send them on to me.

## FINANCE

by ALAN BOSWORTH  
St. James' Retirement Planning Ltd.

It is with tremendous pleasure and pride that I received your request to write an article for your new organisation. Pleasure, because I have been involved with your retirement courses since they began back in 1982; and pride because it's flattering to think that the association still continues and is thriving. It leads me to believe that we must be giving sound information and advice that stands the test of time.

With these thoughts in mind I naturally tended to look back to when we started and I thought that this would be an opportunity to actually see how our ideas and suggestions have fared over the last few years and in a moment to perhaps look ahead to what is going to happen in the future.

Those of you who have patiently listened to one of my 'Money in Your Retirement', talks will remember (I hope), the emphasis that we give to providing a rising income from your invested capital in order that your standard of living is not eroded by inflation no matter what level the latter may be. To do this we have now been using Income Unit Trusts for more than ten years and you can see the

performance of one particular trust, the Prolific High Income Trust.

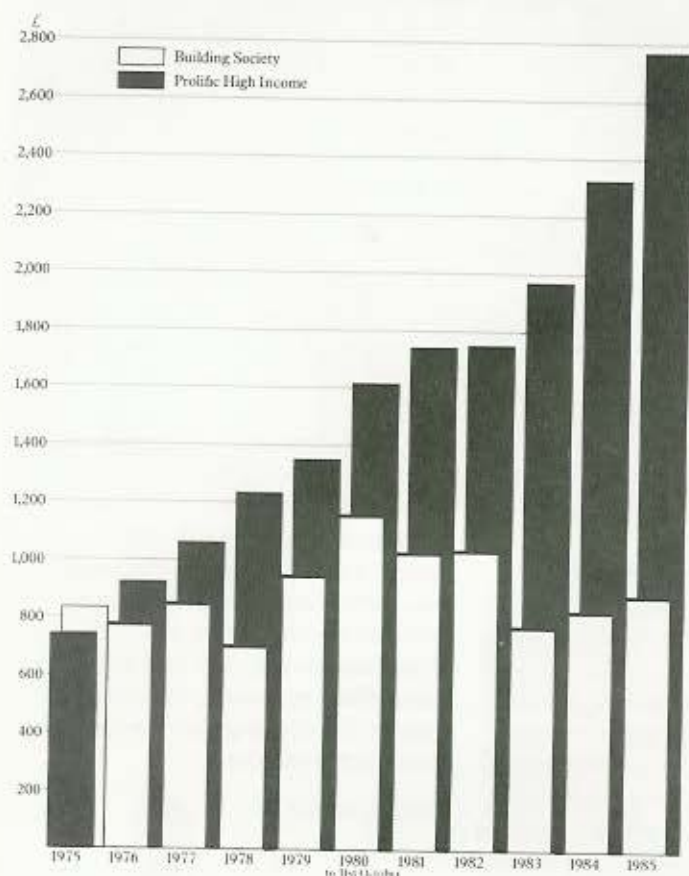
The graphs opposite show the results if, ten years ago in 1975, you had invested £10,000 in a Building Society and at the same time invested £10,000 in the Prolific High Income Trust. From the Building Society you would have received a total of £9,978 interest over the ten years period.

From the Unit Trust, on the other hand, you would have had an income very nearly double at £17,508. It's interesting to note that in the first year the Building Society was paying twelve percent more income whereas in the last year, 1985, the income from the Unit Trust was three times larger. What's more the capital in the Building Society remained at £10,000, ("Of course it did. It's guaranteed isn't it?"), but the value of the High Income Trust is now standing at a staggering £90,000.

Do you remember what I said, during my talk, about "Lies, Lies and D\*\*\* Statistics"? Figures can be fudged can't they? Let's look at the same Unit Trust but using a different period – the last three years. Its income has increased by 60% and it has grown by 143%. Incidentally, I have not selected the best performance that I could find. The Prolific High Income Trust is one that we have used consistently and it only just scrapes into the 'top ten' in the performance 'league table' for the last three years. Yes – there are quite a number of Trusts that have performed even better than this.

Particularly at the point of retirement, there is a temptation to opt for the investment form which you can obtain the highest possible immediate income. Obviously the more income the higher your standard of living. Be careful though – the interest rates in this situation will almost certainly be fixed and will therefore be eroded by whatever rate of inflation that we have in the future. One of the bitter pills that the investor has to swallow when making the decision to use an Income Unit Trust is that the initial

## Compare the income growth



income will be lower than say the interest rate from the Building Society. In some cases much lower. However, as you are certainly aware, when interest rates fall your income from the Building Society falls. This is not the case with the Unit Trust. A well selected trust can produce an almost constantly rising income, even when the capital value may be falling back.

Being a strong advocate of that old and tested adage "Don't put all your eggs in one basket", I have to confess that nine times out of ten we would recommend that a client should use some form of guaranteed investment producing a higher income. This not only gives a certain degree of diversification but also boosts his initial income until the rising income from the trusts takes over.

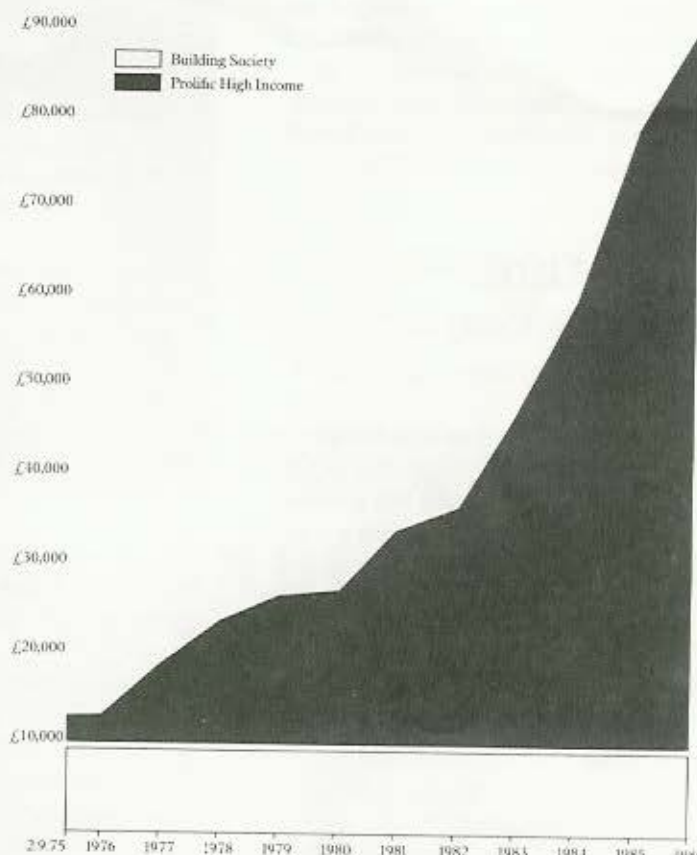
So there is room for some of the more traditional forms of investment. But I had to smile a few weeks ago when a lady client of

about four years standing telephoned me to ask, rather critically, why had we allowed her to have part of her investments in that Guaranteed Income Bond that had only given her an income of 15% p.a. net, whereas her holding in the M&G Midland & General Trust had not only given her a rising income but had more than doubled in capital value over the same period?

You can't win can you? Oh to be able to obtain an interest rate of 15% net at the present moment!

How have the growth investments fared over this period? We have always been fond of property and have for a number of years recommended that our clients have a small proportion of their holdings in this area, in spite of the fact that the recession has put the brakes on the property market for the last year or two. The particular fund that we have been recommending since its launch in November 1981

## Compare the capital growth



is the Henderson Prime Residential Property Fund. Since its launch it has grown by a very attractive 70%. Property is never going to be a star performer and greater growth will be found with some of the better managed funds particularly those with an international bias. Our own Private Managed Fund, for example, has an international spread and has achieved a growth of 90% over the last three years, since it was launched. Have your investments fared as well?

So the principles that we were expounding to our first NCR audience, quite a while ago, haven't changed in the slightest. Yes there are always going to be changes in detail. We live in a constantly and rapidly changing world. There will always be the need for adjustments to an investment portfolio. So don't forget that we do have, at The St. James's Group, a full range of services. If we can help you just pick up the telephone or write.

May I take this opportunity to wish you all, particularly those whom I have met a continued healthy and a solvent retirement.

(Anyone wishing to contact Alan Bosworth can do so by phoning (0252) 710665 or writing to: St James' Investment International, Cambridge House, 8 East Street, Farnham, Surrey GV9 7RX.

## LEISURE

### "IN-VINO VERITAS"

FROM BASIL GARSED:

'Chateau Ruislip' is nowadays renowned in our extended family and although I would not pretend that every bottle demands a star rating, it is a fact that most of the consumers actually prefer it to the 'competition'. The most popular of all is 'Pink Lady', a medium-dry crisp PINK (not Rosé) wine with a nice 'tingle' of bubbles, made by the true 'Champagne' method. A list of other wines under the 'Chateau Ruislip' label range from White to Red, light to heavy and very dry to medium.

There is a common delusion that a nice table wine can only be made from grapes but please be assured that this is NOT SO, even though an increasing percentage of my production annually comes from the grapes from two vines that I grow, one up the back wall of the house (South Facing) and one along a wooden fence (West facing).

As someone who over the years could be classified as Meteorologist, Teacher, Scientist, Salesman, Manager, Industrialist etc I make no claim now to be considered a 'Vintner', but let the Salesman start where he should by defining the 'Customer Benefits'.

1. The wine is nice with a meal or on its own as a delicious drink for any time or occasion.
2. The contents are *known* and are free of anti-freeze, artificial colouring or any other of the currently suspect 'non health' agents.

3. Boredom is banished because the 'predictability' of most wines is not in evidence – there are interesting surprises (mostly pleasant) from batch to batch and sometimes even from bottle to bottle.

4. The production process from beginning to end provides great interest, relaxation and enjoyment throughout all the months of the year, yet is not in the 'demanding' category, being surprisingly amenable to neglect, delay etc engendered by a busy life.

5. The cost is approximately 11p per bottle or perhaps up to about 14p per bottle if allowance is made for equipment used and heating costs.

### HOW DID I START MAKING MY OWN WINE? – by chance!

One day, about 14 years ago, I fell off a ladder. My very dear friends and colleagues in those days were not completely surprised when I arrived at Marylebone Road trussed up like a chicken with both arms in slings and taking a remarkably long time to cross the road from Marylebone Station. They had become used to called me 'The walking accident black spot'.

A few weeks later when my hands were back in partial use I made this gallon of red wine and, after a suitable interval, we tried it. Eventually we tried four of the six bottles – they were all *terrible*!

About a year later we had some unexpected visitors, whom we were delighted to see, and making a meal for them in the very late evening was OK *but* we had absolutely nothing in the house to drink either with the meal or after it. The thought of two bottles of dreadful red wine still banished under the stairs came into my very practical wife's mind as "better than nothing" (maybe!). It turned out to be quite palatable and the two bottles were finished off during a very pleasant evening.

When I mentioned this to friends of ours the following week they replied, "You have several times

commented on how nice the wines have been when you have been our guests . . . they are all home made". We found this difficult to believe so we were shown the whole process. That was the start of years of fascinating involvement in the 'fruits of the earth' and 'the cup that cheers'.

If the Editor will allow it and if he receives no letters of protest I will, in future editions of POST-SCRIPT, go into the practical aspects of wine-making; Recipes; Do's and Don't's; Equipment and 'how to regard your garden as your vineyard'.

If you wish to start up before the next edition I suggest you buy a paperback (there are a number available) and settle down to a good read. The 'labouring in the vineyard' can come later when the spirit moves you. *However* the Elderberries are ripe and the Gooseberries ready, as are the Plums. Maybe a quick read and a trial start this year?

Basil Garsed.



(More please, Basil! – Ed.)

## PRE-RETIREMENT COURSES

The pre-retirement courses for 1986 are now underway. The first two were held in May, once again in Langfords Hotel, Hove.

Both courses moved off to a good start and proved successful and enjoyable occasions. Those present went away well briefed to plan a happy and successful retirement.



*Left: Derrick & Dorothy Coleman (Finchley), Tom & Mildred Taylor (Manchester) Ken & Dorothy Phillips (Ho) and Len Jackson (Ho).*



*Right: Gladys & Steve Moore (Brent), Wally Staples (Finchley), David Douglas-Withers (St. Alphage), Bill Robertson & Irene (Dundee), Harry Redington.*

## BOB JUDGES THE RETIREMENT SCENE

Well it's finally happened, you have retired. The date of birth on the record doesn't matter because you know you are really only 39 years.

You reflect in the mirror during the morning shave; how are they going to manage without me, it's strange we never think how did they manage *with* me. Hair thinning a bit? Eyes a little baggy? What can we do to take a few years off our

appearance physically? Probably nothing, but we could dress in a style which could help. Try these few hints. Old ties or pieces of rope to support baggy trousers are out, so are ties wide enough to act as a scarf in cold weather, and no soup stains please!! Trilby hats are better used for forcing rhubarb in early Spring. Why not lose some weight? Great for a youthful image but remember to change the size of your shirt after losing the pounds, tightening or enlarging the knot in your tie to take up the slack could

lead to permanently bulging eyeballs, and don't forget, if you alter the body you must alter the suit.

Maybe you live by the coast or you're off on the summer holiday? Knotted handkerchiefs are out, as are large golfing caps captioned "Dayton Country Club" or "I like IKE". Pay attention to those T shirts, always too small, strained across large stomachs, and avoid vulgar captions referring to "Pussy Cats", "Windsurfers" and "Butlins Holiday

Camp Escape Committee". Shorts are a real giveaway, ex-desert campaign khaki shorts that finish between the kneecap and the calf do nothing for you. Shoes and sandals should also be updated, old cricket boots and worn black plimsolls are also out of place. Now to the swimming trunks. Discreet boxer type are best for older men. Jocks and leather thongs are for younger men as they enable us to recognise the boys from the girls.

Finally, don't give up in winter. Surplus ex-Swedish Army ski patrol coats are marvellous when walking the dog, but when shopping in the supermarket you require a pair of skis to look the part. This can be expensive and dangerous.

**R E JUDGES**  
Seaford, Sussex

## RECENT RETIREMENTS

*(Number of complete years service in brackets)*

### DECEMBER

R Da Gama Pinto (8) Admin Assistant. CDSO, St Alphage.

### JANUARY

Mrs E M Piper (29)  
Personnel Officer, Personnel Resources, Head Office.

### FEBRUARY

R A McGhie (11)  
Sales & Stock Accounts, O&IM, Finchley.  
P L Murphy (30)  
Porter/Storeman, Bros, Dublin.  
P J Reynolds (23)  
Distribution Manager, Express Boyd, Wembley.  
L L Savage (28)  
Telex Technician, Systemedia, Bonhill Street.

### MARCH

Mrs B D Birdseye (19)  
Controller, Data Control, FED, Brent.  
W C Flynn (24)  
Foreman, Systemedia, Finished stock, Brent.

## APRIL

D B E Douglas-Withers (31)  
Account Manager, FSD St Alphage House.  
Mrs B Hopkins (23)  
Clerk, BOS, Cardiff.  
H J Hutchins (39)  
Senior Storekeeper, FED SPIC, Brent.  
M G Seeney (38)  
Field Engineer, FED Witham.  
Mrs D J Service (8)  
Secretary, FSD Head Office.

## MAY

Mrs D Litherth (26)  
Shipping Clerk, Express Boyd, Liverpool

## JUNE

J C Bayham (37)  
Field Engineer, FED Cardiff.  
W Daniel (23)  
Account Manager, C & G Seldon.  
H F Jarman (36)  
Centre Manager, FED Streatham.  
S Kennedy (47)  
Regional Support-Manager, FED Leeds  
J H Limn (38)  
Regional Manager, FED Leeds.  
G O'Garr (39)  
Field Engineer, FED Manchester.  
J E Sale (50)  
Area Admin Manager, Office Services, Leeds.

## JULY

A Barden (18)  
Manager Finance & Admin FED Head Office.  
J M Barber (23)  
Site Supervisor, Distribution, Express Boyd, Piggery Wharf.  
E D Jones (15)  
Senior Sales Executive, Systemedia, Bonhill St.  
R S Knubley (16)  
Sales Executive, Freight Div, Express Boyd.

## RECOLLECTIONS

from STAN HOLDERNESS, ALNE, YORK.

My first contact with NCR was made in Dayton, Ohio in early 1945 whilst I was O.C. the RAF Unit in Dayton. At that time my service career was with American & Canadian Instruments for Navigational Flying, Engine & Oxygen Apparatus and later all Engines. NCR was involved in the manufacture of various instruments. With other members of the RAF Delegation I was invited by Mr S C Allyn, President of NCR, to visit him and we were taken round the immense factory and saw the instruments being manufactured. I made several visits and met Col. Deeds and Orville Wright and also made many friends with General Motors personnel.

Mr Allyn, known as Chick to his friends, discussed the start of production in Dundee with me, and suggested I contact Mr George Marshall and Mr D A F Donald in London; this I did in early December on my return. In turn I was interviewed by Mr P A Brown, Mr Eric Johnson-Laird and Mr Harry Stiles, and was offered the MSD Representation for the Leeds Area which included Lincolnshire, Nottingham and Derbyshire. As I was absolutely "green" in my NCR knowledge it was arranged for me to attend on 1 January, 1946 for two months, at NCR H.Q. in Marylebone Road, where I attended classes which had Mr W G Poil and Mr W Saville as "schoolmasters".

Also on this course were Dick Hare and Ollie Byrne from Dublin. Ollie had since died but I still hear from Dick. At this time W S Anderson, George Haynes, Harry Crombie, R Skinner, Dick Hare, Ollie Byrne and several others slept on camp beds on the stage in the lecture room.

On March 1, 1946 I reported to Albion Street, Leeds and met my RTD, AMD, and Technical Service colleagues. We had no District Manager until later that year when E R L Ericson arrived. My first thoughts were to meet all the accounts on my list; many had gone

and others had begun. We had to take "priorities" on 100 Class, 1500 Class and 6000 Class machines; also to purchase back as many as possible and to replace with "rentals" until production started and machines arrived from Dayton and Dundee.

I had several rough receptions since NCR Salesmen who had had "shooting rights" had not been very diplomatic and were heavy-handed in their methods. Thankfully, many of the Directors of firms I had on my list were friends of my father whom they highly regarded and it resulted in many priorities, rentals, points and CPC.

The Brewers, Food Stores, Co-operative and Councils placed orders and with the great help of our Service Division Depots in Leeds, York, Halifax, Hull, Lincoln, Sheffield, Bradford, Nottingham and Derby we built up a fine reputation of reliability and integrity.

In 1946 Self Service was almost unknown in the U.K. but I had experience of it in Dayton, and was able to discuss first hand with the Food Stores, amongst them Associated Dairies (ASDA), Hillards, Jacksons (Grandways) of Hull, Branches of British Lincoln, Harrogate and Sheffield Coops and above all Nottingham Cooperative Society where I had outstanding liaison with Mr Cyril Forsyth, who

remains at 86 a great personal friend, and who with Albert his Deputy placed orders for many thousands of £'s for all classes of machines, and in particular 6000 Class followed in later years by Share Numbering 51's.

Cyril and Albert came with Eric Laird and myself to Dundee and Dublin and paid their "whack" in so doing – Cyril joined me at Twickenham, Murrayfield, Headingley and Trent Bridge until two years ago – Albert died as did Eric Laird many years ago.

My journeys to East Lincolnshire enabled me to fly to Skegness from Yeadon (Leeds/Bradford) in Cessnas or Austers where I was joined by John Moody who took me on to Boston, Wainfleet and other towns in the Skegness area. This enabled us to cut out hours of road travel and overnight stays in the Skegness area.

To recap, I had great success with the 6000 Class stub ticket machines for Cooperatives at Lincoln, Barnsley, Sheffield and Harrogate and without exception all the Breweries took up the 100 Class range which many years later I helped to convert to Decimals or in replacing before I retired.

I well remember some memorable CPC occasions, London, Paris, Madrid, Rome, Barcelona, Berlin, Hamburg, Vienna, Athens, Malta, Istanbul and above all Munich twice. It was there in 1957 I met my wife

Brigette . . . we have returned there many times and to Berlin.

During my career with NCR my territory was cut several times; on one occasion Bradford, Halifax, Huddersfield and the Ilkley Skipton area was attached to David Bowlands MSD list from Manchester. I had to spend two days with Dave in the first three and then we went to lunch to the Yeadon Aero Club. Afterwards I took him to see the other towns now on his list, but from an aerial view – they were not very productive areas. It is sad to think of Dave's early death for I had arranged to see him in York when I learned of his passing . . . there are so many recollections which flood in.

Decimalisation was a very arduous exercise but which went like clockwork. At that time I took over from Douglas Robinson the DSD and MSD Accounts from the Southern Newcastle Area and had great help from the Newcastle, Darlington, Middlesbrough Service Depots in addition to all the others previously mentioned. Our Service Division is "the cream on the milk" and I have the greatest respect for those chaps who so conscientiously backed up the Selling Organisation and also the Staff Trainers – in particular Cathie Hotson, Margaret Mullward and others and also Mavis who was my Secretary – she was great.

STAN HOLDERNESS

## NEWS FROM THE REGIONS

### REGION 2 (East)

Held a Luncheon on the 10th July 1986 at Newton-On-Ouse. This was a most enjoyable event and was attended by 18 members of Region 2 (East) as shown in the photograph.



## REGION 2 (North)

Held a luncheon on July 15th, 1986 at the Cumbrian Hotel – Carlisle which was attended by

Ernie Giles  
Dorothy Turnbull  
Mary Gwyn Hunter  
Andrew Ewart  
John McManus  
Sister Ann Gate  
Jo Leighton

Sincere thanks to Jo Leighton who kindly arranged the lunch which was thoroughly enjoyed by all, together with the stimulating conversation on the past, present and future.

## REGION 6

Region 6 held meetings, one on Thursday 17 June at NCR Southampton, the other at NCR Brighton on Wednesday 25 June, where Paul Williams, Manager at Southampton and Frank Robinson, Manager of Brighton, gave a presentation of 'NCR Today'.

Both meetings were well attended and thoroughly enjoyed by all. Our appreciation and thanks to Paul and Frank for the time and effort they have given, and are prepared to give, to the South Coast area Retirement Fellowship – Thank You and well done chaps!

## REGION 7

A lunch for Region 7 was arranged for Wednesday 14th May, 1986. This was held at the Crest Hotel, Hambrook, Bristol, where we were looked after in a first class way, and made most welcome.

We started to gather at 10.00 am from all points of the compass, and were all sitting down for a coffee by 11.00 am. Introductions were made where introduction were necessary, and old friends were soon talking about the good old days, etc.

This very pleasant get-together went on until 12.30 p.m. when we all went into lunch.

Lunch was a very happy time, and the food was very varied and enjoyed by all.

The gathering broke up over coffee with all contributing to a vote of thanks to the Company for making such a gathering possible, and asking the date of the next one.

Those attending were:

C.G. Bale, Bristol  
L.G. Clarke, Cheltenham  
Miss D.M. Davies, Cardiff  
S. Dixon-Child, Chepstow

Mrs B.M. Greenhill, Weston  
R.F. Horwood, Cardiff  
R.J.P. Jones, Cardiff  
H. Ladd, Swindon  
W.N. Park, Bristol  
C.N. Surridge, Weston.  
J.H. Watts, Cardiff  
Mrs. G. Wilson, Cheltenham  
J. Woodburn, Bristol  
Mrs. B. Hopkins, Cardiff  
F.N. Cole, Bristol

## GUESTS

J. Kembery, G.W Cole



Dot Turnbull, Sister Ann Gate, Ernie Giles, John McManus and Andy Ewart from Region 2 (North).

*"I think I should tell you right away that your letter to Jim'll-Fix-It was intercepted."*



## AFTERNOON TEA WITH THE THREE LONDON REGIONS 4, 5 AND 8. 14th MAY, 1986

Regions 4, 5 and 8 had a get-together on Wednesday 14th May, 1986, in the form of an afternoon tea, and we are pleased to say there was a very good turnout as we had an attendance of approximately 75% of the members from the three Regions. Fellowship members were extremely pleased that Mr Rex Fleet had been able to join the meeting at the beginning for a chance to meet many old (though not so old) friends.

Mr Fleet extended a warm welcome to all present and gave a most interesting overview of where NCR stands today. The remarkable growth, development of system/product offerings the expansion at Dundee and the recent highly significant Sales successes in specialist market sectors which Mr Fleet highlighted made all present vividly aware of the way the Company is meeting the great challenges of the present day.

Mr Fleet thanked all the Fellowship for what they had done to build the business and hand over the 'Baton' successfully to the current generation of NCR people.

A great deal of discussion arose over tea as a result of Mr Fleet's talk.

Ken Phillips, Catering Manager, and his hard working staff did us proud with delicious sandwiches and a wonderful selection of pastries and cakes and an unending flow of tea. Vincent Gordon, Pensions Manager, also dropped in to greet us.

The event was held in the Main Staff Restaurant at Head Office and there was no problem in seating arrangements there being ample tables and chairs for all.

Regrettably a number of members who had indicated they would be attending did not turn up, and we had a few calls saying some members were sick, we trust you are all now fully recovered and look forward to seeing you all at the next

regional lunches.

The following members attended the afternoon event:

Cyril Ashworth  
Pip Barbour  
Cliff Benson  
Irene Biggs  
Betty Birdseye  
Lucy Bonsall  
Henry Broomfield  
Peter Casemore  
Alf Cawfield  
Bill Closier  
Ted Cluff  
Gerald Cutler  
Tom Chapman  
Betty Cambell  
Cliff Dobbins  
Dick Downey  
Paddy Ellis  
Gerry England  
Elsie Ferry  
Sam Foster  
Basil Garsed  
Alex Guy  
Eunice Hall  
Ray Hall  
Margaret Hanley  
Arthur Harris  
George Hawkins  
Brian Hitchins  
Ron Hilliar  
Olive Holloway  
Joan Hunter  
Margaret Hyams  
Gladys James  
Doreen Jarman  
Rose Jenkinson  
M Jessett  
Rene Jones  
Bob Judges  
Eileen Kent  
Jim Lane  
Charles Lee  
Mike Mchugh  
Ron Mason  
Bill Maun  
John May  
Arthur Mensing  
Jea Minshull  
Charles Morgan  
Len Morgan  
Micky Myers  
Robert Nash  
Bert Newman  
Peter Peacock  
Jim Peak  
Ray Pearce  
Jack Pettit  
Elsie Piper  
Percy Pond

Wilf Preston  
George Price  
John Price  
Wally Prince  
Edith Pritchard  
Ernie Pye  
Wally Rawlins  
Harry Redington  
Leslie Richardson  
George Roberts  
Andre Rossi  
Freddie Rowlands  
Doris Rowley  
Eddie Sawyer  
Stan Scorer  
Stan Sedgwick  
Joy Service  
Betty Shorter  
Bernard Slotkin  
Dennis Smith  
Bill Smith  
Vera Smithson  
John Smithson  
John Spinks  
Len Stanhope  
Sid Stroud  
Bert Tarling  
Ron Tarling  
Frank Taylor  
Bert Thie  
Ken Thorne  
Tim Timlett  
"Tudor" Tudor-Hall  
Harry Turner  
Bob Wadsworth  
Jim Walpole  
Alan Watson  
Ted Way  
Phyllis Wickens  
Charlie Williams  
Sidney Williams  
Nina Wiltshire  
Des Woodall  
Cyril Worts  
George Wright

Following tea there was a short film presentation "The Gift of Knowledge" which covered various aspects of the Company and which everyone greatly appreciated and thoroughly enjoyed, this lasted approximately 25 minutes and took us through to about 4.45 pm and to our final item for the afternoon "the Grand Draw".

(As each member arrived they had been given a raffle ticket for the Grand Draw.)

Basil Garsed called the meeting to order after the film show, and with

the assistance of Ron Hillier and Des Woodall – Organisers for Regions 5 and 8 respectively, proceed to draw the winning tickets by getting various ladies to pull tickets from three boxes for the 1st prize in each region, this being a £30 Voucher which could be changed at Keith Prowse for theatre tickets to the winner's choice. The winners were as follows:

Region 4 – Peter Casemore  
Region 5 – Cyril Ashworth  
Region 8 – Bert Tarling

The tickets were then placed into one box and a draw made for 10 assorted bottles of Wine and these were won by the following members:

#### REGION WINNER

5	Cliff Dobbins
5	T Tudor-Hall
4	Dennis Smith
8	Jean Minshull
4	Joan May
8	Betty Birdseye
5	Andre Rossi
5	Bert Newman
5	Jim Walpole
5	Stan Scorer

(Shouts of protest from Regions 4 & 8!)

Everyone enjoyed the afternoon and from comments made by many members it would seem that they very much liked the idea of an afternoon tea because this gave them the opportunity to meet many more of their friends and colleagues, to have a nice long chat and make contact with friends and colleagues from the other two London Regions, and the majority felt it would be ideal to hold an afternoon tea about this time each year and a Regional Lunch in the latter part of the year.

The whole event went off very well and Basic Garsed closed the afternoon by thanking Ken Phillips and his staff for their sterling work on our behalf, Michael Croneen and his Staff for the excellent film show and Nicola Lawrie and Betty Campbell for their help in organising the event, and advised

Members they would be receiving details of the Regional Lunches planned in due course.

#### HOWARD KENSETT

An interesting letter has been received from Howard Kensett containing details of his current activities in which he reminds us of the U.N. International Year of Peace. He also hopes many of his NCR Friends will be making their own contributions to this event.

#### LARGE PRINT POSTSCRIPT

##### TAX AND YOUR NCR PENS

The NCR Pension Department receives enquiries from people regarding the tax which is

If any members feel that this enlarged print would enable them to read PS where they would otherwise be unable to, please write in and we will put you on our special mailing list.

#### EARLY DAYS WITH PRINTING AND SUPPLIES DIVISION

It was 1963 when I joined Print & Supplies Division (later Systemedia), and was attending the first Course at which, if my memory serves me correctly, 30 or so very enthusiastic but apprehensive budding Salesmen were waiting to learn exactly what we had let ourselves in for.

Our Director was Howard Davis (a real gentleman, if I may say so) under whose guidance we learnt not only to tell the difference between a Heidelberg machine, and an offset litho machine, but also how a Sales Ledger format differed from a Purchase Ledger, etc. etc.

At that time the Accounting Machines in use were the old 3000 Class, the Class 31 and 32 and the small book-keeping machine – the 160. Each of these had a different "print out" and we perforce had to rule the stationery for each of them, in conformity with special "rulers" – and not forgetting the maximum width of the bit of paper, so that

this did not exceed the permitted carriage width. All the keyboards were of course in POUNDS, SHILLINGS and PENCE and, therefore column rulings had to cater for that – and also for the "3 letter abbreviations" – and all rulings were done, I might add, in Indian Ink and a special pen.

Another of our new found problems was the ordering of TILL ROLLS, for the multitudinous Cash Registers then in use. All of them were different, and you can imagine the fun and games we had when ordering the wrong ones.

The "POINTS" for Sales on which our commission was based, was divided into two sections, one for STATIONERY, the other for SUPPLIES (i.e. Till Rolls, Ribbons, Carbon Paper).

Working out the commission at the month end was a mammoth task – all copy orders having to be prelisted, totalled and then sent off with a claim form duly filled in. These were subsequently checked by Print & Supplies, Head Office, and two months later we received the amount in our cheque – subject to amendments and queries – and what a headache they were!!!

A contentious problem reared its head in relation to commission. Up to advent of Print & Supplies Division all Stationery or Supplies sold by Accounting Machine Salesmen or their counterparts – the Cash Register Salesmen, was rewarded by 3% commission. Now, this was split on a 50/50 basis, half to them and half to us.

With our lowly salaries, compared with the Accounting Machine Division, one can imagine that an awful lot of stationery had to be sold to make it worthwhile and needless to say we did not get – how shall I say, their fullest co-operation – at least not at the beginning!!

Talking of lowly salaries, one not insignificant factor at that time, was the vexed question of paying for our own cars – no such thing as car expenses for the Salesmen of the

Print & Supplies Division . . . in fact, it was several years before the anomaly was finally sorted out.

With regard to Supplies items, in those early days, most carbon paper used with Accounting Machines was of the "messy" texture, which came off on our hands, clothing or anything else with which it came in contact – however, NCR Scientists came up with several revolutionary plastic carbon papers, and even now I can remember all the advantages claimed for it – non-toxic, smudge free, much thinner than the old type, and up to ten times longer lasting, for which of course, a price had to be paid – but – it really was good! (this was, of course, before the introduction of one of NCR's best selling products NCR PAPER – or – Carbonless Paper to the uninitiated!)

During a Convention at which this

wonder product was being introduced, we had a visit from a V.I.P. – none other than the Director of the Supplies Division, Mr. Tudor-Hall (whose name was pleased to see, was on the list of these attending Region 5's "get-together" at Head Office on 7 November last)

A Competition was instigated for naming this "wonder carbon" and as luck would have it, my suggestion of the word "ULTIMAX" was adopted.

I still have the handsome garden "Sunbed" which was presented to me – Do you remember the occasion Mr. Tudor-Hall??

It really was exciting being in on the ground floor so to speak, and in the modern idiom, it was indeed a "challenge" – but one I would not have missed – regretfully it was three or four years before I managed to get my first CPC, but, that is

another story – perhaps for a future occasion! If any of those original members are around and read this I should be most pleased to hear from them, address below.

Best of luck to the successors of the Old Print & Supplies Division.

PETER H HULL, 18 Conaglen Road, Aylestone, Leicester.

## NEW REGIONAL ORGANISER

Alan Debenham, Fellowship Organiser for Region 9 has recently moved to Worcestershire and will therefore be unable to continue as organiser. Many thanks indeed Alan for your efforts for the Fellowship. We hope you will soon settle down in your new home.

We are pleased to announce that Mr Tom Farmer has kindly agreed to take over this Region and we wish him every success.

## BRAIN TEASER

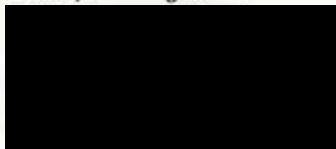
$$\begin{array}{r} \text{A E C B} \\ \text{C G X} \\ \hline \text{F F C G C H} \\ \text{A H F D G} \\ \hline \text{F J E B H G} \\ \hline \hline \end{array}$$

A, B, C, D, E, F, G, H, J  
represent digits from 0 to 8.  
Each letter represents one  
digit only. What is the  
numeric value of each  
letter?

*Answer next issue and a copy of "The time of your life" to the senders of the first three correct answers received.*

## CHAIRMAN OF THE ORGANISING COMMITTEE

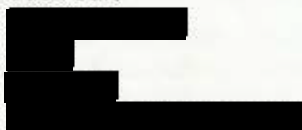
Harry Redington



## REGIONAL ORGANISERS

### REGION 1

Jack Sale



### REGION 2

Ernie Giles



### REGION 3

(Region 3 will be subdivided into East and West – Any volunteers to organise either?)

### REGION 4

Basil Garsed



### REGION 5

Ron Hilliar



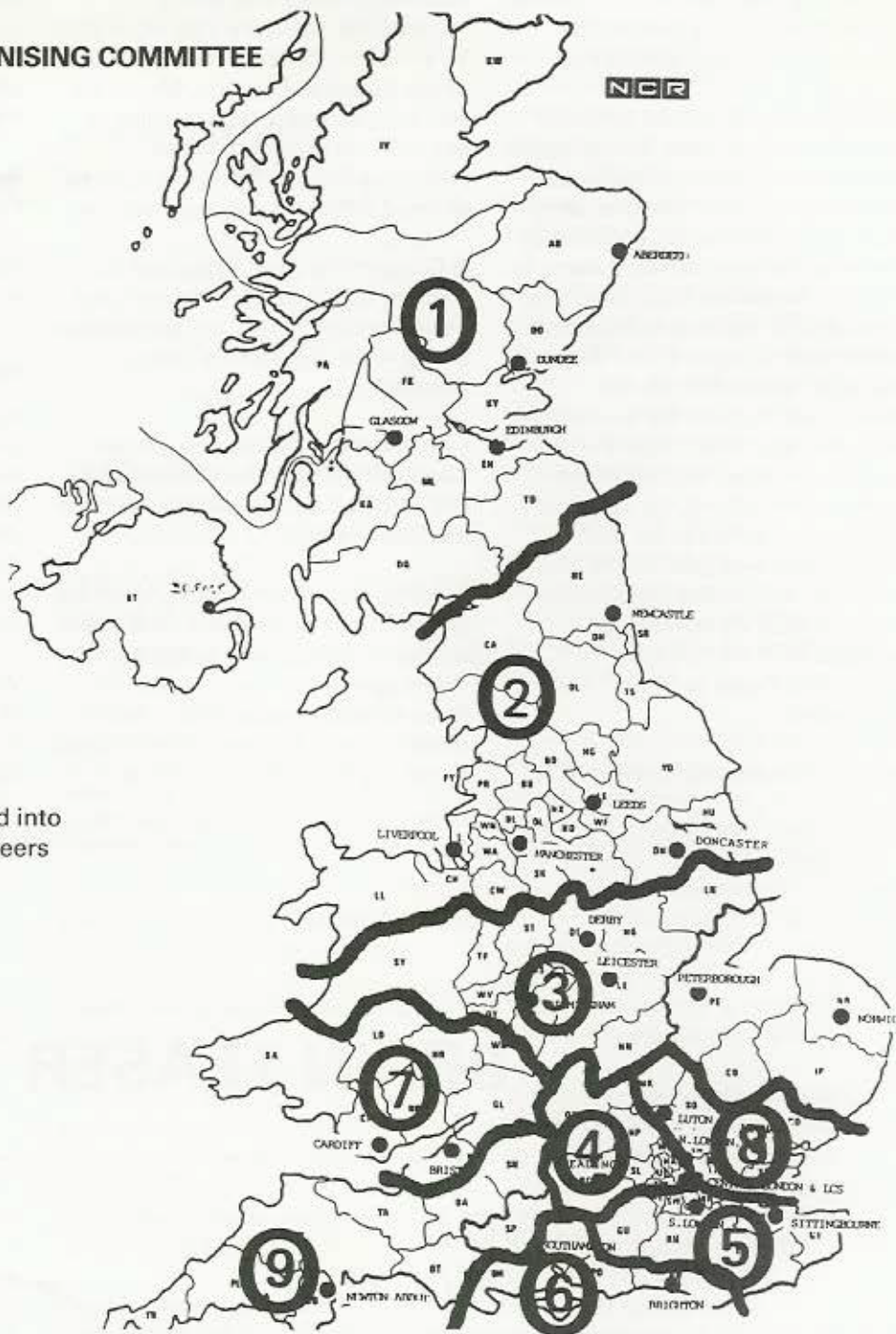
### REGION 6

Jim Gorman



### REGION 7

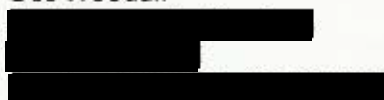
Norman Cole



THE NCR RETIREMENT FELLOWSHIP

### REGION 8

Des Woodall



### FELLOWSHIP SECRETARY

Betty Campbell



### REGION 9

Tom Farmer



The next issue will be in WINTER 1986/87  
Articles, Letters, News, For Sale, Wanted are all welcome.

## THE FELLOWSHIP TIE/SCARF

Many thanks to all those who submitted designs for a fellowship tie/scarf. Your time and effort is much appreciated. We are pleased to announce that the winning design below is the work of Peter Hull (Ex Systemedia). His recollections of the Print and supply Division appear elsewhere in this Newsletter. Runner-up in the competition is Mr P J Pond of Northolt. Both gentlemen have received prizes.



It is proposed that the lettering be in green on a navy background. The exact price of the tie and scarf is not yet known but should not be more than £3.50. If you would like to order a fellowship tie or scarf (on the understanding that the price will not exceed that stated) please complete the application form below. (Use a plain piece of paper if you wish).

Name .....

Address .....

I would like to order the following:

Tie ☐ Number Req. ....

Scarf ☐ Number Req. ....

Please tick the appropriate box and indicate the quantity if ordering more than one. (Orders to Nicola Lawrie, Pensions, H.O. Please.)

## OBITUARY

All who knew them will regret to learn of the passing of the following:-

**HENRY BAKER** – Died 3.1.86 aged 80. Systems Design & Market Planning H.O. Retired 1970 after 32 years service.

**GERALD CAPPS** – Died January aged 65. Retail Marketing, Bournemouth. Retired January 1975 after 22 years service.

**MRS AGNES COLMAN** – Died 18.5.86 aged 77. Staff Restaurant Manchester. Retired September 1970, after 8 years service.

**LAURENCE COOPER** – Died 26.2.86 aged 60. FED Maintenance Records, Brent. Retired January 1985 after 41 years service.

**ALEXANDER DAVIE** – Died 24.3.86 aged 79. District Manager A/AMD Glasgow. Retired November 1971 after 24 years service.

**A.E. DELLAR** – Died 21.2.86 aged 81, Depot Manager, Birmingham. Retired September 1970 after 43 years service.

**KENNETH GALLOWAY** – Died 6.5.86 aged 79. London Premises. Retired January 1972 after 20 years service.

**MRS. D S GATES** – Died 31.3.86 aged 65. Clerk, Systemedia, Borehamwood. Retired June 1980 after 10 years service.

**F W GODFREY** – Died 7.3.86 aged 92. Loading Bank, North Circular Road. Retired October 1959 after 40 years service.

**JAMES GREEN** – Died 26.12.85 aged 71. Data Centres Div. St Alphage House. Retired January 1980 after 10 years service.

**GEORGE HOLTON** – Died 31.12.85 aged 84. Sales Training, Greenford. Retired February 1966 after 7 years service.

**WILLIAM JARVIS** – Died 1.4.86 aged 76. Bonhill Street. Retired October 1974 after 10 years service

**ROBERT McCASLINE** – Died January 1986 aged 77. Printing Division, Elstree. Retired June 1973 after 8 years service.

**ROBERT MANN** – Died 30.4.86 aged 75. Printing Division, Gourock. Retired September 1975 after 23 years service.

**ERNEST PAINTER** – Died 26.1.86 aged 72. Field Engineer, FEC Southampton. Retired April 1975 after 46 years service.

**THOMAS REES** – Died February 1986 aged 68. Security Officer, Brent. Retired December 1980 after 7 years service.

**ERIC RICHARDSON** – Dies 20.2.86 aged 60 Field Engineer, FED Birmingham. Retired January 1978 after 38 years service.

**WILLIAM ROGAN** – Died 20.5.86 aged 78. Salesman F&G St Alphage House. Retired February 1973 after 11 years service.

**MRS VIOLET THEOBALD** – Died 13.5.86 aged 72. Costing, TSD Brent. Retired 1972 after 11 years service.

**MRS EMILY WAINWRIGHT** – Died 24.3.86 age 80. Printing Division, Elstree. Retired May 1965 after 8 years service.

POSTSCRIPT is the newsletter of the NCR Pensioner's Fellowship and is published by Personnel Resources NCR Limited, in consultation with an editorial committee.

Whilst no specific publication dates are aimed for, editions will appear as soon as there is sufficient material to warrant one.

Editor: Geoff Jackson  
Assistant Editor: Nicola Lawrie  
Material should be submitted to Nicola at Head Office.

**NCR**

AUTUMN 1986