



*The Organising Committee (and Santa Geoff!)*  
*wish all members of the Fellowship*  
*The Compliments of the Season and a Happier New Year*

## CELEBRATING 10 YEARS

As you are aware we celebrate 10 years of the New Fellowship in 2013 and we hope that you are pleased with your commemorative diary which is enclosed. I remember clearly the Committee meeting back in 2003 when we were told that NCR was withdrawing its funding for the original Fellowship. We felt very strongly that closing the Fellowship would be a great loss, so we made representation to senior management in Dayton but they were not persuaded to change their minds. Our only option was to try and run it independently by asking for an annual membership fee, so it was a case of how many of the existing members would join and what was the smallest fee we could charge. A survey of the members told us that 500 would be willing to pay and we estimated £10 would be sufficient to cover the production of Postscript and organising the lunches. The rest, as they say, is history.

We started then with 508 members and will start 2013 with 492. Over the ten years we have said goodbye to many good friends and have welcomed some 246 new members.

By the end of 2013 we will have published 20 editions of Postscript, the quality of which improves year on year. You may be interested to know that Geoff Jackson edited the very first Postscript in June 1985 so, by 2013, he will have achieved a remarkable 28 years as editor, for which we are extremely grateful. We have arranged many enjoyable lunches and have tried to provide an effective interface with the Trustees and the Pension Plan including the ever important pension increases.

It had been a great pleasure for me to have been involved with the Fellowship over these ten years. However, our success is down to you all for your support and to the time and effort of the Committee members. My sincere thanks to you all.

Finally I hope you all have a very happy Christmas.

Best wishes

Lin Sandell, Chairman



## NEWS FROM THE REGIONS

### Region 1 – Jack Whyte

The Autumn Lunch in Scotland was on 31st October at La Pulcinella in Glasgow, and although the weather was a trifle wet on the day we had a good turnout of 20+. There were a couple of late call offs – dates & times mixed up or family members feeling poorly.

Nevertheless, we had half a dozen “new members” attending, including **David McIntosh**, **Jim Hay** and **Roger Green**. **Gordon Mackenzie** and **George Craig** came along for the first time and all said they enjoyed their visit and especially the chat. David McIntosh joined up with old acquaintances **Frank McCarroll** and **Neil Bathie** and although he could not wait with us to visit THE OT STILL in the afternoon, he insisted on leaving a donation for the first kitty; he will be very welcome back next year.

**Ian Lamb** and **Brian Strathdee** joined a contingent from Edinburgh and **David Brown** journeyed down from Dundee. **Scott Caldow**'s wife Margaret dropped him off and collected him afterwards, he says he feels a bit wabbit these days but has felt better since his op. Thanks to **John Mackay** again for the photos I'm sure some were looking a bit younger than last year!



### Region 2E – Pat Keogh

Hi all. We're at the end of another Fellowship year. Time is just moving too fast. On the North East region we have had two very enjoyable lunches in 2012. We had to move our Spring lunch to a later date this year because of a clash of dates at the Golf Club. They keep organising these Golf Tournaments. Next year we are back to our normal date in the middle of the month, Wednesday 15th May.

I received a beautiful letter from **Margaret Ellis** who couldn't make the October lunch. At the May lunch she had brought two NCR friends from the Leeds Office, **Joy Brown** and **Barbara Duncan**. Both Joy and Barbara wrote a thank you letter to Margaret saying what a great time they had talking to old friends and reminiscing about the time they spent at the old NCR. Apart from emphasising one of the main purposes of the Fellowship, it's great to see that some people still use pen, paper, envelopes and stamps as their main method of keeping in touch. Also I didn't detect any bugs in her communication.

We had a very good twenty seven to thirty attendees and communications from about twenty others who couldn't attend for one reason or another. I keep thinking that one of these days the date will suit everyone and we'll have a massive get-together.

Apart from Margaret who was attending the Midlands lunch, **Walter Scarth**, **Roger Hall**, **Dave Cowley**, **Bas Pickard**, **Mike Green**, **June Rudge-Priestley**, **Bob Appleby**, **John Semple** and **Margaret Smith** all sent their regards and hoped to see us in May.

**Phil Wilkinson** and **Steve Baldwin** had the usual family duties, grandchildren taking priority, and **Peter Carruthers**,



(Region 2E cont.)



**Walter Bullen** and **Sandy McMillan** were enjoying sunnier climes.

The old Leeds software team was represented at this lunch by the two **Keith's**, **Penny** and **Stansfield** on their first visit. Two other members of their team, **Peter Carruthers** and **Harold Hunter** have been threatening to come for a couple of years now so we expect to see them in May.

**Dave Collins**, who now lives in Spain, wrote to say he will try to time his next visit home to coincide with our May lunch as he has done on a previous occasion and our American/Bradford friend **Frank Pusey** was once again in the U.S. visiting family and fighting the I.R.S.

Another regular **Peter Ramsden** wrote to say he couldn't attend as he was helping his son get his plumbing business off the ground and reflected, who would have thought of it, a plumber's mate at 65.

We had a brief discussion on our venue and all agreed that it was the best and the three course meals were excellent. I was pleased to report that I had agreed with the chef to move to a more expensive menu from 2013. At the same time the Club have agreed to reduce the cost of the venue so we can keep the lunch cost the same at £13 per head. Looking back in my records I organised our first lunch at Otley Golf Club on 25th October 2005 at a cost per head of £12 so we are not doing too badly. All are welcome.

We finished up with a discussion on the most recent update from the Trustees. This update was a little technical but I did my best to translate it into English. It was well received and our thanks go to the Trustees on the excellent work they are doing. We put great value on these updates and the way they keep us in touch, whatever the news and look forward to future reports.

The afternoon continued with the usual banter for some time before everyone made their way home.

Our next lunch is Wednesday 15th May 2013.

See you then.

**Pat Keogh**



## Region 2W– Ian Ormerod

The North West Region 2W held its Autumn Lunch on Tuesday 16th October at the Grange Country Club, Neston in the Wirral.

Once again our numbers were down due to family commitments, illnesses and holidays but those who attended enjoyed the excellent food and friendship.

We were sad to hear of the death of the son of Tom & Francis Mills the previous week and send our condolences to them at this time.

Members and friends who attended were **Derek & Debbie Allen**, **Sid Barnish**, **Joyce & David Bielby**, **John Clayton**, **David Cooper**, **Fred Duckworth**, **Brian & Carole Latham**, **Terry Garr**, **Tom Wallbank**, **Margaret & Richard Riding**, **Doreen Butterfield**, **Pat Keogh**, **Peter Ramsden** and **Ian & Sheila Ormerod** and their friends **Gill** and **Bruce Moore** visiting from their home in Norfolk.

Our Spring lunch will be held on Tuesday the 9th of April 2013 at the same venue.

## Region 3 – Eric Grace

Once again The Fellowship Lunch was held at The George Hotel in Lichfield on 11th October 2012 and was yet another happy occasion.

There were 26 Members and guests who enjoyed the usual good three course carvery meal.

After which, as we were fortunate to get **Dennis Pearce**, one of the Trustees attending, he addressed the meeting regarding reports from both the pension and the situation within the corporation.

As is usual several members were unable to attend for various reasons

As follows:

**Anita Nolan** suggested I leave her off the list because she always seems to be busy at this time but, I will invite her a few more times in case she changes her mind.

**Jill Mcphail** was at last available and came with her daughter **Fiona**, **Paul Glynn** seems to have run into further health problems. **Harry Hardacre** is feeling better but not yet up to coming.





(Region 3 cont.)



**Alistair Gilmour** was able to bring his wife on this occasion.

**Peter Whitehead** intended to come but did not feel up to the drive this morning.

And lastly **Ray Scambler** didn't arrive.



### Region 4 – Roger Whelan

Region 4's annual lunch was held on 3rd October 2012 at the London Corus Hotel in Lancaster Gate close to Hyde Park and Kensington Gardens.

A good crowd of 70 people came, rather less than in previous years, perhaps as a result of the prevailing economic climate. However, it was a great pleasure to see a few newcomers joining the group as well as seeing many old friends and familiar faces.

We were looking forward to welcoming Mr **Ben Gale**, NCR's Vice-President for Western Europe who, last year, gave us a rousing talk about the strong performance NCR has been achieving since the de-merger from Teradata. Unfortunately, Ben was unwell and couldn't make it and sent his apologies, but, from what we hear and read, NCR is continuing to grow and perform strongly—a great encouragement to all of us pensioners and ex-employees who want to see the company continue to do well! Ben continues to be very impressed that so many of us continue to meet and show an interest in NCR—so much so that he persuaded NCR to make a contribution to the Fellowship's administrative costs.

We were very pleased to welcome back **Stephen Swinbank** who was too unwell, last year, to give us his usual update on the state of the pension fund. He more than made up for his absence last year by giving us a thorough analysis of the health of the pension fund's finances which are improving strongly and recovering from earlier dips in the market value of the fund's assets.

There was general satisfaction with the improved standard of service and the quality of the food on offer at the hotel compared with last year. We worked together with the hotel management and made several suggestions on how to improve on last year, which we felt was below par. They took our feedback in very positive fashion, (obviously not wanting to lose our custom) and this year was much better in terms of food quality, service and layout.

To sum up, it was a great opportunity for old colleagues to have an enjoyable get together. I am looking forward to the next occasion on Wednesday 2nd October 2013 at the same venue.



## The London Lunch – Region 4



The Golden Greeters



Our worthy organiser, Roger Whelan on the right



On the way to lunch



The Likely Lads!





## Region 5 – Derek Seamon

### Spring lunch at the Malta Inn

This Spring, unlike last year which was warm and sunny, was decidedly wet and chilly when 15 members, wives and guests met up for our second spring lunch at the Malta Inn, Allington Lock, Maidstone. The atmosphere inside however was a lot warmer and we were soon tucking into our meals.

New faces at this venue were **Ray** and **Carol Howes** who brought along **Dorothy Rogers**, and **Colin Thornley** who I hope will soon join the Fellowship. Unfortunately there was no inclination afterwards to sit by the river and enjoy the sun as last year, what sun that was out was very watery and soon gone.



*New Member Colin Thorley (table end)*



*Fellowship Members end*



*The ladies end*



*Ray Howes likes his Red*



*Peter, Tom and Ray*

### Autumn lunch at The George & Dragon.

A rather depleted number of 15 members & wives met again on, unusually for us, a very wet day at The George & Dragon, Headcorn for our annual Autumn lunch. A depletion partly caused by the sad loss of two of our attendees, **Don Boyton**, who must have come into contact with many service engineers over the years, succumbed to lung cancer in July, only to be followed by another regular **Doug Checksfield** also in July.

Other members who were unable to attend were **Roy Howes** and his wife who were on holiday in South Africa, probably taking a well earned rest after being an Olympic Games helper and **Eddie Upcraft** who was also going to bring along returning member **Ralph Harding**, unfortunately had a hospital appointment the same day. **Dot Roberts** had other arrangements and **Estelle Sillett** also sent her apologies having had a recent leg operation and now being unable to drive.

However we did welcome **Colin Thornley** for his first Autumn Lunch as well as **June Hurron** with **Neville**. The other regulars and their wives were **Tony Welch**, **Tom Elliott**, **Derek Seamon** and **Rod Nash** and **Jenny Tiley**, **Roy Wilkins**, **Peter Shipp**, **Don Ladd**, **Peter Withey**. After drinks and chat in the bar beforehand we sat down to lunch at 1 o'clock, actually 15 was a comfortable number for the room, and we were not cramped for space.

Finally a show of hands afterwards, was for another Spring lunch at the Malta Inn, Maidstone, I will be looking at probably the Wednesday in April the 24th. So make a note in your new diaries!



### Region 6 – Alan Hutchins

Region 6 held its lunch for 2012 on a very sunny day at the Castle Hotel, Bramber, West Sussex on October 10th. We were at this venue in 2009. It is a family run business and, since we were last here, the owners have passed the running of the business to the younger members of the family. The hotel has now had a facelift and has a new and very good chef. There were 20 members and partners present and who had a very enjoyable meeting and three course lunch. The group consisted entirely of former members of FED. There are very few members of other NCR departments living in the area and most do not know one another. An exception, **Frank Stirner**, former retail salesman from Brighton could not come on this occasion and was much missed. Unfortunately we were two members short this year, **Frank Robinson** and **Don Boyton** who both passed away in July. They had been Manager, Brighton Depot and Technical Support, Bonhill Street respectively. Though Don was actually a member of Region 5 he often came to our lunches as he knew so many of our members.



### Region 7 – John Jones

John has been poorly for the past few months and apologises for being unable to organise an October or November lunch. He hopes that he has turned the corner at last and may be able to organise something in December but nothing is certain at the time of writing. The Region sadly lost one of its members in October, namely, **John Cooper** who died after a long illness.

A new member, another from over the bridge, has joined. We look forward to meeting **Michael Wells** when our lunches start again. May I on behalf of all members wish John a speedy return to his usual dynamic state.

**Geoff Jackson**

### Region 8 - Richard Craigie

Region 8 lunch was held at The Rosery Hotel on the 4th October and we were 22 in total. **John Limn** was just recovering from having a pacemaker fitted, I did not know this on the day so all would like to send our love and best wishes and hope he goes from strength to strength. Des and Beryl were not with us as Des is receiving chemo and



again all our good wishes go to him also. **Dennis and Hazel Gill** weren't there as their friend who provides transport is very ill; a speedy recovery is hoped for. Others missing and on holiday were **Tom and Margaret Atkins** and **Ted Long**. Also, **Jeff Fuller** and **Roy** and **Margaret Clifford** were unable to be there as were **Brian** and **Ina Bourdon**, the latter pair being on grandchildren duty.

**Dennis Pearce** was able to bring us up to date with the current pensions situation and we finished proceedings with our Christmas raffle.

Those present were: **Tom and Rita Boles**, **Ted and Deborah Miller**, **Jimmy Wickham** and **Eileen Fish**, **Richard** and **Linda Chamberlen**, **Frank** and **Gladys Bellamy**, **Pat** and **Derek Buck**, **Colin** and **Olwen Franklin**, **Dave Debnam**, **Dennis Pearce** and **Enid Crowther**, **John O'Connor**, **Tom** and **Avril Herbert** and, lastly, **Gloria** and me.







*Short back and sides Sir?*



*Dennis Pearce explained progress with the pensions fund*

### Region 9 – Jessie Wallace

On the 12th November 19 of us met at The Mount Pleasant Hotel, Dawlish Warren with its panoramic views of the Jurassic Coast. The meal was good and reasonably priced as usual and a good time was had by all. We were pleased to learn that our organiser, Jessie is to be married in the New Year and we wished every success in her newly completed home. We also agreed that we would like to meet for a further lunch in the Summer at the Mount Pleasant and so this will now be organised.

**Geoff Jackson**



*Region 9*



*Region 9*



*Region 9*

### Region 10 – Ken Carson

Again, Region 10 has two Fellowship Lunch reports to file in the winter issue of Postscript, both of which were held against the background of our 2012 weather theme of dripping brollies and raincoats. However, sunshine is never far from proceedings when the Belfast "Craic" gets going!

Our summer event was held on 15th June at The Square restaurant on Belfast's Dublin Road, another of the city's fine eateries and we were treated to a wide variety of local and ethnic choices in a menu that seemed to delight all the palates in attendance. We had a good turnout which was bolstered on this occasion by the surprise entrance of **Oliver McCann** who made the trip up from Dublin to renew old acquaintances and share in the camaraderie.





On Thursday 11th October we held our main Autumn Function at everyone's favourite Ginger Bistro in Hope Street Belfast. In concert with the culinary fare the turnout was exceptional and could have been even better had it not been for an unfortunate planning mishap, sincerest apologies once more Victor! On this occasion it was good to meet and chat for the first time with Jean Thompson and her daughter Betty who I had not previously had the pleasure of meeting. Also joining us on their introductory outing were Denis Fusco and Brian McNeil who last worked with NCR in the mid 1970's, both of whom enjoyed their first Fellowship Lunch, rekindling old friendships and exchanging memories that, as Denis commented, simply couldn't have been forty years down the line.

It is sadly poignant though that Brian, who had been courageously confronting an underlying illness for some time, died on 26 October and all the members of Region 10 would like to express their sympathy to the family circle.

I am delighted to observe and report from the growing attendances at our lunch events that Region 10 is an expanding community of colleagues and friends with an affinity intersecting many decades of experiences and I look forward to welcoming you all again to our 2013 Events, DV, details to follow.

Ken Carson



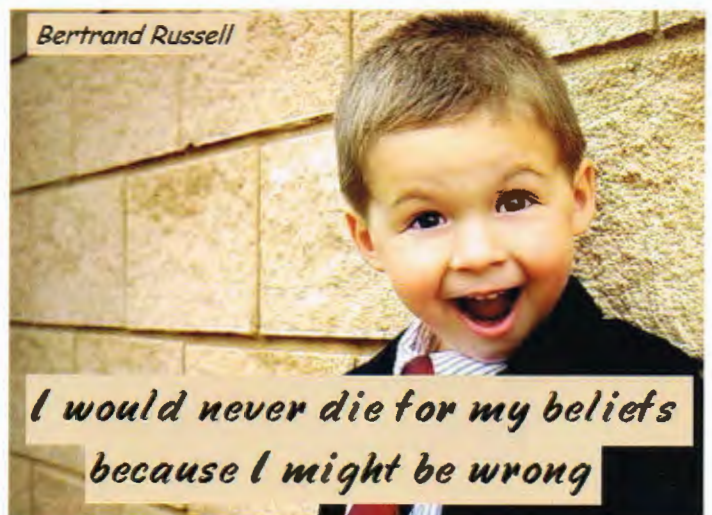
### The Company Pre-retirement Course

Readers will remember the course mentioned in the last issue. Here is one of the exercises used in that course which readers may care to try:

Begin by standing on a comfortable surface where you have plenty of room each side. With a 5lb potato bag in each hand, extend your arms straight from your sides and hold for as long as you can. Try a full minute then relax. Each day you will find that you sustain this for a little longer.

After a couple of weeks, move up to 10lb bags. Then try a 50lb bag followed by a 100lb bag in each hand held straight for more than a full minute. ( I am at this level.)

When you feel confident at that level put a potato in each bag.





## LEICESTERSHIRE/NOTTS REUNION

30th January 1967 was my first day as an employee of The National Cash Register Company.

Eight months short of my 20th birthday, I stood nervously at the side of Territory Manager **J. O. (Ian) Sutherland's** desk, looking out over a sea of faces of Demonstrators, EDP Support Specialists, Adding Machine, Accounting Machine, Cash Register, Business Forms & Supplies Salesmen, and one EDP Salesman.

I could never have imagined what great friendships were about to be launched there in Sparkenhoe Street, Leicester (part of the red light district), behind the London Road Railway Station.

Some months later we moved to brand new custom built offices in Melton Street with our own car park and where the only red lights were those for the tail and stop lights on our cars.

In particular, **Ian Sutherland, Jon Page, Richard (Dick) Baker, Tim Snashall** and Tim's future wife **Rachael Green** became my friends. Indeed, in the days before I passed my driving test, all helped out with lifts. **Jon Page** was especially kind in running me to and from Kettering / Corby rather than me having to rely on the somewhat infrequent bus and train service for my 80 miles round trip. Conversations with Jon about salesmanship during those lengthy drives were to come in most useful as, over time, my career progressed into sales. Similarly, Ian, Dick and Tim were great providers of the do's and don'ts for an aspiring young salesman.

Over the next year or so, the Leicester and Nottingham Districts merged and led to the forging of further new and lasting friendships. **G.L. (Nat) Nation-Tellery, Harry Hardacre** and **Bill Daniel** came into my life. Further great inspirations in my career with NCR.

Time marches on and business needs change. (To quote **John H Patterson** "We progress through change.") Smaller branch offices became a thing of the past, larger Regional Centres became the way to go and so in common with approximately eighty other branches, Leicester and Nottingham closed, relocations took place, some left to pursue other careers and the rest of us were split up. I went to Birmingham and thence to London as Divisional Director Retail Sales, finally finishing my career running our Building Societies business.

Great friendships do of course prevail and so has ours. Over



*L to R: Rachael Snashall, Dick Baker, Barbara Briggs and Brian Briggs*



*L to R: Bill Daniel, Audrey Hardacre, Tim Snashall*

the years we have continued to meet with wives for lunches, the most recent being on 20th July this year at Foxton Locks near Market Harborough in Leicestershire. The photographs taken by Bill's wife Gill, show **Rachael Snashall, Dick Baker, Barbara Briggs, Bill Daniel, Audrey Hardacre, Tim Snashall, Christine Baker, Harry Hardacre** and yours truly. **Jon Page** and **Corral Sutherland** were on family duties and unable to attend.

Sadly, **Ian Sutherland, Nat. Tellery** and Jon's wife Louise have passed away although they were in our thoughts and with us in spirit.

Tim and Rachael are organising our next meeting for Spring 2013 and I for one am really looking forward to it.

Best wishes to everyone.

**Brian Briggs**



*L to R: Tim Snashall, Christine Baker, Harry Hardacre*

## The Cardiologist and the Motorcycle Mechanic

A motorcycle mechanic was removing the cylinder head from a motorcycle on which he was working when he spotted a well-known cardiologist standing outside the garage. The latter was waiting for the service manager to come and look at his car.

The mechanic called across the garage "Hey Doc, want to take a look at this?" The surgeon, somewhat surprised, walked over to where the mechanic was working. The mechanic straightened up, wiped his hands and said "Look at this engine Doc, I opened its heart, took out the valves, repaired or replaced anything damaged and then put it back and when I was finished it all worked like new. So how come I get £24,000 a year and you make over a million for basically the same work?"

The cardiologist paused, leaned over and whispered to the mechanic... "Try doing it with the engine running!"...



## NCR BERLIN

**By Brian Seddon – FED/CMS 1967-1994**

In the late Autumn of 2011 the Air Miles scheme announced a change of name to "Avios" to reflect British Airways amalgamation with Spanish Airline Iberia. The downside to the new scheme was that any bookings made after a certain November date and under the Avios banner would no longer have the Passenger Duty and Departure Tax fees paid.

Having a pile of points remaining I decided to book a trip before the new regulations were put into play. I had long hankered to visit the City of Berlin so decided to book a combined Air Miles flight and Hotel package choosing a long weekend in May 2012 - in fact May 12th to the 14th.

This coincided with the running of a re creation of the British Military Train which ran throughout the Cold War period from Charlottenburg Bahnhof in West Berlin through Soviet/ East German territory to reach the West at Braunschweig Bahnhof. I booked myself a ticket to travel on this trip as an added attraction for my visit.

Arriving at Tegel Airport in what had been the French Sector of divided Berlin I had little trouble in locating the Airport Bus to take me into the City Centre at Zoologischer Garten. A short walk across the square and I found the U-Bahn to take me to Hansaplatz, the nearest station to my hotel.

As I reached street level at Hansaplatz a violent thunderstorm was in the process of drenching the City. I waited 20 minutes for the storm to pass and commenced the walk to my booked hotel, the Hotel Adrema.

Despite what I thought was careful study of my Berlin street map I managed to take a wrong turn and this is when things got spooky!

As I crossed over the River Spree via the Lessingbrücke I lifted my gaze to see the Berlin office of NCR - well, knock me down with a feather - was someone up there trying to tell me something?

Taking a photo I moved on and eventually found The Hotel Adrema and checked in.

The spookiness continued as I made my way through the foyer to get to the lift. I spotted a large glass or perspex cabinet containing what looked like an electrically powered



**The Adrema Hotel**

Business Machine - Ooooh -er. Reading the text fixed to the wall above I was astounded to learn the Hotel had previously been the administrative HQ of The Adrema Manufacturing Company of Berlin. One of the Company's products was contained in the cabinet. The text explained this was an addressing machine - hence explaining the Company name which had been perpetuated in that of the Hotel! Some label printer don't you think?

With all this "fluence" washing round me having only been in Berlin a couple of hours the thought dawned that I should find the Depot Manager and ask if he had any openings for an engineer!

Never say never.

**Brian**



**The Adrema Addressing Machine!**



**NCR Berlin**



## My Hobby – Geoff Jackson

Back in 1901 a new boy's toy (and a few girls!) was put on the market. It was called "Mechanics Made Easy" and was invented/patented by a clerk from Liverpool named Frank Hornby. It was a model construction kit comprising perforated metal strips, nuts and bolts and a variety of axles, pulleys etc.

As demand exceeded supply Hornby took manufacture from external suppliers and set up his own factory and registered the kits as Meccano (a contraction of "Make and Know"). As kits became more extensive in their content and builders became more sophisticated they demanded some form of motive power to drive their models. Electric motors from simple ones driven by household batteries to those requiring mains electricity with transformers, became available.

For many years, live steam engines were made and sold under the Meccano brand. The early ones were mounted on plates pierced with the hole configuration used in the kits enabling models to be bolted directly to them. Early ones were supplied for Meccano by "Hobbies" a well known supplier of model kits of all types.

### Meccano



Type	Construction set
Inventor	Frank Hornby
Company	Meccano Ltd
Country	United Kingdom
Availability	1901–present
	<a href="#">Official website</a>



Mamod is a British toy manufacturer specialising in the manufacture of live steam models. It was founded in Birmingham in 1937 by Geoffry Malins. The name is a contraction of Malins Models. Malins started by making steam engines which were sold under the "Hobbies" brand name (see above) but soon started selling them under the Mamod brand name. Much later the company also created models of road rollers, traction engines, steam wagons and other steam vehicles. These models were aimed at the toy market and so were simple to operate and ran at low boiler pressure for safety and did not claim to be accurate scale models. Early ones used multi wick lamps with methylated spirit as a fuel. In the 1970's the fuel was changed to solid fuel tablets of hexamine, relatively safer to handle.

I had always envied several schoolboy friends who owned either the steam roller or traction engine versions. I was never given one myself to my great disappointment! Therefore, when in the early eighties, I saw a secondhand traction engine for sale on a market stall (did we have boot fairs in those days?), I bought it. From then on I was hooked! I have continued collecting over the years and soon learned that, by firing up the models, they soon lose their bright shiny look. Consequently, most of my models are in mint condition and I retain a couple of old favourites for steaming up and playing with, including a couple of the original concept; stationary engines.

I now own twelve mobiles ranging from the basic steamrollers



Picture courtesy of Alan Quick -The Crediton Country Courier Ltd.



STEAM WAGON CIRCA 1916







and traction engines through to a bus, fire engine, Edwardian sports car, steam lorry and, my pride and joy, a turn of the century Showman's Traction Engine. The latter has, like the real thing, a dynamo mounted up front which, when running, generates enough power to light a series of coloured lamps round the canopy.

I have built several living vans like those that used to be towed behind the steamers a la Fred Dibnah. Every other year my village holds "The Revels" a large fete. This year I was honoured to be asked to exhibit my models which I proudly did, having a stationary engine running most of the day to the delight of the local youth. Pictures you will see here were taken at the show.

Apart from anything else, these models of mine have acquired some value during the thirty odd years I have been collecting them. If you are interested in acquiring a model, a good place to look is eBay where elderly Steam Rollers can be purchased for as little as £40. Ay the other end of





the scale, a GPO van was put up for auction recently, one of a limited run of 200 with registration numbers running: PAT001 – PAT200. Special permission had to be sought in 1937 for the GPO's George VI logo to appear on the side. It fetched £450! My similar green van would be worth about £200 today!

One final point, the models are roughly 1:12 in scale which is coincidentally the scale adopted by model dolls house makers. I mention this because I have used, as drivers and passengers, dolls house dolls which adds great life to my models.

Mamod also market an O gauge garden railway system and were the first to do this at an affordable price. I have quite a selection of track and rolling stock – but that is another story ...



## BILL ANDERSON

An old friend, Denis Triggs, having read Ian's piece on Bill Anderson, has responded. This is quite remarkable and to be applauded as Dennis, now 93, has severely restricted vision and can only read and write with the aid of a special CCTV device. He says: I want to thank you all, and especially Ian Ormerod, for the recent edition of PostScript carrying details of Bill Anderson. He was a contemporary of mine taking part in field training back in 1945/46.

Like him I was an AMD salesman – he finished up as NCR President! But other than that our paths crossed many many times over 40 years both in the UK organisation and that in Canada. Modestly he did not mention his courage in turning the Company around from near bankruptcy in the late 60's. NCR's subsequent success was largely due to his leadership.

My own career from AMD salesman to Director of AMD in 1960 allowed me to meet and work with the people Bill mentions. Henry Lefriddle was my first boss in 1937. I learnt so much from him – a very persuasive and successful salesman. Steve Conway became my mentor after the war as I worked under him; he later became CEO of the British arm of the company. Bill Hart, as Director AMD later became my boss as his Assistant Manager before I took over on his retirement. Pat O'Hara was my District Manager for many years and I remember Jerry Marsh too. And who could forget "Bucky" (Elsa Buckner)? She taught me 3000 Class and late Classes 31 & 32. Later, as Education Manager, my life touched so many friends and colleagues, both in the UK and later in Canada.

I wrote a book in 1990 called "Beyond the Bottom Line" in which I used the experience of Bill Anderson, George Haynes and George Marshall (all great NCR men) to good effect. And now Bill lives in California, just "next door" to British Columbia. Give him my warmest regards.....

**Denis H Triggs**



## JILLIAN MACPHAIL REMINISCES

Oh what memories 'POSTSCRIPT' evokes! The conversation between **Ian Ormerod** and **Bill Anderson** has prompted me to write to you again. You may (or may not) remember I wrote to you in 2006, and you very kindly published 'My NCR Experience'.

Well, now **Bill Anderson** has recalled all those names of people in AMD that I had only half remembered, but in my mind's eye, I can see each and every one of them as they were in 1950-1952. He mentioned **W. R. Hart** and **W. B. Woods**, and there, also, was **Harold Cox**. All closely connected to the Banks Dept, which also consisted of **Jim Walker**, **Norman Bergin**, **Phil Easton**, **Jean Adams**, **Pat Yorath** and myself. Mr. Cox had a secretary called **Pat Willis**, and she married our new Retirement Fellowship President – **Rex Fleet**. **Pat Yorath** married another NCR man – whose name escapes me at the moment, and I married **Alastair MacPhail**, an SPD man when we met, but then became an AMD salesman in Liverpool, West Africa, Northumberland, Trinidad (West Indies) and lastly, here in the West Midlands. Alastair and I enjoyed a superb lunch with **Pat** and **Rex Fleet** in Jamaica when the banana boat on which we were travelling, put into several ports in Jamaica to pick up bananas. I think the year might have been 1961.

I did not meet **Nobby Clarke**, I think she may have retired before 1950, But I certainly know her name.

The name **Bill Anderson** mentioned that really was a 'blast from the past' for me was **Elsa Buckner**. Bill summed her up beautifully! She was a lovely lady, and it was so good to see her picture in 'Postscript'. She would occasionally call one of us into that lovely showroom and ask us to do the demonstration.

A lot of our time was spent drawing up forms which then went to the printers. The measurements of the columns had to be so accurate, so that the Class 3000 machine figures fitted them perfectly.



*Jill upon completing the installation of a Series 6000 for Barclays in Lagos, Nigeria 1953.*

One small incident I remembered, and which makes me smile even now, was when the Banks Dept. was housed in City Office and one of the salesman popped out to fetch something from his car and just at that moment **W. R. Hart** arrived at City Office and 'reprimanded' him for not wearing his hat!

We all had to wear hats when visiting our customers, but I also remember **W. B. Woods** complaining that some of the demonstrators looked like 'birds of paradise'! Oh dear, how times have changed!

Well now I am full of nostalgia, so I'll leave it there.

Thank you so much for all the work you put into 'Postscript', I read every copy from cover to cover.

Yours sincerely, Jillian MacPhail

## David Steel

Monday the 9th July 2012 – the Chilterns Crematorium and a lone bugle sounded and summoned us to attend a service of remembrance and the commitment of an incredible individual – David Steel. Someone who was obviously loved and respected by all if the numbers attending the service gave such an indication, far too many to be accommodated within the chapel itself.

Following the piping of "Amazing Grace" and that inspiring hymn "Morning has Broken" Dave's lovely family (two sons and a daughter) commenced their readings, conducted with such feeling so as to lessen the blow to Lynda, Dave's wife. Each was inspirational in its own way and even raised a laugh at times.

This was followed by a film projected on the wall of the chapel and depicted an account of Dave's life. He of laughing blue

eyes must have caused many a flutter. He entertained with magic tricks for the children and just loved life. Beware however, if you were an unwanted pigeon or mischievous son he would rise up and squirt you with his water pistol – yes, his humour was contagious.

He did, of course, have the last laugh by sending us all half way across the Chilterns in order to remember him. It was lovely to renew contact with his family and pay due respect to such a lovely fellow and colleague.

As a result of his entrepreneurial capabilities he left NCR before retirement to pursue a private business of his own following his time with NCR which had served him in good stead. It was NCR's good fortune to have had the benefit of his expertise and all his earlier NCR colleagues would be glad to know that he was respected to the end.

GOD BLESS.

**Norman Bowen**

**Obituaries** - Mercers have failed to provide the data needed so this feature will be carried forward to next issue."



## ALERTS TO THREATS IN 2012 EUROPE:

By JOHN CLEESE

The English are feeling the pinch in relation to recent events in Libya, Egypt and Syria and have therefore raised their security level from "Miffed" to "Peeved". Soon, though, security levels may be raised yet again to "Irritated" or even "A Bit Gross." The English have not been "A Bit Gross" since the blitz in 1940 when tea supplies nearly ran out. Terrorists have been re-categorized from "Tiresome" to "A Bloody Nuisance." The last time the British issued a "Bloody Nuisance" warning level was in 1588, when threatened by the Spanish Armada

The Scots have raised their threat level from "Pissed Off" to "Let's get the Bastards" They don't have any other levels. This is the reason they have been used on the front line of the British army for the last 300 years.

The French government announced yesterday that it has raised its terror alert level from "Run" to "Hide." The only two higher levels in France are "Collaborate" and "Surrender." The rise was precipitated by a recent fire that destroyed France's white flag factory, effectively paralysing the country's military capability

Italy has increased the alert level from "Shout Loudly and Excitedly" to "Elaborate Military Posturing" Two more levels remain: 'Ineffective Combat Operations' and "Change Sides."

The Germans have increased their alert state from "Disdainful Arrogance" to "Dress in Uniforms and Sing Marching Songs." They also have two higher levels: "Invade a Neighbour" and "Lose."

Belgians, on the other hand, are all on holiday as usual; the only threat they are worried about is NATO pulling out of Brussels.

The Spanish are all excited to see their new submarines ready to deploy. These beautifully designed subs have glass bottoms so the new Spanish navy can get a really good look at the old Spanish navy.

Australia meanwhile, has raised its security level from "No worries" to "She'll be alright, Mate." Two more escalation levels remain: "Crikey! I think we'll need to cancel the barbie this weekend!" and "The barbie is cancelled." So far no situation has ever warranted use of the final escalation level.

**John Cleese - British writer, actor and tall person**

*A man sat in his armchair with his newspaper and glass of beer. He calls out "When I die I am going to leave everything to you my love".*

*Back came the reply "You already do you lazy s\*d!"*

**Alan Bowley's series of articles 'Around the Provinces' will continue in the Summer issue.**

## HEAD OFFICE

Marylebone Office is 75 years old this year and to celebrate the event NCR held a 'Town Hall Meeting' on September 16th when all available staff were invited to attend to join the celebration.

The meeting was opened by Ben Gale, VP of Northern Europe, who gave an excellent overview of the history of the building and the objectives and plans of the company over the next year followed by Bill Nutti, Chief Executive Officer and President of NCR Corp, who gave a very reassuring presentation on the company successes in the past few years and an inspiring view on the "re-invention" of the company and the new directions and plans for the future.

At the end of the meeting the "Marylebone 75" pins were given out and a celebration cake cut and enjoyed by all.



Those of you who pass by the office will have seen that the building, which was covered in scaffolding during the early part of the year, has now been restored to its former glory thanks to a clean and polish of all the Portland Stone facia.

The reception area has also had a display of three of the old registers from the NCR archive which were provided by Ian Ormerod (the brass crank handled 442 in the centre), Derek Buck (the chrome detail adder on the right) and Jim Kembery (the wood detail adder on the left). Posters were supplied from Ian's collection for the reception area and the corridor leading to the new terminal demonstration room.



**CPC 1966 – Athens. Delegates on a boat trip about to enter The Corinth Canal – (Courtesy of Paul Livesey)**



## REINVENTION AND RELOCATION

A Q&A with NCR Chairman,  
CEO and President William Nuti

Susan Percy & Neely Young of Georgia Trend Magazine



NCR Corporation a global technology company, was founded in 1884 as the National Cash Register Company headquartered in Ohio. It went public in 1926 was owned for a time by AT&T, then became an independent public company in 1997 primarily focused on manufacturing and selling ATMs and other equipment for business transactions

William Nuti is chairman

CEO and president. Since he took over in 2006, he has steered NCR in a new direction – he calls it reinventing the company a process that included a relocation of corporate headquarters to Gwinnett County (although Nuti himself is based in New York). The company has its service headquarters in Peachtree City and a manufacturing operation in Columbus.

At the end of the second quarter of 2012, NCR reported revenues of \$1.41 billion, an 11 percent increase from the same quarter in 2011.

Georgia Trend's Neely Young and Susan Percy talked to Nuti in NCR's Duuth headquarters.

**Nuti:** The first thing I'd say is I am not a turnaround guy, and we are not turnaround people. Turnaround teams typically come in, take a bunch of costs out, generate higher earnings as a result of cost reductions and have a good few years in front of them. That is easy to do. That is non-sustainable in my opinion and has little to no value to stakeholders. It adds no value. Reinvention is very difficult, a very different mindset – one of a balanced approach to investment in terms of where you want to be in the future while recognizing you do have to build a responsible cost structure to achieve your goals along the way.

**CT:** Give us an idea of the scope of NCR.

**Nuti:** We're in financial services, we're in retail, we're in hospitality and we're in travel – four key markets. If you go to the airport today, you check in using a kiosk – you're using NCR. Delta is a big customer. They are using our travel check-in kiosks. We deliver pre- and post-sale services capability as well. We do upfront consulting and we do implementing of software and after sale we do both break-fix [repairing ATMs, for example] and management services for customers. Half my company is services. We wrap services around solutions

**CT:** What was the company like before you began the reinvention?

**Nuti:** We were a company in the early part of the last decade that was making our numbers and looking very good as a result of that by cutting costs in functions and areas that delivered no value long-term. So for example, we cut a bunch of money out of IT, a bunch of money out of HR, a bunch of money out of legal. We sold a bunch of real estate. We got out of training

and development – all things you need to be investing in if you want to build a great company long-term. Most of our profits or gains in the early part of the last decade were generated as a result of this cost-reduction effort. I would call it voracious. When I arrived we were fairly lean in terms of cost structure, but we had not invested in growth and the company hadn't grown since 1997. On a compound annual growth basis, NCR's growth between '97 and '05 was .78 percent. So we were a company that had no future.

**GT:** What was the solution?

**Nuti:** We set out as a board of directors to reinvent NCR and take this iconic company that has been around for 128 years and rebuild it into something that is exciting sustainable and meaningful in terms of value delivered to customers and of course our stakeholders.

**CT:** How did you start?

**Nuti:** We went through a number of heavy lifting exercises – a complete transformation of our manufacturing supply chain from one plant in Dundee, Scotland, to five plants around the world, four of which are now in emerging markets. Another signpost was the spinout of Teradata [a data warehousing business that became a separate company in 2007], a big courageous decision on the part of the board at the time. Who wants to run a smaller company and get rid of one of the best assets inside the company? People thought I was nuts. It ended up being a great decision. The move of headquarters was another big rock we had to move.

**CT:** What went into your decision to relocate to Georgia?

**Nuti:** We felt the talent in Georgia was outstanding. Of course there is a large contingent of Fortune 500 companies here already. You have a great university system in particular some [institutions] that are attractive to us like Georgia Tech, because we are a technology company and Clayton [State University], where you have supply chain management. Beyond that we thought the universities would turn out a terrific pool of talent. We felt this would be a great place to retain and acquire new people. Not only could we acquire for the long term but could retain talent. It wouldn't be a place where you would see a tremendous amount of churn.

**CT:** What was your experience working with economic development officials here?

**Nuti:** We thought the public-private partnership was very solid. State and local government and business were working hand in hand. That was proven out by virtue of a number of programs we initiated with government like Quick Start, which helped us pull together very quickly the ability to bootstrap our manufacturing operations in Columbus. We received a tremendous amount of support from government and we still do. We find the state to be a terrific partner. The tax environment is also relatively favourable, and the last consideration: The state did put together an attractive incentive program for us that was very competitive at least with other states. We are "all in" Georgia.

**CT:** Was it a good decision?

**Nuti:** It was a great decision. Infrastructure was important to us – particularly Savannah and your ports, so we can get the raw materials here in an efficient way. We have customers here as well. It's an easy place to get to. We felt it was a very solid infrastructure for the future. We were looking for a place that would be consistent with our long-term aspirations in terms of reinventing NCR.

**CT:** What was your re-invention strategy for the company?



**Nuti:** A number of infrastructure things needed to be done to set the company up for long-term success, working an aggressive growth strategy: Where do we want to be in five years 10 years 15 years? What kind of company did we want to be? We had very good assets going into the process – a wonderful customer base in financial services and in retail: but we were mainly a hardware company. Our goal was to attack the opportunity that was in front of our customers. Which is how do they change the consumer experience in a way that helps them reduce cost and improve productivity simultaneously?

**CT:** Why does the consumer experience need to change?

**Nuti:** The 18 year old of today was born in a world in '94 where they only know online retailing, only know social media, only know multi-touch screen technology, only know smart phone-based technology. So dealing with the growing consumer base – I call them digital natives – that have a very different perspective of how they connect, interact and transact their business – its very concerning to my customers.

**CT:** What does this mean for NCR's big picture?

**Nuti:** Our mission is really to provide our customers with the next generation of productivity gains and consumer experience innovations. We have marched toward that for seven years. As a result of that, this year we'll finish with about a billion dollars in revenue in software and professional services and that's a significant increase for our company.

**GT:** You've just announced your new Silver technology aimed at small businesses. Could you explain that for our readers?

**Nuti:** Its a mobile-based POS [point of sale] system. So as a small business or mobile business, you now have the ability [to transact your business via mobile device] through a cloud-based POS system, on the go or in the store. You have loyalty marketing capability in-store or on the go. You have business analytics to help you run your business: professional analysis inventory analytics. You get all of that for no capital charge incoming, but for \$79 a month.

**CT:** And this replaces a cash register?

**Nuti:** If you're a deli on the corner and you do a couple of hundred thousand dollars in revenue using a cash register you can upgrade to Silver. You probably paid a couple of thousand dollars for that cash register, which does nothing except tender a transaction and hold money. It holds no data holds no power. With Silver, I replace that cash register. I give you a cash register on an iPad. Now with every transaction you do, you're gaining more insight into your customers. I know what your likes are and your dislikes. I can ask you to come back. I can give you a promotion especially for you based on what you bought in the past. I can understand what products I need in the store on the shelf. Its like having a Tier 1 POS system, like having a Walmart POS system in a bakery shop. Its empowering small business. When you fire up the application, it's intuitive to use. You don't need training.

**CT:** What about the cost?

**Nuti:** The first 1000 customers pay £39 for life. From 1001 on it's \$79 a month going forward for [the] base set of applications. In the app store, we will have a number of other applications you can download over time to add to that \$79. There may be a security application, an upgraded loyalty capability, maybe a fraud detection kind of application. We'll come up with a new app on a quarterly basis that customers can download and pay \$5 a month, \$7 a month for. So we'll increase the average revenue per situation as these applications deliver value or don't.

**GT:** What kind of research and education is behind your new direction?

**Nuti:** We have an entire team at NCR devoted to consumer experience technology, a unique group. All they do is understand how consumers interface with various technologies and how consumers move about their day, what they like to do, what they dislike. We study every consumer interface. We do 300 million transactions a day, 1.2 trillion transactions a year – and we do them securely/ We do security for the biggest banks in the world. This [consumer technology] group helps us design solutions that are simple and easy.

**CT:** How is this changing the perception of NCR outside the company?

**Nuti:** I was shocked at how cool NCR has become in terms of how people think of us now. I was shocked at how concerned small startup competitors are about us coming into their space. Isn't that funny? We used to have 100 percent market share in the space 50 years ago and we're coming into their space. I thought we were coming back into space we had.

**CT:** What's in the future for NCR?

**Nuti:** My fundamental view is software eats the world in the next several years. So you know where we're going. We are becoming a software-driven but hardware-enabled company. We'll wrap software elegantly around our hardware, and we will deliver data center-based software applications and software systems to deliver an end-to-end experience. For example, in banks today, we deliver the payment applications that clear those checks and move them inter-bank and intra-bank. We're not just a front-end set of applications; we deliver a set of applications on the back end.

**CT:** What's the next step?

**Nuti:** We'll continue to grow in each of the verticals we serve, in terms of the core spaces we're in. So we'll continue to grow market share in financial services. But we'll move into other areas around financial services. You'll see us aggressively push into branch automation – because bank branches desperately need new technology and a new experience. You'll see us move in retail aggressively, into software-based technologies. We'll continue to move geographically into new markets around the world. We're in 120 countries, but we'll continue to move into emerging markets aggressively – Brazil, Russia new China and other markets. We'll continue to move into other segments of these industries right down to the small businesses. We'll move into new industries a well. There are ripe opportunities in government, in healthcare.

**CT:** Georgia companies have a tradition of corporate citizenship. What kind of civic activities is NCR involved in?

**Nuti:** We have a very active giving program on a global basis. We are very socially responsible, including making sure our own products are socially responsible. In Columbus, we have the only brownfield manufacturing plant in the world that is LEED-certified. We have an active giving program here in the community. We know it's the right thing to do.

**CT:** Is it likely you yourself will ever be based in Georgia?

**Nuti:** Perhaps. I've moved my family over the world for many years. My son is 16 and going into the 11th grade. He's an athlete, playing on the same teams with the same guys for eight years. I made a commitment to my wife I would not move her until he graduated and was off to college. It's a family issue.



## October 2012 – Pension Trust Update

The Trustee's welcome this opportunity to include a Pension Plan update in PostScript as it gives them the opportunity to update you regarding the strength of your Pension Fund and the important things that the Trustee's are working on.

This year, in 2012 the 3 things we have been concentrating on so far are:

**Firstly**, securing the Annual Pension Increase for 2011 in April of this year, as you will be aware this amounted to an increase of 5%.

**Secondly**, was implementing some further changes to the Investments held within the fund to secure and help protect the fund, as far as possible, from the general lack of confidence in global and eurozone markets and more specifically, here in the UK from the direct effect's of QE (Quantitative Easing), where the Bank of England (B.O.E) has to-date since 2009 pumped some £325m into the economy. Whilst QE has an upside for many, for instance holding mortgage rates down, you may also have read a lot about the downside of QE impacting people about to retire & needing to purchase Annuities to pay their monthly pensions. Thankfully as we all enjoy a Company pension we are protected from the impact on annuities.

Overall the recent B.O.E summary was that for a 'fully funded' pension scheme the impact of QE will have been broadly neutral.

For a pension plan scheme in 'substantial deficit' the impact of QE is likely to have increased that scheme's deficit, which in turn puts a strain on the supporting company.

However, although the Trustees are only part way through their 3 year Statutory Valuation with our Actuary, early indications are that our plan is being strongly 'fully funded' at approx' 90% with annual pension increases factored in, or 100% if not. Therefore we are also protected from the effects of QE on our funding status.

By law, the Statutory Valuation has to be agreed with the Company by July next year, so the Trustees are again about to begin negotiation to protect future annual discretionary increases. Irrespective of that, it is important to remember that the strength of the plan is paramount should the company ever fail.

**Thirdly**, in the Spring we issued a tender to invite half a dozen of the major companies who provide Pension Administration services e.g., Payroll etc. in order to test the market capabilities.

We have used Mercer's to provide these services for over 20 years and although they participated in the review process, they have not been chosen and from early next year our Administration Services will be provided by Towers Watson. We will write to you all nearer the time to inform of the change over and the new facilities that will also be available to you.

**Some breaking news** for those of you who follow the Company's major announcements, you will be aware that in August the Corporation issued a Bond to raise some

\$600m to enable them to 'buy-out' \$500m worth of the US Pension Scheme liabilities, in effect, using the cash to 'buy-out' each pensioner. Whilst the Corp' has only swapped one type of debt for another type of debt, the change allows the 'markets' to take a different view of the Corporation which may improve the Share price and their Market Capital Valuation.

We understand that out of the \$600m Bond offering, \$100m has been earmarked for International Pension Fund's but it is not clear yet which countries schemes may receive any injection and we understand that the UK scheme is still too big for the Corporation to buy-out. But if the Trustee's are formally approached by the Corporation we will of course write to all Scheme Members about their intentions and the implications for all our Members.

### **Finally some Company news.**

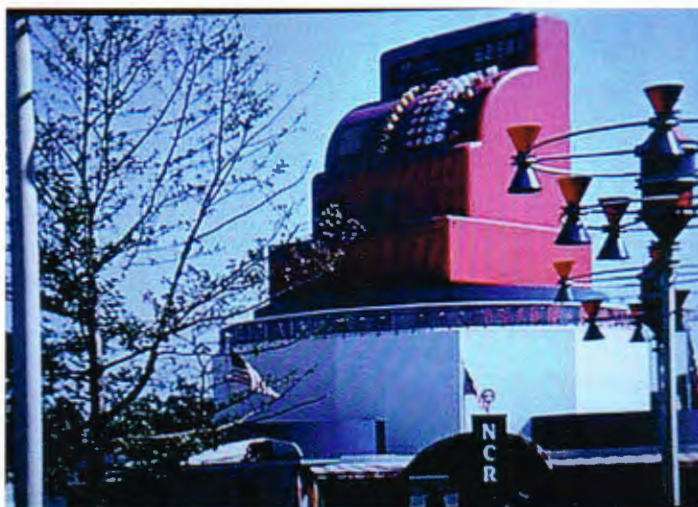
Recently Ian Ormerod (our very own NCR Historian) was asked to help with a presentation about the history of NCR and it's products being given by Ben Gale (European VP) and Bill Nuti (CEO),

Ian says both gave a very impressive talk and put over the message to a wide business audience that NCR was about to 'take-off having re-invented itself.

The outlook is extremely promising from what was presented and this will be the third year in a row with growth. Strong orders were taken in September for £7.5m from Lloyds and £5m from Nationwide, in addition to regular Retail and Service & Software business. It appears that the future growth will increasingly come from Software and Managed Services, underpinning our traditional business model. We all trust this is a really a good omen for the future!

In closing the Trustee's send their best wishes to all and look forward to keeping in touch through your Regional Fellowship Organisers.

Stephen Swinbank  
Chair of Trustee's, NCR Ltd.



**Spotted on TV recently this giant exhibit at Chicago World Fair 1939 (?)**



# The NCR Retirement Fellowship

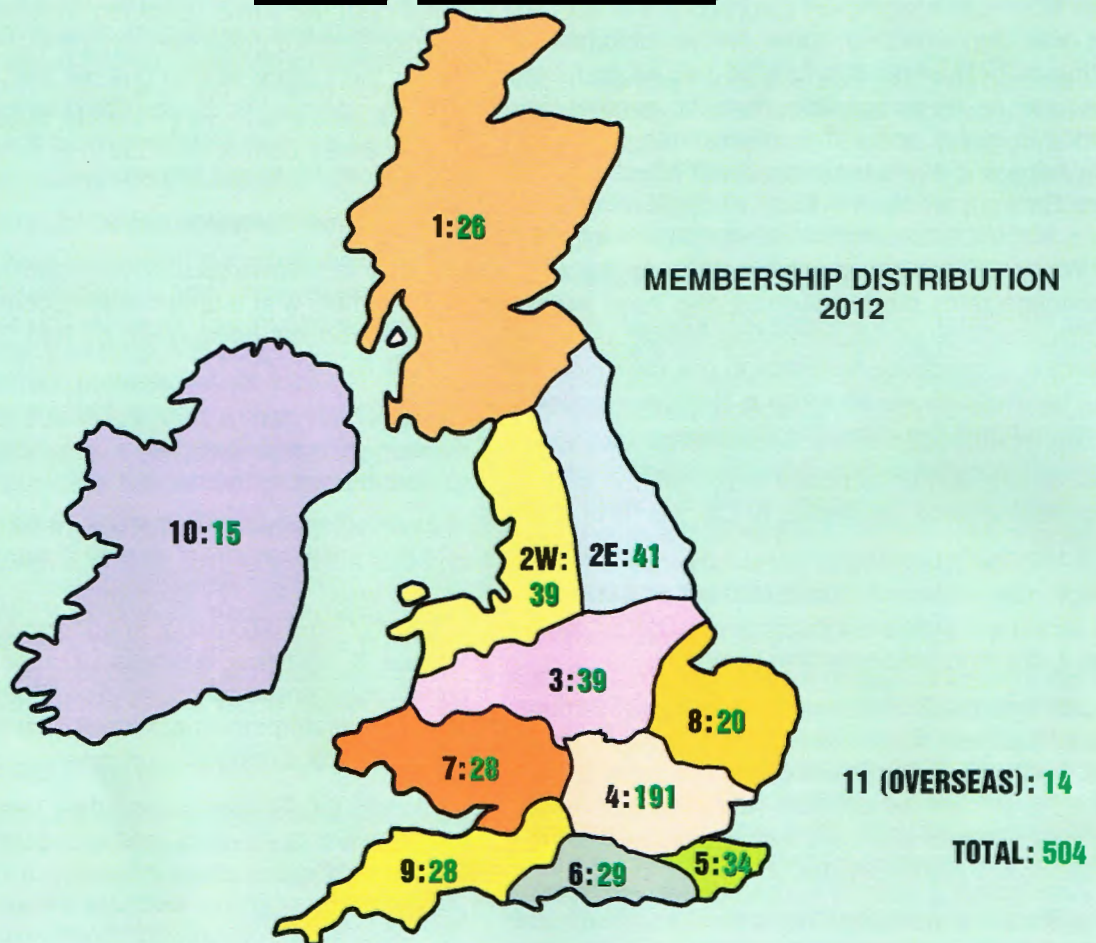
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Rex Fleet

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