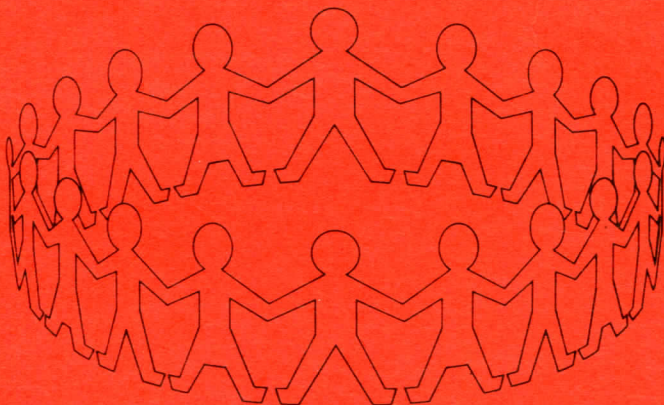


Rank Xerox Pensioners' Association

NEWS LETTER



No. 17 December 1985

RANK XEROX

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Sussex BN15 9BT. Tel. Lancing 752571
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Secretary A. Hughes, Badger's Oaks, Collingwood Grange, Portsmouth Road, Camberley GU15 1LD
Tel. Camberley 23753

EDITORIAL

HOLIDAYS 1986

There have been so few requests for places on the May holidays in Malta and Yugoslavia that these holidays are CANCELLED. There may still be a holiday at the Lilliana Hotel in Malta from 17 September to 1 October at approximately £300 with a £35 supplement for single rooms, BUT ONLY IF I RECEIVE ENOUGH DEPOSITS BEFORE 28 FEBRUARY. If you are interested, please let me know URGENTLY. The Rank Organisation will again be offering discounts for members at their holiday resorts. For details ring 01-688 4444 or write to Rank Holiday Reductions, P.O. Box 1000, Croydon, Surrey CR96EP.

REGISTER OF MEMBERS

In the interests of economy, the Register will in future be sent ONLY to those whose names appear in it. The next issue will include all members applying for inclusion up to 31 December, and should be sent to all qualifying members with the February pay slip.

MITCHELDEAN VISITS

Royston W. Charles has agreed to arrange visits to the Mitcheldean plant by members on request. Application should be made to him at Aston Dene, Brierley, Drybrook.

POST CODES

All members have now notified their post codes, thank you all. BUT . . . remember that if you move house you MUST send to Pensions Department not only your new address but also the new post code.

AT HOME

The "At Home" hosted by Rank Xerox in Albion House for Association members and their spouses was a great success. 47 members and their spouses attended and enjoyed a magnificent buffet washed down with delectable wines. The Chairman, Hamish Orr-Ewing, came along for part of the time and all members were given a fascinating introduction to the new copiers, word processors and other products by Helene Pratchek and Richard Macfadyen. Our grateful thanks are due to Gordon Nicol and Jimmy Bake who organised the evening.

VISITORS

For personal and ill-health reasons, Fred Court, Jim Cannon, Ray Byett and Ernie Blaich from the West Region, and Jack Parker from the Central Region have resigned as Visitors. Their places have been taken respectively by Joe Smith, Bill Wilkins, Ron Boakes, Trevor Meredith, and Mrs. Pat Walker.

On behalf of all members I convey to those retiring our grateful thanks for the hard work they have put in. We shall miss them at the Visitors' Seminars. Details of the new Visitors will appear in the next News Letter.

I am also sorry to report that, owing to pressure of other public duties, Don Elliott has had to resign as Visitor. In his case no replacement is being appointed as there are not many members in that area who wish to be visited. Jim Evans is contacting each member personally to ascertain their wishes about visits; if you have not heard from Jim, please ring him as soon as possible.

IS MY FACE RED?

The undeserved eulogy in "Members Write" has been included at the insistence of the Association officers. I cannot gracefully accept this accolade since *at least* 50% of the credit for any Association activity must go to Barbara Sansom without whose unfailing devotion, concern and efficiency this Association could not function. Take a bow, Barbara!



Arthur Hughes
Secretary

ROYAL REVIEW FOR THE MEWS

On Thursday 2 May HRH the Duke of Kent kept his promise to visit the MEWS, a visit which fog prevented last November.

Everything had been planned down to the last detail and all went without a hitch. The Duke was received as he descended from his helicopter by the Lord Lieutenant of Gloucestershire, Colonel Martin Gibbs, and driven to Bldg. 11 where Derek Knibbs gave a brief explanation of the project. Afterwards the Duke visited the buildings, converted and refurbished by Rank Xerox at a cost of half a million pounds as part of its community support programme. 51 out of the total 82 units available are now occupied.

XANADU A L'AMERICAINE

Xerox-X, a nine month old organisation of former Xerox 'managers and above' has one overriding

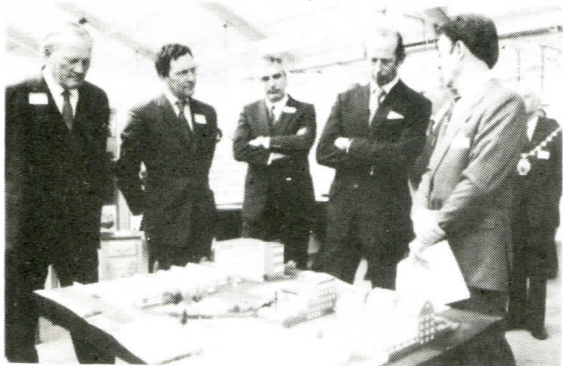
purpose: help members improve their business and career prospects by sharing information and expertise. Sure, the group's inaugural gathering in Dallas in November 1984 included its share of festivities – a hoe-down dinner, golf and tennis, and a Dallas Cowboys game. But through it all the focus was professional.

The alumni group has already established committees of former Xerox employees who are now involved in such areas as executive search, mergers and acquisitions, venture capital, investment planning, and various business disciplines such as management, marketing and the like. Other alumni can call these committees for help with business problems or even job hunts.

Richard L. Green and Mr. Mahler set up the first reunion which attracted 135 alumni. Since then, membership of Xerox-X has grown to 150, each of whom pays an annual subscription of \$100. While the group is clearly business oriented, individual members readily concede that the nostalgia that springs from consorting with other ex-Xeroxers is every bit as important to them.



The Duke's helicopter arrives.



The Duke with Dick Holmes, Chris Wood, Derek Knibbs and Paul Marland M.P.

SCIENCE MUSEUM

A 914 from Mitcheldean was installed last spring in the Science Museum in South Kensington for a special exhibition marking its 25th anniversary. It was on show in the Printing and Paper gallery, along with the 1385, launched in the 'fifties, and the British designed 1045, our latest mid-volume copier.

NEW DIRECTOR

Replacing Chris Wood is David Stokes as Director, Mitcheldean Manufacturing Operations. David, who holds a M.Sc. degree has been with RX for 12 years, during which time he has held a number of senior management positions in materials management, parts manufacturing, quality assurance and assembly operations.

Aged 42, he is married with a son and daughter and lives at Twynyn near Tewkesbury. His chief interests outside business are mountaineering, and the sports of tennis, squash and swimming.

NEWS

THE OPEN UNIVERSITY

When the B.B.C. and the Open University learned of the Rank Xerox drive for total quality improvement they decided this would provide ideal material for inclusion in a degree course on manufacturing. The course, which could lead to a M.Sc. or be studied for interest by professionals, covers exciting new developments in industry, with quality featuring as a key ingredient in improving manufacturing competitiveness.

The course team focused on the way we solve quality problems and improve our quality through team work; they filmed the manufacture of fuser rolls and the assembly of small copiers in Bld. 32, as well as interviewing a number of managers. They seemed very impressed by the sophisticated analysis techniques we used and the way they worked together.

The most significant aspect of the event is the recognition by academic bodies, like the Open University, that we have set the standard for others to study when considering the right approach to excellence in quality.

T.V. transmission details will not be finalised until later this year.

XEROX 3700 LASER PRINTER

The Xerox 3700 is now launched. It is a mid-volume, decentralised laser printer, with enhanced features enabling cost effective and efficient document management for companies needing between 25,000 and 600,000 sheets of high quality printed data per month.

It consists of a software based controller and a laser xerographic printer. The controller includes display screen, keyboard, a 10 megabyte Winchester rigid disc drive to store back-up fonts and forms and a 5 1/4" disc drive for software loading and back-up. The laser printer includes the input and output paper trays, the laser xerographic engine and control electronics for monitoring quality. The rigid disc capacity can store up to 2,000 pages of variable data for multiple copies and provides a library of almost 500 available fonts.

A major feature of the Xerox 3700 is its ability to combine up to 16 different fonts on a single page, together with up to four electronic forms. This, in conjunction with its ability to print both horizontally and vertically on the same page, provides immense versatility for the creation and production of different documents to suit a wide variety of needs.

With printing speeds up to 24 pages per minute, a 2,000 sheet feeding capacity and the ability to spool and store incoming jobs, the 3700 gives exceptional capacity for distributed printing requirements.

MARLOW 'TOPS OUT'

The new Marlow Headquarters was 'topped out' on Friday 21 June, just six months after the first sods were cut on the nine acre site.

At the topping out ceremony Dermot Gleeson, deputy chairman of the main contractors, invited Derek Hornby to tighten one of the bolts on the arched steel roofed atrium which represents the highest point of the building. The Lord Lieutenant of Buckinghamshire, the Hon. John Fremantle, who had helped at the earlier sod-cutting, witnessed the ceremony along with some sixty members of the contractors and the Marlow project team, directed by John Ellis.

The contractors have now got nearly another twelve months work on the complex before practical completion takes place on schedule on 11 June 1986.

Builders have been 'topping out' for upwards of 7,000 years, for the ceremony has been traced back to the time of Cyrus, King of the Persians, who is mentioned in the book of Daniel in the Old Testament. On such occasions, the fixing of the last roof timber or the placing of the last roof tile was the signal for a celebration in which builders and future inhabitants joined to mark the near completion of the new house.

ART COLLECTION FOR MARLOW

Lord Gowrie, Minister responsible for the Arts, recently announced that Rank Xerox had received an award under the Business Sponsorship Incentive Scheme.

This innovative scheme, which won support from the Government, is a sponsorship project closely linked to our new H.Q. Rather than simply buy works of art for these premises, part of the budget will be used for decorating the new H.Q. in a manner that will encourage recognition of artists whose works are not widely known, establishing in the process a collection of contemporary British art. It is intended that the final dressing of the Marlow building with works of art should reflect advanced concepts and technology in the world of arts, in the same way that the building's design and its offices use the latest technology.

Said Derek Hornby: "We place great importance on encouraging achievement in the Arts as part of the Company's social responsibility programme. As a major organisation, we believe our support in this area should focus on schemes which create new opportunities for artists in this country and build bridges between art and commerce. In using the new headquarters as the starting point for these initiatives, and the eventual home for the works, I hope we shall provide an example of support which other companies will be able to follow."

MACEDONIAN CHERRIES ARE BIG BUSINESS

How is it that Rank Xerox finds itself involved in the sale of Albanian folding chairs to the French or the export of Macedonian cherries to Germany?

The explanation lies in 'counter-trade', for these activities form just part of our countertrading agreements with East European countries.

Countertrading is practised on an increasingly worldwide scale. For example, many countries in Asia, the Middle East and Africa insist that prospective suppliers do some local buying before they can sell their goods in the country.

Over the past ten years our own East European Operations has become more and more involved in countertrading as the countries increased their demands. They have applied pressure on companies in our industry to accept countertrade obligations as a condition of selling. That way we offset the cost to them of Rank Xerox equipment by purchasing East European goods for resale in the West. At present we do about 40 million dollars worth of business a year in Eastern Europe, all of which ultimately is covered by countertrade. The East European currencies are not convertible, therefore they finance their imports by exports to the hard currency areas. Countertrading has become increasingly tough because of the shortage of hard currency in the East, and the East Europeans desire to use the facilities of the big multinationals like Rank Xerox for placing their own goods in the West. We are pushed towards buying products such as electronic goods, but these are the most difficult to sell so we prefer where we can to take simpler goods.

Countertrade is seen as a support to sales and the amount of countertrading that has to be done varies according to negotiations with each individual country concerned. It can be 5%, 100% or even 200%. For example Macedonian cherries are a regular Yugoslav export and it can be 'arranged' that a chunk of the cherry money be spent on Rank Xerox equipment. Alternatively we can be asked to facilitate the export of cherries to a country such as Germany.

Rank Xerox is one of only about fifty companies actually engaged in countertrading. It is gilt-edged in the business, trading twelve months a year with no slack period. The fact that we countertrade so successfully is one reason for the success of the Company in the East European market.

OTHER EVENTS

H.R.H. The Prince of Wales officially opened the RX Information Technology Centre at Colnbrook on 8 March. He toured the centre, meeting students,

staff and sponsors, before unveiling a commemorative plaque.

Xerox has signed a contract with the Shanghai Movie and Photo Industrial Company and China National Machinery and Equipment Import and Export Corporation, both in Shanghai, as a preliminary step in anticipation of obtaining approval to form a joint venture later this year. Xerox hopes it will lead to the construction of copier assembly, photo-receptor and toner/developer plants in Shanghai.

The 'Sea Princess', £125 million P&O ship built in Finland has a Xerox 1075 aboard, chosen for its ease of use, throughput, reliability, features, worldwide service and compactness. A Xerox 1035 is also installed in the Bursar's office as a back-up, while the Chief Engineer has a Xerox 1030. During its 14 days in Southampton, the 1075 produced over 27,000 copies without a hitch.

RX France installed its 50,000th electronic typewriter during July 1984 to become the first winners of a new international award launched by the electronic typewriter group. France is the most successful operating company with electronic typewriters and has gained 14% of the French market. The first 50,000 took thirty months to install, but the 100,000 figure has been reached much more quickly.

RX France has also celebrated three major triumphs:

- production of the first Xerox 1075 copier at Lille.
- installation of the 50th Ethernet system in France at Arianespace.
- installation of the 100th high volume electronic printing system (a Xerox 9700) for Crédit Mutuel.

INNOVATION '85

Held at Cranfield and organised by Keith "Showboss" Janes, Innovation '85 was an unparalleled success.

By the time the hangars closed on the show, over 20,000 people had visited it — a record for any Rank Xerox exhibition. For those who had staffed the show (around 100 people from marketing, sales and service), it had been an exciting and exhilarating week. Many were drafted into tasks that were quite new to them and they excelled at them. It was Team Xerox at its best.

The planning stages for the event began as little as six months earlier. Conceived by Colin Coulson-Thomas, Manager Corporate Affairs in the U.K., and organised by Keith Janes who is in charge of all Rank Xerox exhibits, the show was put together in record time.

NEWS

The idea of the event was to link Rank Xerox with two things: Innovation and Information Technology. It was to be an opportunity for everyone to see the broad mix of our product range and our innovative heritage in office equipment. They were to see Team Xerox products working together to solve real-life customer problems. Equally important, it was to be an opportunity for Rank Xerox to be seen helping to solve Britain's problems in the IT skills area. As a result, on show were many examples of Rank Xerox's work in the community. Indeed part of the event was a careers fair for students interested in a career in IT. On display as well were the new additions to the 10 series range of copiers to which many of the 13,000 customers and visitors headed after their introduction to the day.



Keith "Showboss" Janes.

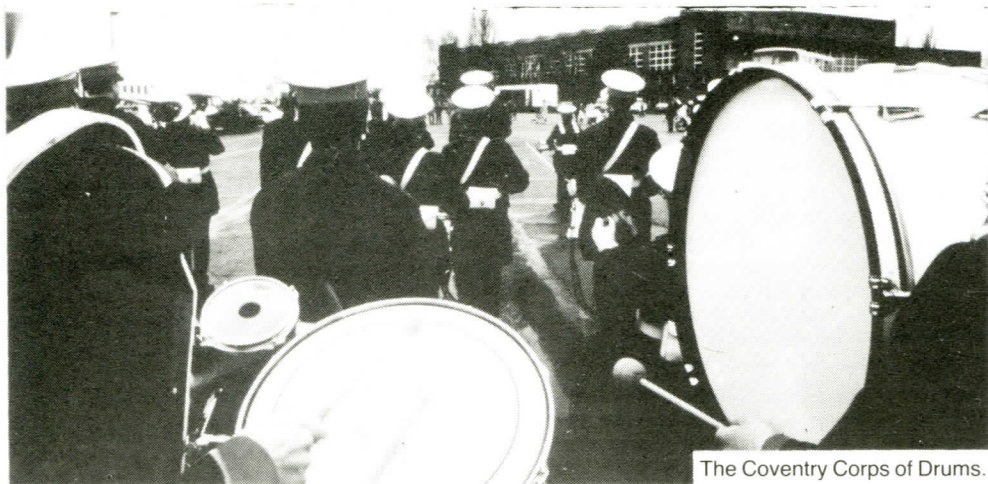
One of the highlights of each day was the flying display, made even more exciting on the Wednesday by the visit of the Red Arrows on one of their rare private appearances. They were presented with the Rank Xerox Team Excellence Award by Prince Michael of Kent, after the crowd had seen their magnificent aerobatic routine. Other aircraft seen during the week included a Spitfire, a Hunter jet and one of the first commercial airships to fly for many years.

Also running throughout the event were over 80 lectures and seminars on a wide range of subjects from space satellites to paper technology. These were very well attended, especially the daily Keynote lectures. The biggest exhibitor after ourselves was the Army, who built an exhibit called "Information Technology and a Battlefield Resource", containing signals and defence systems. On display were infra-red sighted weaponry, Rapier and Blowpipe ground to air missiles, and other examples of advanced technology. A Lynx helicopter took part in the flying display.

The R.A.F. provided a Tornado and a Hawk for static display, and the Navy brought the other highlight of the week for jet lovers, the remarkable Sea Harrier which is capable of vertical take-off and landing. In the flying display the Navy also provided a Lynx helicopter armed with the latest submarine detection equipment.

All in all the Armed Forces were a crucial element in Innovation '85 and we were glad to hear afterwards that they had a very good response to their exhibits.

Other exhibitors at the Show included British Aerospace, some smaller technology companies and a number of educational research projects.



The Coventry Corps of Drums.

The faithful FRED A WINTER WRITES:

This year has been difficult. I have been almost continuously ill up to the middle of April, with repeated spells of bronchitis and that rotten Hong Kong 'flu.

This year was the 50th anniversary of my confirmation and in Germany this is celebrated as the "Golden Confirmation" with a Jubilee service in church and, of course, a reunion. This was scheduled for 19 May, so I began to be extra careful, taking no chances. On 8 May I travelled, by train and boat, home once again. Luck seemed to be with me. Not only did I arrive safely in time for Mother's Day, which in Germany is always on the second Sunday in May – so I could put some flowers on my mother's grave – but also the weather changed too, and for the month I spent there I was able to enjoy very warm and sunny weather, even swimming in the outdoor pool. Mind you, the long journey fair shattered me and it took me a few days to recover. Funny! ... when one was younger, it seemed to be child's play!

Very surprisingly, I also had a class reunion in the first week, only the second time ever. There was a lot to be talked about. I had the time of my life. I have had some of my poems published in German in a local newspaper, and to my delight I found that the girls had cut them out and pasted them in to the class book. Fame at last!

Well, I had a most happy time, with so many invitations I could not possibly follow them all up. Also through my poems, I had one reunion which deeply touched my heart. I once had a cousin who was 5 days older than I, and we practically grew up together. However, in March 1944 she died very tragically when her baby was just four days old. Well, this 'baby' read in the paper about my coming to the Golden Confirmation, and suddenly stood before me at the church. She did not want me to be without close relatives. I nearly wept. We have decided to keep in contact from now on.

It was a very busy time for me. I was on the go all day long, every day. I was very sad when the time came to say "Auf Wiedersehen", but already I look forward to next year's holiday at home, to walk again the old streets, visit all the places of interest, particularly the Harz mountains, which are similar to Snowdonia, but perhaps slightly higher. I have made up my mind: as long as I am able to, I shall revisit my homeland once a year.

The garden was dreadful when I returned. Amazing how quickly weeds grow. About the only thing that is growing. Of the many seeds I have put in, nothing, absolutely nothing, has come up.

A member who insists on remaining anonymous writes:

Arthur Hughes and the RXPA.

In this News Letter we often read about the activities of various of our fellow members but not much has been said about the most active of our members – the secretary of our Association and the editor of this News Letter. As he himself is too modest to tell us all about the effort he is putting into his work, let me try, however inadequately, to mention some of the many tasks Arthur Hughes performs for our benefit and enjoyment.

First, and probably most important, it was Arthur who was the driving force behind starting the Association. He recognised the need of many retired Rank Xerox employees to retain some contact with the Company and with each other, beyond the receipt of our monthly pension cheque (I am not suggesting that we do not have a need for THAT as well). Many of us have worked for many years for Rank Xerox and a sudden and complete cutting-off of all links with the colleagues with whom we worked (and often fought) during our working lives could have caused withdrawal symptoms.

Once the Company agreed to support the Association there was a need to establish its objectives and develop a structure, find volunteers willing to do certain jobs to achieve the objectives, and set up lines of communication to the members and to the Company. Here again it was Arthur who did most of the spade work and with his calm persistence overcame any obstacles which blocked progress towards the Association's goals. I think it should be mentioned here that top management in the Company has been most understanding and helpful and the department most directly concerned – RX Pensions – has been most cooperative; we all appreciate the patient assistance we always received from Alan Chapman prior to his move, and from Barbara Sansom and their colleagues.

If you think that Arthur Hughes' work finished once he got the Association off the ground – no pun intended on Arthur's R.A.F. background – you are mistaken. Most activities of the Association sooner or later are dealt with by Arthur and his efficient administration makes the work of the Regional Coordinators, visitors and other volunteers easier. The relatively steep increase in the number of new members during the last year or two has put quite a strain on the administration.

WRITE

Whenever any new activity within the Association needs doing, Arthur always seems to find the time to do the work himself or to coordinate it efficiently. It is not always easy for us members to appreciate how much work is involved in some of the activities which we take for granted. The editing of the News Letter, for instance, involves many hours of work in collecting suitable articles from a wide variety of sources, editing them and ensuring timely publication. Once the draft is ready, it also means arranging with the R.N.I.B. to have the text transformed into tapes for our blind or visually handicapped members and, in some cases, to arrange volunteers to help with stuffing the envelopes – and what do you know? Arthur usually manages to be there and help with the stuffing.

The question of Health Insurance may warrant only a few paragraphs in the News Letter, but that was preceded by a large amount of correspondence and negotiations with the various companies active in this field. We just see the summarised results of many days of Arthur's work.

This spring two groups of members went on organised holidays to Yugoslavia. Can you imagine the amount of work involved with first negotiating with the Tour Operators, then with the potential participants; administering the deposits; collecting the final payments; and answering innumerable telephone calls about late arrival of tickets and so on?

I could go on but this News Letter needs to cover other subjects as well.

The thought I would like to leave you with is that we are extremely lucky in our Association to have someone like Arthur willing and able to put so much effort and private life into running it.

On behalf of all of you I would like to say "Thank you, Arthur, for all you have done and for what you are still going to do, and thank you, Daphne, for your understanding and help."

The following newspaper report should be of interest to those who know ALAN CROFT-GRIGGS:

After an evening trip down the river, Mr. William Dupree and Mr. Alan Croft-Griggs moored their 24ft. motor cruiser midstream and climbed into a rowing boat to go ashore.

Then disaster struck.

As they stood in the rowing boat fastening down the cruiser's protective cover, their unevenly distributed weight caused water to flood over the side of their tiny wooden craft.

The rowing boat sank rapidly, and the two men were left floundering in the water.

Mr. Dupree, 64, and Mr. Croft-Griggs, 65, managed to reach up and hang on to the side of the cruiser.

Both were weighed down by heavy clothing and in the bitterly cold water they doubted whether they could swim to the bank 50 feet away. After a 15 minute struggle Mr. Dupree, shivering with cold, managed to haul himself on to the cruiser's deck. But by now Mr. Croft-Griggs was losing strength. And the first thing Mr. Dupree did when he got aboard was to grab his hands. He pulled with all his might, but it was no use. Mr. Croft-Griggs was just too heavy for him.

There were life jackets in the cabin. But fetching one would mean letting go of Mr. Croft-Griggs, and that Mr. Dupree dared not do. He tried shouting for help, but it was 11 pm and the river was deserted.

He looked around him desperately. A rope ladder was lying close by. Hanging on to his friend with one hand, he reached for it and threw one end over the side. For nearly 15 minutes Mr. Croft-Griggs tried to pull himself up the ladder. But he was too exhausted.

By now Mr. Dupree was also tired. But summoning all his strength he grabbed Mr. Croft-Griggs' thick woollen sweater and held him up by that. Then suddenly Mr. Dupree saw a torch light, and it was coming towards him. A woman living 200 yards down river had heard his cries and called the police.

Three police officers arrived and commandeered a rowing boat. Mr. Croft-Griggs was by now completely unconscious. The police lifted him into their boat, nearly sinking themselves in the process. But finally they got him ashore to a waiting ambulance.

The incident happened on the River Dart at Totnes where Mr. Dupree keeps his motor cruiser.

(Editor's Note: We are delighted to learn that you were saved, Alan. Now you only have eight lives left. Perhaps you should lose a little weight?)

NORMAN FULLER reminisces about "How I sold my first IXXIV", tongue in cheek:

After a morning which had got off to a poor start, it was pleasant to relax in the bar of the Army and Navy Club, fortified by the first sips of a large gin and tonic. The soothing atmosphere went far to dispelling the aggravation set up by an earlier encounter with the Sales Manager, following my unfortunate late arrival in the office at 9.45. "You're supposed to be out on your territory at 9.30," he commented crisply, "so beat it and don't come back without some business, and" – I paused at the door for the punch line – "no Mickey Mouse orders." I left hastily, reflecting that so far I hadn't been able to define a Mickey Mouse order, and wouldn't therefore recognise one if it came my way.

By dint of leaning on some good business friends, the forenoon had passed fruitfully and I considered my gin well-earned. As I mellowed under its influence, I conceded that even Prendergast-Smithers, the sales manager, had his points. Had I not eventually persuaded him that membership of an influential London club would further our business? The deciding factor had probably been the excellent lunch washed down by several glasses of claret which I had laid on for him, the whole being satisfactorily accounted for in my expenses sheet under the nebulous title of "Entertaining Ministry of Defence"

My ruminations ceased abruptly when I was smacked on the shoulder and a hearty voice said: "My old shipmate Fingers, and what foul tide has washed you up in this snug little harbour?" I swung round on my stool and confronted a stocky, dark-haired man with a ruddy complexion, accompanied by a taller, older companion. "Tubby Walker," I said, recognising him even after 12 years since our last encounter, when we were both serving in the Royal Navy.

"Meet my brother, Ted," said Tubby. "We'll both have a large gin and tonic with ice and lemon, thanks, and tell me what you are doing to sustain your miserable existence."

There was a pause while the drinks were set up.

"Well, I'm in sales now."

"I suppose at least a manager or even director, now maybe," said Tubby with a dead-pan expression.

"Not exactly – I'm an executive in charge of the City area."

"Obviously they haven't realised your vast potential yet, but that's their loss, dear boy." I looked hard at him but could detect no vestige of a smile. "And tell me what do you sell?"

"Reproduction equipment."

"That must be interesting for the girls," he commented sotto voce.

"It's called the IXXIV, and produces document copies of a better quality and faster than any other machine," I continued ignoring his last remark.

"And how on earth did they arrive at that name for it?" This question was put to me so frequently that I was able to give a ready answer.

"It all started with the Romans, like so many things," I said. "You will notice that the word is made up of two Roman numerals – nine and fourteen. The ninth legion under Tacitus took part in the invasion of Britain. He was an erudite character, much travelled, and whilst in Egypt first became aware of papyrus. The Britons had until then got

along very well with a few basic words emphasised by expressive gestures, but Tacitus was determined to change all that, and he rapidly set about promulgating his commands in writing. The wretched natives didn't know what had hit them, but worse was to come. The 9th legion was relieved by the 14th headed by one, Cato. Unlike his predecessor, Cato was a bon viveur, and it was some months before he began to sift the paperwork left behind. Whilst doing this he came upon two sheets of papyrus one above the other and was astonished to find that, possibly due to the action of the sun, the bottom sheet presented a negative image of the top. Thus document reproduction came about, and bureaucracy arrived in this hitherto happy land, never again to depart. The Britons were soon trying to cope with a cascade of government orders. Hence we have named our new machine IXXIV to perpetuate the name of these two legions who pioneered the reproduction process."

There was a long silence.

"I haven't heard such piffle in twelve years and that was about the last time I saw you," said my old shipmate. "However, Ted, just in case old Fingers is on to something we might just have a look at this bit of gear."

Some days after this, Tubby arrived in our showroom for his first sighting of the IXXIV. This was always a difficult occasion in the sales cycle, as the machine occupied twenty eight square feet of floor space and weighed 900lb, so to soften the effect, I always made a point of enlisting the help of our most attractive demonstrator, Cicely by name, whose charm won over most customers and was only matched by her expertise in handling the equipment. Tubby looked at the machine and reacted predictably. "By cripes, what's this contraption? It looks mighty like the director top from the old Ark Royal, and all to produce a few sheets of paper." I signed to Cicely to switch on, and hoping to distract him from the loud start-up roar, explained that the process was a combination of optics, heat, mechanics and electronics – hence its size.

The demonstration passed smoothly and Tubby was suitably impressed by the rapidity with which the IXXIV produced facsimiles of a pound note. He was so taken with the result that I only persuaded him with difficulty to desist from copying fivers by pointing out that this was a penal offence, punishable by transportation or the modern equivalent.

We all, including Cicely, adjourned to the Army and Navy for lunch, over which Tubby gave me a verbal order to install a machine in his office.

WRITE

About four o'clock Cicely and I took our leave and returned to the showroom where, as we entered, we were confronted by Pendergast-Smithers on his way out. "Well you two," he said, "enjoyed your lunch?"

I glanced at Cicely. "I thought it was quite pleasant; didn't you, Cicely? Though perhaps you should have gone for the Muscadet with the Dover sole." P-S pursed his lips and left, slamming the showroom door. Mr. Redmeadow, our premises manager, had overheard this. "Game to you two, but I think he'll win the match tomorrow," he commented.

Next morning I told him we had lunched my customer and sold him an IXXIV. "Ha," he said, holding out his hand which I grasped – and was somewhat surprised when he snatched it away. "I want the order, you fool," he snapped. "Well, it's only verbal yet," I replied.

"So, a Mickey Mouse order – get it confirmed within one week or you can forget to put yesterday's lunch on your expenses sheet." At last I'd identified a 'Mickey Mouse' order.

Two weeks later, I went along to do a site survey so that we could decide on the location for the machine.

Tubby and Ted were joint managing directors of an old established family firm of insurance brokers. They were also exceedingly fortunate in owning the freehold of a five-storey office block, truly a Victorian period gem, but now sadly hemmed in between concrete tower blocks.

Passing through a pair of elegant mahogany doors, I was greeted in the marble tiled entrance hall by an upright man smartly attired. His navy blue jacket complete with gilt buttons set me thinking, and I was not too surprised by his warm greeting. "Welcome aboard, sir," he said. "You remember me: cox'n of the Rapid with you and the Commander. He's expecting you."

"Ah, Fingers." Tubby rose from behind his impressive desk. "Let's go and look at where we might put your bit of gear. I think it might have to go next to the Directors' dining room. We have a small store room up there." He led the way up a narrow flight of stairs to the suite on the fifth floor. There was the dining room where, I suspected, Ted and Tubby indulged in the occasional after lunch siesta. Next door was a small empty store room. "What about that?" said my friend. A quick check ensured that it would go through the door, the only problem being that the machine would occupy most of the room and the operator would be almost outside.

"How are we going to get it up?" I posed the question. "It won't go up the stairs and it's too big to go in the lift."

Tubby looked at his watch. "Let's go and mull it over at the Club." Pausing only to grab his umbrella which he held aloft as he bounded down the outside steps, he let out a piercing whistle which caused several dozen girls to turn and look at him, as well as achieving the main object of capturing a taxi.

As we finished our main course, my chum beckoned to the catering manager. "Another bottle of your excellent claret if you please, Mr. Fitzpatrick. My friend and I have serious matters to discuss and we might as well be drunk as the way we are."

"Either we charter a chopper," I said, "and lower it on to the roof, or we get the police to close the street while we bring the IXXIV in via a mobile crane, remove the top window frame and shunt it in that way. Either way there'll be no change out of £2,000."

Tubby reflected for a moment. "We'll make an evolution of it," he said finally.

I suppose deep down in the subconscious of most people, experiences long past lie buried, never recalled until some catalyst brings them to the surface again. It may be an aroma, a glimpse or an odd phrase. In this case it was the word 'evolution' which recalled to my mind an episode from our Navy days together. Then, Tubby and I were newly promoted lieutenants aboard the 'Arun', an antiquated River Class Destroyer of prewar vintage, commanded by one 'Languid Lawrence', whose placid exterior concealed much courage and determination, to which the ribbons of the D.S.C. and bar bore witness.

Tubby had just returned from the long gunnery course at Whale Island and was eager to demonstrate his new skills. Perusing the latest Admiralty Fleet orders he noticed that all River Class Destroyers were to have their mainmasts removed at the next refit and replaced by W/T aerial spreaders mounted on the aft upperworks.

Tubby saw his chance and suggested to Languid that he should organise an evolution to remove the mast using sheerlegs and any other necessary equipment which he would borrow from the dockyard. The C.O. agreed, in a moment of aberration, and the next time we were in harbour the ambitious gunnery lieutenant set his plan in motion. The sheerlegs and tackle were set up alongside the mast, rigging screws unhooked, aerials removed, securing bolts unscrewed, and the tackle secured to the mast. Looking back it was easy to identify the two unrelated factors which had spelt disaster. One was that the Admiral's barge was lying secured to a boom abreast of the area of our activities, the Flag Officer being engaged in visiting our sister ship

alongside. The other was that Tubby hadn't got his sums right, and had made the tackle fast too low down on the mast. The working party led the end forward to the capstan, the Chief Stoker opened the steam cock and, with a preliminary jerk, the mast started to rise. All went well until the foot of the mast cleared the deck at which point gravity took over and the top described a parabola outboard. To the dismay of Tubby and the astonishment of the onlookers the end of the upper crosstree transfixed the Admiral's barge, which sank very shortly after like a harpooned whale. The repercussions of this incident were protracted and painful. It was then that I lost touch with my friend for a while after his rapid departure from the Arun.

There was a far-away look in my eyes as I recalled this event, but I was brought back to the present by Tubby saying crisply: "Well, what do you think? Let's set up an evolution."

I said nothing.

"Come on, you must have some ideas."

Still I remained silent, thinking of all the possible disasters he could set in train, until he lost patience with me. He inserted the first and second fingers of his right hand between his collar and his neck and slid them abruptly back and forward two or three times in a characteristic gesture as he went on.

"Right then, this is my plan. Your piece of equipment is not too large to go through the lift gates and that would get it right up to the top floor."

I smiled and thought I would show him how destructive I could be if necessary. "You realise perhaps that it is too large to go in the lift?" This earned me a withering glance.

"Just let me finish. We will previously lower the lift to the basement when the counterbalance weight will be at the top, above the fifth floor level, where it can be secured. Then we will unshackle the lift cables, clear them out of the shaft and rig a six-part tackle secured to the gantry in the roof, open the ground floor gates, and have a platform constructed of scaffolding planks on to which we will slide the machine. It will be secured to the running part of the tackle with two wire slings, and a team, under the command of Barnacle on the fifth floor, will take the strain. When it's up level with his floor, it can be swung inboard, and it will then be outside the store room door. What do you think of that?"

Privately I didn't like to think of it at all. To me it had all the elements of disaster. It was like Part 2 of a horror film – Part 1 of which had been shot aboard H.M.S. Arun many years ago. However, I smiled faintly. "Fantastic," I said, "and you'll save yourself two thousand quid at least."

Two weeks later, I heard the IXXIV had been delivered, and the next morning I presented myself, with some foreboding, at my friend's office, where I found much activity in progress.

The lift cage had been lowered and was resting on the stops in the basement, its cables disconnected, and the platform, comprising four planks, was in position. Tubby, Ted, the office boy and the Director's P.A. Miss Lawson were ready for action.

"Right Barnacle?" Tubby shouted up the lift shaft. "Take up the slack. All together now, heave."

The IXXIV was partly lifted and we pushed it into the lift shaft on to the planks. There was an ominous creaking as the platform took the weight, followed shortly by a sharp crack as three of the planks snapped. The machine dropped some two feet on to the roof of the lift cage, which collapsed with the noise of splintered wood followed by the tinkle of broken glass as the mirror inside was dislodged and cracked. There was then a secondary crunch when the remains of the cage pancaked outwards, completely blocking the narrow staircase to the basement.

"Hell's teeth," exclaimed the master planner.

"Barnacle, you lump of ullage, why didn't you take the weight?" There was a confused murmur of voices from the fifth floor, and then the creaking of pulleys as very slowly, the IXXIV began its ascent from the wreckage. Some two hours later, we were able to sling it inboard on the fifth floor, and I breathed a sigh of relief. Nothing else could happen now – I thought.

I felt that my nerves had been subjected to quite enough strain for one day. "Lunch is on me today at the Army and Navy," I said. It could figure in my expenses as down to the Ministry of Canals and Barges.

Time moved on, and a fortnight later I deemed it safe to make a call on Tubby and see what was going on. Little did I know that that day would mark a turning point in my life.

It was three o'clock as I went through the main door to be greeted effusively by Miss Lawson. "The Commander and Mr. Edward are on the top floor operating the machine," she said. Glancing at the lift shaft, I noticed that nothing had been repaired, so I started to climb the stairs.

Reaching the third floor, I became conscious of two things: voices raised in excitement, and a smell of smoke, which became more pronounced as I went higher, until I rounded the last corner and was confronted by Ted and Tubby, both obviously somewhat overheated. The machine, set to 'Continuous Print', was clanking away merrily and from the door of the store room, smouldering

WRITE

sheets of paper cascaded so that the landing floor was strewn with it. Particles of smuts, resembling black snow, filled the air and picking up one of the sheets, I noticed the appropriate heading: 'Fire Hazards in High Rise Buildings.'

"Right, Fingers," Tubby greeted me. "Now get this bit of gear stopped – it's jammed on."

"Switch it off at the mains," I replied.

"O.K.," he said nastily, "get me a smoke helmet and I'll go inside and do just that."

I thought quickly and, leaving them in the gathering gloom, pounded down the staircase to the ground floor, where I was confronted by Barnacle.

"Where's the main power supply to this building?" I demanded. "We've got to cut it off."

"That is a bit difficult," he said. "It's in the basement and you won't get down there without a demolition party. I kept telling the Commander that we ought to clear away the damaged lift but, you know, Sir, he can be a bit headstrong."

Rapidly a decision had been building up in my mind. I couldn't take any more. From that moment, when my thoughts crystallised, my life would take an entirely new twist. For once, Tubby would not be able to accuse me of indecision.

"Barnacle," I said. "The Commander needs you on the fifth floor, and if you have such a thing as a smoke helmet in your bosun's store, I suggest you take it up with you."

He looked closely at me. "What about you, Sir?"

I placed my left hand on his shoulder and clasped his right hand in mine. "This is the last time we shall be shipmates, I think. In the words of the gallant Captain Oates, I am going outside and I may be away for some time." I turned and with a farewell wave to him and Miss Lawson, left the building, from the fifth floor of which I noticed a spiral of smoke curling lazily upwards.

All this was three years ago. On arrival at Macapa, I booked into a small hotel on the waterfront and registered with the immigration authorities as one desirous of starting an import/export business. There were no problems and I embarked on the fortnightly steamer upstream to my final destination – Obidos. I like this place and my depot is prospering. I have firmly declined to have anything to do with electrical commodities of any sort, and trade is confined to the simple basics. For instance we have the sole agency for Milk of Magnesia tablets, which sell by the hundredweight as the natives consider them an aphrodisiac. Perhaps there is something in this as I notice that the sales of contraceptive pills have trebled in one year.

ALBERT SCHMITZ writes that he has had a cataract removed from his left eye, and he can now see very well with that eye. The only inconvenience – the operation was absolutely painless – has been putting drops in the eyes at regular intervals, and not being allowed to bend down or lift or carry heavy items for a few weeks. The N.H.S. food and attention was excellent. He already has a hospital appointment for 1 August 1986 to have the other eye done.

WEST REGION NEWS

FRED COURT writes:

Greetings from the West Region to all, and especially to those who are, or have been, ill in hospital or elsewhere. I am sure all our colleagues wish you a speedy recovery.

It would be great to be able to tell you of the fabulous weather we have had and how brown and healthy we are all looking. Some of us, who have had a holiday abroad, do qualify, but for most, the weather has been very poor and in the main we would say how much we are anticipating next year when we hope for better weather.

We in the West sincerely hope that none of the members have in any way been involved in the spate of air, rail and sea accidents this past year, and we send condolences to any who may have been.

You will recall that I have earlier referred to my interest in growing chrysanthemums, which resulted in my joining the Cinderford Society, and spending several very pleasant evenings with them discussing their cultivation and visiting members' gardens to see how they did the job. Altogether very interesting and rewarding. I am now waiting for my plants to mature so that I can see the results of my labours.

My local Lions Club has recently handed over the therapeutic garden which we have designed and laid out at the Gloucester Royal Hospital. We spent over £3,000 on this from collections and events run in the parishes around Gloucester. We are now waiting for the autumn when planting can be done. If any member would like to donate plants, or money for plants, seats, tubs etc. the Lions would be grateful for the help.

I had an interesting letter from Doris Coulson, secretary of the Rex Club, telling of the great variety of events run by them. They have had talks, films, visits, social evenings, Christmas parties and so on. They aim to keep up the pattern in the future, or even improve on it. If you wish to join, contact Doris (address in the list of Visitors in the News Letter) for details.

By the time you receive this it will be nearly Christmas. Our best wishes go out to all those who contribute to the News Letter and we wish a healthy and happy New Year to all.

MONEY



EARLY RETIREMENT AND ENTITLEMENT TO STATE BENEFITS

by Peter Mungall.

"The benefits payable for unemployment and sickness will apply only to men and women who have been paying the full rate of National Insurance; the rates of benefit are now the same for men and women.

We should consider our title to Unemployment Benefit by *registering* at the Unemployment Benefit Office nearest to home *on the very first day* we are no longer employed. If we are under 60 (both men and women) benefit is payable for one year at the rate of £28.45 weekly if single, or £46 if married. Over 60, our benefit will be reduced by 10p for every 10p by which our occupational pension, if any, exceeds £35 weekly.

Unemployment benefit is taxable and has to be declared on tax returns.

Helpful leaflets printed by the D.H.S.S. are:

N.I.12 Unemployment Benefit

N.I.230 Unemployment benefit and your occupational pension.

Provided we have not claimed and received the State Retirement Pension, we are entitled to claim *Sickness Benefit* whenever we are ill for at least four days and our doctor is prepared to certify that in his opinion we are incapable of work. The fact that we have retired from our job and have no work to go to has no relevance to our claim, which we establish by forwarding the doctor's certificate to our nearest D.H.S.S. office. Benefit rates are £27.28 single and £44.05 married weekly, but they are *not taxable*.

If our incapacity is long-term, the benefit changes after 28 weeks to *Invalidity Benefit* at the rate of £34.25 single or £54.80 married, and this benefit can continue until a man reaches age 70, or a woman age 65, as long as the State Retirement Pension has not been claimed. This benefit too is *not taxable*.

When we are approaching retirement age, we automatically receive from the D.H.S.S. in Newcastle, four months before our 65th birthday (men) or our 60th birthday (women), an invitation asking if we have retired and wish to claim the State Retirement

Pension. This is the earliest age at which we can claim this pension, and we are required to satisfy the conditions of retirement by:

- a. having given up work completely.
- or b. earning less than £70 weekly.
- or c. working not more than 12 hours per week.

Our pension will be calculated from the number of contributions made to the various schemes of State Pension since 1948, and it is fairly safe to say that 99.9% of us will get our full basic pension of £35.80 without problem. For a wife, the benefit rate from her husband's contributions is £21.50 weekly, but if she has herself paid the full rate of contribution for sufficient years, she may qualify for a higher rate.

Full details are set out in D.H.S.S. leaflet N.P. 32.

All married women approaching the age of 60 should, unless they are working and paying the full rate of contribution, consider writing to the nearest D.H.S.S. office quoting:

1. full name, including maiden name.
2. date of birth.
3. National Insurance number, if known.

and asking whether a basic pension and/or a graduated pension is due to be paid at age 60.

Retirement pensions are taxable, but a married woman receiving a Retirement Pension, which she has earned herself, can use her earned income allowance of £2,205 per year to offset any pension of her own."

PENSION IMPROVEMENTS

From November 25 the single State Retirement Pension will go up to £38.30, and the married rate to £61.30.

In addition the amount of money which can be earned without affecting the pension goes up from £70 per week to £75 per week. This is the *net earnings*, after deduction of any costs incurred such as fares to work, materials, trade union dues, and even the cost of having someone in to look after an invalid wife or husband.

This earnings' limit applies also to the wife if she is over pensionable age.

People who get sickness or invalidity benefit will be able to earn up to £25 per week in part-time work 'of a therapeutic nature', as long as the doctor and the D.H.S.S. agree.

MONEY



EDWARD V. EVES writes:

'SOME INVESTMENT GUIDELINES'

"Over the last few years, I have been privileged to discuss with Rank Xerox employees how to invest lump sums and life savings to serve them best in their retirement.

It really is a problem for them because it is often the first time they have had a large sum to invest and, knowing little of the investment market, it is difficult to make a decision. But there are some guide lines which might be worth discussing.

The first thing to decide is what purpose you want the money to serve in your retirement. Some people with small pensions want the highest income that can be produced, or perhaps a certain amount of income to bring their pension up to their anticipated needs.

If the pension and other income is already enough, the money can be left to grow by capital appreciation and accrued interest. Or perhaps, if there is a plan in mind which will need a large sum in, say, five years' time – such as building a seaside bungalow, helping a grandchild through university or whatever – the need then is to invest for a limited period.

So first decide on the purpose and then seek the investments which will achieve that purpose. This will reduce the enormous investment field to that which is of interest.

Another thing to decide is how much risk you are prepared to take. Most of us are pretty conservative investors and want security above all else. This is a sound approach, because with a reduced income in retirement the chances of being able to replace any loss of capital becomes slim.

There are some people whose resources allow them to take risks. They have to do so, if they are wise, with money they can afford to lose without it causing financial embarrassment, not with monies essential to their future. Taking risks is done to achieve larger profits if successful, but such investments can also produce larger losses.

Another point to consider is your income tax rate. For example, if an increased income from investments would make you liable to pay higher rate tax of 40% or more, there is much to be said for capital gains rather than income. Capital gains up to £5,900 in a year are free of tax; above that figure they are taxed at 30%. This tax free allowance has so far been index linked and could increase as the years go by. Another way of avoiding higher rates of tax is to invest in tax free investment such as National Savings Certificates, the National Savings

Yearly Certificate, and the Save As You Earn scheme.

Then there is inflation which has its effect on investment. It is much lower now than it was in the '70s but it is still running at 7%. So, if building society interest is 8%, nearly all of it has gone in keeping up with inflation and the real gain in income is only 1%. When inflation is as high as it once was, e.g. 16% we are not likely to find any investment that will keep up with inflation AND give us a real return.

As most of us are going to enjoy 20 or 30 years of retirement, inflation can have a great effect on our capital. For example, inflation at 5% will reduce the purchasing power of today's £1,000 to £614 in ten years, £377 in twenty years and so on. So, in my view, inflation is the pensioner's worst enemy. But what can we do about it?

Whilst inflation has been running high during the last 20 years, we have also seen the prices of stocks and shares rising all the time. The Share Index has moved up during that period from around 300 to over 1000. The pretty obvious conclusion seems to be that some investment in the stock market is a good idea. For the small investor this is probably best done through unit trusts.

In this field you will probably need advice, for there are some 700 unit trusts and not all of them have produced first class results. They invest in many different ways, such as different industries, different countries, for high income, for capital growth, and so on. For the beginner, a mixed portfolio trust may be best, and then with experience you might extend to other types of trust.

It is a good guiding principle NOT to put all your eggs in one basket, so it could be wise to use building societies, National Savings, Government gilt-edged stocks, unit trusts, local authority bonds and insurance bonds – depending on your resources – selecting those which serve your purpose. Always invest where you will feel happy. Peace of mind is important: you should not need to wake up in the night worrying about your investments."



POLISH

Commercial polish is expensive, and you never know which is really the most suitable. So why not make your own, better by far for all furniture.

Take 2oz. of beeswax, 1 oz. of white wax, and 1 oz. of the purest soap you can buy. Your local chemist may have these in stock. Put these in a saucepan and add one pint of rain water or spring water – NOT tap water. Bring gently to the boil, stirring constantly with a wooden spoon or stick. When the liquid simmers, remove from the heat and allow to cool a little. Then add one pint of pure turpentine, and stir again. Before it gets cold, pour the liquid through a heated funnel into long-necked bottles of some sort, and while it is cooling, shake the bottles continuously until the liquid is cold and creamy. The result has a pleasant scent and has no equal for producing a hard and brilliant gloss.

INEXPENSIVE CLEANERS

Metal Polish

A very effective metal polish can be made cheaply using flour, salt and vinegar. Place 1 tbsp. of plain flour and 1 tbsp. of cooking salt in a bowl. Add as much malt vinegar as is needed to combine the flour and salt into a smooth, not too firm paste. Use this paste to rub up any metal object with a soft cloth, and then clean off with a duster.

Blood Stains

Blood stains can be removed from clothing by soaking it in a mild solution of cooking salt and water: 2tbsps. of salt to a basin of cold water.

Sheepskin

Sheepskin can be cleaned by putting a flat baking tin full of plain flour into an oven until the flour is as hot as the hand can stand. Then rub the flour well into the sheepskin putting on a thick layer. Leave the article in a warm place for ½ hour and then brush out.

Wallpaper

Plain flour, mixed with water into a sticky dough, will remove dirt from wallpaper if kneaded gently over the wallpaper.

Removing Old Polish

1 tbsp. of malt vinegar in 2 cups of water is useful for removing old polish. It will also stiffen and freshen cane furniture.

Teacup Stains

A little salt on a damp cloth will remove stains from the inside of teacups.

Wine or Tea Spills

Sprinkle salt on the spilt liquid and leave until the stain is absorbed.

Soot

Sprinkle salt over soot fallen on a carpet, leave for a short time and then vacuum it up very thoroughly.

DYEING HINTS

Dyes will not normally cover bad stains or faded patches. These should first be treated with a dye stripper.

Dark colours cannot be dyed a paler shade.

Patterned fabrics will still retain the pattern and you can get some unusual effects.

Different fabrics absorb dye at different rates so the colours may vary: nylon lace on a cotton garment will come out paler.

Buy the correct dye for the fabric, and be sure to have enough. Read the instructions carefully before buying. Weigh the articles to be dyed – dry – before you buy so that you can be sure to get the correct amount of dye. See that you have a suitable container big enough for the article to move about freely. Continual movement and gradual heating means better absorption of dye and a more even result.

Have the articles clean, WET and free from soap before you begin. Follow the instructions very carefully, and do not rush.

After dyeing, rinse very thoroughly until no more dye washes out, then dry. Wash the article separately for the first few times.



FOR THE GARDENER

GARDEN CURES FROM THE KITCHEN

Beer

Sink empty jam jars level with the ground near young plants. Pour in a mixture of beer and water, with a spoonful of brown sugar. Slugs, snails and other pests will be attracted by the smell, fall into the jar and drown.

Epsom Salts

If the lower leaves of your roses or chrysanthemums turn yellow while the veins of the leaves remain green, they may lack magnesium in the soil. For a quick remedy dissolve 8oz. of Epsom Salts in 2½ gallons of water and spray.

Soap and Soda

Spray soapy washing up water over broad beans, runner beans, spinach and nasturtiums from May to July to get rid of blackfly. Should your roses, Michaelmas daisies or gooseberries suddenly develop mildew, you may have been overdosing with nitrogen based fertiliser. Mix ½lb. of washing soda, 4ozs. of soap flakes and 2½ gallons of water and spray.

Tobacco

Nicotine is an excellent remedy against aphids, which attack anything in summer, feeding on the sap of plants and weakening them. They also excrete a sticky substance known as honeydew, which attracts a black mould damaging the foliage by blacking out light and air.

Boil 4oz. of cigarette stubs (try the local pub) in a quart of water for half an hour. Strain, and dilute the remaining liquid with four times as much water. Spray the undersides of leaves and the stems of affected plants when the outside temperature is more than 16°C (60°F). It will kill blackfly, greenfly, caterpillars, black and red currant aphids, and mealy cabbage aphids. BUT AVOID TOMATOES, PETUNIAS AND PEPPERS, as nicotine carries the tobacco mosaic virus to which they are susceptible.

Citrus Fruit

Place orange and grapefruit peel in a flower bed to keep cats away from the plants. Citrus peel also acts as a lure for slugs, so that you can collect and destroy them.

Tea

Nitrogen in tea makes it a good organic fertiliser, especially where the soil is chalky. When planting fruit trees, dig holes well in advance and fill up day by day with tea leaves or even teabags, to a depth of six inches. A regular dose of cold tea will also do a lot for your Christmas cactus.

Paraffin and White Spirit

The tiny red spider mite flourishes in dry, hot conditions, and is the scourge of plants such as the vine, cucumber and strawberry. Its presence can be detected by a pale green mottled discoloration on the leaves, eventually covering them with a fine webbing. The mite has developed a measure of resistance to insecticides.

A simple remedy is one cup of medicinal paraffin to two cups of water, plus 1 tbsp. of soap flakes. Boil the ingredients into a jelly, which can then be stored in an airtight jar. For spraying, add four parts of water to one of jelly.

Another remedy is a solution of 1 tbsp. of white spirit to two pints of water, with 1 tsp. of soap flakes mixed in. If this spray is used, the plants should be rinsed down with boiled water an hour later.

(Acknowledgements to the Reader's Digest.)

ROSES

Jeyes Fluid

To safeguard your roses from pests, make a solution of 1 pint of Jeyes Fluid in 2½ gallons of water, and sprinkle it around the base of the roses DURING JANUARY ONLY. Any bulbs in the ground near the roses should be covered with newspaper during this process.

For best results, prune roses back by one third in the autumn. On March 21 prune them back again, to 6 inches.

ODD TIPS

Half fill a jar with eggshells, fill up with water and leave for 3 to 4 weeks. Use the liquid to feed houseplants.

Put fresh grass cuttings into an old bucket or tank and fill up with water. When this ferments, it will make a fine liquid manure.

Plants likely to be damaged by frost should be watered with cold water in the evening.

Use discarded tights to tie up large shrubs or fruit trees that need support.

To keep garden tools rustfree through the winter, oil them and then stand them in a bucket full of sand.



"Just us" & "only me" FOOD

KEEPING FOOD FRESH

If you can only shop once a week it is important to keep food in the freshest possible condition. If you do not have a refrigerator you can:-

1. Place bottles of milk in a bowl with $\frac{1}{2}$ " water, drape a piece of muslin over the top with its edges dipping into the water.
2. Train the milkman to leave the milk in the shade.
3. Never mix old milk with the new.
4. Wrap cheese in foil or clingfilm and keep in a cool place. Grate dry cheese and store it in a screw-top jar.
5. Keep meat and fish in a cool place and cover with a mesh cover.
6. Wash green vegetables, dry thoroughly and store inside a polythene bag, open at one end, in a cool, dark place.
7. Wrap bread in a polythene bag.

If you use a refrigerator, keep food covered to avoid drying out.

KITCHEN HINTS

To add extra flavour to your rice, cook with vegetable or meat stock instead of water.

Place bay leaves in a tea infuser when using them in stews or sauces. It makes them easy to remove.

For soft (but fully cooked) bacon, dip each slice in water before placing it in an *unheated* frying pan. Turn on the heat and begin cooking.

Buy brown eggs one week and white the next. By alternating colours, you can tell which eggs are the fresher.

Fresh parsley enhances the flavour of other herbs. Mince equal amounts of it with dill, basil or rosemary.

AN INEXPENSIVE THREE COURSE MEAL

Split Pea Soup

- 4 oz. split peas
- 1 onion
- 1 large carrot
- 1 piece of turnip about the size of a carrot.
- 1 large potato
- 2 pints water
- salt and pepper
- 1 ham end

Soak peas overnight. Slice vegetables. Place all ingredients, except salt in a pan with the washed ham end. Bring to the boil, then simmer for two to two and a half hours. Remove ham. Blend soup or puree vegetables with a potato masher. Taste and add salt and pepper as needed.

Ham Italienne

- 1 tbsp. cooking oil
- 1 chopped onion
- 1 14 oz. tin of tomatoes
- 6 oz. pasta
- 1 tsp. sugar
- 1 clove garlic and $\frac{1}{2}$ tsp. mixed herbs
- 1 Ham end

Fry onion gently, plus garlic, until soft. Add tomatoes, chopped, sugar, salt, pepper and herbs. Simmer for 20 minutes. If too thick, add water or stock. Cut ham off ham end in neat pieces and add to the sauce. Heat well through while cooking pasta (shells, twists, spaghetti or macaroni may be used). Cook the pasta for 10 to 12 minutes in fast boiling salted water. Drain well and serve with the ham sauce on top.

Note:- a little cooking oil added to the water stops the pasta sticking together after it has been drained.

(Serves two)

Danish Apple Charlotte

- 1 lb. apples, stewed
- 4 oz. breadcrumbs
- 1 $\frac{1}{2}$ oz. brown sugar
- $\frac{1}{2}$ oz. butter or margarine
- grated chocolate to decorate

Melt butter in a tin or ovenproof dish. Add crumbs and sugar and mix very well together. Place in a warm oven until crisp, stirring occasionally. (You can do this while cooking something else, and then keep the crumbs in an airtight container until needed.) Place a layer of stewed apple in a glass dish, and cover with a layer of breadcrumbs. Repeat until dish is full, ending with a layer of crumbs. Decorate with the chocolate, or whipped cream for a special occasion.

Note:- Apples should be stewed with very little water. The best breadcrumbs are obtained from granary bread.

THE RANK XEROX PENSIONERS' ASSOCIATION

All pensioners of Rank Xerox **are automatically** members of the above Association. It was set up on 1st January, 1980 with three aims:

- a. To establish and maintain a personal two-way link with pensioners so that the pensioner still feels part of the Rank Xerox family and takes an interest in its progress.
- b. to remain informed about pensioners' needs and problems in order to assist where possible.
- c. to help pensioners keep in touch with each other.

It is **not** a charitable organisation and has no funds at its disposal, all running costs being met by the Company.

Organisation

The Association is organised in three Regions, each administered by a Regional Coordinator with a number of visitors available to call upon members wishing to be visited. These Regions, each of which covers **all** members living within its boundaries irrespective of the former place of work of the members, are:

WEST based on Mitcheldean and covering Wales, Gloucestershire, Herefordshire, Shropshire, Avon, Devon, Somerset and Cornwall.

EAST based on Welwyn and covering Hertfordshire, Cambridgeshire, Bedfordshire, Essex, Suffolk, Norfolk and Lincolnshire.

CENTRAL based on Bridge House and covering the rest of England and Scotland.

Activities

Every member receives a copy of the News Letter three times a year.

The Register of Members **only contains** the names of members who have asked in writing to have their names included, and it is sent every other year to those members only; an amendment list is sent in the intermediate year. In addition, those members who are over 55, have 5 years or more service with Rank Xerox and are **not** in full-time gainful employment elsewhere may ask to be visited. Such visits are not normally more frequent than twice per year and do not last more than about 30 minutes unless the member visited wishes to prolong the visit. Widows and members in ill-health may ask to be visited irrespective of age or length of service. A Pensions and Retirement Consultancy Service is also provided by the Association in conjunction with the Pensions Department, to give members advice on problems such as taxation, investment and personal matters. In some areas members have themselves formed small social clubs for regular get-togethers and some members join in RXPA holidays.

LUXURY LIVING IN SPAIN AND AN INVESTMENT

Ron Walker, whom many members will remember and who now has his own marketing consultancy, has drawn my attention to a limited number of apartments for sale between Fuengirola and Marbella in southern Spain. These luxurious two- and three-bedroom apartments have fully fitted bedrooms, bathrooms and kitchens, and the spacious living rooms open on large secluded terraces with views of the Mediterranean. The complex includes a swimming pool, restaurants, tennis, golf, and a residents' club, set in landscaped gardens with direct access to the beach 50 yards away. There is a nearby marina where boats can be berthed or hired.

Prices range from £41,000 to £62,000, and the apartments represent an appreciating asset, and a possible source of income during your absence. Full details are available from Miss Stewart of Derek Hewson and Associates Ltd, 9 Whinbush Grove, Hitchin SG5 1PT. Tel: (0462) 58591.



