

**BELL PUNCH**  
*news and views*



VOL. I. PART III SUMMER 1949

**A**S I WRITE this foreword for the third issue of "News and Views" I have fresh in my recollection the recent conference in London of Overseas Distributors of Sumlock and Plus.

The exchange of information and the discussions that took place at that conference will do much to forward this section of the Company's activities, and from that point of view alone the conference was of great value.

But added to this there will be the benefit arising from the personal friendships made, the increase in mutual understanding, and the building up of a co-ordinated policy, purpose and enthusiasm.

And this thought brings into prominence the fact that in any successful organization this must be a dominant characteristic. The influence of one or two men in an organization is often great, but the work done and the success achieved arise only from co-ordinated effort on the part of all.

That we of Bell Punch are animated by this spirit of common endeavour, mutual interest and mutual support is apparent. That this spirit may continue for many years to come, is, I feel sure, the desire of us all, whether at home or abroad, as it will be the endeavour of all to foster and develop it.



*W. H. G. J.*  
Joint General Manager

# news

We have been pleased to welcome here the following visitors from overseas since the last issue of "News and Views":—

Mr. H. Meulenbelt of Messrs. Procento, our Sumlock and Plus Distributors in Holland, was with us for four days at the end of March. Quite recently he was taken seriously ill, though, happily, we are now able to congratulate him on a very quick recovery.

Towards the end of March, Mr. P. F. Baganis, Distributor of all our products in Egypt, was able to pay us a short visit, as was Mr. Ekquist, representative of O. Y. Chester, Ticket Issuing Machine Distributors in Finland.

Our Automaticket Machine Distributor in Venezuela, Mr. A. Napack of General Systems Service, spent some time in April studying our sales and service methods.

Mr. W. E. H. Mulford of Mulford Brothers, our Distributors for Sumlock and Plus in Palestine, personally gave us the news in April that they had formed a new Company in the Lebanon and that possibly a branch would be opened in Cyprus in the near future. Both of these ventures have our very best wishes.

In April, Mr. R. Buser and Mr. H. Ufrecht, representatives of Union Trading Co., Sumlock and Plus Distributors in the Gold Coast and Nigeria, joined a full course of training for Salesmen held by London Computator Limited. Mr. L. M. Nation-Tellery, General Manager of that Company, was particularly impressed with their aptitude for learning both salesmanship and machine operation. Mr. Buser has now left for the Gold Coast and Mr. Ufrecht for Nigeria. We are confident that they are well equipped to take a leading part in establishing

the Sumlock in yet another territory.

Mr. Hans Bording of F. E. Bording, so closely associated with the distribution of all our products in Denmark, was with us in May for discussions on Ticket Issuing Machines and Ticket supplies.

Mr. H. Kreissler, Ticket Issuing Machine Distributor in Colombia, called to see us during May, whilst on a visit to Europe, and formulated encouraging plans for future business.

Sumlock and Plus study occupied much of May and June for Mr. and Mrs. A. H. James of Auto Supplies Co., British Guiana.

Mr. A. Hedenstrom of Paragon A.B., Stockholm, was here in June for preliminary talks about an Agreement for distribution of Ticket Issuing Machines and the printing of tickets for us in Sweden.

Eastern Scales Ltd. are to be congratulated on their activity with Ticket Issuing Machines for transport undertakings in India, and, as we go to press, Mr. I. Cumming of Vernon & Co., Madras, working in close conjunction with our Distributors, is with us.

For some time now, the Bolivian Consul at Liverpool, Mr. J. Brito, has been extending his knowledge of the Plus at our Branch there; he represents our Distributor in Bolivia, Cia Agencias Unidas Ltda., and will be personally passing on his experience shortly.



The Sumlock and Plus Distributors' Conference, held at Grosvenor House, London, in May, was attended by the following:—

Australia	Bell Punch A/sia, Ltd.	J. A. Mackay
Belgium	S.I.D.M.A.C.	J. M. Macgregor
Bolivia	Cia Agencias Unidas Ltda.	J. Brito
Denmark	Dansk Formulartryk A.S.	P. de Waal
		W. Harris
Eire	J. A. Miller & Son	J. O'Leary
Finland	British & International Comm. Services, Ltd.	E. P. Wedlake- Lewis
	O. Y. Bies	G. Boucht

Greece	Telemaque J. Spyrides	T. Spyrides
Holland	Procento, N. V.	H. Meulenbelt
Italy	Italcalcolo	C. Allevin
		A. Raimondi
Netherlands	N. V. Bedrijfsmachine	D. W. Davids
East Indies		
Nigeria and Gold Coast	Union Trading Co.	W. Nusch
Norway	Kontormaskiner A.S.	C. Dinger
Sweden	Maskinfirman Fackman Dakoma A.S.	O. Blomqvist
		E. Hingström

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Mr. H. R. Mathieu of the Export Department has now spent nearly three months abroad giving personal tuition in both selling and operating the Sumlock and Plus. Since April, he has visited Port of Spain in Trinidad, Georgetown in British Guiana and Barbados. All this territory is under the distributorship of Major W. K. Wynne of Port of Spain, who has appointed Sub-Distributors at each place. In addition, our newly appointed Distributor for Venezuela, Mr. Emilio Ramos, has been visited at Carracas by Mr. Mathieu. This personal tuition service has given rise to considerable local interest and newspaper publicity; in Trinidad, the first reaction to the latter has resulted in the sale of a Sumlock in Huddersfield, England!

\* \* \*

Procento, Holland, have been given the rights of Supervisory Distributor for Sumlock and Plus in the three Western Zones of Germany.

\* \* \*

Plus Computing Machines Inc. has been formed in New York as a subsidiary of Bell Punch Co., Ltd. It is the sales organization for the marketing of Plus machines in the United States. We welcome Mr. John C. Schou, the President of this Company, to our organization and wish him and his team all good fortune. Mr. Schou started his activities by showing the machines at the Philadelphia Fair in May. From the picture of his stand which appears in this issue, it will be seen that the Plus is called the PLUS Adding Calculator; this title includes both the half-keyboard and full-keyboard machine. For the

United States and Canadian markets we do not incorporate the key-lock device at all; the complete range is sold under the Trade name PLUS.

In June, Mr. W. Karri-Davies, President of Beekman Industries Inc. of New York, spent some time with us. Beekman Industries are closely associated with Bell Punch Co., Ltd. and Plus Computing Machines Inc. on the administrative side and are a great help to Mr. Schou's sales organization.

\* \* \*

Bell Punch A/sia. have opened a new branch at Brisbane, dealing with all products of this Company. The Sumlock department includes a Calculating Service team.

\* \* \*

Casa Ora S.A., our Sumlock and Plus Distributors in Spain, after three years of endeavour, obtained their first import licence since the war for Sumlock machines. These were exhibited at the recent Valencia Fair. Unfortunately, not only did the rain come through the roof of the Exhibition building on to the stand, but though orders were taken for the machines displayed, Casa Ora are now told that the machines cannot officially be regarded as available for disposal to customers.

\* \* \*

Since the war, Sumlock and Plus machines have been allowed into France only to those organizations entitled to import on their own account by virtue of their national importance. General import licences have been consistently refused. We are glad to say that the turning of the tide has come at last and our Distributors, Y. A. Chauvin, have received their initial general licence.

\* \* \*

Congratulations to the Bell Punch Fire Brigade Team of J. Phillips, P. Tillyer, R. Fryer, W. Pugsley and B. Horan, which won the Hospital Cup, the second prize for the Light Trailer event in the 8th Annual Competition of the Industrial Fire Protection Association of Great Britain. The Brigade had some practical experience of actual fire-fighting when they were called to deal with the Sports Pavilion, which was severely damaged in May.

*(In the last issue of "News and Views" were included some views of the Ultimate Shop at the Factory and an article on its introduction by Glasgow Corporation Transport. Extracts below explaining this new fare collection system are from an article in "Modern Transport" of May, 1949.)*

Cash collection and control facilities have long been synonymous with the name of Bell Punch Co., Limited, and the company has now produced the Ultimate fare collection system as an alternative to the Bell Punch and preprinted ticket system which has maintained its popularity in passenger transport fare collection for the last 70 years. This latest system, using coloured preprinted tickets and incorporating a partial self-printing device, has been placed in production only after prolonged experiment.

The original mock-up of the machine and a précis of its system was submitted to a selected number of municipal transport operators and received their approbation in principle as long ago as late in 1942. Two years later the first prototype was submitted to the same operators and others by way of demonstration before the ticket check committee of the Municipal Passenger Transport Association. As a result of practical tests carried out by corporations from July, 1945 onwards with six specially constructed prototypes, the council of the M.P.T.A. gave its



recommendation of the system to all members in March, 1947. It is worthy of note that, while this committee has for the last 20 years been investigating improved methods of fare control it was the first time any considerable degree of unanimity was recorded.

### Full Production

Eighteen months later full-scale production commenced at the Bell Punch factory at Uxbridge, and now the rate has been stepped up to 150 per week.

The machine consists of five compartments, in each there is storage space for a roll of 500 preprinted and distinctively coloured unit tickets measuring  $1\frac{1}{4}$  in. square, with unit ejection mechanism and operating lever, which in the case of four

compartments is automatically converted to double ejection by the simultaneous depression of an operating button. Finally, there is a self-printing device and numerator mechanism. Depression of any of the operating levers will issue a ticket of the basic fare value, which is torn off by pulling it upwards against the serrated edge of the upper lip of the ticket aperture. Simultaneous depression of the appropriate operating lever and button will issue a double length of unit ticket, representing a single ticket worth double the basic



**the Ultimate**



fare. The operation of the printing device to impress the appropriate stage number upon the ticket is automatic upon the depression of the ejection lever, and the stage number is advanced by rotating the knurled knob situated at the right-hand top of the machine.

Each ticket of fare value can be issued in any of three classes, i.e. single, child, workman's return, or other heading to suit the particular requirements of individual undertakings. The identification of any one of these classes is effected by the position of the stage number impression upon the face of the ticket: this, in turn, depends upon the position of the stage printing mechanism, which must be preset by a sliding movement of the same knurled knob which sets the stage number. The machine thus has a capacity range of nine fares: five of single tickets and four of double tickets representing a single value. These double values or double-length tickets are recorded by the numerator appropriate to the compartment, whilst the fifth records the total number of units. It is possible from this information to obtain full statistical data of tickets issued of each fare value by reason of the serial number of the tickets and of the number of passengers carried by reason of the numerator recording the double issues. Since each of the nine tickets can be divided into three classes, as already mentioned, there is a total range of 27 different types of tickets.

### **Small and Light**

The machine is 8½ in. by 4 in. by 6 in., and the weight, carried on a shoulder-slung strap, is comparable with that of other ticket-issuing machines.

### **Robust Construction**

Whilst providing for the very large range of tickets as described and incorporating the dual principle of preprinted tickets and self-printing device, the machine employs mechanical principles with which Bell Punch Company has had long experience, and it is considered to be sufficiently robust to give many years trouble-free service. Should the mechanism require attention at any time, however, this can be obtained at any one of the many service depots of the company located throughout the country.

The committee of the M.P.T.A. was seeking two essential features in any improved system: a more rapid means of ticket issue and greater economy in its application, in particular to ensure some considerable reduction in office staff associated with fare control. It is claimed that both these goals have been achieved in practice, confirming the recommendation of operators such as Glasgow, Leeds, Manchester, Nottingham, Southampton and Wolverhampton among many.

## the art of papermaking

by E. C. Hodgson

❖

In his earliest attempts to picture and preserve incidents and information, man first used materials such as wood, bones, stone, skins and papyrus on which to make his records. But it was not until the art of paper-making was first discovered and developed by the Chinese in A.D. 105 that the road was opened for the more convenient recording of information from which the whole world now benefits.

Knowledge of paper-making reached this country in the late 15th century but the early mills were not very successful ; this may have been due to a poor understanding of the art or to the fear that the discarded rags used by the paper-makers might spread the Plague. However, the Huguenots fleeing from France in 1685 revived interest in the trade, which led to the manufacture of paper for the Bank of England in 1724 at Whitchurch, Hampshire.

From that time the industry expanded. Towards the end of the 18th century there were over 500 mills in the United Kingdom producing paper by hand to meet an ever increasing demand.

Two brothers, Henry and Sealy Fourdrinier, realized in 1800 that the paper requirements of their time could only be met by introducing a machine which would replace the slow handmade process. Their ideas were put into practice and the first paper producing machine was erected in 1803 near Frogmore,

Hertfordshire. In 1809, John Dickinson patented another type of machine, and with certain modifications these two types of machine form the basis of all those producing paper today.

The increasing production made possible by the advent of the paper-making machines resulted in a shortage of the only known raw material, rags. The search for substitutes began, and in the middle of the 19th century the manufacture of paper from wood and esparto grass commenced.

❖

But the makers' difficulties were not yet over. For some years a tax of 1½d. per pound had been levied on the production of all paper, and it was only after considerable agitation by the paper-makers that this tax was finally repealed about 1861. In order to facilitate the collection of moneys due under the " Paper Excise Duty," each mill was identified by a number, and today many mills still show this in their water-marks and on their letter headings. The Company's mill at Wraysbury, where paper was first produced in 1725, was given the number 290.

After the tax repeal, the industry progressed steadily and strongly, meeting the heavy demands of modern civilization. Through years of study and progress, the methods of manufacture have changed, but the principles of the art of paper-making as established in China in A.D. 105 remain.

## “far away places. . . . .”

by S. Clish

❖

The doors open, and the “Sumlock” Self-Tuition Courses arrive. After months of patient preparation, printer’s apologies, amendments and errata—they arrive—in one tremendous deluge.

But now that they are here—standing in great glossy white piles in corridors, lobbies and anterooms—they look and smell as fresh and sweet as a new milking.

Soon the typewriters of “Export” are busy on labels bearing the names of “Sumlock” users in every part of the civilized globe. In Aden and Australia, Mecca and Mexico. The machines chatter out addresses in Portugal, Palestine and the Philippines. On the desk beside me, my list shows distributors who need the new courses in Sweden, Saudi Arabia, Switzerland, Spanish Morocco and Singapore. Then—as I type the Singapore address, my machine goes silent.

And I recall February 10th, 1942. In Singapore.

By repute, this is a prosperous, beautiful island. But the troops aboard S.S. “Empress of Asia” will never know it as such. They saw it first from the bows of a ship ablaze from bridge to stern. In the water below a thousand men swam and struggled to get away from that raging inferno, with its deck plates curling up like hot paper. Great showers of sparks and burning wreckage cascaded from the superstructure into the sea below—and a blazing life-boat crashed inexorably down into the maelstrom.

Overhead, the Japs had a field-day with the hundreds of tiny military objects bobbing in the water and clinging to rafts and floating timber. And this hymn of terror—with its hellish chorus of bombers, exploding ammunition and desperate, furious gun-fire from destroyers and shore batteries—went on and on and interminably on. For eighty nerve-shredding minutes.

Suddenly it was still ; and silence thundered at the eardrums.

Two hours later the last survivor had been pulled aboard a rescue vessel. Speeding in gun-boats and launches past a long, modern quay, the rescued men saw a large board bearing the legend, “No Bathing. Sharks.” They were mildly grateful for the gun-fire.

❖

They went ashore. The air was heavy with huge columns of black smoke hanging listlessly over the town—like battle-standards drooping over a lost cause. My party was taken aboard lorries and hurried to a casualty station in a long street with a homely English name. Robinson Road. No. 142.

The sound of Piccadilly traffic intrudes upon my reverie. I take a fresh gummed strip, set it in my machine and begin to type out the label which will direct a consignment of Self-Tuition Courses to :

Messrs. Remington-Rand Inc.,  
142, Robinson Road,  
Singapore.





**Sumlock  
and  
Plus  
distributors'  
conference**



The effects of the recent world war are manifold, and by no means the least of them is reflected in the continued and relentless improvement in swift travel which has reduced the compass of the world to a matter of hours rather than weeks. In consequence, geographical convenience of a venue for meetings between diplomatic representatives of the countries of the world has given place to political importance, and conferences to deal with global affairs are now commonplace even though travel of thousands of miles is involved.

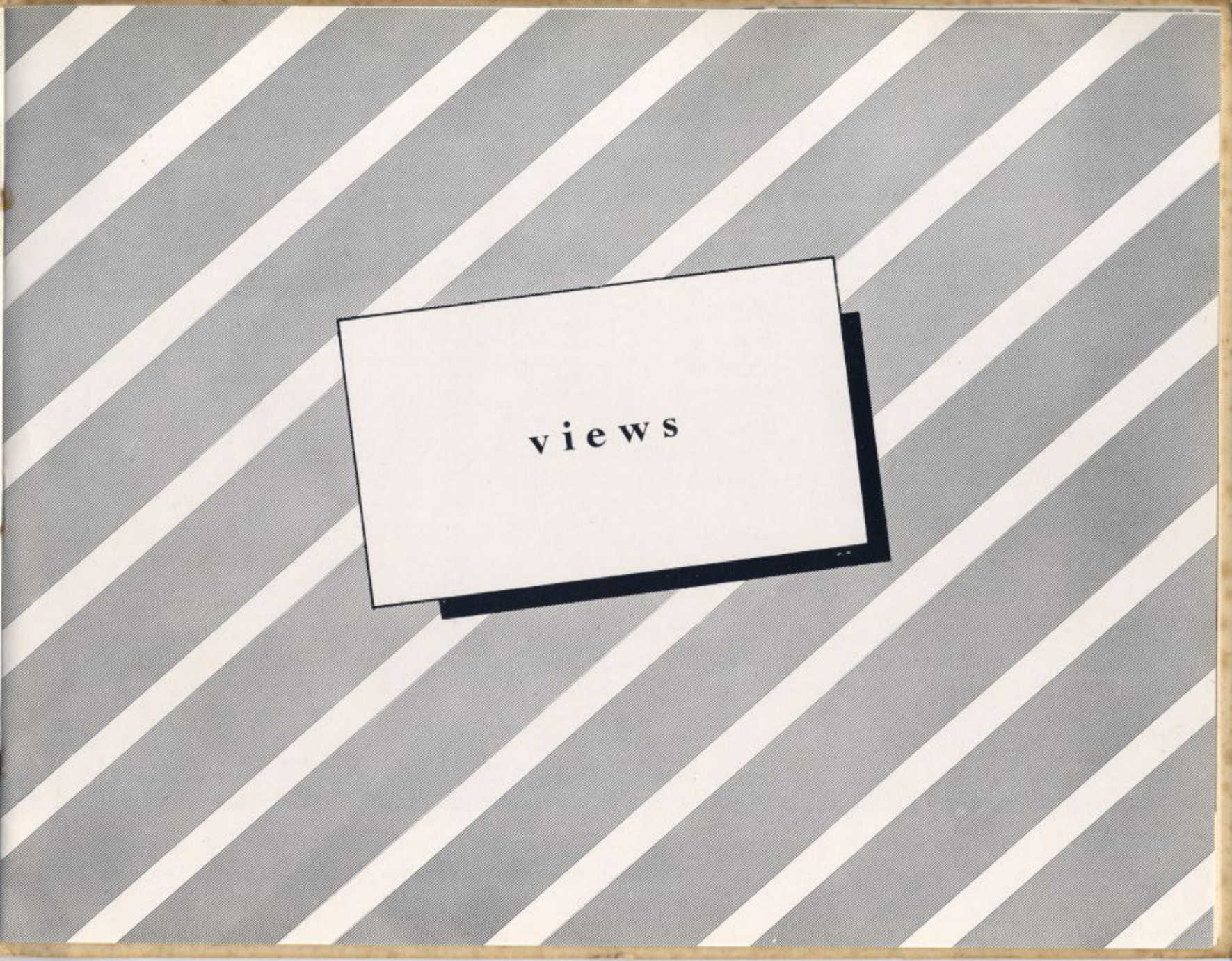
It would not be true to say that the Sumlock and Plus Distributors' Conference held in London from 17th to 20th May was commonplace—in fact it was an experiment. But otherwise it had all the attributes of a meeting of international importance. Travel of thousands of miles was involved—representatives from fifteen countries in five continents attended—economic policies were discussed—and most important, there was a constructive exchange of views and criticisms on the products in which we are all interested. This would never have been possible of achievement by correspondence.

We think the meeting will have a profound effect on all concerned in enhancing confidence in our common interests; by the sincere appreciations we have received, it is more than encouraging to know that our own impression is shared so widely.

Even though we have not yet been able to hold a similar conference for those Distributors overseas who are not concerned with Sumlock and Plus, they may take this one as representative of our wholehearted effort to assist all who deal with Bell Punch products throughout the world.

We were delighted to meet the nineteen representatives who attended, and only sorry that those from twenty-three other countries were prevented from coming.

The experiment has proved its worth, and we look forward to its regular recurrence.



views

RACE NO 6		RACE NO 5 DIVIDENDS		RACE NO 6			
WIN	930 TOTAL	OK WIN	5 PAYS	2/1/0	PLACE 1437 TOTAL		
APPROXIMATE ODDS		DH	DH	PAYS	APPROXIMATE PLACE DIVIDENDS		
1	10/1	5	10/1		1	12/0	526/6
2	4/1	6	4/1		2	6/6	620/0
3	20/1	7	3/1		3	68/6	7 7/0
4	9/1	8	15/1		4	16/6	850/0



The Indicator Board

TOTALISATOR EQUIPMENT RECENTLY INSTALLED AT WENTWORTH



*The Control Room*

PARK RACE COURSE, NEW SOUTH WALES, AUSTRALIA



*J. A. Mackay, Australia*



*P. de Waal, Denmark*



*W. Harris, Denmark*



*C. Allevin, Italy*



*T. Spyrides, Greece*



*O. Blomqvist, Sweden*



*H. Meulenbelt, Holland*



*Left to Right:*  
*C. Dinger, Norway*  
*J. M. MacGregor, Belgium*  
*A. Chauvin, France*



*E. Hingström, Sweden*



*A. Raimondi, Italy*

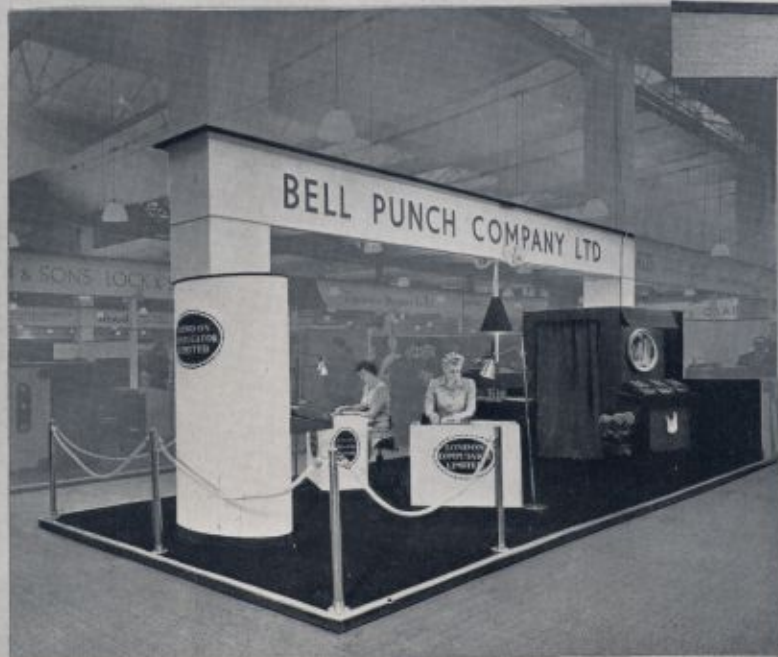
*D. W. Davids, Netherlands East Indies*

*G. Boucht, Finland*

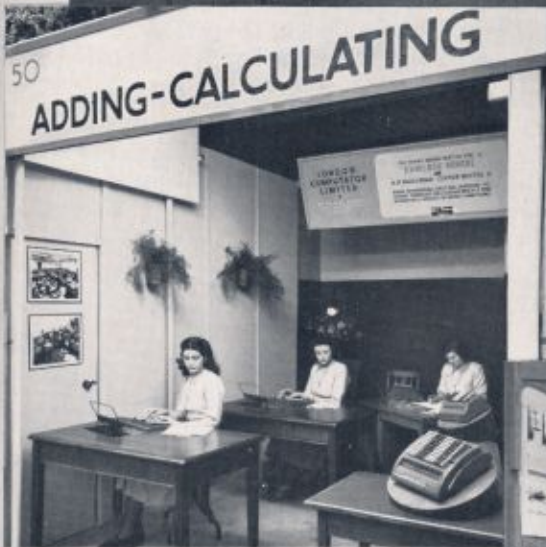


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**Sumlock**  
**& Plus**  
**Distributors'**  
**Conference, 1949**

B.I.F. London - May 1949



exhibitions



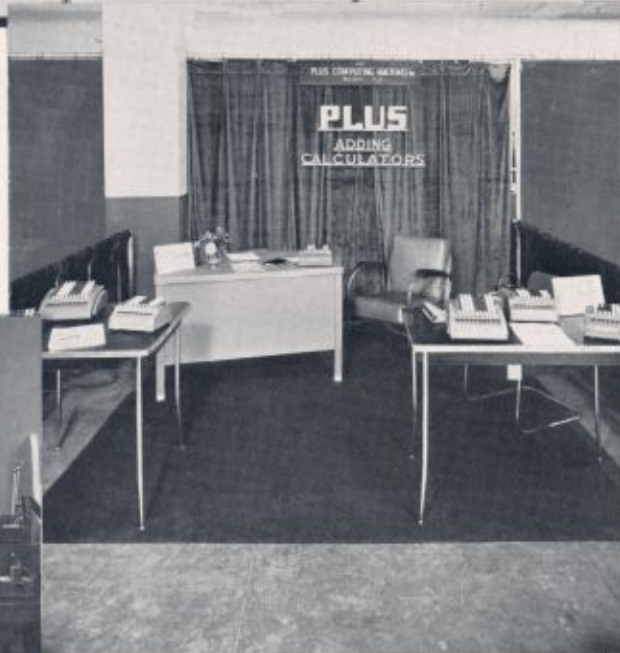
Top Left—Brussels International Trade Fair - May 1949

Top Right—Hotel and Catering Exhibition  
Manchester - February 1949

Centre Left—Bristol Youth Exhibition - March 1949

Centre Right—Philadelphia Fair - May 1949

Below—Valencia Trade Fair - May 1949





## the Sumlock in Italy

by Carlo Allevin

*(Principal of Italcacolo, our Sumlock and Plus Distributors in Italy)*

Italy is certainly one of the nations in Europe where the Key-driven Calculating Machines have been sold more than in any other one.

In 1903, the first American Key-driven Calculating Machines appeared on the Italian market, and since then they have improved a lot and so much, it is said, that at the beginning of the war they had reached about the number of 20,000.

The Key-driven Calculating Machines have been made known to the public through the schools; there are a lot in the great towns, while few are in the little towns in the provinces.

This large diffusion of Key-driven Calculating Machines seems to make easier the introduction of the Sumlock on the Italian market. The Sumlock was brought into Italy at the beginning of the year 1947.

The result was, on the contrary, completely different, as the operators, thousands and thousands are now working in Italy, want to go on working the machines they have learnt and they are doing their utmost to maintain their opinion on the subject. Another difficulty is the manufacture of an Italian Key-driven Calculating Machine, which is very similar to the American one. Of course, it is reasonable that in this time while all are speaking about free exchanges, there is the tendency to prefer the Italian product.

These are the reasons that make difficult the introduction of the Sumlock machines on the Italian market.

The undisguised qualities of the Sumlock will, in the near future, bring this product to a complete success, and this is proved, as some customers who have bought the first machines are going to give their orders for some new ones.

At the beginning of the year the European Recovery Programme started its duties, and the Calculating Machines have been approved by the Economic Co-operation Administration. Of course, this fact has made some important firms ask for authorization to import directly some machines from the United States of America, and many licences have already been granted.

❖ The European Recovery Plan has even brought rebuilt machines on our market and some traders of second-hand machines have obtained licences of very interesting amounts.

The commercial situation of Italy is improving very much and this arises from the confidence we have in our Government, from the increase of the activities of all lines in Italy and from the help that the American and English nations are giving us, and we do believe in the near future it will be one of the best of the European countries.

We do think we are in the position to increase the sales of the Sumlock and Plus machines, so that the Bell Punch products will reach their right place on the Italian market.

## the blue train of South Africa

by Lt.-Col. C. W. Gourlay, M.C. T.D.

(Director of Control Systems Ltd.)

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The world famous Blue Train of which the South African is so justly proud, runs from Cape Town to Johannesburg three times weekly. It is the train used by H.M. The King on his recent tour, and is the fastest in Africa.

It glides smoothly out of Cape Town station at the precise moment the noon gun is fired and shortly we are travelling through the beautiful countryside of Paarl, noted for South African Hock, and on through Worcester and the fruitful Western Provinces.

As you pass through this sunny land in the comfort of air-conditioned compartments, you are served with an excellent lunch whilst enjoying the grand scenery of the Hex River Valley.

A stop is made at De Doorns Station in the valley, where another engine is put on at the rear of the train, and it now starts a tremendous climb through the Pass amidst mountain scenery which must be seen to be believed. The line rises 2,350 feet in 36 miles, and at times the curves of the track to take the gradient are so severe that the front engine looks as if it might meet the rear engine.

Eventually we reach the top of the Pass at a station called Touws River and there engines are changed, the rear engine is taken off, and the journey is completed with only one.

❖

From Touws River we soon enter the Little Karoo—that desert-like and seemingly barren stretch of land which somehow or other produces the best wool and the best mutton in all Africa. If only the Karoo area had a greater rainfall it would become a rich and fertile land of great wealth.

The sun is now sinking over the distant mountains and the mass of colour—blues, purples, pinks and heliotrope—amazes us. After sunset we pass through Beaufort West and on to the Grand Karoo, a semi-arid expanse of 100,000 square miles.

❖

Approaching Kimberley, we rise at dawn to see the beautiful African sun rising over the mountains in all its glory—Kimberley has the world's greatest deep-level diamond mine, which can be seen from the train.

By breakfast time we are well on to the Highveld. This appears to be one vast lonely plain, with little sign of cultivation or inhabitants. During the morning, the train passes through the mining areas of Klerksdorp, and approaching Johannesburg we have our first view of the many mine heaps ("the White Mountains of Sand") which are such a feature of the landscape surrounding this "Golden" city, where we arrive punctually at 2.25 p.m., after a most interesting journey of nearly 26½ hours.

The personnel function of management is not easy to define in simple terms, but it has been broadly summed up as "that function of management which deals with human relationships within the organization." Personnel departments have become established in almost every sizeable organization throughout the country during the last decade, and are a permanent feature of modern industry.

The progress of industrial workers from a condition of comparative illiteracy to one of opportunity for higher education—the development from the greater intimacy of the small business to the almost inevitable impersonality of the large-scale undertaking—the complication in law brought about by the evergrowing statutory legislation, which in the last few years has risen in full spate through the necessity of waging total war—these changes have created a set of conditions which can only be tackled through a department specially equipped to study them. The result is an advisory service indispensable both to higher management and employees; the provision of this service is a responsibility of the personnel department.

Something more difficult to define, and yet more important than any other single feature or combination of features in industry, having nothing to do with modern conditions, had

entered workrooms long before the idea of personnel management was ever conceived. It probably began on the first day that one man hired another one to do some work, and has been present in the relationship of master and servant ever since. I refer to that human understanding which in varying degrees has always existed in relationships of this kind; recognition by the employer that his employees are not pieces of machinery but are human beings; consideration by the employer of the welfare of his workpeople; an appreciation

that his responsibility does not end with the payment of a fair day's wage for a fair day's work, important though this is. How fortunate, then, is the personnel officer who finds on joining an organization that this aspect of his work is not something he has to create himself, but is already in existence in a highly developed form.

## the personnel function of management—some reflections

by *Henry Danson*

How fortunate also is he to find that his Board of Directors have for more than a generation regarded every employee as a member of a community whose personal troubles and hardships need practical and sympathetic consideration; that this relationship has grown spontaneously from a recognition of the human element and has not been adopted as a cut-and-dried "policy" formulated in the Board Room. And how unfortunate it will be if, in the new scheme of things now upon us, we find we have "nationalized" this vital element out of our lives for ever.

## hair-brushes

by P. R. Glover  
(Director of Hindes Ltd.)

A hair-brush is an article which one has come to accept so very much as part of the daily round routine that it is unlikely that many ever stop to consider how it was made.

Varying types of timber are used for the handle or brush-back, but the largest proportion is English or imported beechwood. English cherrywood, Sycamore (famed for its whiteness) together with ebony, satinwood and rosewood are also used extensively. The majority of the wood nowadays is dried artificially, but the method of air-drying, although slow, is still practised with some timbers. Circular and band-saws cut the rough shape of the brush from the plank, and after further shaping by machine it is passed to the sand-papering shop, where each "Stock," as it is now called, is given a glass-like finish.

Next comes the cellulose polish with up to five coats applied either by spraying, dipping or brushing, depending on the finish required.

There are many kinds of fillings for hair-brushes, the most well-known being nylon, fibres, horsehair and whalebone, but of all, bristles, which are the hairs from the hog, pig or boar, have proved the most satisfactory. These originate from China, India or Russia and are imported by merchants for re-sale to the manufacturers. They vary in price from the cheapest China bristles at 5s. per pound to the long stiff Indian bristle at 100s. per pound. The latter would be approximately 6 inches in length, the root end being the stiffer and tapering to the "flag" end, which is no more than a whisker. By the time the bristles have been selected for stiffness, cut and dressed, the cost per ounce, sufficient for a good sized hair-brush, may be as much as 20s. It is not difficult, therefore, to understand why high-class hair-brushes command the price they do.



When the filling, be it pure bristle or bristle substitute, has been cut to the required lengths, it is bundled and despatched to the filling department. The rubber cushion type of base for holding the bristles, which is the most popular by reason of its penetrative properties, is filled and vulcanized by a special process. Some fillings are still drawn into the holes of the base with wire on the hand-drawn principle, whilst others are stapled or anchored in, on fully automatic machines. Another process used mainly in the manufacture of shoe and household brushes is by feeding the tufts of bristle into the holes filled with liquid cement.

All that remains now is for the "middle" to be fitted into the "stock," then final inspection and packing—and another hair-brush is ready for the market.

## in touch with the illustrious

*Tales Told by a Venturesome Journalist*  
by H. Cozens-Hardy

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When the invitation was made to me—a member of the Fourth Estate more or less familiar with life on one side of the Atlantic or the other for two generations—to talk on this subject for your House Magazine, I thought the first of my recollections should appropriately enough concern Mark Twain, the pen-name of Samuel Langhorne Clements (1835-1910). For it was that humourist who, in a little book called “A Gathering of Scraps,” written years before “A Tramp Abroad” came out, was responsible for the familiar and jingling couplet :—

*“Punch, brother, punch, punch with care,  
Punch in the presence of the passengaire !”*

Mark Twain’s fun was essentially American. Englishmen do not always understand it, and when fifty years ago he crossed the Atlantic to lecture in London, he thought we did not exert ourselves to make a fuss of him, and he failed to perceive anything particularly comic in the London newspaper contents

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bill which greeted him with “Mark Twain Arrives—Ascot Gold Cup Stolen.” I remember him, however, in delightful form at a luncheon given to J. Pierpoint Morgan in New York, over which, in his pongee suit, he presided. This was just after the financial crisis of 1907, when the renowned firm at the corner of Wall and Broad Streets, by loaning millions to the smaller banks, came to the timely rescue of a most alarming situation. It coincided with the decision of Theodore Roosevelt to withdraw his recommendation to Congress that the phrase “In God we trust” should be removed from the American coinage. This is how Mark Twain, in his sing-song drawling tones, began his speech : “Now that our beloved President has bowed to public opinion and is giving us back our famous motto, we can safely relieve our guest of honour . . .” The peals of laughter which interrupted the sentence made the completion of the joke unnecessary, and Mark Twain, without

more ado, resumed his seat leaving the rather embarrassed financier to explain his deputising relations with the Almighty. Some years afterwards, I told that story to a London editor, and his comment was, "I don't in the least understand why the company laughed!"

I have spent a good deal of time in interviewing celebrities in London, Paris and New York. When our gracious Queen's engagement was announced in 1922, the editor of the *Star* asked me to call at her parents' house in Bruton Street to offer congratulations to Lady Elizabeth Bowes-Lyon. The radiantly happy and eager bride, after telling her mother, the Countess of Strathmore, and the butler, to leave the caller to her, took me into the breakfast room, and, with charming frankness, talked about the plans for the wedding. When I asked her if the story in the *Daily Mail* that morning, that the Prince had put the question to her more than once, was true, she merrily answered, "Do you think I look the sort of person that Bertie would have to ask such a question of twice?" She certainly did not. I suppose we ought not to have published that priceless reference to "Bertie," for King George sent an equerry to Bruton Street next morning with very definite instructions that no more interviews were to be given from that quarter.

I think the most remarkable character I have met was the late Countess of Oxford, who died two years ago. She was Margot Tennant, and though her simultaneous suitors in the

early '90's embraced Arthur Balfour, Archbishop Benson and George Nathaniel Curzon, she married Herbert Henry Asquith, who, at the time of the wedding, was one of the rising hopes of the Liberal Party. She was at pains to remind me two months before her death that she had known no fewer than thirteen British Prime Ministers. Indeed, besides writing the best autobiography of modern times, and a volume of Lay Sermons, she published a challenging sketch of the whole baker's dozen. She never forgave Lloyd George for stepping into Asquith's shoes half-way through the first World War—"stabbing my poor dear husband in the back in the dark," as she expressed it.



At a dinner at the London Savoy Hotel, she showed her intense resentment by relating to me and my friend, Professor Oertel, of McGill University, the following story: "When my husband was nearing the close of his life," she explained, "it was his habit to read a passage from the Bible every evening. On one occasion I had quietly slipped into his room and I said to him, 'Well, dear, what is it you've discovered tonight?' He put the book down, raised his eyes and said, 'My dear, I have been reading the story of Our Lord's betrayal.' He paused for several moments and then added, 'Do you know, I have come to the conclusion that Judas Iscariot must have been a Welshman?'" Margot asked us if she ought to publish that reminiscence in her next volume. We advised her at least to wait till L.G. had been gathered to his fathers. But

the Countess, who, during the most violent of the London raids of 1941, had gone to North Berwick to stay for a week-end with friends, and had written to me to say she "would rather be bombed in London than bored in Scotland," did not listen to our counsel. I am inclined to think she invented that one herself.

A competent journalist has to be versatile. He may be a dramatic critic or represent a national newspaper in the capital of some country across the sea. He may have to describe the arrival of the Titanic survivors in New York or the trial of Dreyfus at Rennes, or Dr. Jameson in London. He may find himself at Westminster Abbey "doing" the wedding either of Princess Mary or the Duchess of York or Princess Elizabeth, or "covering" the funeral of one British sovereign or the coronation of another. Or perhaps he will be watching, as I did in Brookline, Mass., in 1912, the triple golf tie in which Francis Ouimet, an unknown ex-caddy-boy, beat Vardon and Ray, the most formidable players of their generation. Or he may be on the continent, trying to follow in the footsteps of such war correspondents as Russell of *The Times*, or Archibald Forbes of the *Daily News*. And finally, he may be luckier still and sit in some editorial chair endeavouring to persuade hundreds of thousands of readers that he is omniscient. Anyhow, he has far reaching and fascinating opportunities for observation.

I heard Gladstone make his last public speech in the old

Agricultural Hall in Norwich fifty-five years ago. On that occasion he was staying at the Clyffe Corton, near Lowestoft, the seaside home of Jeremiah Colman, the mustard potentate. Many local individuals of distinction had been invited to meet him, and, at tea time in the drawing room, they were ventilating a variety of theological problems, the G.O.M. having retired to his room to rest before going on to the Liberal demonstration. After a rather warm discussion in which the Reverend Dr. J. H. Shakespeare (father of Geoffrey, who afterwards became Lloyd George's private secretary) took part, Mrs. Gladstone brought matters to a triumphant climax with this reverential reflection: "After all, there's one above who can settle all these difficulties for us; he will be down directly."

This characteristic anecdote of the devoted Catherine Gladstone reminds me, for some reason or other, of two of London's outstanding preachers of long ago—Joseph Parker of the City Temple and C. H. Spurgeon of the Metropolitan Tabernacle, to whose sermons I sometimes used to listen. Dr. Parker was a dramatic character, a great expositor and somewhat of a poseur. London certainly flocked to the City Temple to hear him on Thursdays as well as on Sundays. I was there once when he excused himself just before announcing his text, by suddenly putting his hand to his leonine head and declaring, "This colossal brain is on fire; I have no alternative but to withdraw for a while."

Spurgeon was a magnet, too. It was he who told his congregation that it was men's duty to smoke their pipes to the glory of God. He believed in not barring a sense of humour from the pulpit. For instance, picture his immense congregation, just beyond the "Elephant and Castle," one Sunday evening, having finished singing with Nonconformist fervour Dr. Watts' hymn, "When I survey the wondrous Cross." Spurgeon raised his hand for silence and proceeded, with assumed solemnity, to say, "Let us remind you that the last words you have been singing with such sincerity were these :—

*'Were the whole realm of nature mine  
That were an offering far too small ;  
Love so amazing, so divine,  
Demands my life, my soul, my all.'*

Have you any idea what the collection amounted to this morning? I will tell you. It was seventeen shillings and a penny. The whole realm of nature is not yours to give, nor in all human probability was it Dr. Watts'; but seventeen-and-a-penny is an insult to your Maker. In order, therefore, that you may not go home unhappy, there will be another collection at the close of the service."

Every newspaper man has a fondness for stories associated with the stage, which today is not so far a cry from the Church as it once was. On the Riviera, between the two wars, I

remember joining "leading ladies" at a tea table in the Metropole Hotel, Monte Carlo. They were Lily Langtry, Edna May and Vesta Tilley; a fourth was Phyllis Satterthwaite, who, thirty years ago, astonished herself by reaching the Wimbledon Final with the unbeatable Suzanne Lenglen. The Jersey Lily, who had been the handsomest woman in either hemisphere, talked of the bygone years. "Why can't I always keep the beauty I once enjoyed?" she asked in a pathetic outburst. The Belle of New York had no answer. Nor had I.

Forty years ago, I used to see Caruso both off and on the operatic stage. He was often at home to journalists at the Hotel Knickerbocker, in the bar of which, at Broadway and 42nd, was a glorious mural painting of Old King Cole. After Caruso had been fined 10 dollars by a New York magistrate for alleged familiarity with the wife of a Manhattan "Cop," I called on the great tenor's secretary. His name, believe it or not, was Mendelssohn. "Ah," Mendelssohn immediately exclaimed, "they have killed the golden nightingale in his throat." Two nights later, the Metropolitan was crowded to suffocation to hear Caruso in "Marta." "They" had done nothing of the kind. And had you, patient reader, been at the Opera House and heard that incomparable voice in "The Last Rose of Summer" that evening, you would have thought so too.



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