

Mr. Wilson - Cardiff

BELL PUNCH
news and views

VOL. III PART I SPRING 1951

J. M. E.

Our Managing Director writes:—

It is sad for me to announce that after a prolonged illness Mr. J. M. Evans passed away on the 14th October, 1950.

J. M. E. as he was affectionately known by his colleagues first joined our Directors Board in 1928, but for many years before that there had prevailed a close association with him as the Managing Director of Lamson Paragon Supply Co. Ltd.

It was in 1916 that he and I got together with the object of adjusting the mutual interests of our respective Companies, and it was in 1926 that we sold out to the Lamson Paragon's South African Company our Ticket Printing Company we had recently established in Johannesburg.

Mr. Evans brought to our Board a wealth of practical commercial knowledge and insight which contributed in great measure to our deliberations and consequent progress. I, personally, shall be for ever thankful for his valuable assistance in many a trying situation. The Company has lost a valuable friend and a sound adviser.

His forceful character, his broad outlook and kindly human disposition endeared him to all with whom he came in contact. Certainly J. M. E. was one of Nature's Gentlemen.



NEWS

We apologise that the publication of this edition is a little late; but even so we send to our Distributors overseas and to all those working within the organisation at home, good wishes for 1951. We hope that this year will bring with it the long awaited peaceful settlement of the many troubles which visit the world to-day.

Through the medium of this News we also send to our Distributors congratulations on the volume of their sales during 1950. Particularly in the Calculating Machine field has the year been an outstanding one and especially deserving of mention are the following:—

Paxton's Import Export (Pty.), Ltd.—South Africa.

Plus Business Machines—Canada.

Dansk Formulartryk—Denmark.

British & International Commercial Service Ltd.—
Finland.

Procento N.V.—Holland.

Büromaschinen-Import-und-Vertriebs G.m.b.H.—
Germany.

The Office Appliance Company—New Zealand.

Dodwell & Company Ltd.—Ceylon.

Bell Punch (A/sia) Ltd.—Australia.

Of those representing us in marketing Ticket Issuing Machines and Tickets, outstanding work has been done by Eastern Scales Ltd. of India and Automat S.R.L. of Italy.

News of Mr. J. H. Somerville has previously appeared in these columns and we are delighted now to be able to congratulate him on receiving his first order for

Self Printing Ticket Issuing Machines for installation at railway booking offices in India. This order has been placed by the Great Indian Peninsula State Railway for a number of machines and there is every indication that orders from other railways in India will follow. In obtaining this contract, Mr. Somerville has travelled many thousands of miles around India and had occasion to visit the Railway Board at Delhi many times; he has carried out demonstration tests on stations at Madras, Bombay and Calcutta, to say nothing of the protracted negotiations with the Financing, Customs and other interested Authorities. A great achievement, Mr. Somerville!

Messrs. Automat of Italy only recently entered this field. They have indomitably faced all kinds of difficulties, far too many and intricate to enumerate here, and have emerged with an order to instal Model 'P' machines on the Tranvie Elettr. Bresciane and a remarkably large and varied list of customers for the Bellgraphic Receiving machine.

We list below visitors to our Head Office since our last publication:—

Mr. J. E. Ampah of the Methodist Book Depot, Cape Coast, Gold Coast.

Mr. W. A. Mann of the British & International Services Ltd., who introduced Mr. Aulis Korhonen, who is a sub-distributor in Lahti, Finland.

Mr. R. Zayani from Bahrain, Persian Gulf.

Mr. & Mrs. Camilo Julia and his brother Fernando Julia.

Mr. W. McMullen, Managing Director of Messrs. W. McMullen & Co. of Malaya, introducing his son, who stayed with us to undergo a course of training on the "Sumlock" and "Plus" Adder.

Mr. S. Majidulla, Controller of Transport, Lahore.
Mr. Jefferys of B.E.S.T., Bombay.
Mr. W. T. H. Mulford.
Mr. L. C. Gibbins, Chairman of the Office Appliance Company, of New Zealand.
Mr. Alvin Napack of General Register Corporation of New York and Venezuela.
Mr. A. Raimondi of Italcacolo S.A., Italy.
Mr. Luboshitz of the Central Marketing Board of Tel-Aviv, Israel.
Mr. H. Meulenbelt of Procento N.V., Holland.
Mr. R. J. Archer, the Office Administrator of Lehmann's (Africa) Ltd., Tanganyika, who spent some time with us studying the marketing of "Sumlock" and "Plus" machines in all its aspects.
Mr. Hans Bording of F. E. Bording A/S, Denmark.

Two new Distributors have been appointed recently, Messrs. Galban & Hijos S.L., of La Habana, Cuba, for the "Sumlock" and "Plus" and Messrs. Roy Bros., Ceylon, for Ticket Issuing Machines.

Messrs. J. A. Miller & Son have opened a Branch Office in Cork, Irish Republic, and Italcacolo have opened a Branch Office in Genoa.

There has been a change in the management of Kortormaskiner A/S of Norway. Mr. Fritz Dinger and his brother, Mr. Christian Dinger, have both decided to go into other branches of commerce. We wish them every success in their new sphere and at the same time look forward to a continued happy relationship with the firm of Kortormaskiner under its new management headed by Mr. H. Myhr Johansen and Mr. H. Holm.

Mr. H. C. Krist, in charge of Procento's interests in Indonesia, is still putting up a stiff fight against obstacles

and disappointments, of which the obscure and eventful political situation is but one of many. We congratulate him on his persistence which has recently enabled "Sumlock" and "Plus" machines once again to flow into his territory.

The new model of our calculating machine has now been introduced on the market in the form of the 906C. It is a six column machine with a seven column capacity. It has been produced to meet the requirements of those departments in business houses where the figure work entails a very high percentage of addition and small factor multiplication. It fills a gap in our range of machines and our thanks are particularly due to Messrs. Procento who persuaded us that this model was needed; it has met with immediate success.

The Cash Control System embodying the use of the Ultimate machine for transportation companies is proving successful. It was particularly designed for use on busy City Services where a large number of passengers embark and disembark over short distances, and the majority of the main Cities in England have now adopted the system. Overseas it is already in use in Australia, whilst trials are, or soon will be, taking place in Pakistan, India, Israel, Norway, Ceylon, Sweden and the Gold Coast.

Once again production is in hand of the Autoslot machine for small canteens or as an alternative to the usual Automatticket machine with its cashier and wider range of tickets. The Autoslot is a coin operated machine made to take pennies, sixpences or shillings for

use in sterling areas, or it can easily be adapted to take foreign coins.

Mr. J. A. Mackay of Australia arrived in London in the middle of October. He vanished at frequent intervals for a few days at a time and then reappeared and went on doing this until his final departure on the "Himalaya" for Australia, which sailed on December 6th. We congratulate him on obtaining a further order for Tote equipment in Australia, this time for use by the Queensland Turf Club at Brisbane.

From our London Office, Mr. H. R. Mathieu of the Export Department, spent some time with S.I.D.M.A.C., Belgium, during September, assisting Mr. McGregor with his problems. Mr. B. C. Bell visited Y.A. Chauvin in France during the latter part of October. Mr. W. B. S. Sheldon went to New York on a routine visit to our subsidiary, Plus Computing Machines Inc., and returned towards the end of November. Mr. R. Walter is now in New York working with Plus Computing Machines Inc., and it is expected he will be there for some time.

All our Distributors have been informed of the proposal to hold a Distributors' Conference in London in October 1951; this applies equally to those interested in Calculating machines and those who market our Ticket Issuing machines and Tickets overseas.

Such Conferences are of inestimable value from all points of view. They provide an opportunity for the exchange of views and the discussion of problems, and greatly assist us in planning for the future. We do ask Distributors to make a special effort to attend, however

far they may be from London. There is nothing to equal personal contact if successful business relationships are to be maintained, and whilst we do all we can to ensure regular visits to our Distributors overseas, the Conferences fulfil rather a different requirement and are in our view of real importance to all who take part in them.

1950 saw the 10th anniversary of London Computer Ltd. the sales organisation for marketing Sumlock and Plus in the U.K. It so happened that its anniversary was marked by a change in name to Sumlock Limited. The name "Sumlock" has become a "household" word in commercial houses, and it seemed logical that the Company responsible for marketing the Sumlock and Plus, should bear the name of the calculating machine.

The Branch Managers' Conference which Mr. L. M. Nation-Tellery, the General Manager of Sumlock Ltd., holds as a matter of routine every six months, coincided with this event. A tea party was given to the Branch Managers, the Salesmen and their wives and members of the Service Department, at which our Managing Director made a short speech in reference to the 10th anniversary and this was replied to by Mr. Nation-Tellery. There followed on the same evening the Bell Punch Group Annual Dance at which further reference was made to this birthday.

The Bell Punch Group Annual Dance was held at the Connaught Rooms on Friday the 24th November, at which there was a record attendance of 437. Prior to the Dinner a presentation was made by Mr. Michael Moore to Mr. T. M. Hopwood and Miss Gladys Blake,



Director's Table, Bell Punch Group Annual Dinner Dance, 1950.

who had seen fit to extend their association working together in the office over many years, to an association in the domestic sphere of life. In other words they decided to get married and we wish them every happiness. At the wedding recently Mr. F. E. Barton, the head of the Service Department, was best man and reports have it that there were suitable celebrations with plenty of good spirits. In spite of strict instructions to the contrary, it is understood that Mr. Hopwood could not resist calling on some of his customers during the honeymoon.

A handsome cup has been presented by the Company to the Uxbridge and District Business House's Darts League, to which the Darts Section of the Bell Punch Social and Sports Club is affiliated.

This trophy will be competed for each year by the member teams of local factories and business houses and the Bell Punch Darts Section is keen to bring the cup back to the Company's premises at the end of this year's games, and indeed on many future occasions, by winning the League Championship. Their optimism in this respect is supported by the fact that one of our teams has headed the League table for the two successive years since 1948.

We learn from the monthly magazine published by the Bell Punch Social and Sports Club, that the 1950 cricket season, which closed in September last, was most successful, in that although the factory team under the captaincy of Mr. A. Woolley managed to win only ten matches out of thirty, some very enjoyable cricket took place.

Mr. R. Pullen was the most successful bowler, with an average of 9.65 runs per wicket; he took no

less than 104 wickets. The ground was in first-class condition and the wickets provided on the excellent piece of turf which is famous in the district, speaks highly for the work of the groundsman.

An interesting tour was arranged during the Whitsun holidays, when a team of Bell Punch cricket enthusiasts toured the Isle of Wight, playing three matches on three successive days. One fixture, against the warders of Parkhurst Prison provided a low-scoring game, in which although the Bell Punch team which batted first, was dismissed for 45, our bowlers rose to the occasion and put the prison warders out for 35. Despite this setback, the Parkhurst Prison warders proved to be hospitable foes, for after the game they entertained our team in hearty fashion in their Social Centre.

The Managers luncheon party given each year at Christmastime by Mr. J. H. Condy, has now become a regular and much-appreciated function, and we record with pleasure the 4th Christmas luncheon held in the Social Centre at Uxbridge Factory, on Friday, 22nd December, 1950.

After-luncheon speeches were made by the Managing Director, by Mr. Sheldon, and by Mr. Condy. An excellent speech by Mr. C. F. Webb, our Chief Designer, who had in 1950 completed 25 years in the Company's service, was enlivened by his interesting reminiscences and witty comments. These included an original set of verses entitled "Vice Versa" in which Mr. Webb demonstrated the disastrous consequences which would ensue if the idea, often propounded, was put into practise, that we should at times put ourselves in the place of our colleagues.

Mr. Webb has had a distinguished career with the Company. His work during the late war is well known, but the fact that this earned him the M.B.E., an honour

he has studiously attempted to conceal, is less well known. We therefore take this opportunity to publicise it without his permission.

We deeply regret to record the sudden death on October 3rd last of Mr. A. T. Chaplin, who for many years held appointment as the Company's Purchasing Agent.

Mr. Chaplin will be missed by his wide circle of friends and colleagues for his many lovable attributes, of which his sincerity and charm were foremost, as the many tributes to his qualities received by the Company from scores of business houses will testify.

Mr. Chaplin delighted in good conversation, savouring his own part in it, and although he has been heard to argue a case for materialism with forensic ability, this was merely a pose; his real philosophy was founded on a genuine love of nature and he was a true Romantic. He loved nothing better than the solitude of the countryside, and the simple beauty of the wild flowers of the woods and hedgerows moved him profoundly.

Adam Thomas Chaplin was born on the 3rd January, 1886, the sixth child of a family of seven, at Walton-on-the-Naze in Essex, where he was educated, and served an apprenticeship at Messrs. Warner Bros., a firm of engineers in the same small seaside town.

Immediately on completion of his indentures and at the age of 22, he decided to try his luck in Canada and left his native town, with a friend, for the Dominion. Obtaining temporary employment with a firm of Motor Engineers in Buffalo, on the U.S.A.—Canadian border, he moved soon afterwards deeper into the United States and secured a post on the maintenance staff of a large chemical firm, the Solway Press Company of Detroit, leaving in due course to take charge of the plant of the Detroit Drop Forge Company.

Having acquired some useful experience he decided to return to England in the year 1909, and after a short holiday, joined the well-known firm of Messrs. Vickers at Erith in Kent, where he was first employed in the toolroom and later in the Rate-fixing Dept. In 1937 he joined the Bell Punch organisation as Machine Shop Superintendent. Shortly after the outbreak of the late war, Mr. Chaplin was placed in charge of our Sub-contracts Dept., where his technical knowledge and personality played a large part in the successful integration of the work of our Sub-contractors with the Company's war-time production programme. At the end of the war, and with the resumption of the Company's normal peace-time activities, he was appointed Purchasing Agent, a position he held uninterruptedly until his untimely death. His colleagues have lost a sincere and picturesque friend, and the Company a faithful, honest and able servant.

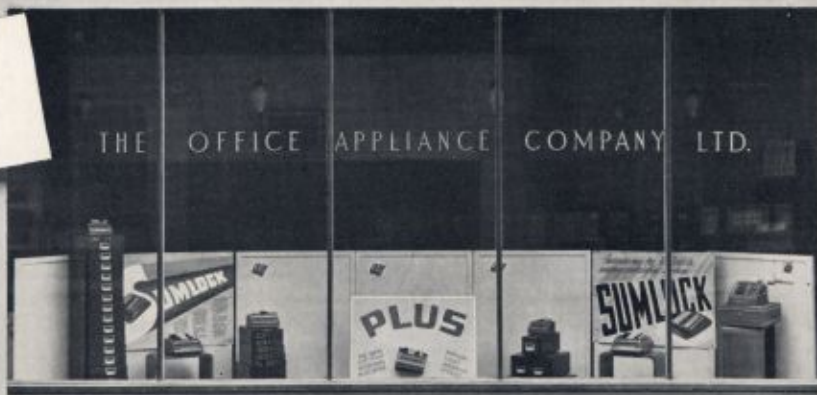
Despite atrocious weather and a local epidemic of measles, about 350 youngsters—all children of Bell Punch employees—arrived at Uxbridge factory on Saturday afternoon, 16th December, on the occasion of the annual Christmas party given by the Bell Punch Social and Sports Club in the Social Centre. Judging by the alacrity with which the good fare provided by the Club, ably prepared and served by the Canteen Manager and his assistants, was despatched, the health of the children who did attend appeared to be quite satisfactory.

Afterwards there was community singing under the direction of Mr. R. Pullen, followed by entertainment from a magician and the ever-popular Punch and Judy Show. Then Santa Clause, studiously impersonated by our Methods Engineer, Mr. James Voller, arrived on his magic sleigh and led the singing of "Good King Wenceslas" before he distributed a present to every child out of his capacious sack.

U.S.A., NEW ZEALAND, ITALY.



Above—NEW YORK, 1950
Stand of Plus Computing Machines Ltd.



Top Right—NEW ZEALAND
Display of The Office Appliance Co. Ltd.



Bottom Right—TURIN, 1950
Stand of Italcacolo S/A.

Rembrandt Van Ryn

By C. Wade (Director of Frost & Reed, Ltd.)

Rembrandt Harmentzoon van Ryn was born at Leyden by the Rhine and under the shadow of the old mill which his father partly owned. It was a place where the light was often in tones of silver, and the dark clouds passed in endless procession along the horizon, like ships on a distant sea. The river at times placid, yet often turbulent, completed a varying picture of sombre restless beauty, which was to be echoed in the work of the artist.

The sails of the mill turned slowly and the young man grew up with little taste for learning but with a growing desire to paint. So it was that after a short spell at Leyden University and a few years with various masters, he settled down at Amsterdam as a painter in his own right.

It was the beginning of a long road to self-expression which culminated in the production of the greatest poet on canvas and one of the most original and dynamic users of light and shade the world has ever known. The journey could only be achieved after both the mill and the artist had each suffered the buffeting of many a gale and the trials of those days of rough weather which temper a man's soul. But there were moments as well

when the Rhine, like the Artist's life, flowed more serenely and there was light and sparkle on its waters, so that the shadows were relieved.

His first corporation piece, the Anatomy Lesson of 1632, was to be an experiment and a failure ascetically, but the daughter of the leading character in it, Professor Tulp, was to marry Rembrandt's benefactor, Jan Six, so there was an indirect link between the picture and his future.

Then came his marriage to Saskia in 1634, and a sharpening perception of life and a slow crescendo in the pouring out of his feelings. These now began to show his broadening range of thought and understanding as well as an intensity of perception regarding life and his fellow creatures. This widening of vision would ultimately permit him to render not merely a human being, but one who personified all beings.

He became a collector of works of art, spending money lavishly and frequently representing these items in his paintings.

Time passed and then in 1642 Saskia died, leaving him only Titus of the three children that had been born to him. It proved to be a fateful year because it was then he painted the so called "Night Watch," which was to be a disaster materially despite its greatness as a picture. There was, however, a measure of relief among the gathering clouds, because in this same year he was to meet Jan Six, who gave him friendship and sympathy to the end of his days. It was nevertheless the beginning of the road to anxiety and suffering, which artistically was to provide him with the further experience to create that which is immortal.

Life crumbled slowly as first Saskia's relatives interfered regarding her legacy to Titus which Rembrandt had badly mismanaged and with the falling off of the demand for his work he began to borrow money everywhere. By 1652, almost his only comfort apart from Jan Six was that of his faithful servant, Hendrickje Stoffels, who bore him two children and attended uncomplainingly to his needs.

The storm broke and in 1656 another guardian was appointed for his son and, becoming bankrupt, he saw his beloved possessions taken from him. Yet all this inborn tumult led up to the production of one of his greatest pictures in 1661, "The Syndics of Amsterdam." Hendrickje Stoffels died the following year. The estate of Titus was taken from him and whatever joy he felt at the marriage of his son in 1668, it was quickly turned

to sorrow when the boy died later in the year. Then twelve months later Rembrandt himself died and the glorious if unhappy chapter was finally closed.



Rembrandt

Adoration of the Shepherds

Reproduced by courtesy of the Trustees, the National Gallery, London.

For "Sumlock Salesmen"—a Fable with a difference

by B. C. Bell based on facts given by H. Meulenbelt of Procento, N.V.

Once upon a time (in fact about eighteen months ago) a harsh and hard Sales Manager in a little country, famous amongst other things for its susceptibilities to the Pied Piper of Hamlyn, declared to his hard working salesmen that although he was not unmindful of their success in selling their firm's calculating machine, he wanted them to join in a fanciful game or competition.

The salesmen were delighted to hear that the game would result in a periodical reward to those who scored the highest points, but they were dismayed to learn there was hardly any chance of their winning a periodical award unless they could secure as a new customer one of a selected list of twenty firms, who were not only the largest and most important firms in their particular industry in the country, but also contained the names of several who for years and years had used calculating machines of another type, and who were renowned for their capacity to show this Sales Manager's representatives the door, or for an even greater capacity of preventing the salesmen getting through the door.

Thus the command from the hard and harsh Sales Manager seemed fabulous in the extreme and, smiling sorrowfully, the salesmen took their leave, wondering what further prodigies of skill and achievement would be demanded of them.

The only point of this fable is that it is NOT a fable, but relates, so far with injustice both to the Sales Manager and his salesmen (for the former was being practical, not harsh, and the latter were not the least daunted) to what happened in the Company marketing the "Sumlock" and "Plus" Adder in Holland, Messrs. Procento N.V.

The results to date are that fifteen of the original "Big Twenty" have been secured as customers in the

face of the strongest opposition and deterrents, and the list has now been revised to allow the salesmen further scope for their combatant energies.

The conquest of each firm could provide a little story with a sales moral in itself. In one case, no less than 35 visits had to be paid to break down sales resistance, ending in the apparently insignificant result of one "Plus" Adder being put on trial. But that was not the end, for eventually ten more machines were ordered, a large outstanding order for a Listing Adder was cancelled, and the firm in question decided to switch over entirely to "Sumlock" and "Plus." This surely goes to show that what the customer says to you is always less important than what you say to the customer.

Another firm, after subjection to three abortive sales attacks, installed key-drive machines for the first time in its existence—"Sumlock" and "Plus."

The Chief Executive of another Company stated repeatedly to the salesmen (he was first visited in 1946): "My Company will never use a key-driven machine as long as I live." His firm now uses the "Sumlock," and we are happy to report that the Chief Executive continues in excellent health and spirits . . . and so the story goes on.

The theory and practice of speciality salesmanship and sales management are much discussed and perhaps controversial subjects. This brief account of an experiment in selling office machines in Holland should, however, provoke some further thought in any similarly engaged who may still believe there is some inherent or magical disability in their machine which impedes their progress. The road to the "Sumlock" and "Plus" customer is sometimes long and hard, but it exists for those with the ability and courage to find it.

Bell Punch

World

Centres

New Zealand

New Zealand's history is not a long record of dates. No one knows for certain when it was discovered by the Polynesian navigators because these great seamen left no written record. The Maoris, a branch of the Polynesian race, made their main migration in the 14th Century. They found a people already here, the Morioris. These no longer exist, but the Maoris, having survived the initial shocks of white colonisation, go from strength to strength.


New Zealand was sighted by the Dutch navigator, Abel Tasman, in 1642. He received a hostile reception from the Maoris and sailed away without gaining a real knowledge of the land.

Exploration waited till the Yorkshireman, James Cook, made the first of three visits in 1769. Cook thoroughly mapped the coastline and got to know and like the Maoris. Wild pigs are still called "Captain Cookers," because he liberated this animal in New Zealand.

After Cook's time there was spasmodic settlement and visits by traders, whalers and sealers, till in 1840 New Zealand became a British colony by a treaty between the Maoris and the Crown (Treaty of Waitangi). Settlement then started in earnest, most of the immigrants arriving under the colonising schemes of Edward Gibbon Wakefield.

Production and processing of agricultural wealth, mainly for export, still dominate the work of New Zealand, though there is an important and expanding manufacturing industry.

(We are indebted to the Publicity Officer, Prime Minister's Department, New Zealand Government for permission to reproduce the following photographs.)



**Views
of
New Zealand**

NORTH ISLAND
Auckland

Looking towards the North Shore suburbs of Auckland, with the imposing War Memorial Museum in the foreground. Dominating Waitemata Harbour is Rangitoto Island, an extinct volcano whose crater can be clearly seen.



SOUTH ISLAND
**Cattle
Drive,
South
Westland**



Cattle ranching is a rapidly growing industry in South Westland, and ranchers such as these shown are turning this hitherto undeveloped region into one of New Zealand's more prosperous farming areas.

SOUTH ISLAND
Duck
Shooting

Where sport is cheap and plentiful. Game laws in New Zealand are controlled by Acclimatisation Societies which charge a nominal fee and declare certain seasons 'open'. New Zealand abounds in many varieties of game.



SOUTH ISLAND Wellington



Lambton Quay, Wellington's chief thoroughfare and headquarters of all Government Departments. The two Government buildings on the left mark the site of the old waterfront where the first settlers landed in 1840.

SOUTH ISLAND
**West
Wanaka**

Reminiscent of the Scottish Highlands, the rugged hill country of West Wanaka is among the most picturesque in New Zealand. The bulk of its sheep farming production is exported to Great Britain.



SOUTH ISLAND

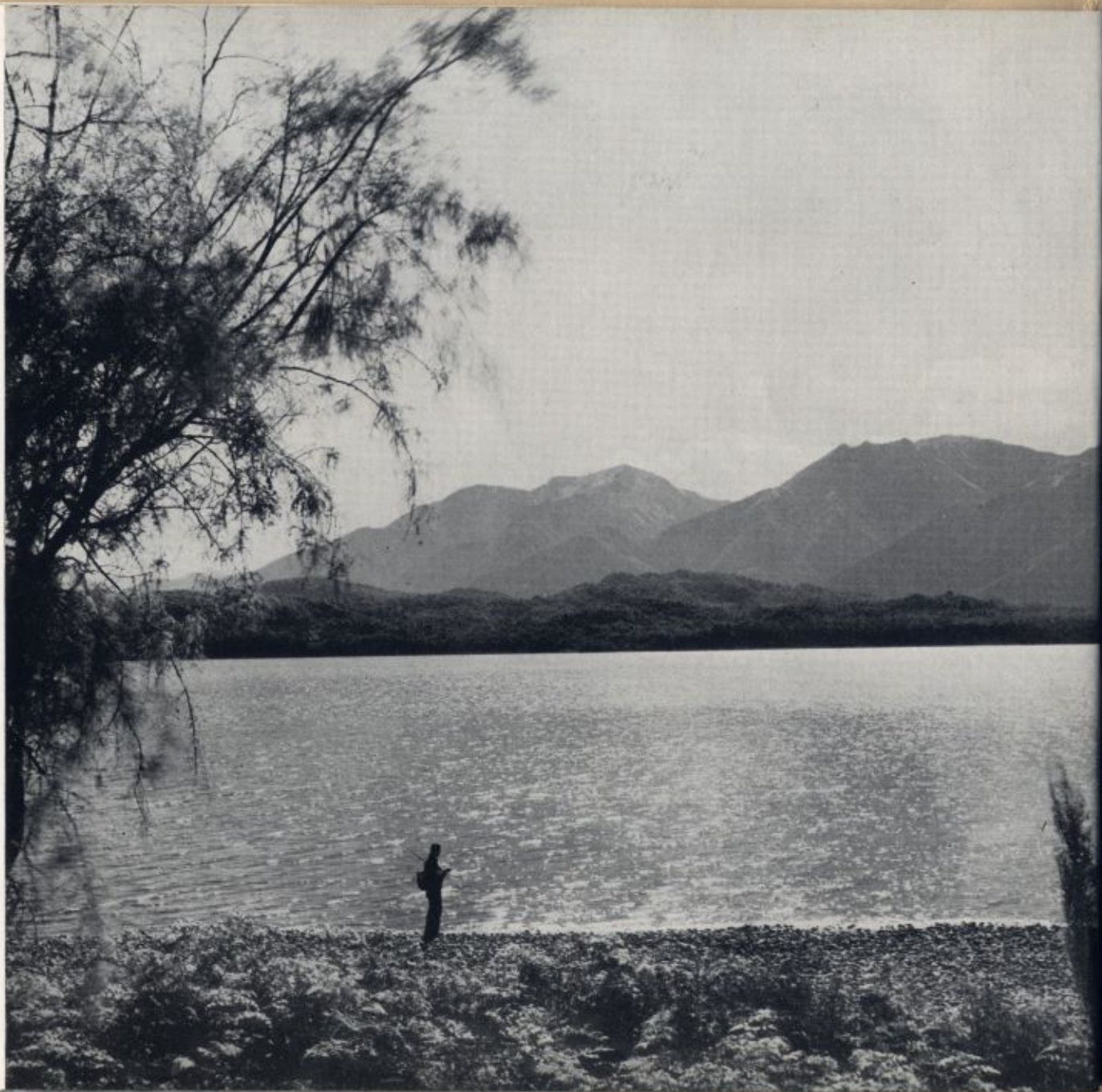
Lake
Matheson



An impressive view of Lake Matheson, which lies between the Fox and Franz Josef Glaciers, reflecting the twin summits of Mt. Cook and Mt. Tasman, the two highest peaks in New Zealand.

SOUTH ISLAND
**Lake
Te Anau**

Countless waterfalls and enchanted islets make Te Anau a tourist's paradise, but it remains comparatively unspoiled. It is famed for good fishing, and has a steamer service throughout the year.



NORTH ISLAND
**Trentham
Race
Course**



Trentham Race Course in the Hutt Valley, a new residential district a few miles from Wellington, is a favourite resort. Most New Zealanders are keen racegoers, and last year more than £26,000,000 passed through the totalisators.

Fishing

By J. A. EASTWOOD, Chief Inspector, Bell Punch Co. Ltd.

“THERE IS MORE IN FISHING THAN GOING FISHING”

Who among you belong to that happy brotherhood whose members rise at unholy hours, to be at the riverside, just as dawn is breaking, to practise the gentle art of angling? Whether your river flows placidly through the lush green meadows of the South country, or tumbles hurriedly through the wild and rocky uplands of the North, your pleasure is undimmed and immeasurable. But what hours of pleasure are lost to the man who has never tasted the joys of this peaceful sport, with its great scope for skill and observation!

How can words adequately describe the sensation felt the moment you strike your fish, and the first sight of him, or the glimpse of that lovely bird the kingfisher as he flashes by so close to you, displaying his brilliant plumage in the morning sun? Who could remain unmoved on hearing the weird and desolate cry of the curlew, or the lowing of the cattle in the morning mist—a mist that gives a grotesqueness even to the bushes on the river banks? You are a privileged witness of many of Nature's little tragedies because you are still and quiet, watching the “bulge” on the water beneath the willow that tells of a wily trout or chub quietly sucking down a fly, or the sudden commotion in the nearby shallows that tells you the Jack are amongst the fry. All these signs are known to you if you are of the brethren of anglers, for I know of no other sport that demands greater observation and attention.

I shall never forget the spectacle of the fox making his ablutions in the River Wharfe in the early morning of a perfect Summer's day, and the cunning with which he went about his work; or of the otter who took my only fish whilst I watched fascinated and unable to move.

We can recall those returns to the Inn and the tankard of shandy that so delightfully breaks the thirst we have been preparing all day—prelude to the good English ale which will follow when the palate is more discriminating; the good companions with whom we foregather and who talk more often of the ones they did not catch rather than the ones they did; the delightful answers given to the subtle remarks of the uninitiated.

All these pleasures are ours, to be stored in the memory and called forth at will. They linger for ever in our minds, and provide vistas of delight and contentment when we settle ourselves to sleep. They will always withstand that cunning feminine remark—a remark loaded with envy because they can never see the light and cannot break in—“I don't know what you see in it”, but quickly forgiven for the splendid preparations made for our return.

How great is our pleasure in initiating others into these mysteries, and how deep is our pity for those to whom such experiences are a closed book!

Enjoyment in Leisure

By *QUIS*

What shall I do? How often parents hear that from their children. How often do those who have left their childhood far behind subconsciously repeat that same question to themselves, without finding a satisfactory answer. Why do anything? Do nothing; sit in a chair, put your slippers on, lean back and take a strong dose of Nature's sweetest cure, sure to provide immediate relief from a state of doubtfully welcome inactivity.

That solution is good for those who are physically tired. To those who murmur "What shall I do," just because they have not learnt how to enjoy their leisure, forty winks is but a temporary sedative which offers no useful answer to the dilemma.

Enjoy your work or change it is a wise counsel; enjoy your leisure hours but do not waste them. Recreation can provide a healthy stimulant to the body and refreshment to the mind, but to do so it must be pleasurable and different to anything you may do in your work; as Mr. Churchill writes in his book *Painting as a Pastime*, "Change is the master key." An active brain will not benefit from its rest by just becoming inactive; its best recreation is to change its direction of concentration. If all day your lot is to use your brain in reading papers, making decisions, attending conferences, then in

your free time introduce your mind to some practical work which you can watch in its growth step by step, such as joinery, painting, lace making, needlework, thereby relaxing your brain by the simple expedient of diverting its effort. If, on the other hand, your work means standing before a machine all day and guiding the manufacture of an important part, be it large or small, then in your recreation seek a contrast that you will enjoy, read, write, study music; use your mind but take it away from its routine.

Above all, never let boredom overtake you; for that is a most devastating disease which saps the interest from what is around and available to you, leaving you listless, irritable and a matter of concern to others.

So treat your recreation time as of some importance, do not be content to let it just go by. In work or play, be constructive, be active, be interested, enjoy it. If you are at the start of your career, that will help you to the top; if you have reached the top, that will help you to stay there and assist in your better understanding of the problems with which you will be faced.

Health is vital to success; enjoy your leisure and let it play its part in refreshing you for tomorrow's even greater effort.

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