

BELL PUNCH
news and views

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VOL. IV. PART I. SPRING 1952



KING GEORGE VI

THE PRIME MINISTER'S BROADCAST
THURSDAY, FEBRUARY 7th, 1952

My friends, when the death of the King was announced to us yesterday morning there struck a deep and solemn note in our lives which, as it resounded far and wide, stilled the clatter and traffic of twentieth-century life in many lands and made countless millions of human beings pause and look around them. A new sense of values took, for the time being, possession of human minds, and mortal existence presented itself to so many at the same moment in its serenity and in its sorrow, in its splendour and in its pain, in its fortitude and in its suffering.

The King was greatly loved by all his peoples. He was respected as a man and as a Prince far beyond the many realms over which he reigned. The simple dignity of his life, his manly virtues, his sense of duty alike as a ruler and a servant of the vast spheres and communities for which he bore responsibility—his gay charm and happy nature, his example as a husband and a father in his own family circle, his courage in peace or war—all these

were aspects of his character which won the glint of admiration, now here, now there, from the innumerable eyes whose gaze falls upon the Throne.

We thought of him as a young naval lieutenant in the great Battle of Jutland. We thought of him, when calmly, without ambition, or want of self-confidence, he assumed the heavy burden of the Crown and succeeded his brother, whom he loved, and to whom he had rendered perfect loyalty. We thought of him so faithful in his study and discharge of State affairs, so strong in his devotion to the enduring honour of our country, so self-restrained in his judgments of men and affairs, so uplifted above the clash of party politics, yet so attentive to them; so wise and shrewd in judging between what matters and what does not. All this we saw and admired. His conduct on the Throne may well be a model and a guide to constitutional sovereigns throughout the world today, and also in future generations.

The last few months of King George's life, with all the pain and physical stresses that he endured—his life hanging by a thread from day to day—and he all the time cheerful and undaunted—stricken in body but quite undisturbed and even unaffected in spirit—these have made a profound and an enduring impression and should be a help to all.

He was sustained not only by his natural buoyancy but by the sincerity of his Christian faith. During these last months the King walked with death, as if death were a companion, an acquaintance, whom he recognized and did not fear. In the end death came as a friend; and after a happy day of sunshine and sport, and after "goodnight" to those who loved him best, he fell asleep as every man or woman who strives to fear God and nothing else in the world may hope to do.

The nearer one stood to him the more these facts were apparent. But the newspapers and photographs of modern times have made vast numbers of his subjects able to watch with emotion the last months of his pilgrimage. We all saw him approach his journey's end.

In this period of mourning and meditation, amid our cares and toils, every home in all the realms joined together under the Crown, may draw comfort for tonight and strength for the future from his bearing and his fortitude.

There was another tie between King George and his people. It was not only sorrow and affliction that they shared. Dear to the hearts and the homes of the people is the joy and pride of a united family; with this all the troubles of the world can be borne and all its ordeals at least confronted. No family in these

tumultuous years was happier, or loved one another more, than the Royal Family around the King.

My friends, no Minister—I suppose no Minister, I am sure no Minister—saw so much of the King during the war as I did. I made certain he was kept informed of every secret matter; and the care and thoroughness with which he mastered the immense daily flow of State papers made a deep mark on my mind.

Let me tell you another fact. On one of the days, when Buckingham Palace was bombed, the King had just returned from Windsor. One side of the courtyard was struck, and if the windows opposite out of which he and the Queen were looking had not been, by the mercy of God, open, they would both have been blinded by the broken glass instead of being only hurled back by the explosion. Amid all that was then going on—although I saw the King so often—I never heard of this episode till a long time after. Their Majesties never mentioned it, or thought it of more significance than a soldier in their armies would of a shell bursting near him. This seems to me to be a revealing trait in the Royal character.

There is no doubt that of all the institutions which have grown up among us over the centuries, or sprung into being in our lifetime, the constitu-

tional monarchy is the most deeply founded and dearly cherished by the whole association of our peoples. In the present generation it has acquired a meaning incomparably more powerful than any one had dreamed possible in former times. The Crown has become the mysterious link—indeed, I may say, the magic link—which unites our loosely bound but strongly interwoven Commonwealth of nations, states and races. Peoples who would never tolerate the assertions of a written constitution which implied any diminution of their independence, are the foremost to be proud of their loyalty to the Crown.

We have been greatly blessed amid our many anxieties, and in the mighty world that has grown up all around our small island,—we have been greatly blessed that this new intangible, inexpressible but for practical purposes apparently, an all powerful element of union should have leapt into being among us. How vital it is, not only to the future of the British Commonwealth and Empire, but I believe also to the cause of world freedom and peace which we serve, that the occupant of the Throne should be equal to the august and indefinable responsibilities which this supreme office requires. For fifteen years King George the Sixth was King; never at any moment in all the perplexities at home and abroad, in public

or in private, did he fail in his duties ; well does he deserve the farewell salute of all his governments and peoples.

My friends, it is at this time that our compassion and sympathy go out to his Consort and widow. Their marriage was a love match with no idea of regal pomp or splendour. Indeed, there seemed to lie before them the arduous life of royal personages denied so many of the activities of ordinary folk and having to give so much in ceremonial public service. May I say, speaking with all freedom, that our hearts go out tonight to that valiant woman with famous blood of Scotland in her veins who sustained King George through all his toils and problems and brought up, with their charm and beauty, the two daughters who mourn their father today. May she be granted strength to bear her sorrow.

To Queen Mary, his mother, another of whose sons is dead—the Duke of Kent having been killed on active service—there belongs the consolation of seeing how well the King did his duty and fulfilled her hopes, and of always knowing how much he cared for her.

Now I must leave the treasures of the past and turn to the future.

Famous have been the reigns of our Queens. Some of the greatest periods in our history have unfolded under their sceptre. Now that we have the second Queen Elizabeth, also ascending the Throne in her twenty-sixth year, our thoughts are carried back nearly 400 years to the magnificent figure who presided over, and in many ways embodied and inspired, the grandeur and genius of the Elizabethan Age. Queen Elizabeth the Second, like her predecessor, did not pass her childhood in any certain expectation of the Crown. But already we know her well, and we understand why her gifts, and those of her husband, the Duke of Edinburgh, have stirred the only part of our Commonwealth she has yet been able to visit. She has already been acclaimed as Queen of Canada: we make our claim too, and others will come forward also; and tomorrow the proclamation of her sovereignty will command the loyalty of her native land and of all other parts of the British Commonwealth and Empire.

I, whose youth was passed in the august, unchallenged and tranquil glories of the Victorian Era, may well feel a thrill in invoking, once more, the prayer and the Anthem

G O D S A V E T H E Q U E E N

NEWS

There could be no more fitting person to speak of the late King George VI than the Prime Minister, Mr. Winston S. Churchill. Over a period of many years Mr. Churchill worked in close association with His Majesty and we are grateful to have received permission to reprint in these pages the speech which Mr. Churchill broadcast to the Nation on the 7th February, 1952.

After fifty-four years of service with the Company, Mr. H. Drummond Black has announced his retirement as Managing Director. Our Chairman, Mr. Michael Moore has written an appreciation of Mr. Black and his work, which will be found on another page in this issue. Mr. Black's acceptance of the office of President of the Company has been universally welcomed. For our part we thank him for his wise guidance of us all in the past and are grateful to know that he is still available to help us.

Mr. J. H. Condy and Mr. W. B. S. Sheldon have been appointed Managing Directors. Mr. J. H. Condy has also been appointed a Director of Control Systems Ltd.

Mr. B. L. Blampied and Lt. Col. C. W. Gourlay, M.C., T.D., have been appointed to the Board of Bell Punch Co. Ltd.

Mr. R. Walter has been appointed Executive Officer.

Mr. W. A. Hanson has been appointed Assistant to Managing Director.

Visitors to Head Office and the Factory since our last publication include:

Mr. A. Brown of the Railway Board, Delhi, who during his recent leave spent a day at Uxbridge in company with Mr. J. H. Somerville of Eastern Scales Ltd., India.

Mr. S. Bianchi, representing Behare & Co. began a general course of Sumlock and Plus training in October last, which was completed in December when Mr. Bianchi returned to Turkey.

Mr. E. Nielsen, General Manager of Copenhagen Tramways, and Mr. Hertz their Chief Engineer paid us a visit in October to discuss proposals for a new fare collection system.

Mr. M. Lurie arrived in October and was duly appointed Distributor for Sumlock and Plus in Siam. We wish him every success.

Mr. A. Napack of General Systems Service Inc., New York, appeared for a very brief sojourn in November.

Mr. J. H. Somerville, of Eastern Scales Ltd., India, was with us for some time after the Bell Punch Conference in October. He spent a while on the Continent, then returned for further discussions with us before returning to India at the end of November.

Mr. Y. Goldin, an official of the Israeli Ministry of Transport and its U.N.O. Representative, paid a courtesy visit to the Company in January 1952.

Also in January we received Mr. A. E. Mulford of Mulford & Co., Ltd., on one of his routine visits. It seems that Mr. Mulford is now spending most of the year on his Farm in Devon, though this

in no ways affects his interest in Bell Punch products for which his company is Distributor in various territories in the Middle East.

Mr. T. P. O'Brien spent a week learning the rudiments of Sumlock and Plus servicing. Accompanied by his wife, who is an expert Sumlock operator, Mr. O'Brien is shortly going out to Kenya to start a business of his own, which is to include the operation of a Sumlock Calculating Service. Our best wishes go with you, Mr. and Mrs. O'Brien.

Mr. and Mrs. H. Trenzinger of H. Trenzinger & Co., Hanover, called on us for the first time and entered into important arrangements for marketing of Sumlock and Plus in Germany.

Distribution problems affecting Nigeria and Gold Coast were discussed with Mr. J. T. Ogden of Overseas Buyers Limited, on his calling here at the beginning of February.

Mr. E. D. Sugden, Service Engineer employed by Haddow & Company, Sumlock and Plus Distributors in Salisbury, Southern Rhodesia, took a short course of instruction in our Service Department during February.

Mr. R. A. Faucheur of Controles Automatiques, Paris, arrived in December for a two month's course of training in all aspects of Bell Punch Fare and Cash Control Systems. Mr. Faucheur impressed all concerned not only by his keenness but also by his ability to grasp the essentials of this complex business in a quick and thorough manner.

Elsewhere in this issue we list the names of Distributors or their representatives who attended the Bell Punch Conference in October, 1951.

In our last issue we mentioned the contracts for Totalisator installations obtained by Mr. J. A. Mackay in New Zealand and Australia. Most of these equipments have now been installed and they are operating successfully. A great achievement, Mr. Mackay, not forgetting the vital part played by our own Chief Tote Engineer, Mr. R. Milburn, in helping to see it through, and the work of the staff of Bell Punch (A/sia) Ltd.

Two occasions are particularly worthy of mention. At the Waikato Racing Club meeting in November the Win and Place turnover was £140,000 for one day and the Doubles turnover was £23,000, a track record for Doubles betting. The equipment used for the Doubles was a Single Panel equipment with sixteen ticket issuing machines.

At the Auckland Trots December meeting, using Bell Punch equipment for the first time, the turnover for the three days racing was £550,000, approximately £140,000 more than the December 1950 meeting.

Visits abroad by Bell Punch representatives include the following:

Mr. J. H. Condy to Paris, and also to Brussels in company with Mr. R. Weiss of Controles Automatiques.

Mr. W. B. S. Sheldon to Paris, U.S.A., and Denmark.

Mr. B. C. Bell, Export Manager, to Holland for general discussions with our Distributors Procento, N.V., Amsterdam, and to Eire, to see J. A. Miller & Sons.

Mr. A. J. Castle, Export Department Service Engineer, to Italy where he carried out a training programme for mechanics in the various centres operated by Italcacolo S.A., Sumlock and Plus Distributors. Early in 1952 Mr. Castle went to Belgium to help S.I.D.M.A.C. with their service problems.

Mr. W. A. May, Service Department, to Holland and on to Germany to train mechanics of our Sumlock and Plus Distributors in both countries.

Mr. S. Marshall, Designs Engineer, went to Bermuda to assist our Distributor, Sunshine Supply Co., Ltd., with the introduction of the new G.B. Taximeter throughout the Island.

In January 1952 Dansk Formulartryk A/S our Danish Sumlock and Plus Distributors held their annual Sales Conference in Copenhagen, to which they invited Mr. Sheldon. The lectures and most of the sound track accompanying the educational films which were shown, were translated into English onto a recording apparatus. By using headphones Mr. Sheldon was able to follow in detail the course of the Conference.

On the evening after the business meetings were concluded a dinner party was held followed by a Cabaret given by the staff. As an indication of this



Snapshot of the solemn moment when Mr. W. B. S. Sheldon was presented with the "Sumlock Certificate of Instruction."

particularly happy occasion we publish a snapshot of the presentation to Mr. Sheldon of a "Sumlock Certificate of Instruction" by Mr. Paul de Waal aided by the School Principal. Mr. Sheldon tells us how very efficient was the organisation of the Conference and how instructive were the lectures, discussions and demonstrations. We congratulate Dansk Formulartryk on its initiative, its drive, and particularly on the happy atmosphere which prevails within its organisation.

On February 2nd, 1952, Mr. Frederick Edwards, Secretary to our Export Manager, and who is well known to many Distributors was married to Miss Isobel Skinner. We wish them every happiness.

Our congratulations are due to Sir Eboo Pirbhai who became a Knight in the New Year's Honours List of 1952. Sir Eboo is the Distributor of Bell Punch Taximeters for the whole of Kenya. He has the double distinction of being the first Indian in Africa to be Knighted and also to have received the accolade at the very first Investiture held by Queen Elizabeth II at Buckingham Palace on the 26th February.

Our Ticket Issuing Machine Distributor in India, Eastern Scales Ltd., have asked our advice on how to meet certain competition with which they have been faced. It is of a serious nature and initially took the form of a letter, shown in the next column.

No. 20/51/Stars

Dated 27.7.51.

To: The Manager,
Eastern Scales Limited,
12, Gurusaday Road, Ballygunge,
CALCUTTA.

Dear Sir,

After a long search I have prepared a specimen of stroy hand Automatic Machine according to the nine Heaven Stars, for the mankind to aware their past, present and future.

Machine having nine holes or over for posting one anna for reply of one question only of different reply of different questions according to the astrology of heaven Stars, as per consultation of mind to get reply of any question for such as

1. Any wishes.
2. Service.
3. Match.
4. Result.
5. Win or defeat.
6. Reconcile (Milap).
7. Recover of health.
8. Result of pregnancy.
9. Theft.
10. When I became rich.
11. Promotion.
12. Transfer.
13. Will I get property, etc., etc.

On pulling lever of machine as desired on dropping one anna coin, no sooner the machine will issue ticket for the same question reply and the tickets of different replies of different questions all will come at one door of the machine.

Morcover there is such machine which can sell Regd. medicine of different diseases on dropping one anna for a day medicine which for the sake of passengers travelling sickness, that is a Doctor of medical for twenty-four hours.

This is a wonderful new invention and not started before or now and also not available in the market elsewhere at present.

Hence I desire to exhibit on — Station under your Railway contract.

Therefore, please inform me about your agreement, and say how you will take it, for joint profit.

Yours faithfully,

We have advised Eastern Scales that the answer lies in a pre-printed ticket issued through any Bell Punch machine with or without a totals numerator and date.

MR. H. DRUMMOND BLACK

An appreciation by the Chairman

Bell Punch Company Limited and Mr. Black have been synonymous terms for so long that it is hard to realise that he has recently and, let me say, at his own wish given up his office as Managing Director.

Mr. Black entered the service of the Company over fifty-two years ago and for the past forty years or so has been Managing Director. When he started work, the Company was just a small local ticket printing business, making Bell Punches as an adjunct to the issue of tickets and to the control of the resultant cash. A glance through the present and past issues of "News and Views" illustrates more eloquently than any words I can use the magnitude of the developments which he has engineered and of the organisation he now passes on to his successors.

I have myself known Mr. Black for quite a long time and have had the privilege of sitting on the Board with him for fourteen years, first as an Ordinary Director and for the past ten years as Chairman. We have been through difficult and indeed critical times together—probably the most difficult and most critical in the Company's history. I have never known him lose his head in any situation. I have never known him flinch from making a definite decision nor too proud to seek the views of others before it was made. He has always

had in mind the essential element of success: that of planning for progress and not just for maintaining an established position.

I would like to pay a tribute to the kindness and courtesy which he has always shown me personally. Our only major disagreement was in 1942, when he asked me to succeed the late Chairman of the Company. I took the view that of right the position was his. With characteristic modesty, Mr. Black took the view that the Chairman must be someone not immersed in the detail of the Company's business: in short, that the centre forward could not at the same time act as referee. Mr. Black won.

While the Directors naturally regret Mr. Black's decision, they realise that it is only fair that he should be relieved of the day to day burden of management while he is still active and still able to enjoy his retirement. We are all honoured by his acceptance of the new Office of President of Bell Punch Company Ltd. and look forward to seeing him for many years to come in his new role of elder statesman.

Now for the future. In his letter telling me of his desire to retire, Mr. Black referred with pride to one achievement only—that of building up a first class team which he was confident would maintain and expand every facet of the Company's business. May I say from my own knowledge that I entirely share that confidence. Under the leadership of our new Managing Directors, Mr. Condy and Mr. Sheldon, I have no doubt that the team will win through. It is now up to you all to prove us right.

MICHAEL MOORE, *Chairman.*

BELL PUNCH DISTRIBUTORS' CONFERENCE

1st TO 12th OCTOBER, 1951

The Bell Punch Conference in 1951 for Overseas Distributors was divided into two parts. From the 1st to 5th October we were conferring with our Sumlock and Plus Distributors and from the 8th to 12th October with our Ticket Issuing Machine Distributors.

The markets for adding and calculating machines and for fare and cash control systems or as we term the latter, Ticket Issuing Machines, are entirely separate. They require different selling methods and different qualities in their salesmen; in fact the only point of similarity is that each market calls for highly specialised selling. For this reason Distributors for Sumlock and Plus in a territory do not normally also represent Bell Punch for cash control systems and vice versa, hence the division of the Conference into two parts.

The objects of each Conference were the same, to talk over problems and ideas, to give Distributors an opportunity to interchange information and opinions and to meet each other, to study together requirements for the future, to criticise constructively, and to further the relationship of friendly co-operation so vital to successful working.

We can now look back on these meetings content that the objects were achieved. We learnt a lot; we believe from reports received that those attending found their time not wasted.

There were, naturally, many lighter sides of this event, for the evenings were used to assist our guests to recover from the day's work and to build them up for the morrow's effort.

Let us all remember those twelve days, whether from the serious or lighter aspects, because it did show beyond any doubt that a really close friendly and constructive co-operation exists between the Bell Punch organisation as a whole and its Overseas Distributors. No better augury for the continued success of the Bell Punch World Team could be wished for than the natural and spontaneous desire to work together for the benefit of all, such as was in evidence throughout the business sessions.

We list on the following page the names of those who attended and on other pages will be found some photographs taken at various times during the Conferences.

**ATTENDING
THE SUMLOCK AND PLUS
CONFERENCE**

BELGIUM.	Mr. J. M. McGregor Mr. Calders	of <i>S.I.D.M.A.C.</i>
DENMARK.	Mr. P. de Waal Mr. A. W. Harris	of <i>Dansk Formu- lartryk A/S.</i>
EIRE.	Mr. D. R. Miller	of <i>J. A. Miller & Sons</i>
FINLAND.	Mr. E. A. James Mr. O. Boucht	of <i>O/Y B.I.C.S.</i>
FRANCE.	Mr. J. Chauvin	of <i>Y. A. Chauvin</i>
GERMANY.	Mr. E. Boser	of <i>Buromaschinen- Import u. Ver- triebs G.m.b.H.</i>
	Dr. M. Geller	of <i>Fa. N. Geller.</i>
GOLD COAST.	Mr. H. Ufrecht	of <i>Union Trading Co.</i>
HOLLAND.	Mr. H. Meulenbelt Mr. H. P. M. Ziegen- hardt	of <i>Procento N.V.</i>
INDIA.	Mr. G. V. Raman	of <i>Blackwoods (India) Ltd.</i>
ISRAEL.	Mr. A. E. Mulford	of <i>Mulford & Co., Ltd.</i>
ITALY.	Mr. C. Allevin Mr. A. Raimondi	of <i>Italcacolo S.A.</i>
NEW ZEALAND.	Mr. J. Brewer	of <i>Office Appliance Co.</i>
NORWAY.	Mr. H. M. Johansen Mr. K. J. Becken	of <i>Kontormaskiner A/S.</i>
SOUTH AFRICA.	Mr. N. Jones	of <i>Harris & Jones (Pty) Ltd.</i>
SPAIN.	Mr. S. Berger	of <i>Casa Oro S.A.</i>
SWEDEN.	Mr. O. Blomqvist	of <i>Maskinfirman Fackman A/B.</i>
TURKEY.	Mr. M. Behare Mr. S. Bianchi	of <i>Muis Behare.</i>
TRINIDAD.	Mr. A. Fernandes	of <i>W. K. Wynne & Co.</i>

**ATTENDING
THE TICKET-ISSUING MACHINE
CONFERENCE**

BRAZIL.	Mr. J. A. Hampshire	of <i>Norton Megaw & Co., Ltd.</i>
DENMARK.	Mr. H. Bording	of <i>F. E. Bording A/S.</i>
	Mr. P. Hoppe	of <i>Koh-I-Noor A/S.</i>
EIRE.	Mr. D. R. Miller	of <i>J. A. Miller & Sons</i>
FRANCE.	Mr. R. Weiss	of <i>Controles Auto- maticques.</i>
GOLD COAST.	Mr. W. Ryffell	of <i>Union Trading Co.</i>
GREECE.	Mr. T. Spyrides	of <i>Telemaque J. Spyrides.</i>
HOLLAND.	Mr. H. Meulenbelt Mr. H. Teygeler	of <i>Procento N.V.</i>
INDIA.	Mr. J. H. Somer- ville	of <i>Eastern Scales Ltd.</i>
ISRAEL.	Mr. A. E. Mulford	of <i>Mulford & Co., Ltd.</i>
ITALY.	Mr. C. G. Armani Mr. G. Pandozy	of <i>Automat S.R.L.</i>
INDONESIA.	Mr. H. C. Krijt	of <i>Procento, Indo- nesia</i>
NEW ZEALAND.	Mr. J. Brewer	of <i>Office Appliance Co.</i>
NORWAY.	Mr. T. S. Cornelius- sen	of <i>Torliev S. Cor- neliussen A/S.</i>
SOUTH AFRICA.	Mr. N. Jones	of <i>Harris & Jones (Pty) Ltd.</i>
TRINIDAD.	Mr. A. Fernandes	of <i>W. K. Wynne & Co.</i>
BAHRAIN.	Mr. A. Zayani	of <i>A. A. Zayani & Sons.</i>



SUMLOCK CONFERENCE



TICKET ISSUING MACHINE CONFERENCE



Top Left :
H. P. M. Ziegenhardt (Holland),
H. Meulenbelt (Holland).

Bottom Left : *A. Zayani (Bahrain),*
G. Pandozy (Italy),
T. S. Corneliusen (Norway).



J. H. Condy (Bell Punch), A.Raimondi (Italy), H. Ufrecht (Nigeria).

SUMLOCK CONFERENCE

MRS. CONDY'S
"AT HOME"



Above :
" Sumlock " Conference, 3rd October, 1951.

Left :
Ticket Issuing Machine Conference,
8th October, 1951.



"BELLGRAPHIC" IN NYASALAND

The two photographs shown will perhaps help to dispel the doubts of those who are inclined to the opinion that the "BELLGRAPHIC" Machine is not for use by native conductors. Nyasaland Transport Company would not agree with these doubters, and if any final proof were required the conductor of that Company, who poses with his Machine well to the fore, would be delighted to provide it.

Nyasaland Transport Company, a subsidiary of Overseas Motor Transport Company now known as The African Transport Company, commenced operations in pioneering conditions in 1949. From the start only native drivers and conductors have been employed by the Company; the latter have throughout shown themselves to be adept, with suitable instruction, in the use of the "BELLGRAPHIC," which is used exclusively on all long routes. If there is a somewhat large staff of Inspectors it is to deal with the "human element" of the conductors rather than their ability to operate their machines properly.

Not only are the "BELLGRAPHIC" Machines being used satisfactorily by the native conductors on Nyasaland Transport but also on the Nyasaland Railways, and extensively in Uganda, with the Uganda Transport Company.



It is interesting to know that although these machines make up a considerable total and have been in use for many years under arduous conditions, spare parts being sent out from time to time, overhaul and repair work has been practically unheard of by our Service Department at this end.

Other Companies in East Africa under the one direction of African Transport Company, operate in Nairobi, Bulawayo, Mombasa and Dar-es-Salaam. These Companies are concerned with comparatively short distance routes and are fully equipped with Bell Punches and pre-printed tickets, shipped from Uxbridge. Transport Executives of all have received instruction and training in various ticket systems from Bell Punch both here in London and in their own countries.



HUDDERSFIELD EXPERIMENT

Huddersfield Corporation Transport Department is experimenting with two 43 seater single decker one-man operated buses. The trial has been sanctioned by the Ministry of Transport and is successful a further twenty buses of similar design are contemplated. The buses have been built to the special requirements of Mr. H. Muscroft, General Manager of the Corporation Transport and interest naturally centres on the special arrangements for complete operation by the driver without the help of a conductor.

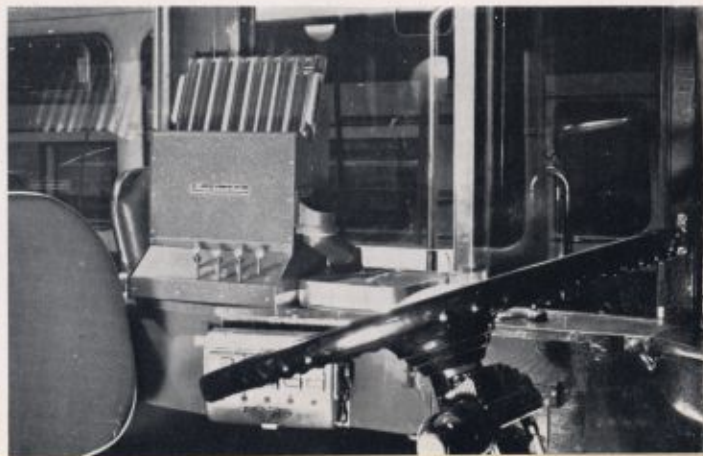
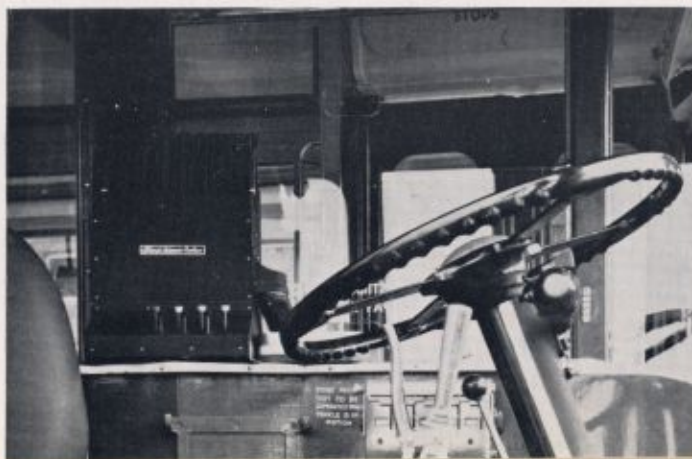
The two photographs reproduced below show the interior of the driver's cabin, which is rather larger than normal, and is entirely glass surrounded so as to give the driver all-round vision. The glass panel on the left of the driver has suitable slots through which passengers can ask for and receive their tickets, pay fares and accept change.

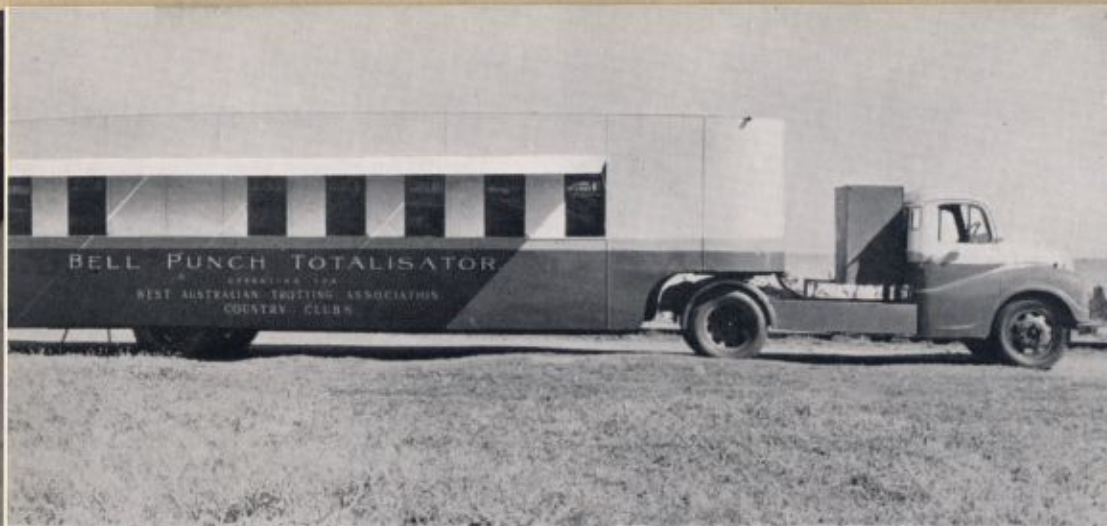
The driver is enabled to handle cash quickly and easily with the help of a Brandt Automatic Cashier mounted into the corner of the cabin; its coin tray with a cash counter, directly accessible to

the passenger, are fitted within the appropriate slot of the glass panel.

Provision for the fast issue of tickets has been made possible with "ULTIMATE" Ticket Issuing Machines. Immediately below the Automatic Cashier and the cash counter are fittings to hold two "ULTIMATES" side by side. The photographs respectively show only one machine in each of these two positions. Two are provided to ensure greatest possible speed of ticket issue; the Huddersfield range of fares is such that with one machine some values would have to be "married," but with a second "ULTIMATE" even this slight complication has been avoided. The controls of both "ULTIMATES" are readily accessible to the Driver, allowing easy operation without undue movement of his body towards the passenger.

Other Municipalities in the United Kingdom are considering trials on somewhat similar lines, and it is hoped to give further information of these in due course. This use of the "ULTIMATE" should be of wide interest in many parts of the world.

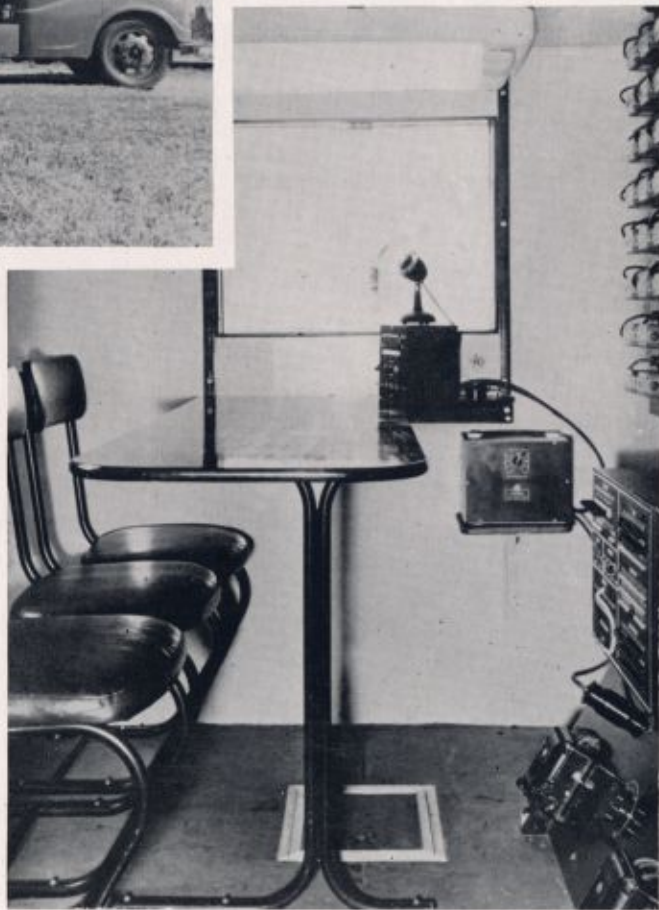




The Mobile Trailer Unit.

**BELL PUNCH
MOBILE TOTALISATOR
IN AUSTRALIA**

This equipment caters for 24 runners,
win and place, and has 14 ticket-
issuing machine selling positions.



*The Accountants Table and Numerator Panel
inside the trailer.*



"Sumlocks" in use at the Administration Office of the Italian State Railways in Florence.



Bergen Office Machinery Exhibition, 1951. Mr. J. Russell Clausen (left) on his "Sumlock" and "Plus" Stand with Mr. M. Johansen of Kontormaskiner, the Norwegian Distributors.

AUTOMATICKET LTD

CANTEEN CASH CONTROL SYSTEMS STAND N° 23

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Hotel, Restaurant and Catering Exhibition, Olympia, London, 1952.

“Can Automatic Limited supply us with a Ticket Punch?”

To receive such a query by telephone, even from a very large company of Biscuit Manufacturers would, at first sight, not appear to hold out much prospects of business. However, it is the job of any speciality Salesman worthy of the name to turn such vague enquiries to his own account. During the telephone conversation, which was actually prefaced by the above enquiry, an appointment was arranged for a preliminary investigation to be made.

The Salesman discovered that the Ticket Punch was required to cancel printed cards used for stock control in connection with packing on a piece-work basis of payment. Additionally, he found that every tin of biscuits was one of five weights; it was the responsibility of a Weight Inspector to discover which of these weights each tin was, and to keep an analysis accordingly by means of a hand tally.

Here indeed was scope to adapt one of the several systems Automatic Limited have at their disposal, and upon due consideration it seemed that the “ULTIMATE” would be the best proposition. The following schemes were therefore suggested.

First to deal with stock control, each packer should be provided with a single-unit “ULTIMATE” mounted on the packing counter. The code number of the machine is set to represent the packer’s number. As each tin of biscuits is packed, the packer issues a ticket from the “ULTIMATE,” puts it inside the tin which is then put on to the conveyor belt. Details printed on the ticket are in the form of a complaint voucher with the request that in the event of the biscuits not being up to standard the

ticket should be returned; the complaint, by reference to the number appearing on the ticket, can then be identified to the particular packer. The starting and finishing number on the ticket and machine recorders are taken daily and the difference between the two represents the number of tins dealt with by a particular packer during that day. From this information the packer’s weekly bonus of pay can also be readily and accurately assessed.

The second scheme submitted, dealt with the weighing of the tins of biscuits. It provided that each Weight Inspector be issued with a five-unit “ULTIMATE” loaded with five different coloured tickets each printed in bold type with one of the five different weights of tins. The packed tin is removed from the conveyor belt by the Weight Inspector who weighs it and issues the appropriate weight ticket from the Machine; this is then stuck on the outside of the tin. The code letter on this ticket identifies the Weight Inspector, and the distinct colours of the tickets permit speedy and accurate weight recognition of the tins, thus facilitating Warehouse sorting. A return of the ticket and recorder numbers for each weight gives an accurate and speedy record of the Factory’s daily output, which can be cross-checked against the packer’s returns taken from the single-unit Machine.

The fact that a sale of single and five-unit “ULTIMATE” resulted from the schemes submitted, and that there are high hopes of more Orders following, is not so important as is the discovery of yet another application for a Bell Punch product. And all this resulted from a seemingly uninteresting enquiry!

Fighting Phantoms

It has been said that the World is more superstitious today than it has ever been. It is true that we have shed many a superstition dating from before written history, and particularly many of those which we acquired in mediæval times, but we have added many new ones. It is the social historian who must judge whether our new acquisitions exceed the absurdity of the old ones, or not; old or new, their absurdity is generally recognised—by those who do not happen to share them!

Such readers of "News and Views" as may be engaged in promoting the sales of the Key-Drive Adding Calculating Machine are accustomed to encountering more difficulty in overcoming such Phantoms of the human mind than in meeting the more real objections. On the other hand, those of our readers who may not be engaged in this Phantom Fight may think it a simple matter to sweep aside shapes without substance; but this is to ignore the very nature of Man. He clings to his unreasoning beliefs and prejudices with a tenacity which would level most of his real difficulties if he would only employ its force to that more sensible purpose.

In this series of articles we propose to deal with a few of the unreasoning prejudices which give the Salesman of the Key-Drive Machine so much trouble; and that whether his activities lie in the Frozen North or the Torrid South, or in the milder climes between.

The first of these is the extraordinary—but nevertheless rooted—fallacy that in order to be sure of an Adding Machine adding up a series of items correctly, it is necessary for that Machine to print them as well as total them. Let us examine the case in the cold light of reason.

Supposing we have no Adding Machine and are faced with the problem of totalling a long list of figures written down on the page of a book, or on a sheet of paper. What do we do? Using whatever mental skill of the special kind which we may possess, and using any mental short-cuts with which such skill may arm us, we just add digit by digit all down (or up) the page, memorising each previous accumulation. We write down the answer for each vertical digit-column until the sum is complete. Knowing that the job has placed a considerable burden upon our minds, we do not trust the Total written down and so we proceed to repeat the whole process. If the second result, line by line, should be the same as the first, we accept the Total as correct.

Do we think it necessary to copy out and write down all the items one under the other on *another* sheet of paper?

And, if we did, how would this help us to obtain additional proof of accuracy? Of course, if a second list of the added items were required *as a list* we should then wish to ensure that no item had been omitted or copied incorrectly; but this is not to check the addition, it is to check the copying of the list itself! Our example is of the job which

most Clerks have to perform innumerable times for innumerable purposes, and what nearly all Adding Machines are, in fact, purchased for. The copying of lists is another kind of job altogether, which occurs but comparatively rarely in modern commerce—thanks to Carbon Paper.

Yet, whilst the absurdity of doing this unnecessary work at all (much less considering it essential as a proof of accuracy) would not occur to any Clerk working additions mentally, it is by many otherwise reasonable Executives considered essential if the work of an *Adding Machine* is to be proved correct!

If most mental addition in an Office is performed by accumulating the figures *where they are already written down*, why does comparison with a printed copy of the figures only assume the force of necessity when the same Clerk is equipped with a Machine? Nor does the absurdity of the false concept end there; even in feeling that "there ought to be a list," he knows that he would almost certainly dismiss any Clerk in his employ who spent his time "calling back" or visually comparing every addition Total. He knows, in fact, that this would be an excellent way of turning one of the commonest and quickest clerical jobs into one which would speedily bring his Office work to a standstill.

When this is pointed out to the prospective buyer, he usually knows he has been "caught out"; and this, of course, leads him to search to every nook and cranny of his mind for something which he hopes will *sound* reasonable. One of the

commonest comments to emerge is something like—"Well, how can I check unless I have the list?"

Plain commonsense answers: how then does, or did, he check the job without a Machine? By copying it down on another sheet of paper,—or by adding it up again on the same sheet?

At last there usually emerges the hidden boggy so sedulously nursed into the semblance of a veritable giant. It goes like this: "We sometimes need a list of the individual items as well." In most businesses at various times, lists of figures have indeed to be prepared and checked, but the operative word is *sometimes*. For the plain fact of the matter is that, in order to produce an unnecessary list *every time any kind of Adding is performed*, in comparison with the same work done by a Key-Driven Non-Listing Adding Machine, is at least to double the time required. Resorting once again to plain reasoning then, it amounts to this: that, in order to perform one particular and very occasional adding job combined with a copy list of the figures added, (say a monthly Trial Balance) the ordinary work of routine additions which occur every hour of every day is to be slowed down by half or more! Speaking colloquially, it just doesn't make sense.

So, readers of "News and Views" who are faced with this problem in their daily work can take heart by remembering that Phantoms and Ghosts fade away when you let in the light!

In the next of this series we will deal with the man who is convinced that automatism is everywhere and always synonymous with increased efficiency.

BELL PUNCH COMPANY LTD., 39 ST. JAMES'S STREET, LONDON, S.W.1

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