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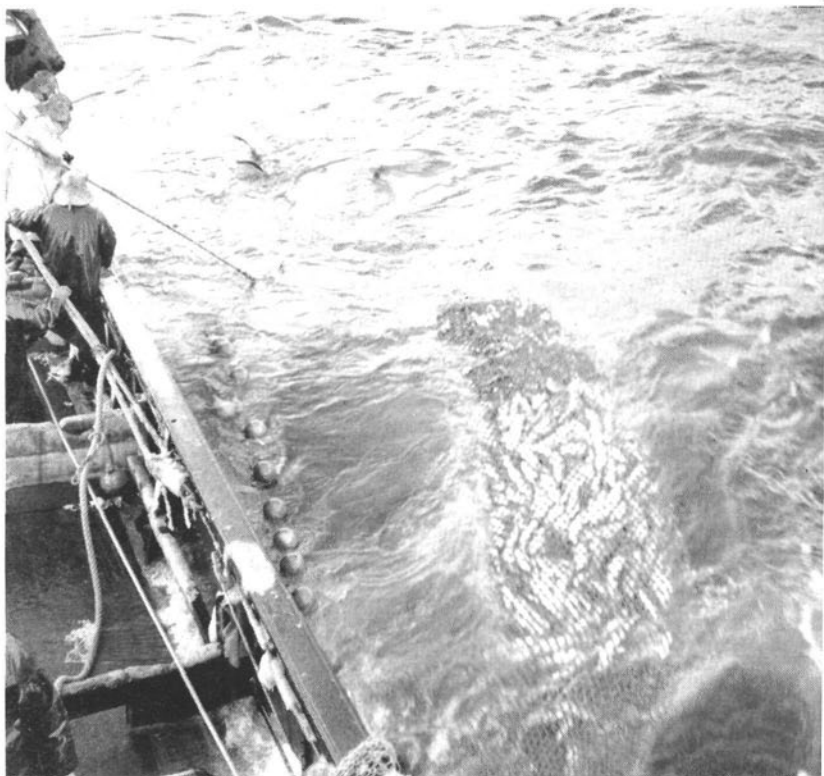
OUR COVER PICTURE

Groundsman F. Prince marks out the wicket at Dulwich while Lesley James looks on critically.

If you can write a letter you can probably write an article or a story for *J.S. Journal*. There are no limitations on subject matter though we suggest that writers should stick to personal observation or experience for their material. For contributions from J.S. staff we pay at the rate of £2-2-0 for every 750 words published. For photographs by members of the staff we pay 10/6 for each print published.

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Fishing and Freezing

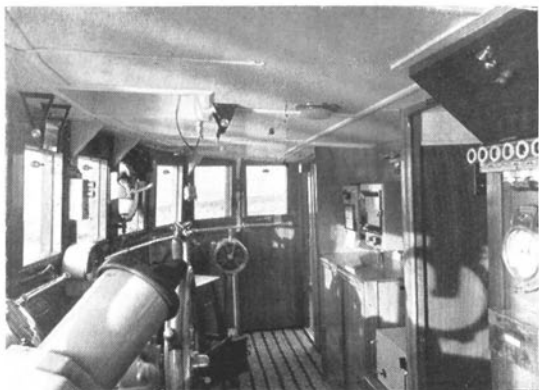
grounds of the North Atlantic and the North Sea is worth, on landing, about £40,000,000 a year. There are well over 1,000 deep-sea trawlers and about 8,000 inshore fishing boats kept busy all the year round bringing in the fish we eat. The picture above shows a trawl full of fish coming up beside the trawler. It will be hoisted aboard and the catch released on to the deck to be cleaned and stored below.

Now that some J.S. branches are selling fish, the *Journal* felt this would be an appropriate moment to give an outline account of the fishing industry. The catch that British fishermen bring in for sale from the fishing



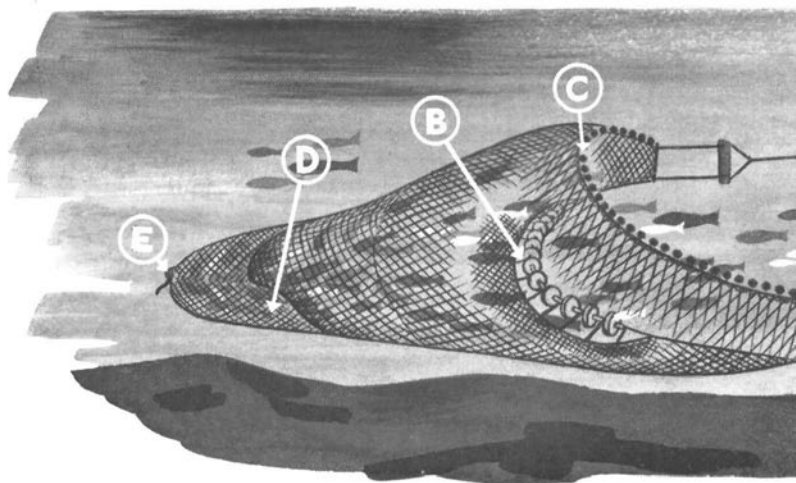
A Modern Trawler A ship like the one above carries a crew of 13 to 15 men and has room for 20. It is equipped with modern navigational aids.

The crew's quarters are very comfortably furnished and the galley is a very up-to-date kitchen. Trips to Distant-water (see map, p.5) keep a trawler out for as long as three weeks. Near- and Middle - water trips take nine or ten days. The picture on the right shows the bridge. In the foreground is the radar viewing apparatus.





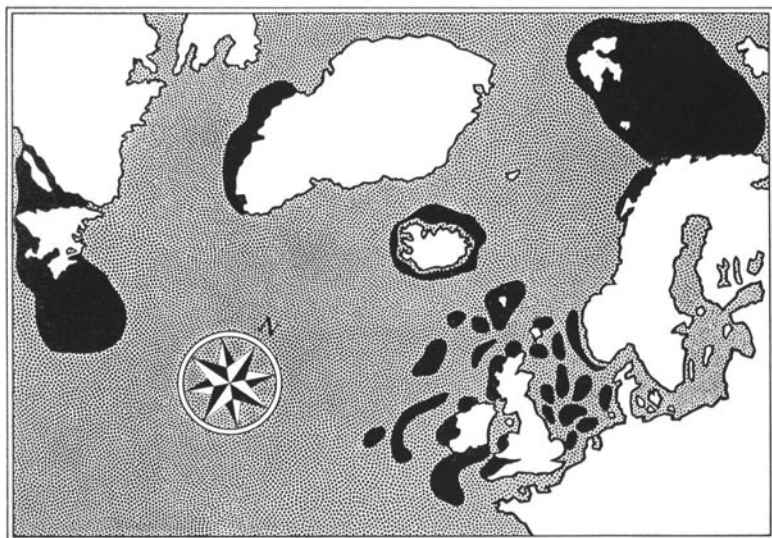
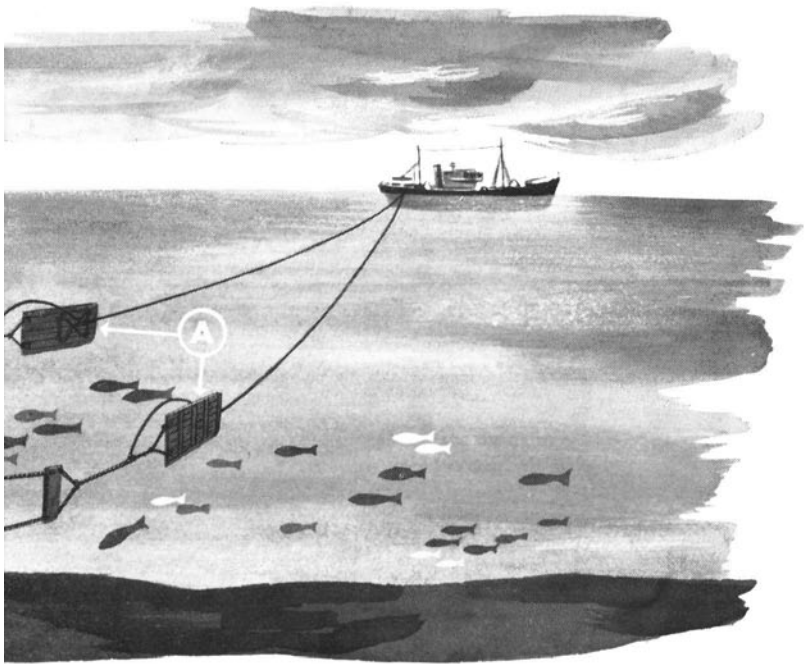
Braiding Nets Trawls are made up of several large pieces of net. The wings, belly and cod-end must be shaped so they fit together and the pieces are "increased" or "decreased" rather like a piece of hand knitting. So far the machines used to make nets haven't been able to do this. Fishermen prefer trawls made by hand. The picture shows a braiding room in Grimsby.



How the Trawl Works The trawl is towed a couple of hundred yards behind the ship and runs along the sea bed. The "otter boards" (A) keep the mouth of the trawl open by the deflecting pressure of the water, which forces them outwards. The "ground line" (B) is weighted with wheel-shaped weights which help to ease it along the bottom, though fouling of rocks or wrecks is not uncommon. Floats (C) lift the upper edge of the trawl mouth. The fish swim in and are caught in the "cod-end" (D) (some fishermen call it the "money-bag"). When the trawl is winched in it is hauled above the deck and the "draw-rope" (E) at the tip of the cod-end is pulled. It opens and spills the catch on the deck. There the crew gut the fish, sort them and store them in ice in fish rooms below deck. As much fish as possible is packed on shelves to save it from damage.

Where Trawlers Fish ►

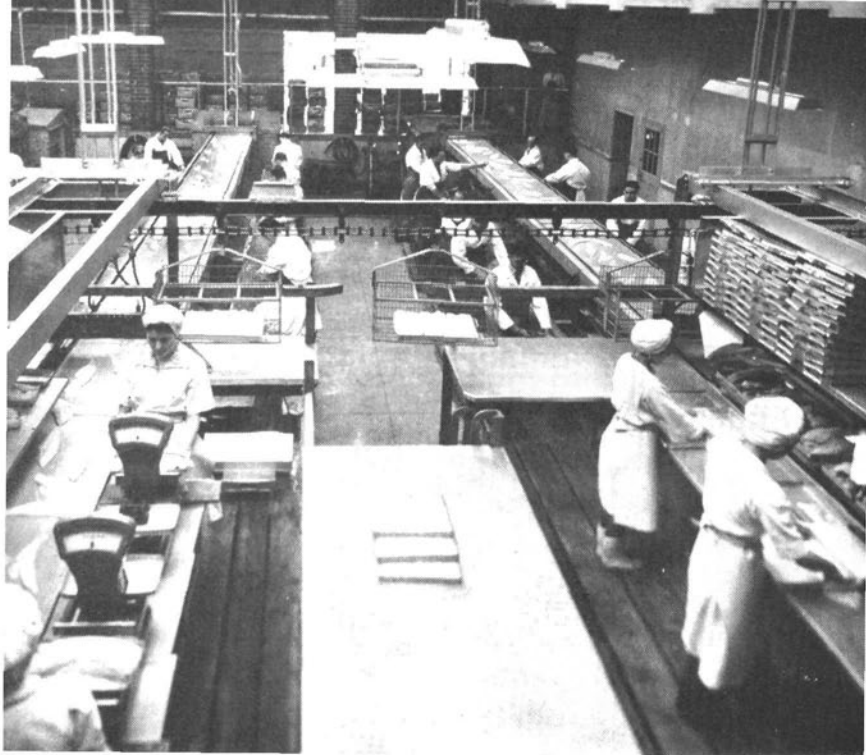
The map shows approximately the main areas from which our fish come. It is only on these well-established grounds that a trawler will find a good catch. Though even that is something of a gamble.





At Grimsby Fish Market

The trawlers come in and unload at night. The dockers (they are called "lumpers" at Grimsby) lay the catch out in aluminium "kits" each of which contains ten stone of fish. It is then auctioned. Even if a firm has its own trawlers the fish must go into the auction so that a daily market price is established for it. This arrangement means that the value of the percentages of the landing price which go to the officers and crew of the trawler are decided in the free play of the market and not by decision of the owners. It is an arrangement which most agree puts a premium on both the quantity and the quality of fish.



Filleting

The fish, once sold, is brought to the factory. In the picture above the unloading bays are at the back. It is checked in and then passed on to the filleters. These men are paid piece rates based on speed of output and weight of fish fillets produced. The rates vary for different fish; bream, for instance, makes a lot of waste as against cod. A skilled filleter will do 20 kits of cod in a day's work—that's 2,800 pounds of fish! The waste is carried away on a conveyor below the floor level, packed into barrels and converted into fish-meal, a useful animal food.



Inspection and Grading

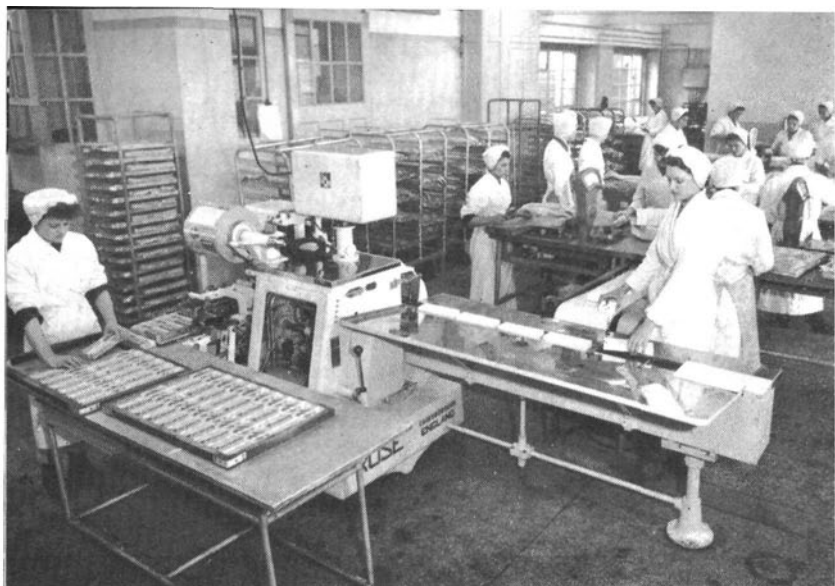
The fillets are brought on conveyors to the packing area where they are inspected and graded. The large fillets go into caterers' packs of seven pounds, are blast frozen and



"glazed" in ice. This is done by dipping the pack in water which freezes instantly. The fillets for the retail trade are carried by conveyor to another room where they are graded, weighed and packed.

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Wrapping and Freezing

The fish we sell at our branches is first packed by hand and passed to the wrapping machines. These machines wrap the printed wax paper round the carton

and when each tray is full of packs of fish fillets they are taken off to the Jackstone freezer, where they stay for 2½ hours at a temperature around -20° . That's pretty chilly and fish treated this way is as good to eat on thawing as it would be if you had taken it straight home from the fish dock.



We would like to thank the Ross Group for their help in preparing this feature and for the photographs of their ships and factory.

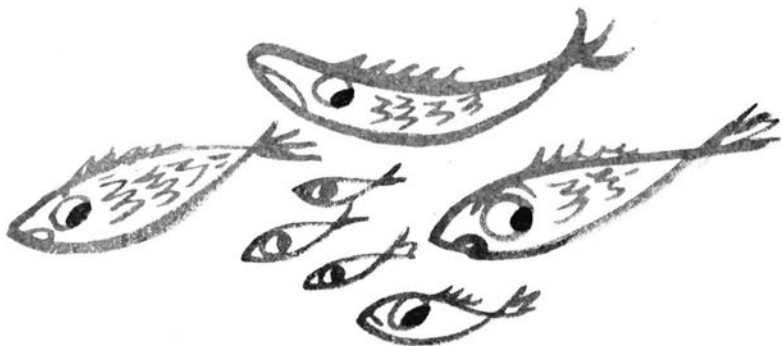


Russian Round-up



“THE Cossacks of the Urals have a singular way of catching sturgeon and it is a method, I believe, unknown in any other part of Europe. At certain times in the winter the men assemble in large numbers by the side of the river and, dismounting from their horses, cut a deep trench across the stream from one of its banks to the other. They lower their nets into the water and arrange them so as to block up the entire channel, when, getting on their horses, they will ride for seven or eight miles along the banks. They then form a line of horsemen reaching from shore to shore and gallop down in the direction of the nets, the fish, hearing the clatter of a thousand hoofs, swim away from the sound and dart like lightning in the opposite direction. Here their course is at once arrested and they become entangled in the trammels. The quantity of sturgeon is at times so large that the sheer weight of the fish is sufficient to force a passage through the nets, a blank day being the result to the fishermen.”

From A RIDE TO KHIVA by Colonel Fred Burnaby (1875/76)





The Committee

Bournemouth S.S.A. Section

From l. to r.
Mr. D. Cole,
Miss E. Tollerfield,
Miss Gardner,
Mr. Coldham,
Mr. B. Coward,
Mr. D. Fish,
Miss A. Newbury,
Mr. D. Brun,
Mr. C. Smith,
Mr. R. Farrell,
Mr. G. Milne,
Mr. D. Whittall
Mr. J. Rose.

OUR S.S.A. section at Bournemouth includes the four local branches at Bournemouth, Boscombe, Southbourne and Westbourne. It has a membership of 166, a high proportion of our staff at the four shops. We called recently on Mr. C. Smith, who is manager of the Bournemouth Branch and chairman of the S.S.A. section, and, in a brief lull in the holiday season trade,



Out and About

Here are some of Bournemouth's members on an outing to Southsea in 1951. Recent trips have taken the section to Blenheim Palace and to the Isle of Wight.

got him and Mr. D. Whittall, the secretary, to tell us about how the section runs its affairs.

They have a committee, 14 strong, which is elected at the annual general meeting. There is always a general discussion, after the election, on plans for the year, and Mr. Whittall told us he goes to the meeting with a list of possible events and outings so that they can get right down to discussing, in a practical way, what they would like to do. The new committee then has a fair picture of what is expected by the members and can plan with confidence for the following year. The section committee includes two representatives, a man and a woman, from each branch, meets monthly, plans the social activity and appoints sub-committees to run sports like darts, cricket and netball. They run an Autumn Draw to raise cash for the Children's Christmas Party. Last year they raised £50 and, encouraged by success, they've doubled the target this year.

They aim to hold one social event every month, including a spring and an autumn dance at the Grand Hotel. They can expect about 250 guests at each of these dances. Bournemouth is well provided with hotels and bands, and with restaurants and theatres too, so besides the two dances there are two dinners followed by a show. The last one nearly topped the 140 mark for guests.



Having Fun

When the section held its last dinner and show outing, on July 9th, there were nearly 140 members and guests there. They had dinner at Fortes and went on to see the Bob Monkhouse Show at the Pavilion.



Mr. D. Whittall, secretary of the section, with Mrs. Whittall.



Christmas time—every year the section holds a children's party.

Mr. C. J. Smith, Chairman of the S.S.A. section and manager of Bournemouth branch, with Mrs. Smith at the section's spring dance at the Grand Hotel.





Prizewinners line up loaded at the Grand Hotel.



The section's jazz combo:
l. to r. Mr. Arnold,
Mr. R. Cole and Mr. J. Moss.



When it comes to outings Bournemouth's S.S.A. members have exhausted the possibilities of the local countryside and, so we were told, "They don't feel they've been anywhere unless they've done three hundred miles in the day." Outings take them, for example, to Oxford and Blenheim Palace, to the Isle of Wight and, possibly more remotely, soon to Dartmoor and even South Wales. The local British Railways are very helpful and, of course, a train can take you further faster and will save you time by serving meals while you're travelling. They try hard to cater for all in planning their outings and, for instance, run one coach on their outings for those with young families, who have to get home early, and the other coach for those who like to make a more leisurely and sociable return journey.



NETBALL TEAMS

Bournemouth

Standing: Eileen Hillyer (umpire).
Kneeling, l. to r.: Evelyn Tollerfield, Marie Stanley, Joyce Read, Sandra Docherty. Sitting: Anita Chinneck, Angela Newbury, Sally Moss.



Boscombe

Standing, l. to r.: Maureen Kernan, Sheila Hayes, Elsie Fuller, Heather Batchelor. Kneeling: Valerie Newberry, Pamela Loveless, Nora King.



Southbourne

Standing, l. to r.: Jean Breakingbury, Vera Alcott, Norma Willis. Kneeling: Shelia Skellon, Rosemary Jones, Rosemary Crocker, Janet Gelnister.

Sport at Bournemouth

Bournemouth has a well-supported cricket XI which, while it can't play in the local league, has a long list of friendly fixtures with local teams like Bourne Radio, Christopher Hills (a builders firm), British Petroleum and the R.A.F. The S.S.A. XI had won seven, lost four and tied one in the 12 matches played before our visit. The tied match was against 'Y' section at Dulwich, when both teams scored a straight 99 each. A return match was held at Bournemouth but rain stopped play.

Bournemouth has a very busy darts secretary in Mr. D. W. Cole who captains their team. He told us that about 40 people of the section take an active part in the darts competitions, and

Southbourne's team in action.



Committee discussion. Miss Gardner, Boscombe branch representative; Miss E. Tollerfield, Bournemouth branch representative; and Miss A. Newbury, the Netball secretary.



Here's the St. Trinian's team with the Boscombe girls who played them last July. Under the gym slips, wigs and pneumatic aids were some of the section's butchers who, playing a vigorous

but unorthodox game led by 9 goals to 8 at the end. It might have been more if the winners hadn't run into trouble with their disguises.

at the finals of their 24-team knock-out competition about 120 supporters turned up at the Hare and Hounds.

The section team has given a very good account of itself in the Arcady Trophy and in the Walters Cup, but the long journey from Bournemouth up to Blackfriars or New Malden is against good performance. There are two section teams in the Bournemouth Business Houses League. The 'A' team reached the first division this year after being runners-up in the second division. 'B' team plays in the third division. The two teams have separate pubs for their home grounds. 'A' team uses the King's Arms and 'B' go to the Hare and Hounds.

Latest and very popular addition to Bournemouth's sports



Darts

Bournemouth 'A' team who were runners-up in Division II of the Bournemouth Business Houses Darts League.

From l. to r.: Messrs. W. Effemey, R. Mealing, D. Fish, W. Tucker, J. Rose, D. Whittall, R. Carr, E. Summerton, D. Cole, R. Cole.

Bournemouth's 'B' team after a success in a local contest.
 From l. to r. : L. Hitchcock, J. Moss, I. Sutton, D. Smale, R. Farrell, — Castldini, B. Coward, a visitor from Eldridge Pope, Mrs. Gauthier, C. Wright.



activities is netball. They have three teams, one each at Bournemouth, Boscombe and Southbourne. They were started last winter by Miss E. Tollerfield, clerk at Bournemouth, and they have had a lot of support, even from the male side of the section. Miss Tollerfield said she hadn't played netball before this, but the captain, Miss A. Newberry, played at school and so, of course, had a number of the other girls. Their only concern is that at present they have to go a long way to the grounds.

We left Bournemouth feeling that this is an S.S.A. section that has got a firm grasp of the problems of organising some successful social and sporting life for its members. They plan their year's activities well ahead, they make sure their members know what they want, and whatever they're organising they make a really thorough job of it.

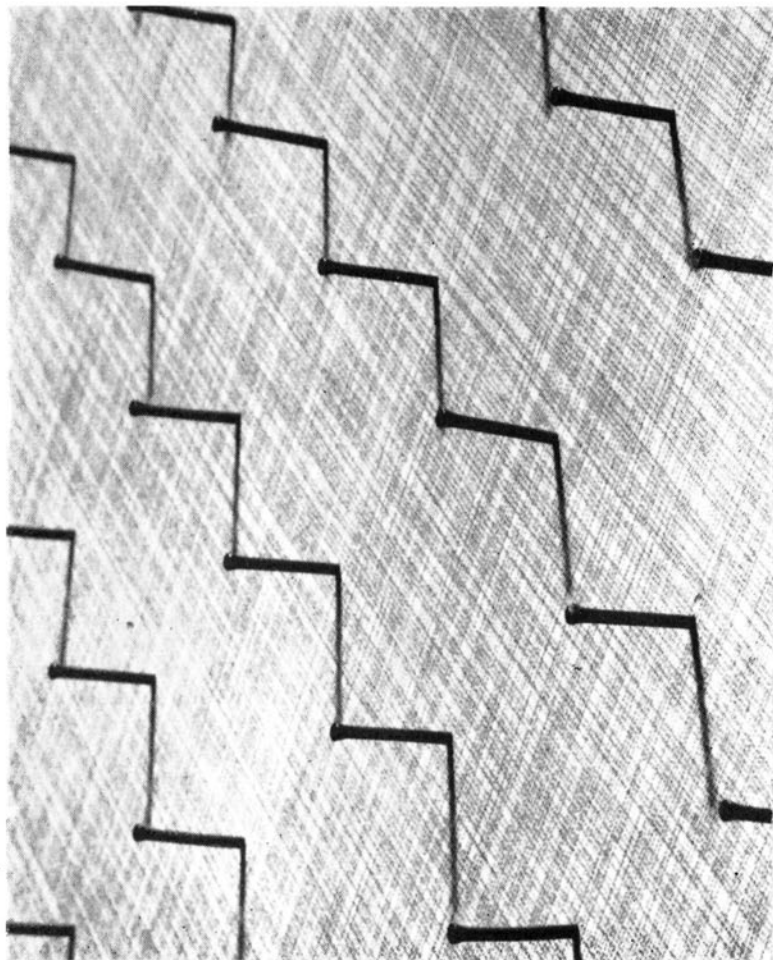
Can you identify the object in the picture below? For the first correct identification to be opened *J.S. Journal* offers a prize of a

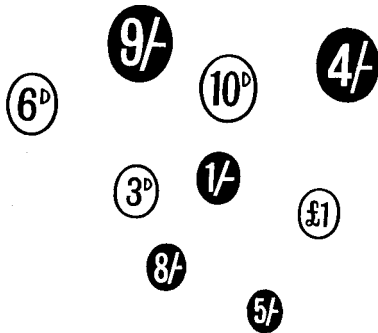
£1 • 0 • 0 Premium Bond

Entries should be sent to *J.S. Journal*, Stamford House, London, S.E.1, marked "?What" and must arrive not later than October 7th, 1958.

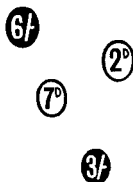
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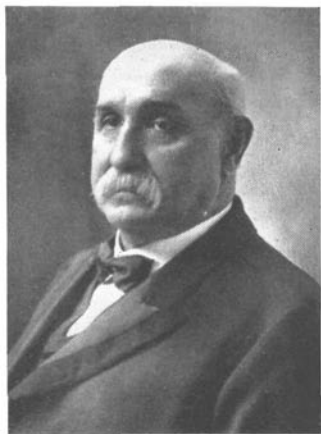
Cashmanship



The Cash Register Story
by **B. T. Ramm**

THE cash register was a product of America's industrial revolution during the second half of the 19th century, an era which saw the invention of the telephone, electric light and the typewriter—all devices fundamental to modern commercial life.

The concept of a cash register came from James Ritty, a saloon owner in the town of Dayton, Ohio. Legend has it that in 1878 Ritty was so worried by pilfering by his bartenders that he suffered a nervous breakdown and took a vacation trip to Europe in order to recuperate. On the voyage across the Atlantic he became friendly with the ship's engineer and whilst watching the revolution counter in the engine room he had the idea of adapting the same principles to count the dollars and cents taken

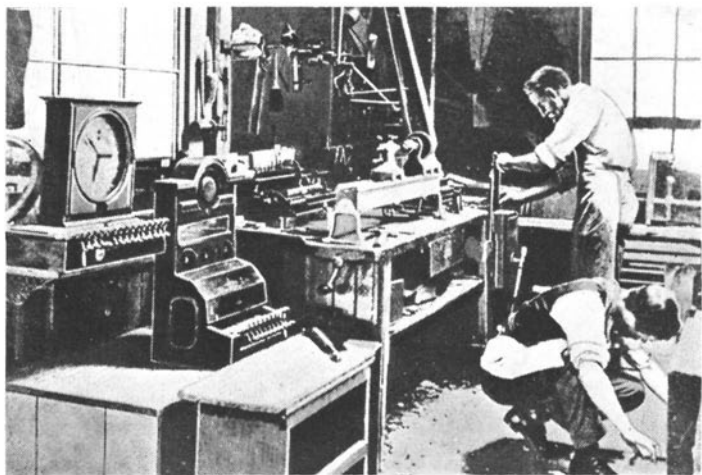


Inventor James Ritty, an Ohio saloon keeper. He worried so much about his bartenders' pilferings that he had a nervous breakdown and had to take a trip to Europe. He had the idea for a cash register whilst spending soothing hours watching the revolution counter in the ship's engine room.



Promoter John H. Patterson made a pile of money in coal. At the point of retirement he bought a controlling interest in the firm which made cash registers, and invented modern American salesmanship in the course of his strenuous efforts to break down sales resistance from sceptical employers and resentful employees.

over his bars. He was so taken with the idea that he cut short his stay in Europe and returned to Dayton where he set to and designed his first cash register. This showed the amount of each transaction on a large dial like the face of a clock. A second machine was soon made improving on the first one and was patented on the 4th November, 1879. The next machine substituted figures printed on small plates for the dial and, apart from the fact that there was no cash drawer, the register began to look very much like it does today. This was followed by the first machine to be put on the market and this recorded sales by pricking holes in a roll of paper.



First Factory

The first cash registers were made in the workshop above. On the extreme left you can see the first machine which had a large dial to show the amount of each sale.

Ritty never made a commercial success of his cash register and after a two year struggle he sold out in 1883 to Jacob Eckert. Eckert added a cash drawer to the register, and a bell that rang whenever a key was depressed and the drawer opened. He formed "The National Manufacturing Company" to manufacture his registers but still did not succeed in making any money out of them; his company lost money steadily and became something of a local joke. This state of affairs continued until 1884 when John H. Patterson came on the scene.

Patterson, a remarkable man, who first trained to be a school teacher, realised that there was no money in that career. He became a toll-collector on the Miami and Erie Canal, and later bought up a coal dealer's business. This he expanded until very soon he was mining as well as transporting and



Ancient and Modern

On the left is the old-fashioned brass register of the 1890's. Lots of these old machines are still in use. On the right is the sleek, new, electric National ITEMmatic register.

selling his coal. At one stage he found that although he had a large and efficiently run business with little competition and no bad debts, he was losing \$1,500 a year. He was suffering from the same trouble as James Ritty with his salesmen purloining part of each day's receipts. One day he heard of Ritty's cash registers and immediately purchased three of them. Within six months his loss had been converted to a profit of several thousand dollars.

In 1884 John Patterson and his brother Frank retired from the coal business and set out for the West to take up cattle farming. On the eve of buying a ranch they got into conversation with a merchant from New England. The merchant when asked how he could afford to take such a long holiday away from his business explained that it was largely because he had a cash

register; every day his manager was sending him the roll from the machine. This, together with his own experience, so impressed John Patterson that he gave up the idea of cattle rearing and went back to Dayton.

There he bought a controlling interest in The National Manufacturing Company (a name soon to be changed to The National Cash Register Company) for \$6,500 and with it took over a business that became the passion of his life. His first step was to launch a great sales campaign, whilst his brother Frank took over the management of the factory. John Patterson was virtually the originator of American salesmanship as we know it today. He had to create a completely new market. Not only had he to show that the machine worked but also that it conferred many advantages on the user apart from the control of pilfering. His original sales force of five soon expanded to 30 and Patterson organised their training on scientific lines. He interrogated his crack salesman and got from him what he called his "selling talk." This was taken down by a stenographer hiding behind a screen and published as a book entitled "The N.C.R. Primer—How I Sell a Cash Register."

The Business Spreads Overseas

Some idea of the force behind Patterson's sales campaign can be got from the fact that within a year of taking over the struggling business in Dayton he had sold his first cash register overseas to an English retailer. In the same year, 1885, he opened his first overseas agencies in Liverpool and Bristol. Since then the company's operations have spread to 950 offices in 95 different countries; their latest extension in Great Britain was the opening in 1947 of a modern factory at Dundee for the manufacture of registers and office machinery. This Dundee factory was the first of two modern daylight factories to be built over here which, with their delightful surroundings, reflect traditions originated by Patterson.

John Patterson was not only a pioneer in salesmanship, but he was also a pioneer in the provision of modern amenities for his staff. On one occasion in the earlier days at the original plant, he was troubled with the return of a shipment of cash registers from England because of defective workmanship.

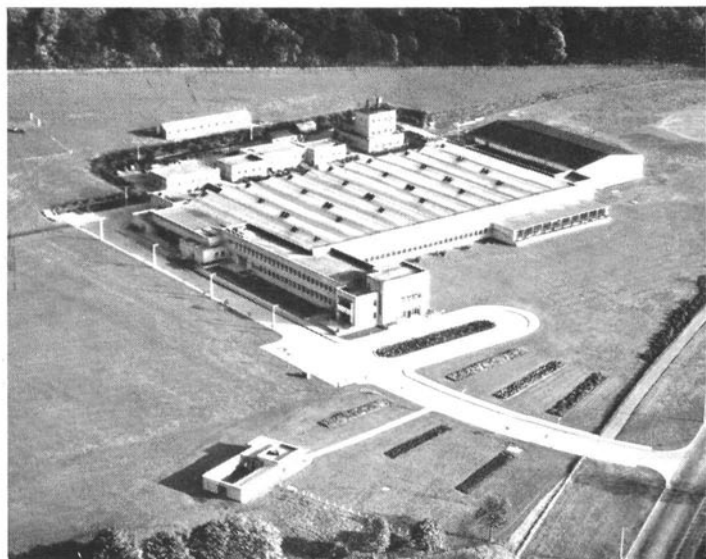


The Dayton Factory

This is how N.C.R.'s factory looks today. The Company pioneered many developments in the field of staff amenities.

He immediately moved his desk from the office to the factory, and soon found that the root of the trouble lay in the bad conditions under which his employees worked.

He cleaned the factory, provided the men with clean water for washing and drinking, gave each of them an individual locker and remedied the situation almost overnight. It was this experience that led Patterson to construct his future factories in such a way that everybody worked by natural light. More was to follow; in 1904 he saw a woman worker warming a glue-pot on a radiator. On closer investigation he found that the pot contained coffee, and this was the beginning of staff canteens. It gave him the idea of providing hot meals for his women workers, and later



The Dundee Factory

This modern factory was opened in 1947 for the manufacture of cash registers and of office machinery.

for all his employees. Soon this was followed by baths during working hours, medical services, sports grounds, lunch-time film shows, evening classes and holiday trips. Besides his schemes for staff welfare Patterson produced one of the first house journals with his "Factory News" in 1891. He was so keen on this type of publication that on occasion he had as many as three different journals running at once.

A not unnatural development from the cash register was the book-keeping machine. These machines were first made in the early 1920's, and N.C.R. now make an extensive range of accounting and book-keeping machines, some of them of an awesome complexity. Pay slips, hotel bills and bank statements are all produced by these types of machines. During the past few years a further development in calculating machinery has come

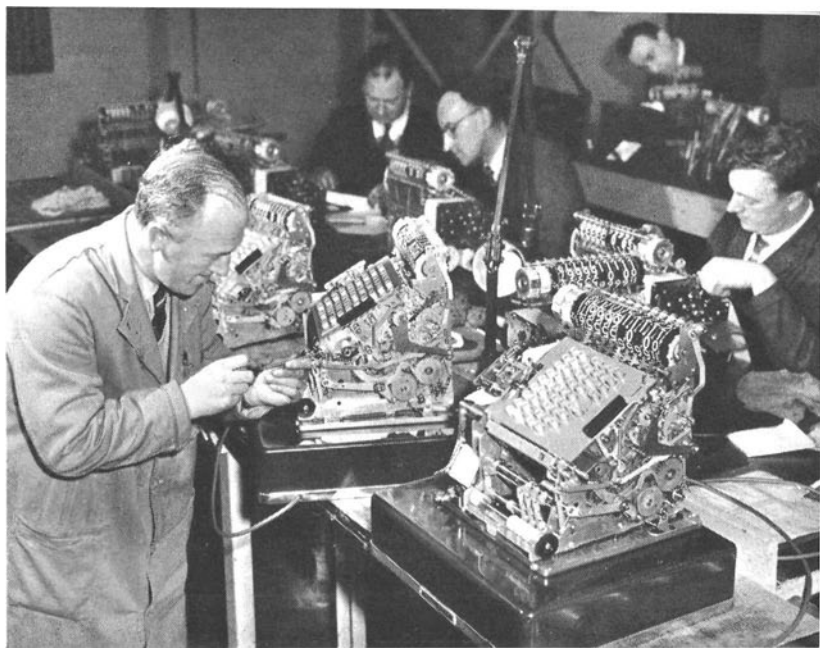


Photo: *The " Scotsman "*

On the bench Putting the finishing touches to cash registers at the N.C.R. factory in Dundee.

with the invention of the electronic computer. This type of machine, with its memory and ability to choose the appropriate course of action according to the results of its previous calculations, is the latest step towards a fully automatic office, and has not been overlooked by The National Cash Register Company.

In the United States N.C.R. are designing and producing their own computer, whilst over here an arrangement with Elliott Brothers is enabling them to market and install the Elliott 405 Computer.

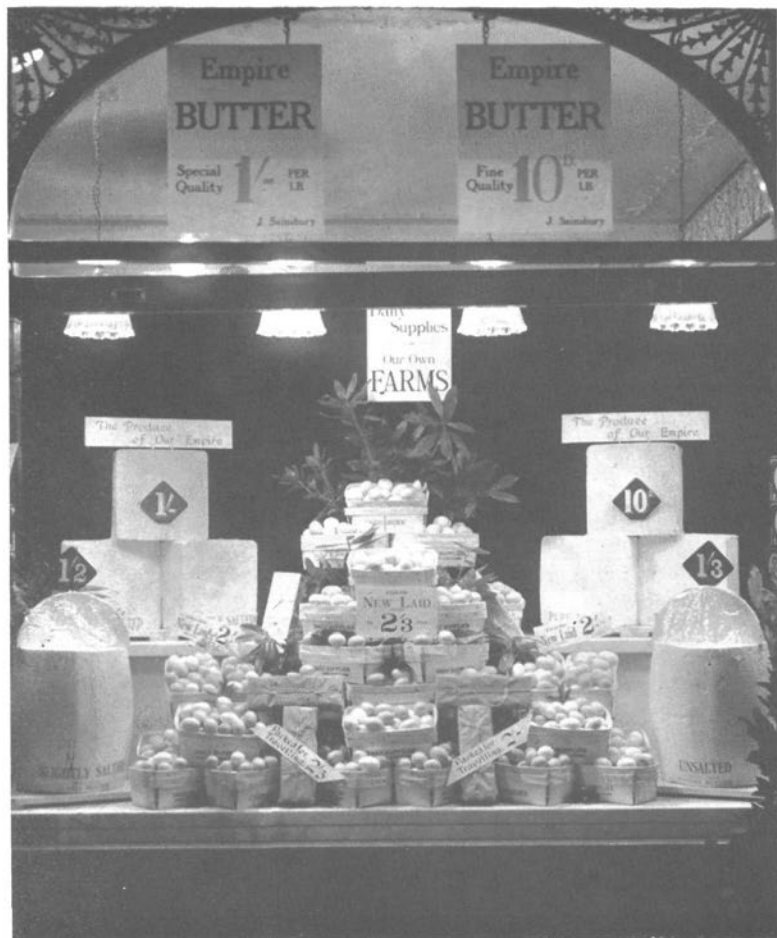
Although this article has been headed "The Cash Register Story" it has become the story of The National Cash Register Company, and thus reflects the part played by this company in the cash register business. Even the simplest manually operated cash register contains nearly 3,000 different parts, each of which



Book-keeper The National Post-tronic, a large book-keeping machine used in many American banks.

require, on average, seven different machining operations for their manufacture and is, therefore, an extremely complex piece of machinery. The advantages gained from Patterson's pioneering work are, therefore, enormous, not merely from his patent rights, but also from his early work in building up a range of registers and a highly efficient service organisation. This does not mean that N.C.R.'s position has been allowed to go unchallenged either by fair competition or by infringement of their patent rights. The latter gave rise to many long and bitter law-suits at the beginning of this century which, before they were finally won, culminated in the Federal Government of the U.S.A. itself filing a suit against N.C.R. under the Anti-Trust Laws. It did not, however, succeed, although acquittal came only after appeal.

We would like to thank The National Cash Register Company for their help in the preparation of this feature, and for lending us the photographs used. The history of the Company is told in *Wherever Men Trade* by Isaac F. Marcossou, published by Dodd, Mead & Co., of New York, which is the source of some of the material used in the article.



Down Memory Lane

This handsome window, photographed after a visit by Mr. John to our Victoria branch, dates from 1934. Real butter was used in it under cellophane covers—an innovation. The eggs are in chip baskets which were normally used to pack trussed chicken. If you look closely at the front row of eggs you'll see a couple of egg cartons wrapped in brown paper, tied with string and ticketed "Packed for Travelling." This was a popular service to customers at the Victoria branch. Our picture was sent in by Mr. T. W. Smith of 147 Balham who was employed at Victoria in 1934.

Shoppe Signes



THOUGH few trade signs—apart from the Barber's Pole and the Pawnbroker's

Three Golden Balls—are to be seen on shops today, they have, in the past, rendered useful service to both shopkeepers and customers.

Until the beginning of the 18th century, the practice of numbering houses and shops was little known. Trade signs served, therefore, as a means to identify shops. Thus in 1658 Mistress Smithe would probably buy her groceries, not from number six Cheapside, but at the Signe of the Sugarloaf.

In *Trade Signs and their Origins*,* Cecil A. Meadows tells a fascinating story of signs that have been used in nearly 200 trades, including various sections of the grocery and provisions trade.

Mr. Meadows reminds us that as trade increased during the Middle Ages, so did the popularity of shop signs. At first they gave a clear visual indication of the particular trade. Later, as trades became more numerous, the signs took other forms, such as animals, birds, trees, flowers, stars, planets, heroes, poets and authors.

The signs themselves, fixed above the shops and overhanging into the narrow streets, were sometimes very large and a menace—if insecurely fixed—to passers-by. It is hardly surprising that legislation, enacted in about 1760, resulted in the signs being removed and fixed to shop fronts.

But the increasing adoption of street numbering eventually brought about a decline in the use of shop signs. By the end of the last century they had all but disappeared.

The author points out that while some trades had only one sign, a variety were used in the grocery and provisions trade. Most common among grocers was the Sugarloaf, usually

* *Published by Routledge & Kegan Paul, 21s.*

arranged in a group of three. Conical in shape, it represented the form in which sugar, up to the early part of the 19th century, was marketed.

Widely used by grocers and teamen were the Canister, the Golden Canister, the Tea Chest and Canister, the Green Canister, and the Teapot. The last named was also favoured by teamen, as was the Tea Tub. Principal signs used by Cheese-mongers were the Dairy Maid and Churn, and the Dairy Maid and Cheese.

Few butchers appear to have adopted trade signs, though Elijah's Raven, with a chop in its mouth, was used by one London butcher. Provision dealers used the Ham and Tongues. For poulterers, the Swan was an appropriate choice, since this bird was at one time a main item on the menu at civic feasts.

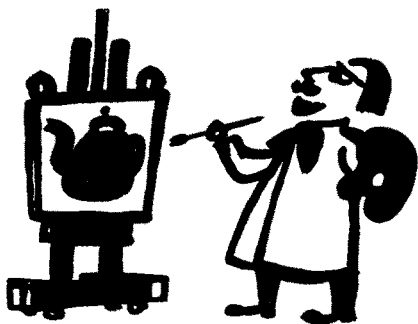
Popular with oil and colourmen were the Olive Tree and the Oil Jar. These, together with the Orange Tree, were also used by Italian warehousemen.

Also used in the food trades were combinations of signs. Some grocers, for example, favoured the Sugarloaf and Clove, while others displayed signs, such as the Blackboy and the Saracen's Head, which appear to have had little or no connection with the trade.

In his final chapter the author refers to the standardised shop layouts, appearance and colour schemes adopted by Sainsbury's and other multiple shops and stores. Though differing greatly from the old trade signs, this standardisation nevertheless serves a somewhat similar purpose—to identify certain shops at the merest glance.

Mr. Meadows is a director of a retail business and a leading member of his trade association. His practical knowledge of shop-keeping, combined with many years' study of trade signs, have resulted in a book that is both informative and readable.

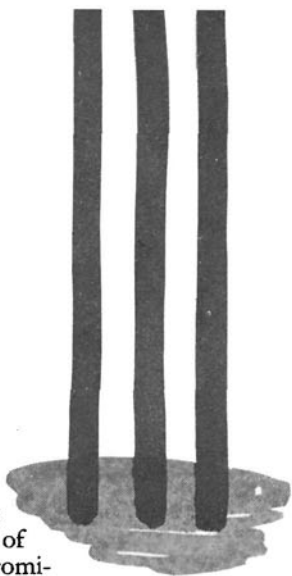
JOHN ENFIELD.



*"J.S. Journal" reports on
the 1958 cricket season at
the Griffin Athletic Club.*

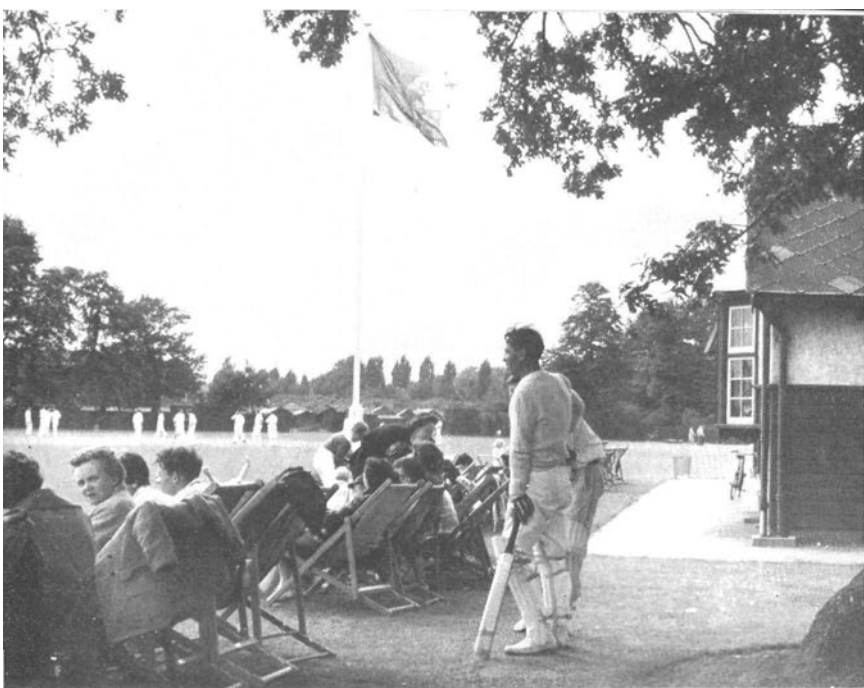
Cricket at Dulwich, 1958

THE most significant feature of cricket within the Griffin Club in the past two years has been the number of young players who have come into prominence. The Club run one representative side which plays on Sundays, usually at Dulwich. A practice match is held at the beginning of the season when any Club member



The Chairman Hits Out

Here's Mr. F. R. Parker, Chairman of the G.A.C., hitting out in a friendly match between J.S. Maintenance Dept. and our neighbours at Blackfriars, the Rowson-Meredith Group. The visitors won this game.



Summer Scene

This year's nuclear weather hasn't prevented the Club from having a successful season and our grounds from looking peacefully English. There are two cricket tables in regular use at Dulwich.

can have a trial. For years the team has relied on members who played pre-war to form the backbone, but recently there has been a big change.

Skipper Frank Floodgate, vice-captain Les James aided by Wilf Marsden and Ernie Green give the experience to the team. Sid Cooper has been the dominant bowler in the past five years, but with his not being available this season, two of the younger school, Mike Renn and Jack Bardrick, have made the most of the resultant opportunities.

Many promising batsmen have also emerged. Perhaps the



At the Nets

The Club's ground at Dulwich includes facilities for practice. Here's Mr. S. Hunt, of Manor Park, at the nets. There are two nets with concrete pitches and a cradle for fielding practice.

most attractive is Tony Billingham, although others who have served the Club well include Tim Lane, John Holmes, Dick Canham and Taffy Rogers. The latest recruit to the club team is young Michael Taylor, who has made an impressive début as a wicket-keeper. The team has been grateful to have such stand-bys as Brian Franklin, Ron Whiting, Sammy Sampson, Ted Spencer and Alf Barnett who, although not available regularly, have always willingly helped out when the side has been short.

A list of the personalities would not be complete without mention of the club umpire, Fred Coombs, and scorer Pete Cima.

The Quickness of the Eye

Here's a group of Griffin players trying to catch one another out. From l. to r. they are: J. Holmes, R. Cannon, E. Rogers (only you can't see him), J. Bardrick, A. Billingham, A. Sampson, M. Renn and E. Green.



With such a young side, spectators have seen brilliant and enthusiastic fielding, always a pleasure to watch.

Opponents include such well-known clubs as Honor Oak, North Kent Wanderers, Dulwich and Herne Hill Wanderers, and an annual match is played against the village team from East Harling, where the firm has so many connections. Results this season have been most satisfactory, over half the games being won with only three lost.

For many years now, an Area Competition has been held. A Trophy presented by the Superintendents is played for annually on a knock-out basis and in this year's final Mr. Lamb's Area defeated Mr. Knight's Area.

Finalists

This year's Area competition was won by Mr. Lamb's Area (left). From l. to r. back row: E. Brown (umpire), M. Gould, G. Pinchin, T. Dowling, L. Hall, J. Tobin, P. Brissenden, C. Humphries (umpire). Front row: B. Rose, F. Ford, M. Taylor, T. Lane, C. Burrell.

Mr. Knight's Area Team were runners-up. From l. to r. back row: D. Brown, D. Constable, R. Evison, D. Barlow, D. Wilks, L. Mansfield. Front row: D. Robery, R. Foord, S. Hunt, C. French, P. Barrance.

Two teams from the Depot play regularly on Saturdays and there are many branch sections fielding sides during mid-week. Sections get an opportunity, too, of playing all-day games on Sundays at Dulwich, as the second table is allotted to them upon application. Among country sections fielding teams are Bournemouth, Coventry and Southampton.

So far two centuries have been recorded by Club players this season. Les James scored 126 not out on August 3rd, playing for the Club XI against Loughborough Park, and Tim Lane hit 103 for Mr. Lamb's Area against Mr. Hedges' Area on August 17th.

LES POTTER.



Pete Cima, on the left above, keeps the Griffin score books. He's done this since 3.30 p.m. one Sunday in 1946 and it's second nature now. By now he knows all our player's personal quirks so well he can almost predict the fall of the wickets. When he isn't keeping score he's Head Butcher at our Stockwell branch. He joined the firm in 1936. **Les Potter**, above, joined J.S. in 1935 and after a spell in the office came to

Dulwich as Assistant Secretary in 1951. He has been Secretary since 1954. His job, which keeps him busy all year round, is to arrange league fixtures, friendly matches, competitions and facilities for sport for the members of the club.

Danny Wall, picking roses on the left, is Head Groundsman at Dulwich and is responsible for the condition of the grounds. He joined us in 1929, became Head Groundsman in 1938 and returned after the war to find the turf in a pretty grim state in spite of efforts to keep some of it in playing condition. He coaxed it back into condition in two or three seasons. He was the first Griffin cricketer to take (in 1932) 100 wickets in a season.



The First Post-war Eleven This is the team which started up Griffin cricket in the immediate post-war years. They are, from l. to r., back row: G. Low (umpire), G. Taylor, M. Turner, A. Sampson, P. Cima, A. Steadman, A. Buddin, S. Holloway. Front row: G. Edwards, C. Collett, H. Akerman, C. Gell, W. Williams.

Roll Out the Roller Some Griffin players roll some of the dampness out of the wicket. From l. to r. these hard-working people are: E. Rogers, A. Sampson, A. Billingham, W. Marsden, T. Lane, J. Bardrick, J. Holmes and E. Canham. Young Lesley James, on the right, went along as pacemaker.



How to Improve Your Tennis

No. 3 of a series of short articles by

Tony Mottram

Volleying Wins Matches

In modern tennis all great players seek the net position frequently. There they aim to cut off and kill the loose returns, which their powerful ground strokes have forced from their opponents.

As with every stroke in the game, good footwork is the secret of successful volleying. Your feet must take up a before-and-after position, so that your shoulder is turned sideways to the net as you play the ball. Always give it plenty of room, so that you do not have to cramp your stroke. This is particularly important for the low volley, where it is absolutely vital that you bend your knees to get down to the ball without having to drop the head of your racket. Only by keeping the wrist firm and the racket head well up throughout the stroke, can control be obtained.

When you are at the net you have less time to play your shots, and so it is most important for you to watch the ball with extra care. This applies equally to the slow balls when volleying, because the temptation to lift the hand too early is very great.

If you find yourself continually forced to play low volleys, it is a sure sign that you are not getting in close enough to the net. While the low volley must often be semi-defensive, the high volley must always be considered an attacking stroke. This is the power shot in tennis and need never be played defensively. The high forehand volley is definitely an arm and shoulder shot, and as such must be played with a firm wrist.

The high backhand volley is also an arm and shoulder stroke and should be played with a stiff wrist, also. Do not reach forward too far to play your backhand volleys. It is, of course, important to get your weight going into the stroke but, at the same time, you must wait and hit the ball with the racket when it is opposite your right shoulder. You will only loft the ball if you hit it too early. Depth with volleying is often forgotten, but it is quite as important as with your ground strokes. If you

cannot put your first volley away for a winner, then play your return deep to your opponent's weakness. Your opponent may make an error and present you with an easier chance.

It Pays to Attack on Grass Courts

Successful grass court play demands attacking tactics. It is far easier to score points with forcing shots than on slow hard courts.

This is not to imply that attacking play is ruled out on the slower surface, but certainly the tactics required are different.

For good results on grass, one must have an attacking service and volleys. Players like Gonzales and Trabert nearly always depend upon forcing play, using the service as the spearhead of a net attack.

They almost never remain long on the baseline, preferring to risk short, rapid duels from the net rather than parry blows in the back court.

When serving, speed alone can win many points outright on grass. The slice service—it makes the ball swerve from right to left and fade away quickly after hitting the ground—is another good points winner, for it takes the ball away out of the receiver's reach.

Even when returned, it is often easy to score with a drive or volley to the wide open space in the receiver's court, especially when the service has pitched on or near the sideline.

Volleying techniques differ in grass and hard court play. On grass the first volley is usually decisive, for the ball skids away on the fast surface. Speed and depth are normally more important than accuracy.

On a slow, hard court a nimble opponent can retrieve in the most disheartening manner, and so accuracy has to be correspondingly greater.

To sum up, results over the post-war years of international play have proved that it is the "big game" of heavy serving and net attack which pays the biggest dividends on grass.

Spotlight on the Centre Theory

In any serious discussion on lawn tennis tactics, the value of the centre theory must be carefully considered. The theory is an advanced principle of positional play and, briefly, it holds

that by keeping the opponent in the centre of the court, a player reduces the danger from his opponent's attacking play when he, himself, is at the net.

Few players—even in the Wimbledon class—fully understand the underlying principles involved in the theory, though there is nothing either complicated or difficult to understand about it.

By hitting his approach shot down the centre of the court, the net player denies his opponent the full length of the court for a passing shot. Instead, the baseliner must choose a cross court return of shorter length which, because of its angle, must be hit more slowly if it is to keep within the sidelines. Being slower, these passing shots can be more easily covered by the volleyer.

On the other hand, the baseliner can make his shot in comfort and is better placed to reach any volley.

When an opponent has a weak stroke—say, the backhand drive—forcing shots directed to that weakness will win the point outright, or set up an easy volley much more frequently.

The theory is of no use to the baseliner. It will be seen to its greatest advantage in the case of a player whose ground shots are lacking in strength, and who must get to the net to seek victory.



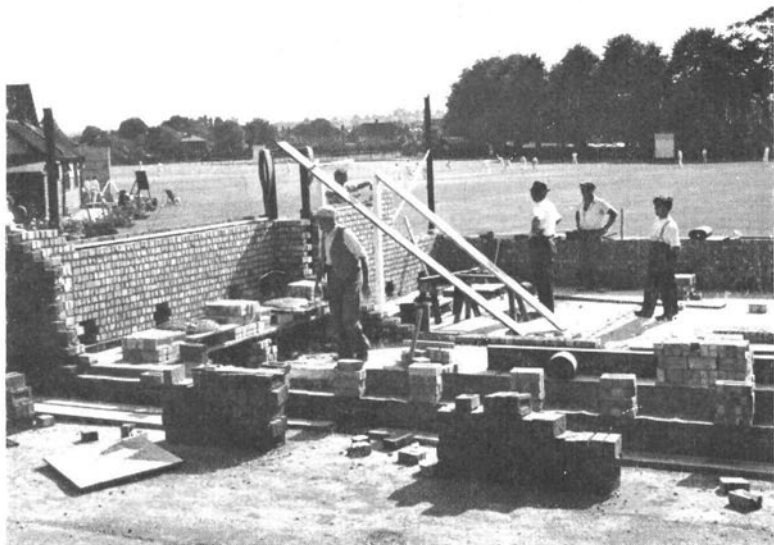
THE old saw "saved his bacon" has recently been turned upside down by a resourceful Dutchman, according to a Reuter message from Eindhoven. A small Dutch vessel began to leak after a collision—and after the shops had closed on shore—but the ingenious Dutchman knocked up a shopkeeper crying, "Sell me a side of bacon. My ship's sinking!" The leak was plugged with the bacon and the ship was kept afloat until the morning when she was taken to a repair yard.—From *Lloyds List*.



The Griffin Growing

room with individual lockers, island clothes racks and seats. The work on the new extension, which began at the end of June and is due to be completed this month, is being carried out by Messrs. F. & F. H. Higgs of Herne Hill, who also built the existing two-storey building, accommodating visitors' changing rooms and Groundsman's flat. The gentleman seen in the centre of the photograph is Mr. Seal, the Foreman, who has enjoyed working in such pleasant surroundings. At the top of page 43 is another view of the new extension, this time from the car park, showing the new brickwork being laid. The extreme corner of the building, past the erected door frame, will be the Club Secretary's new office, which will have a large corner window over-

This "House and Garden" photograph shows work during the early stages of the new single-storey extension to the changing rooms. The new wing will replace the changing rooms in the Pavilion, with showers and a new office for the Club Secretary. Accommodation is for Club Members in one large changing



looking nearly all the Club grounds. When this work has been completed the Griffin intend to start modernisation of the Pavilion.

On the right the interior of one of the new visitors' changing rooms, the new rooms are bright and easy to clean. There was some difficulty selecting a suitable flooring bearing in mind the wear caused by spikes and wet bare feet after showers. It was decided to use asphalt flooring and it appears to be fairly successful. The changing rooms are fitted with clothes hooks, a small cantilevered table and a mirror, all made by J.S. joiners.



Boreham Wood takes a trip to Calais

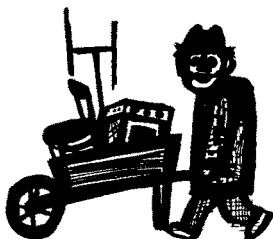


Left to right:
Mrs. Webb,
Mr. Batute, treasurer,
and his wife and
Mr. Tanner, secretary,
and his wife.

Boreham Wood set off early on their trip to Calais on July 27th. First travellers were picked up at 6.45 a.m. and after a circular tour of the district the whole party of 35 got away to Southend and then on to Calais, where they enjoyed a day among the souvenirs, patisserie and aperitifs. The party got home tired and contented in the small hours of Monday morning except for three absentees who came back the hard way after missing the boat. Borrowed francs, hitch-hiking and Shanks pony kept them moving homewards to Boreham Wood.



JS



Staff News

Movements and Promotions

We are very pleased to record the following promotions:

TO ASSISTANT MANAGER

J. W. Airey Debden

TO HEAD BUTCHER

J. A. White from Weybridge to Fisher

The following transfers may be of interest to many members of the staff:

MANAGER

T. C. Howell from Spare List to 18 Walthamstow

HEAD BUTCHERS

W. E. Overington from Fisher to Winchester

L. Sage from Winchester to Head Office

Congratulations

The following passed the Preliminary examination of the Institute of Certificated Grocers:

J/Salesman G. E. Vilton of Winchmore Hill.

The following have gained certificates in the Institute of Meat examinations this year:

<i>Meat Trades Diploma</i>	L/Butcher	L. G. Peters	21 Watford
	L/Butcher	R. C. Day	147 Balham
	S/L/Butcher	D. J. Graham	Somers Town
<i>Craftsman's Certificate</i>	Butcher	J. Bernadin	250 Kentish Town
	L/Butcher	B. J. Lanning	Wood Green
	L/Butcher	D. H. Morgan	Wood Green
	Butcher	J. A. Poate	Purley
	L/Butcher	R. C. Rhodes	Wallington
	S/L/Butcher	G. A. Russell	43 Enfield
	L/Butcher	C. D. Stewart	13/15 Blackfriars
	Butcher	H. D. Jordan	Southampton

Obituaries

We very much regret to record the deaths of the following colleagues and extend our deepest sympathy to all relatives.



Miss S. Bortoft.

MISS S. BORTOFT, who was engaged as a Saleswoman at Eastcote in 1941. She went two years later to Luton as Assistant Manager, but ill-health compelled her to return to London, where she spent a period on the Spare List and carried out several relief managements. In 1945 she was appointed manager of Joel Street. The following year Miss Bortoft became a Grocery Supervisor in North West London, and it was whilst carrying out these duties that she became ill in April of this year. The illness proved incurable and she died on July 29th.



Mr. A. J. Cullen.

A. J. CULLEN, who was engaged as a Butcher in August, 1922. He worked at several branches in the London area, eventually becoming First Butcher at Chelsea. He retired in July, 1944, after 22 years' service. He died on July 29th.

W. H. FARNCOMBE, who retired in October of last year after 45 years' service with the firm. He was originally engaged in 1912 at 3 Brighton but was transferred in 1922 to London, returning often to the coast to help at various branches during subsequent seasons. He was finally based at 99 Gloucester Road where he was a despatcher until his retirement. He died on August 20th.



Mr. W. H. Farncombe.

W. G. FORD, who retired in May, 1943, after completing more than 40 years' service with the firm. He spent most of this time in the branches, but was transferred before his retirement from the management of Hampstead to what was then the Shop Services Department under Mr. Goldup. He died on July 29th in Gloucestershire.

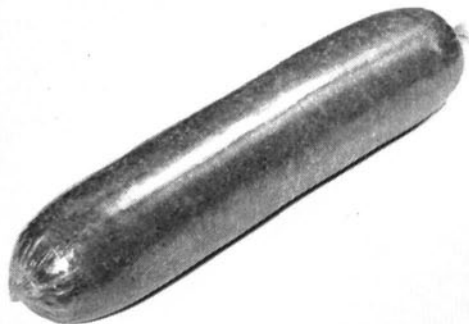
L. C. HOLDEN, who joined the firm in November, 1907, as a Poultry Learner at Epsom. After being a Poultry Salesman and Butcher's Shopman he was promoted Head Butcher in November, 1942. He spent most of his service with the firm in south-east London, retiring in 1953 from 9/11 Croydon. He died on August 3rd.



Mr. W. G. Ford.



Mr. L. C. Holden.



? What

Last month's puzzle picture was a Savouree sausage. First correct solution to be opened came from S/L/Salesman **A. R. Tuck** 158 Ballards Lane.

Marriage

(BETWEEN MEMBERS OF
J.S. STAFF)

*We send our very best wishes for
their future happiness to:*

Mr. C. S. Wright and
Mrs. L. Cowling, both of
Bournemouth, who were
married on August 2nd, 1958.



News of J.S. Staff on National Service

The following notes are based on a few of the letters we have received from our National Servicemen:

A. J. HUNT, *East Sheen*. Bahrein (Army). He is attached to the R.A.F. helping with the supply of rations. Having only recently arrived by air from Aden, he is not yet accustomed to the Indian currency. Food and sleeping quarters are very good and there are plenty of facilities for swimming, etc.

M. J. HORTON, *Ruislip*. Cyprus (Army). His job is to drive a 10-ton truck, and he has been particularly busy lately helping to move troops and equipment. He is living under canvas, but is only about 20 yards from the Mediterranean which is quite useful with the extreme heat.

N. A. JONES, *Kingsbury*. Hong Kong (Army). He tells us that he is now so deeply tanned that it is difficult to know to which race he belongs. He has recently passed a Gunnery Course, which means a few more dollars in his pay packet. Training schemes now include being dumped about 15 miles from the camp and having to make their own way back.

J. F. POINTER, *Feltbam*. Germany (Army). He is in the Royal Horse Artillery and has just been promoted to Lance-Bombardier. Having spent some time at Munster, he is now being posted to Hildesheim. The next three months should be busy for him as a number of schemes have been arranged, during which he will have the experience of firing live shells.

B. SMITH, *Coventry*. Cyprus (Army). Guards and other duties have been so heavy lately that he has had very little time to himself. Normally he is driving a truck and he tells us that for long periods he seldom left the seat for more than an hour or two at a time. In fact, he has slept more in the back of his truck than he has in his own bed. One consolation, however, is that the R.S.M. is also kept busy and this, apparently, is a distinct advantage.

P. N. SARRATT, *Wallington*. Germany (Army). He has been going out on exercises every week since the beginning of May. He has recently been on a 10-day tour along the Rhine and regards it more as a holiday as compared with the previous exercises.

R. J. WILKINSON, *Winchester*. Aldershot (Army). He is a member of the R.A.M.C. and is employed as a First Aid Instructor. Apparently he has been a member of the St. John Ambulance Brigade for several years and this has helped him quite a lot in getting the posting. He finds the job sufficiently interesting to last him for the rest of his National Service.

J. H. FRANKLIN, 16/20 *Holloway*. Malaya (Army). He is a member of the R.A.S.C. employed on Air Despatch, and a few weeks ago he received his Air Despatch Wings for having had 20 operational sorties. He hopes to sail for England at the end of August and is keeping his fingers crossed.

We are pleased to welcome back the following men from National Service:

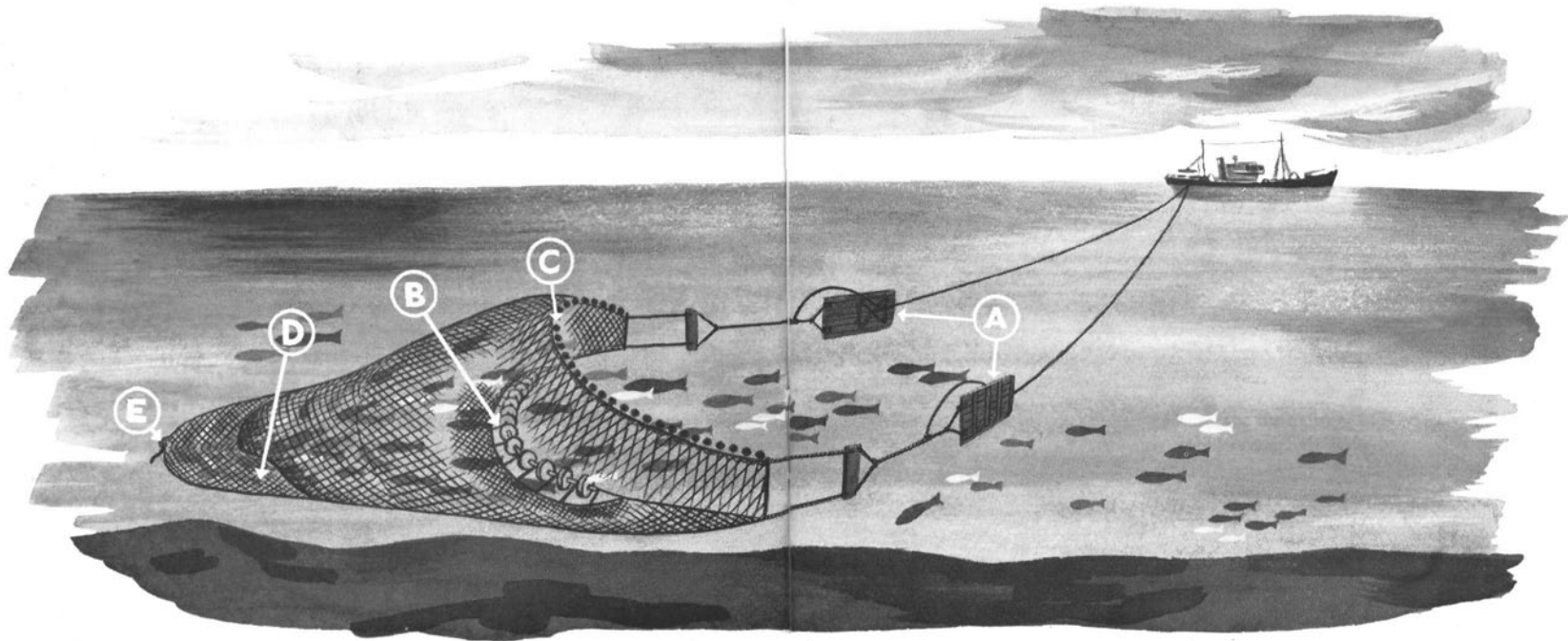
- M. PLIMMER 7 *Palmers Green*. Resumed on June 30th, after spending two years in the Army, the latter part of which was spent at Canterbury, Kent.
- M. RICHARDSON 94 *The Wells*. Returned to us on June 30th. The larger part of his period in the Army was spent in Cyprus.
- R. TAYLOR 87 *Ealing*. Resumed on July 21st, having spent two years in the R.A.F. stationed at High Wycombe, Bucks.

a new shape next month

*The October number of "J.S. Journal" will
look different. Its pages will be about
twice the area of the present one and
their number will be halved.*

*You will still be getting the same amount
of Journal in the new shape. We think
the larger size will help to make
a more attractive magazine and do better
justice to the photographs we print.*

*We hope you'll like it and, either way, we
hope you'll tell us what you think of it.*



How the Trawl Works The trawl is towed a couple of hundred yards behind the ship and runs along the sea bed. The "otter boards" (A) keep the mouth of the trawl open by the deflecting pressure of the water, which forces them outwards. The "ground line" (B) is weighted with wheel-shaped weights which help to ease it along the bottom, though fouling of rocks or wrecks is not uncommon. Floats (C) lift the upper edge of the trawl mouth. The fish swim in and are caught in the "cod-end" (D) (some fishermen call it the "money-bag"). When the trawl is winched in it is hauled above the deck and the "draw-rope" (E) at the tip of the cod-end is pulled. It opens and spills the catch on the deck. There the crew gut the fish, sort them and store them in ice in fish rooms below deck. As much fish as possible is packed on shelves to save it from damage.

Where Trawlers Fish ►

The map shows approximately the main areas from which our fish come. It is only on these well-established grounds that a trawler will find a good catch. Though even that is something of a gamble.

