

**THE  
HARLOVIAN**



**The Magazine of  
Harlow College,  
Essex**

Vol. 9 No. 6

SUMMER, 1938

# THE HARLOVIAN

Vol. 9, No. 6.

WINTER, 1938.

## SCHOOL OFFICERS

*Captain of the School:* A. G. ROSS.

*Prefects:*

G. B. BUIST, R. F. FELS, R. E. WYKES, S. N. DELLOW,  
J. P. T. SNAWDON.

*Sub-Prefects:*

H. M. ELLIOT, G. C. VALENTINE.

*Cricket Captain:* A. G. ROSS.

*Vice-Captain:* N. F. LOCKYER.

*Captain of Beatty House:* R. FELS.

*Captain of Nelson House:* A. G. ROSS.

*Captain of Keyes House:* S. N. DELLOW.

*Captain of Rodney House:* J. P. T. SNAWDON.

## SCHOOL NOTES

Term opened on May 3rd and closed on July 28th. Dates for the coming school year are as follows: Winter Term, September 23rd—December 17th. Spring Term, January 17th—April 1st. Summer Term, May 2nd—July 27th. Speech Day will be held on May 27th, with the prize distribution in the morning and the sports in the afternoon.

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In the School Certificate Exams twelve candidates gained certificates, and of these Grundy i, Jones, Vallè-Jones and Walker were awarded exemption from matriculation. In addition to this Walker was recommended for a special prize in Geography, for one of the two best results in the kingdom.

\* \* \* \*

In the Royal Drawing Society's 1938 exams Miss Horsey's pupils once more scored a success. There were no candidates below pass mark, 60 gained honours and 19 a

second class certificate. We can, therefore, congratulate ourselves on a very satisfactory level of attainment in this subject.

\* \* \* \*

This term we have to say goodbye to Matron James and to Miss Butler and extend to them our best thanks for their services to the College. At the same time we extend a hearty welcome to Miss Griffiths who takes over from Miss Butler and hope that she will enjoy being with us.

\* \* \* \*

A House Spelling Bee competition was held during the last week of the term. The Day Boys proved to be the best spellers, although their parents were not present to do their prep. for them, for the results were:—Keyes, 26. Rodney, 24. Nelson, 22. Beatty, 17.

\* \* \* \*

During the latter part of the term "wiring parties" from the North Met. were to be seen in the main building. The Winter Term should be a brighter term for us.

\* \* \* \*

Much activity was shown during the last week of term in the "orchards" near the Carpentry Shop, in the way of removing the many logs that have "bedded" there for some considerable time, and in clearing the sites. Speculation was rife as to the motive of all this, and now it can be said that on these sites will presently arise an Assembly Room—Gymnasium and an Art Room. More will be said of these when they become an accomplished fact.

\* \* \* \*

The Headmaster's Prizes for Neatness were awarded during this term to (Va) Owers. (Vb) Ebsworth. (IV) Elphick. (U.R.) Whitehouse. (L.R.) Dellow II and Willis. (III) Hullett. The prizes will be presented on Speech Day.

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#### VALETE

Eagles, J. H.; Galvin, P. H.; Garraway, G.; Heeley, J. M.; Macer-Wright, R. J.; Payne, D. H. J.; Priest, A.

#### SALVETE

Chapman, R. H.; Collison, N.; Desprez, D. W.; Guinn, G. B. E.; MacGarry, I. R.; May, E. L.

### SPEECH DAY

Speech Day was held on Saturday, June 4th, and we were again favoured with excellent weather. Before the Prize Giving in the morning a short service was held in St. John's Church, at which we were pleased to notice many parents present.

The following report of the morning and afternoon functions is taken from the "Herts and Essex Observer."

### ANNUAL PRIZE DAY AND ATHLETIC SPORTS

#### ENCOURAGING YEAR'S WORK

A successful year educationally was reported at the annual Prize Day of Harlow College, held at the Victoria Hall on Saturday. The hall was crowded.

#### HEADMASTER'S REPORT

In his report the Headmaster (Mr. K. L. Dames, B.A.) first of all welcomed Mr. W. S. Lee, M.A., late Headmaster of Dover College, who distributed the prizes, and mentioned that Mr. Munns, the owner of Harlow College, had been senior house-master at Mr. Lee's old school.

#### BOARD OF EDUCATION INSPECTION.

The report he had to give that day was a very happy one. In their year's work two things stood out—the inspection by the Board of Education and the School Certificate. The inspectors visited them last December, and their report was received in March. According to the regulations he was not allowed to publish any portion of the report unless he published it in its entirety. If he had the time he would do so, for they were not ashamed of it, but he thought he might be permitted to pass on one or two of their impressions given to the staff and himself. The inspectors were very much impressed by the vitality of the School—"a real live School" was the term he thought one used. Very noticeable was the accessibility to the boys of the masters and mistresses, and the fact that they took a live interest in the out of school activities of the boys. They appreciated the very great efforts that had been and were still being made to improve the conditions of the boarders, and to make their life more homelike. "They had certain criticisms to make in this respect," he said, "but they were most just in realising that at our disposal we have a 100 years old building, and that a great number of the schools which they inspect are fortunate in having modern buildings, erected with little thought for

expense. Yet we were told the education we are giving the boys was superior to that given by many a school housed in luxury buildings, charging a higher fee by far than ours. Various suggestions that they made with regard to the curriculum had been, or will shortly be, put into operation. Criticisms with regard to the equipment of the school are being met as quickly as is in our power, and one or two have already been dealt with." The inspectors expressed general satisfaction with the work in its various departments, laying special stress on the excellence of the French and English teaching throughout the school.

### EXAMINATION RESULTS

Although examination results were not the only criterion of a good education, they gave a concrete example of their work. In July last, 14 candidates sat for the School Certificate, 12 being successful, a percentage of 85 compared with 70 in all schools in the kingdom. The average number of credits per candidate was 4.66. "A critic would say," continued Mr. Dames, "that this is the result of cramming merely for the Certificate, but I assure you that it is by no means so, and it is with the minimum of preps that this is done. The amount of home-work set in various schools is at present a controversial subject, but I find that the amount set to our boys, naturally graded according to age, is much the same as that recommended by the various authorities." Another point was that preparation for the Certificate in no way interfered with out of school activities. He would like to allude to the various excellent results in French, in which they had seven "very good" and seven "good."

He had always found mathematics and French the two stumbling blocks to the School Certificate. The first was understandable, but the latter not, but through the services of a Scotsman (Mr. P. W. Cairns), they could produce results in French which he would willingly set against any school. They had not had a failure in French during the past two years. In nearly all other subjects their average was better than other schools. "I am glad to say," he continued, "that those boys who obtained Certificates and left the school were all successful in obtaining posts shortly after, a number entering banks. In the matter of careers, arrangements are now being made for a representative of the Headmasters' Employment Committee to come to the school and interview boys who are in their last term of school life. From him they will receive advice regarding those careers for which they pro-

fess a leaning, with information concerning the means of entering, prospects, etc. The first visit will be paid towards the end of this month. In the meantime the boys have access to pamphlets of all kinds in the library."

Referring to the outdoor activities of the school, the Headmaster said that considering its size and the youth of the boys, they had had a good year. During the last cricket season, of the 11 matches played they won four, drew two and lost five, while their football record was: won nine, lost eight and drew two. In the latter game Dellow played for the Essex schools and received a bar to the badge he had already won. In tennis two of their boys entered the doubles of the Public Schools Championship last August, but did not survive the first round, however, the experience should stand them in good stead. He hoped they would try again this year with more success. Following the slogan "Keep fit," they had extended their physical training activities to the use of a local gymnasium in the winter months. The Scout Troop had flourished under their new S.M., Mr. C. W. Butler, and during the year they had added a timber floor to their hut and, with the generous help of one of the parents, painted the whole of the interior.

The health of the School had been good throughout the year, for they had kept entirely free from infectious disease at times when other schools had been enveloped with germs. Although the boys would no doubt disagree, he thought the clean bill of health was largely due to the early morning walk.

### OUT OF SCHOOL ACTIVITIES

Out of school activities had again been many and varied. The end of both winter terms saw drama festivals being held, in which he thought no fewer than 19 short plays were produced. As time went on there would be few boys who had not ventured before the footlights, and this, they maintained, helped to give the boys that self-confidence which might otherwise be lacking. To this end also was the Debating Society fostered.

Mr. Dames went on to refer to the recent presentation of the play "The Late Christopher Bean" by members of the staff. It was hoped to establish a real dramatic club, and in time to come to give part of the proceeds to local charities. Next year it was hoped to present Bernard Shaw's "St. Joan." This was to have been presented last season, but could not be, owing to Mr. Cairn's illness. They welcomed Mr. Cairns back with them again. Another activity was the

running of a mock election with Conservative, Fascist and Socialist candidates. Under the guidance of Mr. Cairns and Mr. Harper, a small set were forming in the School who preferred to listen to good music, and for their benefit a gramophone record library was being formed. The book library had been redecorated and refurnished and was meant to be regarded as a haven by the boys. The number of books grew apace, and they were grateful to the parents and boys who had given donations.

"It used to be considered," continued Mr. Dames, "and still is in some places, that a school must necessarily be an uncomfortable place—anything in fact, is good enough for boys—but we are not of that opinion, and it is our object, as far as possible in a building erected a 100 years ago, to proceed with the programme of making ours a brighter school. I am convinced that in a boy's early years environment plays an enormous part in the building of character. A boy will not cultivate a tidy mind when set in untidy and uncomfortable surroundings. By some boys the appearance of some decoration passes unnoticed, but I am sure the majority of boys appreciate it though, boylike, they may not admit it. We are proceeding on these lines, and during the summer vacation are installing electricity throughout the main building to make things brighter for us."

Mr. Dames concluded by inviting parents to inspect the School, and expressing his gratitude to the staff for their loyal and whole-hearted support and for the unstinting giving of their spare time.

After distributing the prizes, Mr. W. S. Lee gave a short address to the boys. He had visited the School four years ago, he said, and on seeing it again was struck by the tremendous progress which had been made. They had a Headmaster full of ideas and energy, a staff who backed him up with enthusiasm and a school of boys who were loyal and keen. He was interested to hear of the Scout Troop, and thought every school should have one. The prominence given to hobbies was another good thing, for a boy with a hobby was never likely to be unhappy or a bore. Keeness in dramatics was a pleasing part of school activities, apart from having an educational value.

In an address given by Rudyard Kipling he stated that very few men were older than 16 years when it came to a pinch, and that was true—no one ever did anything for the first time except at school. The boys should not worry too much about abstract justice, for if they did they would become men with grievances throughout their lives and they

would never be a success. In school they had a rehearsal of the experiences they might expect in later life when it mattered extremely whether they played their part or not. They were trained in mind, body and character to make them citizens of a free and united people and to teach them that although they were vastly important, they were no more important than anyone else.

Mr. Dames thanked Mr. Lee for his address, and presented a prize for the head boy, Ross, in appreciation of his excellent work during the past year as School Captain.

## SCHOOL PRIZES

The School prizes were presented to:—

Form prizes, awarded for general work throughout the year.—Va Jones, Vb Stewart, IV Barrow, Upper Remove Dodd, Lower Remove Hannah, III Graham i, II Buist ii, I Drain and Chambers, general progress throughout year—Brown iii.

Old Harlovians' war memorial prize for English literature.

Va Summer, 1937 (awarded on result of School Certificate).—1 Walker, 2 Brown S., 3 Jones; Autumn.—1 Vallè Jones, 2 Valentine, 3 Walker; Spring, 1938.—1 Vallè Jones, 2 Jones, 3 Owers.

Vb, Autumn, 1937.—1 Browne i, 2 Stewart; Spring, 1937.—1 Brown i, 2 Cook, 3 Stewart; Summer, 1938.—1 Browne i, 2 Cook, 3 Norris.

IV, Autumn, 1937.—1 Jackson; Spring, 1938.—1 Phillips iii, 2 Copleston, 3 Jackson; Summer, 1938.—1 Copleston, 2 Jackson, 3 Elphick.

Upper Remove, Autumn, 1937.—1 Grant, 2 Dixon; Spring, 1938.—1 Dodd, 2 Dixon, 3 Grant; Summer, 1938.—1 Dixon, 2 Grant, 3 Cullum.

Lower Remove, Autumn, 1937.—1 Cook ii; Spring, 1938.—1 Mason, 2 Cook ii, 3 Collins ii; Summer, 1938.—1 Valder, 2 Spicer ii, 3 Dellow ii.

Third Form, Autumn, 1937.—1 Graham i, 2 Graham ii; Spring, 1938.—1 Graham i, 2 Sandell, 3 Congdon; Summer, 1938.—1 Graham i, 2 Graham ii.

Second Form, Autumn, 1937.—1 Buist ii, 2 Horton, 3 Garraway; Spring, 1938.—1 Horton, 2 Buist ii, 3 Roe; Summer, 1938.—1 Buist ii, 2 Soper, 3 Menhinick.

Seabrook mathematical prize (awarded on result of School Certificate)—Bradbury, best mathematician in last year's Lower Fifth form—Fells.

Subject prizes (awarded for best work done during the year irrespective of age and form)—History, Willy; Latin, Jones; French, Vallè Jones; geography, Forbes; art, Phillips i; physical training, Buist i; handwork, Form I, Hicks; Form II, Stuart.

Oxford School Certificates.—J. E. Bradbury, S. F. Browne, P. K. Goozee, F. T. Grieve, J. G. Henfrey, J. R. P. Humphrey, J. H. Jones, J. A. Norris, A. J. Radford, D. P. Rundle, E. D. Vallè Jones, W. Walker.

### SPORTS

The sports were held in the afternoon and altogether three records were broken in some keenly contested events.

Mr. E. A. E. Robertson was the organiser and recorder, Mr. P. W. Cairns the announcer, Messrs. H. F. L. Castle, W. H. Hogg and L. F. Platt judges, Mr. E. W. Harper starter and Mr. C. W. Butler timekeeper.

### PRESENTATION OF PRIZES

The sports prizes were distributed by Mrs. R. D. C. Munns, wife of the owner of the School, and after thanking her, the Headmaster expressed thanks to the donors to the book and sports funds, and Mr. Robertson and the other officials. He also mentioned the receipt of a telegram from Mr. E. P. Horsey (former Headmaster) and Mrs. Horsey wishing them success.

Mrs. Munns was handed a flower bowl.

The senior Victor Ludorum was awarded to Dellow i, who had 26 points, and the Junior to Elphick with 29 points.

The final placing of the houses were Rodney 123 points, Beatty 103½, Keyes 86, and Nelson 52.

### SPORTS RESULTS

The results of the sports were:—

#### EVENTS PREVIOUSLY DECIDED

Cross country, open.—1 Elliott, 2 Dellow i, 3 Thomas, 4 Snawdon; ditto. junior.—1 Elphick, 2 Simons, 3 Dellow ii, 4 Willmott i.

Long jump, senior.—1 Dellow i (17ft. 8ins.), 2 Ross and Buist i (tied); junior.—1 Willmott i (15ft. 1in.), 2 Elphick, 3 Waite.

Throwing the cricket ball, senior.—1 Dellow i, (100 yds. 2 ft. 4 ins., record), 2 Brown i, 3 Owers; junior.—1 Whitby (62yds.), 2 Elphick, 3 Willy.

### EVENTS DECIDED ON THE DAY.

High jump, senior.—1 Snawdon (5ft. 0½in., record), 2 Dellow i, 3 Ross; junior.—1 Elphick (4ft. 6ins., record), 2 Simons, 3 Emery ii.

Half-mile, senior.—1 Dellow i (2 mins. 21 4-5th secs.), 2 Elliott, 3 Vallè Jones; junior.—1 Elphick (2 mins. 52 3-5th secs.), 2 Whitby, 3 Dellow ii.

100 yards, senior.—1 Snawdon (11 1-5th secs.), 2 Ross, 3 Dellow i; junior.—1 Willmott i (12 1-5th secs.), 2 Elphick, 3 Simons; under 11.—1 Gilbert (14 4-5th secs.), 2 White-wright, 3 Pain iii.

75 yards, under 9.—1 Soper (11 secs.), 2 Horton, 3 Channon.

440 yards, senior.—1 Snawdon (61 secs.), 2 Silvester, 3 Ripley; junior.—1 Willmott i, 2 Simons, 3 Dixon.

220 yards, senior.—1 Snawdon (26 1-5th secs.), 2 Dellow i, 3 Ross; junior.—1 Elphick (28 3-5th secs.), 2 Willmott i, 3 Simons.

House Relay.—Nelson.

Sack Race.—1 Emery ii, 2 Hullett.

Ditto, under nine.—1 Soper, 2 Chambers.

Mile, open.—1 Elliott (5 mins. 28 3-5th secs.), 2 Thomas, 3 Vallè Jones.

Consolation race, senior.—1 Jackson, 2 Tilley; junior.—1 Goozee, 2 Cullum.

Old Harlovians' race.—1 Davies, 2 Akhurst.

House tug-o'-war.—Beatty.

### SPORTS PRIZE FUND

Grateful thanks are tendered to the following, who so generously contributed to the Sports Prize Fund:—

Mr. J. F. Baldock, Mrs. Barrow, Mr. B. J. Bowen, Major M. G. Browne, Mrs. J. A. Browne, Mr. F. A. Brown, Mrs. Buist, Mr. E. Camp, Mr. C. J. Clarke, Mrs. Copleston, Mrs. Cullum, Mr. S. W. Chapman, Mr. J. H. Chivers, Mr. J. Collins, Mr. J. C. Congden, Mrs. Channon, Mr. A. F. Collison, Mr. W. S. Dellow, Mr. G. M. Desprez, Mr. H. A. Douglass, Mr. F. H. Daynes, Mrs. Dixon, Mr. W. E. Dodd, Mr. H. H. Dawes, Mrs. Drain, Mr. E. M. Elliott, Mrs. Ebsworth, Mrs. Elphick, Mrs. Elcock, Mr. J. Elwell, Mrs. Forbes, Mr. J. Foulds, Mr. N. E. Franklin, Mr. E. J. Fowler, Mrs. Grundy, Mr. L. F. Greengrass, Mr. H. Goozee, Miss Grant, Mr. E. C. Gilbert, Mr. T. Glasse, Mr. D. H. Graham, Mr. H. J. Grimshaw, Mr. L. G. Groves, Mr. E. P. Horsey, Mrs. Hartrey, Mr. R. T. Hodges, Mr. A. A. Hicks, Mrs. Hunt, Mr. E. Hutchins, Mrs. Hannah, Mr. F. W. Hul-

lett, Mr. J. E. Horton, Mr. S. Harrison, Mrs. D. J. Hicks, Miss "Jessie," Mr. H. F. Jefferys, Mr. R. H. Jones, Mr. R. Mansfield, Mrs. Maguire, Mrs. Mason, Mrs. May, Mr. A. A. Menhinnick, Captain H. Overton, Mrs. H. M. Phillips, Mr. W. J. Payne, Mrs. Pain, Mrs. Phelps, Mrs. Ross, Mr. R. W. Ripley, Mr. H. C. Rees, Mrs. Ritchie, Mr. W. C. Rolstone, Mr. V. G. Rowe, Mr. J. E. Simons, Mr. W. J. Soper, Mrs. Talbot, Mr. F. W. Vyse, Mrs. Valder, Mr. E. Walker, Mr. T. E. Wells, Mrs. Wykes, Mr. T. J. Walford, Mr. J. Wilson, Mr. F. C. Whitby, Mr. L. A. Wilmott, Mrs. Williams, Mrs. Whitewright, Miss Willis, Mr. B. Willis, Mrs. M. Wilson, Mrs. Waite, Mr. A. M. Ward.

Mrs. Ashwell again lent us the sacks for the Sack Race, and Mr. Coleman roped off the enclosure for us. To them both our grateful thanks.

Telegrams of good wishes were received from Admiral Sir Lionel and Lady Halsey, and from Mr. and Mrs. Horsey.

## HOUSE REPORTS

### NELSON HOUSE

This summer term Nelson House have returned to their old form. In cricket our 1st XI did exceptionally well. Out of our six matches we only lost one game, thus winning back the Cricket Cup. Again in swimming we did quite well, although our House does not claim to have any fast swimmers we succeeded in being the runners-up for the cup. The House can also claim to have taught many younger ones how to swim and a few how to dive. In the School Sports we collapsed owing to lack of numbers to complete in the various events. The House, however, shows good signs of talent which hitherto have remained concealed. Altogether, quite a successful term, but next term we have hopes of even better results.

A. G. Ross.

### BEATTY HOUSE

We have been unfortunate this term in failing to obtain the Cricket or Sports Cups. Although we have no cups to show for our work we have done extremely well. Under the leadership of Lockyer, our House Captain, and Mr. Castle, our Housemaster, we came very near to winning the Cricket Cup. Lockyer was the only first eleven player in our cricket team, and even so handicapped we managed to win most of our matches. In the Sports we were extremely unlucky. We had a large lead in points because of having won in the

previous term both junior and senior cross country runs, a distinct advantage. But we had very bad luck in the relay and were unfortunate in some of the other races. We finished 10 points behind the winning House Rodney.

In other avenues we did well, for example in the swimming sports, and on the whole and despite our inferiority in cricket often managed to beat the other Houses. Our thanks are due to Mr. Castle and Lockyer for the way they led the House.

G. Buist.

### RODNEY HOUSE

Once again Rodney can congratulate themselves on a highly successful term. Thanks are mainly due to the very capable management of House affairs by Snawdon, our House Captain, and the enthusiasm that was shown by all members throughout the term.

For the second year in succession we carried off the Sports Cup, this time by a fairly wide margin. Thanks for this are due mainly to Snawdon and Ripley in senior events and Willmott i and Simons in the junior events. Special mention must be made of Snawdon who, as well as winning other events, established a school record for the high jump—5ft. 0½in.

In the cricket competition we did well again thanks to Vallé-Jones who was easily our best bowler and who also did very well with the bat, making the highest score of the competition this season. We lost the competition by a very small margin. Of the two games lost, one was lost by only one run.

Snawdon has every reason to be proud of himself, for under his able captaincy during the past two years Rodney have in turn won every cup except the swimming cup which was competed for only once.

Next term we hope once again to produce a House Magazine. Articles for this will be welcomed from members of Rodney, and we hope as much enthusiasm will be shown in House affairs as previously.

P. G. Stewart (Vice-Captain).

### KEYES HOUSE

Keyes House certainly pulled itself together during the Summer Term. Unfortunately it began the term by losing a cricket match to Nelson by the narrow margin of one run. This had a rather demoralising effect on the team as a whole, although several fine individual feats were put up. Little, however, could be done with the team spirit lacking.

In the Swimming Sports, on the other hand, Keyes gained quickly the upper hand, and continuing their run of victories, won the cup by a huge margin. The new Diving Cup was won by Browne i, and several other boys, of whom Hodges was perhaps outstanding, did very well. This is the first cup that Keyes has won but we hope that it will not be the last.

A novel event held at the College this term was the Spelling Bee. We easily won this too, showing that the House has brain as well as brawn. Keyes has unfortunately to say good-bye to Dellow, who leaves this term. He has been an excellent captain, possessing the essential quality of a successful captain—a truly sporting disposition. At the Sports this term he won the Senior Victor Ludorum, and last football season played for the second time in the Essex County Junior Eleven. We wish him every success in his future career.

This term has been, therefore, an eventful one in the history of Keyes House. For example we won our first cup and really aroused some enthusiasm. This bodes well for the future and we hope that by the end of the football season we shall have more cups and more enthusiasm. What about it Keyes?

### THE SCOUTS

The Summer Term saw many activities in the troupe. Great enthusiasm has been shown in the upkeep of the patrol gardens and the hut has been steadily improving in appearance since the beginning of the year. We have now seen the completion of a most necessary work—the flooring of the hut.

Our outdoor activities have included numerous games which were keenly attended by all the Scouts.

Not the least attraction of the term was the Scout Camp. By the kind permission and co-operation of Mr. and Mrs. Dames, who always take such a keen interest in our pursuits, the camp was made possible and was held in the ideal surroundings of Hatfield Forest.

Lately the Scouts played quite a useful part in A.R.P. by distributing leaflets to the sector controlled by the Headmaster.

Our membership has increased and altogether we can say that the term was a most successful one.

M. G. T. Silvester, Troop Leader.  
D. Wilson, Troop Secretary.



BUY, BUY, BUY . . . . .

### SALESMANSHIP AND SALES MANAGEMENT AS A CAREER

[Based on information kindly supplied by the Incorporated Sales Managers' Association.]

That mysterious individual who climbs into an aeroplane at Croydon Aerodrome, visits the Heads of some Foreign State, and returns to England with an order for thirty locomotives is just a salesman in a big way.

He is doing much the same thing as the man who disturbs our Sunday afternoon nap by ringing a bell and seeking to interest us in his crumpets; or the pleasant-voiced commentator who interrupts a Bach concert from Luxemburg to inform us that Blank's tooth-paste will prevent our teeth decaying.

They are all trying to sell us something we may have had no idea we required. They are all salesmen; and the methods they employ are conditioned by the type of goods they wish us to buy. Obviously, it would be absurd, for example, for the mysterious individual in the aeroplane to try to interest the Head of a Foreign State in crumpets or tooth-paste. It would be a very expensive means of selling that particular commodity!

#### The Man who Creates Demand

Most of the things we buy, we buy in shops. But we are not concerned in this article with selling over a counter or to householders. There are lots and lots of things that are



bought by you and your family, by government departments, municipalities, joint stock companies, and the like, that are not sold in shops. They are sold by experienced salesmen who have been specially trained to sell a particular type of commodity.

And it is an important part of their job to create demand. There is a big difference between selling to a person who already knows what he wants and selling to a person who did not know that he wanted anything at all until the salesman has aroused his interest. The former is just meeting demand; whereas in the latter case, demand must be *created*. To do this successfully requires knowledge, experience and personality.

This is the type of salesmanship with which this article is concerned.

### Let's Sell a Flood-Light

We will assume that you are a sales representative for a firm manufacturing floodlights. There are a number of good sales arguments in favour of floodlighting. Armed with these, together with the reasons why your own firm's equipment is more suitable than that of your competitors, you set out on your journey. In your pocket will be a list of people called "prospects." These are the people whose circumstances are such that they might succumb to a well-planned sales attack. It will be your task to tell these "prospects" why they should floodlight their buildings and discuss with them the cost. To do this you will need to make friends with your prospective customers and gain their confidence so that they will rely on what you are telling them about your goods, and the ultimate effect on their business or community. Every statement you make must be true, and you should be in a position to support such statements with proof.

This may sound very simple, but in practice you will encounter many difficulties before you win the customer's confidence. Surmounting these will be the test of your worth. No business can tolerate for long an unsuccessful salesman, because, whilst representing his company to his customers, they will be thereby forming an opinion, good or bad, of the company. Obviously, if the opinion is a bad one, the sooner that state of affairs is changed, the better. And selling technique will need to be adapted to each type of prospect.

### The Type that Succeeds

Can anyone be a salesman? Given willingness and ability to understand human beings and to interpret their thoughts and actions correctly, then almost anyone can become a salesman. But these qualities have got to be trained and developed. There has got to be genuine zest for the job. If your heart is in adding up figures, flying aeroplanes, or breeding cattle, keep away from salesmanship. It requires lots of enthusiasm and the will to succeed.



(Photograph by Gee & Watson Ltd.)

A Salesman and his client discussing a business proposition.

The salesman is a responsible person in that he is the link between industry and the consuming public, whether the public be "the man in the street," or that hidden public that buys roads, ships, or steam engines. He aids distribution of goods; in fact, in many cases, he initiates the distribution of goods by operating a process of enlightenment. Sometimes he is a specialist and is sought by buyers for his expert knowledge on some particular product. His experience may be unique in the locality or possibly in the whole country. He is

the arrowhead of business and blazes the trail. He has of necessity to overcome much human inertia, for many people prefer to be left alone, to go unwashed and untidy, but someone makes them desire cleanliness and tidiness, often an unknown salesman.

Promotion comes surely and steadily to the successful man, for good men are badly needed. Most sales managers find it extremely difficult to find the right men for the job.

### First Steps

And how does one set about becoming a salesman?

Well, first of all you must decide whether you have a technical or a non-technical mind. Are you good at mathematics, physics, and the scientific, practical subjects: or do you prefer history, literature, art, and the like. If the former, then you will be best at selling technical products, such as radio, lighting, machinery, or motor-cars. If the latter, then you will do better with non-technical products such as clothing, foods, hardware, etc., which jobs are often better paid, though less interesting, than the other kind.

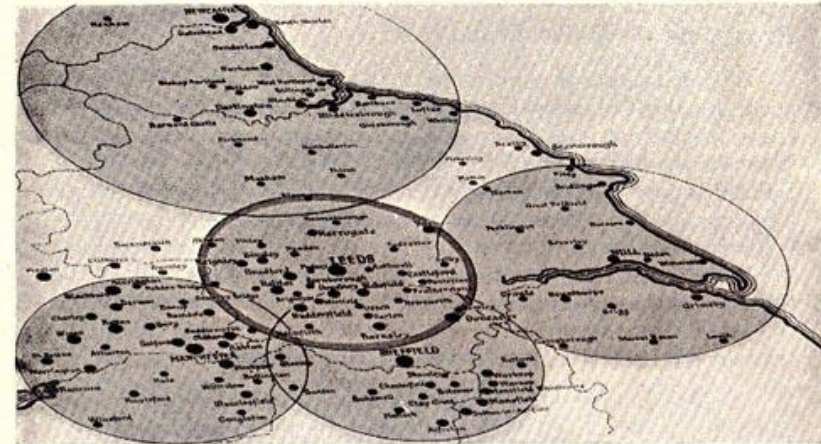
Once you have made your decision, the next move is to seek a junior post in the sales office of a company in one or other of these main groups, making it known to your employer that you wish eventually to become a salesman. As soon as possible after obtaining your appointment, commence studying the art of salesmanship. The earlier the better. If you delay you may find yourself too busy travelling from town to town with no means of attending evening classes. Technical schools provide courses on salesmanship, and there are many excellent books on the subject available.

### Getting a Qualification

You will be wise to study for the examination set by the National Association of Salesmanship, a voluntary body that sets the standard for professional conduct. The certificate of this Association provides useful evidence of the theoretical knowledge of the student of salesmanship. The address is 23 Bedford Square, W.C.1.

Now let us have a look at the prospects. They are excellent—but only for the right type. Salaries commence at about

£150 per year, and may reach £1,200, or in exceptional cases more. A fair average is about £250 to £650 per year for an experienced salesman. Added to this are the travelling and incidental expenses allowances, such as motor car, lunches, hotels, etc. The salesman must live a hard life at a good pace. His work is never done. But it is a free and open-air existence in which brains, initiative, and intelligence count. They must be used to the utmost. No watchful eye looks over the salesman during his daily work. No one gives him minute instructions. He has always to use his own initiative. When he returns home or to his hotel at night a report may



(By courtesy of The Yorkshire Conservative Newspaper Co. Ltd.)

Territories have to be planned for Salesmen's activities.

need to be written for his chief. And it is the essence of these reports on which his future depends. These reports go to the Sales Manager.

### The Work of the Sales Manager

It is the Sales Manager who is responsible to the directors for the work of the salesmen. His job is much more responsible and, of course, carries with it better pay. This will depend on the size of the company. But £800 a year is a good average, whilst many large companies will pay up to £2,000 for the right man. It's a big and interesting job. To reach the Sales Manager's chair, the candidate must have had many years' experience as a successful salesman. He must know

how to sell by practical experience. He must be able to train and inspire all those salesmen dotted over the territory in which his company operates. It is a job that requires great energy and determination. Problems will be brought to him not only by his customers, but by his staff of salesmen, who, through lack of experience or other inability, are unable to solve their problems themselves. He is responsible for other men's lives and careers. He can help a salesman to become a success, and by doing so increase the efficiency of his own selling organization. A great deal of the firm's money will pass through his hands, so that he must learn to spend wisely.

### **Prospects as Sales Manager**

What are the prospects of the Sales Manager? We have seen that his salary varies greatly. But salary is not everything. Interest is at least of equal importance. And the job is certainly interesting. By the time a man has become a Sales Manager he has learnt to mix socially with his fellow business-men. He has to attend important business conferences, public banquets, give lectures, and make speeches. He has to estimate how much produce his company will sell in the year and at what price. This information is necessary for the works management. He will need to provide adequate trained men to carry out his sales programme.

Sales Managership is not yet a profession in so far as it can still be practised without any recognized qualifications. But it is moving rapidly in the direction of becoming a profession. The Incorporated Sales Managers' Association already holds examinations, and to obtain its final certificate is looked upon as an achievement.

### **One Move Up**

Above the Sales Manager is the Sales Director, who occupies a position on the Board of Directors. The Sales Director in some cases relieves the Sales Manager of some responsibility in estimating probable sales and in fixing prices. Also he helps to decide the general policy of the company, and so is not fully occupied with sales matters. The Sales Director is frequently the Sales Manager promoted to a seat on the Board.

And so it may be seen that the salesman may rise, through sales managership, to become a director of his company. It depends on the salesman!

### **School Days**

There is one invaluable quality for successful salesmanship that flows from school experience—good mixing. At school you learn to mix with your fellow humans. You learn to adjust your own individual qualities to the society in which you move. The better these adjustments, the better the salesman; for the most valuable of his qualities will be that of establishing rapid and effective friendly relations with his buyer. If you find social intercourse difficult at school, you should consider very seriously an alternative career. If you find you possess the delightful faculty of establishing quick contact with other students, you will possess a quality it will be wise to develop.

And you can help its development by casting the net of your interests as widely as possible. History, literature, foreign stamps, models, sport, and a host of other topics are all grist to the conversational mill. A memory that contains lots of out-of-the-way facts of general interest is a great aid to fluent conversation. It will help you to make yourself interesting to your buyers. So cultivate curiosity about the world in which you live. Curiosity is the mother of knowledge, and knowledge will help you to "get under the skin" of your customers. A very successful salesman once told the writer that when he discussed the goods he was paid to sell, he also discussed the subjects in which he knew his buyers were interested. He claimed that this put his selling on to a friendly basis and gave him a great advantage over rivals who had only their products with which to interest their buyers.

Foreign languages are important—especially French and German. Most countries nowadays have their industrial fairs. There are exhibitions of the produce of the country held for the benefit of home or foreign buyers. They present many opportunities to the salesman who can speak a foreign tongue.

One final word of advice—don't start practising the art of selling on your school fellows. It might make you exceedingly unpopular!

### **Where to Train**

Classes in salesmanship are held at many of the polytechnics. They are also organized by the Ministry of Education, and details can be obtained from your local Education Officer.

The following specialize in this type of vocational tuition :

Wallace Attwood College, Ltd., Victoria House, Southampton Row, W.C.1.

The Polytechnic, Regent Street, W.1.

Metropolitan College, St. Albans, Herts.

Pitman Correspondence College, Southampton Row, W.C.1.

### Some Useful Publishers

The following are the important publishers of books on Salesmanship and Sales Management :—Sir Isaac Pitman & Sons Ltd., 39 Parker Street, W.C.2; Career Advisory Bureau, 61 Conduit Street, W.1; Aldwych Press Ltd., Aldwych House, W.C.2; The Shaw-Hill Publishing Co. Ltd., Aldwych House, W.C.2; Efficiency Magazine, 87 Regent Street, W.1; H.M. Stationery Office (Choice of Careers Series), Adastral House, W.C.2; Geoffrey Rivington's Publications Ltd., 50 Pall Mall, S.W.1.

### THE CRICKET SEASON

Played 14. Won 7. Lost 7. Drawn 0.

As regards results alone we have had a fairly successful season, but as to the style of cricket played we have had a wonderfully good one. From number one to number eleven in the team, stroke play has been good. In fact, for a stranger coming at the middle of an innings, it would have been difficult to tell whether or not our opening bats or our last batsmen were in. Although, of course, the order of batting has remained more or less constant throughout the season, every member of the side was quite capable of batting in any position and all have made runs during the term. Usually one batsman stands out in the team and makes most of the runs, but this year every member of the side has scored freely and a glance at the average will show this.

This year the team has not been strengthened (?) by any member of the staff and, therefore, we are particularly proud of the College win against Harlow 2nd XI (which included five players who had at one time or another played for Harlow 1st). Three high scores have been put up, too—against North Weald R.A.F. (away), 165 for 7 wkts.; S.W.G.S. (away), 167 for wkts.; and against the Old Boys 137 all out. In the last game Wykes made a very creditable 53.

Below will be found details of the games.

v. SAFFRON WALDEN FRIENDS SCHOOL (home). Lost.

With one of the Saffron Walden team badly missed two or three times their score mounted rapidly to 85. Our first four wickets fell for 9 runs and although the later batsmen batted pluckily we never looked like reaching that total (Thomas 3 for 9; V.-Jones 22).

v. F. STAPLETON'S XI (home). Won.

A last wicket stand of nearly 30 runs gave us the score of 114 and after Rolph had been dismissed the issue was never in doubt.

v. NEWPORT SCHOOL (away). Lost.

Played in real football weather, rain and mud. Newport passed our total for the loss of 4 wickets.

v. NEWPORT SCHOOL (home). Lost.

Newport out for 66. Victory seemed within our grasp but except for V.-Jones the batting was deplorably weak. Side out for 45 (V.-Jones 6 for 22).

v. SAFFRON WALDEN G.S. (home).

A stylish 32 from Lockyer helped by a steady (including very short runs) by Snawdon gave us the comforting score of

90. V.-Jones bowled well (6 for 30) and Saffron Walden were all out for 57.

v. BISHOPS STORTFORD POSTAL SERVICES (home). Lost.

Our opponents included one or two cricketers from Harlow Town and were too good for us although only two of them made any score of note. Lockyer bowled well (7 for 34). Of our batting little need be said—all out for 41.

v. HARLOW 2ND XI (away). Won.

An extremely exciting game, a six from Owers being a high light of the game. Harlow 52. School 54 for 9, all out 63 (V.-Jones 6 for 34. Valentine 25).

v. WANSTEAD 2ND XI (away). Won.

23 extras helped us to pile up 103 runs. Lockyer 18, Ross 15, Thomas and Wykes 12. V.-Jones disposed of six of our opponents for 15 and they were all out for 51.

v. R.A.F. NORTH WEALD (away). Lost.

Some excellent batting by the School. Dellow 37, Ross 21, Snawdon 18, Wykes 36, enabled us to declare for 165 for 7. This was not sufficient, Flight-Lieut. John hitting up a very quick 71, and our total was passed for the loss of 6 wickets.

v. R.A.F. NORTH WEALD (away). Lost.

A much lower scoring game. R.A.F. 81 (John 47, V.-Jones 5 for 40, Thomas 5 for 40). School 61 (Owers 20, Stewart 13 not out).

v. SAFFRON WALDEN G.S. (away). Won.

Another big score. 166 for 7 (Stewart 40 not out). Thomas bowled well (5 for 35) and Saffron Walden were all out for 75.

v. OLD HARLOVIANS. Won.

v. HARLOW TOWN (home). Lost.

A poor game.

v. SAFFRON WALDEN FRIENDS SCHOOL (away). Won.

We obtained our revenge for a home defeat earlier in the season. Wykes 38, Valentine 27, helped to raise our score to 99. Saffron Walden were all out for 73. V.-Jones taking 6 wickets for 31 runs.

1st XI	Averages.		Batting.		Average.
	Inns.	Runs.	Times not out.		
M. S. Owers.	10	77	5		15.4
R. E. Wykes.	14	190	0		13.5
G. C. Valentine.	14	120	4		12.0
S. N. Dellow.	12	107	0		8.9

P. C. Stewart.	14	87	4	8.7
A. Vallé-Jones.	14	121	0	8.6
N. Lockyer.	12	89	0	7.4
J. P. T. Snawdon.	14	106	0	7.1
P. H. Thomas.	13	89	0	6.8
A. G. Ross.	14	82	0	5.8
J. Norris.	10	45	2	5.6

Phillips, Elphick and Cook also batted.

	Averages.		Bowling.		Averages.
	Overs.	Mdns.	Runs.	Wkts.	
V. Jones.	95	30	439	54	8.1
Thomas.	75	10	214	25	8.5
Lockyer.	132	27	361	38	9.5

Dellow and Ross also bowled. Dellow 11, 0, 57, 4, 13, 6. Ross 2, 1, 0, 20, 1, 20.

2nd XI.

Played 9. Won 6. Lost 2. Drawn 1.

v. ST. ANDREW'S COLLEGE (home). Drawn.

Match abandoned owing to rain after the College had made 69 runs, Grant and Seif putting on 22 runs for the last wicket.

v. LOUGHTON SCHOOL (home). Won.

College 109. Loughton 73. Jefferys i scored a rapid 46 and Owers a steady 28. Elphick took 6 wickets for 14 runs.

v. ST. ANDREW'S (away). Won.

An all day game. 1st innings College 73. St. Andrew's 19. 2nd innings College 58. St. Andrew's 75. Whitby made 25 not out in the first innings and Walford 18 in the second. The bowling honours went to Elphick, 5 for 5 in the 1st innings and 7 for 41 in the 2nd innings.

v. WANSTEAD COLTS (home). Won.

An even game with extras making the highest score for both sides. College 79. Wanstead Colts 59 (Elphick 6 for 24).

v. ONGAR SCHOOL (home). Won.

A low scoring game and but for a few useful 18 by Cook the College total would have been in the twenties instead of 45. Ongar started off badly and only reached the score of 24. Elphick took 7 wickets for 31 runs.

v. WANSTEAD COLTS (away). Lost.

With top score of 7 by Grant the final score of 41 was rather higher than was at first expected. Wanstead passed the total for the loss of 3 wickets.

v. ONGAR (away). Won.

Excellent bowling by Browne enabled us to go in with only 25 runs required for victory. In spite of early reverses these were knocked off for the loss of 3 wickets. Browne went in to score an energetic 57 not out. Browne 7 for 11.

v. WOODFORD (home). Lost.

An exciting game. Woodford won with one wicket to spare.

v. WOODFORD (away). Won.

The biggest score for many seasons was left to this last game. The 2nd XI batted first and put together the monumental total of 205 for 4. Norris and Walford made fifties. Against this a tired Woodford team compiled only 80 runs.

2nd XI	Averages.		Batting.	
	Inns.	Runs.	Times not out.	Averages.
Whitby.	7	63	4	21
Browne i.	8	74	1	10.5
Phillips i.	6	58	0	9.6
Grant.	8	44	0	5.5
Cook i.	7	37	0	5.2
Elphick.	7	35	0	5.0
Seif.	8	22	1	3.1
Willmott i.	6	15	1	3.0

Bowling.

	Overs.	Mdns.	Runs.	Wkts.	Averages.
Elphick.	43	14	108	31	3.5
Browne i.	58	27	95	17	5.6
Cook i.	20	6	32	4	8.0

Under 14 XI: The under 14 XI played two games and won them both.

#### TEAM CRITICISM

A. ROSS (*Captain*).

N. LOCKYER (*Vice-Captain*).—A much improved bat. Does not mix his bowling enough.

S. N. DELLOW.—Sound opening bat, brilliant in the field.

A. VALLE-JONES.—Opening bat, scores rather too quickly for that position, a hostile bowler.

P. THOMAS.—Has all the strokes but does not use them to the best advantage. A good spin bowler.

R. WYKES.—A good bat, still rather stiff on the off, has made several good scores.

P. STEWART.—Wicket keeper. Has improved with every game. Taking on the leg side very good indeed.

G. VALENTINE.—A forcing bat, timing excellent. Good in the field.

J. SNAWDON.—Good in the field. Has not many strokes but has made numerous runs for the side by calling correctly and by taking short ones.

M. OWERS.—A good steady bat, offside a bit weak. Very safe hands.

J. NORRIS.—Plays a good straight bat but is inclined to fumble for them. Fielding needs strengthening.

R. PHILLIPS.—A fair bat with not too many shots.

Colours were awarded to Snawdon, Valentine, Owers, Stewart.

#### 1st XI HOUSE MATCHES

##### BEATTY v. RODNEY

A particularly low scoring game. With Beatty out for 29, Rodney naturally expected to win but with Lockyer bowling well, runs were difficult to obtain. With 8 wickets down Rodney still required 2 runs for victory. However, the last two batsmen were dismissed for no runs and Beatty won a very exciting game.

##### NELSON v. KEYES

Another close game with Nelson just winning on the post. Nelson 48—9. Keyes 47.

##### RODNEY v. KEYES

With Vallé-Jones scoring 49 runs the Rodney total of 75 was rather poor, but Rodney had little difficulty in running through Keyes in spite of a gallant 15 runs by Dellow.

Vallé-Jones obtained 8 wickets for 14 runs for Rodney, and Browne i 6 for 25 for Keyes.

##### NELSON v. RODNEY

Wykes 18 and Silvester 9 not out were the chief scorers for Nelson's total of 51, and with excellent bowling by Thomas (5 for 18) and Ross 4 for 9, Rodney were soon out for 37, of which total Ripley scored 16 not out.

##### BEATTY v. NELSON

The eagerly awaited game between the boarder houses. Nelson put up the satisfactory total of 87 for 9 (Valentine 20 Thomas 21) against Beatty's 52. (Ross 6 for 21).

##### BEATTY v. KEYES

Although Beatty only scored 41 (Lockyer 16 not out) Keyes could only score 28, Elphick being particularly deadly with the ball, taking 6 wickets for 10 runs, 5 of these being bowled.

#### BEATTY v. RODNEY

Vallé-Jones's bowling was too much for Beatty and they were easily beaten by Rodney. Beatty 18 (V.-Jones 6 for 8), Rodney 42 for 4.

#### KEYES v. RODNEY

A fairly close game, 17 runs by Hickling giving Keyes a chance of a win. They could, however, only get within 8 of Rodney's total of 67. Bowen took 6 wickets for 24 runs.

#### BEATTY v. NELSON

But for Wykes Nelson's score would have been very low. With his 27 their final effort came to 55 and this was far too much for Beatty's mediocre batting. Ross obtained 6 wickets for 12 runs.

#### NELSON v. RODNEY

With excellent batting (against a rather weakened Nelson team) by Vallé-Jones, Stewart and Snawdon, Rodney's third cricket wicket did not fall until 71 runs were on the board. Nelson pegged away, however, and Rodney were all out for 95. With everyone making runs for Nelson, things looked hopeful, and had Walford gone in earlier perhaps the runs might have been obtained. Rodney obtained the last Nelson wicket at 78. Owers took 5 wickets for 40 runs.

#### NELSON v. KEYES

A fairly easy win for Nelson who were fielding a weak team. Thomas batted well for his 34 and when Keyes batted he flighted the ball very well indeed, taking 7 wickets for 29. Nelson 109 (Thomas 34, Wykes 21, Ross 17). Keyes 60 (Browne 20, Hodges 16).

The final positions of the Houses were 1. Nelson, 10 pts. 2. Rodney, 8 pts. 3. Beatty, 4 pts. 4. Keyes, 0 pts. One Beatty v. Keyes game was unfinished.

#### 1st XI BATTING AND BOWLING AVERAGES

The first ten in the batting averages were:—

V.-Jones R. (13.7), Wykes N. (12.8), Thomas N. (11.2), Valentine N. (10.8), Ripley R. (9.2), Snawdon R. (9.0), Stewart R. (8.3), Ross N. (7.6), Hockley K. (5.8), Whitby R. (5.7).

Bowling.—V.-Jones R. (50 for 148, av.=2.96), Elphick B. (13 for 44, av.=3.38), Ripley R. (8 for 37, av.=4.62), Lockyer B. (20 for 93, av.=4.65), Ross N. (26 for 131, av.=5.0), Browne i K. (24 for 121, av.=5.04), Owers R. (15 for 87, av.=5.80), Thomas N. (23 for 125, av.=5.88), Dellow K. (16 for 145, av.=9.06).

V.-Jones thus has the distinction of being top of the House batting and bowling averages.

#### HOUSE MATCHES 2nd XI

##### NELSON v. KEYES

An easy win for Keyes by 7 wickets. Nelson were all out for 38 and Keyes quickly passed that total, Hodges making 21 not out.

##### RODNEY v. KEYES

Rodney only obtained 31 runs but Keyes had some difficulty in passing that total. Hodges 14 not out and Ellcock 10 not out being the only scorers of note.

##### NELSON v. RODNEY

A drawn game very much in favour of Nelson. Nelson obtained 51 (Rolstone 17) and Rodney had only 3 more wickets to fall and 35 runs to make.

##### NELSON v. BEATTY

A good even game with Nelson playing much better than was expected. Beatty scored 55 against some good bowling by Willy (4 for 22) and Phillips ii (6 for 23). Nelson passed that total with eight wickets down.

##### BEATTY v. RODNEY

Beatty much too strong for a weak Rodney XI. Jeffreys ii took 7 wickets for 3 runs.

##### KEYES v. NELSON

A fairly easy win for Keyes. Nelson weakened by the absence of Rolstone. Willy took 6 for 24 and Ellcock 6 for 12.

##### BEATTY v. KEYES

A very close game with low scoring by both sides. Beatty batting first only compiled 37 runs. Keyes had 6 wickets down for 20. Then came a stand which put on 12 runs, but the last two wickets fell cheaply and the final score was 34.

##### NELSON v. BEATTY

A much easier game for Beatty than was the last against Nelson. Beatty took things much more seriously and won easily by 8 wickets.

##### RODNEY v. BEATTY

Rodney improved slightly on their score against Beatty but the total was passed for the loss of only one wicket. Taking things in a carefree manner, Beatty were all out for a score of 50 to Rodney's 11.

##### BEATTY v. KEYES

Keyes with Hodges absent seemed not a shadow of their usual selves and were easily beaten. Scores—Beatty 29—1; Keyes 13.

#### KEYES v. RODNEY

A poor game. Scores—Keyes 38; Rodney 17.

#### NELSON v. RODNEY

Rodney with a much depleted team were easily put out by Nelson who won by 66 to 10.

The final positions of the Houses were: Beatty 10 pts. Keyes 8 pts. Nelson 5 pts. Rodney 1pt.

#### 2nd XI HOUSE AVERAGES

The first ten in the batting averages were:—

Rolstone N. (18.3), Guinn B. (17), Bliss B. (11.3), Hodges K. (10.6), Jefferys B. (7.8), Collins K. (5.5), and Cullum B. (5.5), Phillips ii N. (4.1) and Linton B. (4.1), Hullett B. (4.0).

The first ten in the bowling averages were:—

Jefferys ii B. (25 wickets for 41 runs, av.=1.64), Miss B. (13 wickets for 22 runs, av.=1.70), Hullett B. (8 wickets for 19 runs, av.=2.38), Ellcock K. (16 wickets for 54 runs, av.=3.38), Phillips ii N. (15 wickets for 60 runs, av.=4.00), Chapman K. (13 wickets for 51 runs, av.=4.31), Willmott ii R. (27 wickets for 120 runs, av.=4.48), Willy N. (19 wickets for 120 runs, av.=4.79), Cook ii K. (6 wickets for 30 runs, av.=5.00), Mansfield R. (14 wickets for 99 runs, av.=7.07).

#### THE OLD BOYS' MATCH

In either Spring, Autumnal or Winter, but certainly not Summer weather this year's Old Boys' Match was played on the school ground. On account of holidays an Old Boys' Cricket XI is always difficult to assess, as one only knows what each particular player was like at school. However, an interesting game resulted and although the school won, had the Old Boys accepted all their chances the result would probably have gone the other way.

The school batted first and by steady cricket Dellow and Thomas batted for ten overs. Only 15 runs were scored certainly, but the bowling was being made easier for the next batsmen.

Thomas left at 15 and Vallé-Jones almost immediately afterwards at 17. Ross stayed to make 5 quick runs, then he and Lockyer were dismissed in the same over. Dellow followed these two but with Wykes and Snawdon together the outlook of the school brightened. The field was disorganized by the quick running between the wickets and 30 runs were put on before Snawdon was caught by Browne off Deans. Then came Stewart who stopped in for only a short

time before he edged one into the slips. Seven wickets down for 63 runs. A total of 80 seemed possible at the most, but Owers and Wykes batted very well and the score mounted quickly. Wykes reached his 50 and three runs later was caught by Deans off Radford. Forty-two runs had been put on and the total was a 105. Valentine only survived for a couple of overs but Elphick came in evidently to hit. His lives were many but his 19 quick runs together with Ower's more polished display took the total to 137.

Don and Tree opened for the Old Boys and 6 overs went by with the score in the twenties before Don was bowled by Lockyer, who, by the way, was making the ball rise quickly. The Old Boys at this period and just after were not having a pleasant time as there had been a shower of rain and the ball was whipping through very quickly. However, Wood and Tree, Browne having gone after scoring one run, set about the bowling. Wood was particularly severe on Thomas, hitting a very nice 6 on to the tennis court. The fourth wicket fell at 61; and Fer put up an easy catch to give the school 5 wickets and the score 79. With Deans scoring a rapid 15 it looked as though the Old Boys were going to win, but Henfrey, Wells and Radford were dismissed sharply, and nine wickets were down for 97. Brazier made 8 not out but the final score was only raised to 103. For the Old Boys Tree took 3 wickets for 42, Browne 2 for 17, Radford 2 for 26, Deans 2 for 15 and Brazier 1 for 11. For the school Lockyer took 7 for 36.

Owing to interruptions by rain and a late start the game was not over till nearly eight o'clock. Actually 240 runs were scored in about 3½ hours of actual play, which is nearly 70 runs in the hour. It goes, therefore, without saying that the cricket was extremely pleasant to watch.

#### THE SWIMMING SPORTS

This term the House Swimming Cup was contested for the first time for three years. The large number of entries from all parts of the school show that it was a very popular event, and will remain as a regular feature of the Summer Term.

It is unnecessary to list the winner of each event, particularly as it would contest of the repetition of a few names drawn almost entirely from Keyes House which won with an overwhelming score. More than once the final races were abandoned as only members of this House had been successful in the heats. In the Senior swimming, Dellow, Hodges



and Field monopolised most of the first places, while Browne and Hodges took the first two places in the diving. Holloway won the Junior Diving and a number of other events. Elphick also did well in the Junior races.

One of the objects of the swimming sports is to encourage swimming in the school. There was, therefore, a special novices' race to ensure that every boy who could swim had a chance of scoring at least one point.

For the very junior school a special race in motor tyres was instituted and the races under Mr. Robson's supervision were very keenly contested.

We have to thank Miss Horsey for giving a cup to be held each year by the senior champion who, this year, was Browne. The cups were presented by Mrs. Dames. We have also to thank Mr. Cox of the Harlow Swimming and Diving Club for giving up a morning to judge the Diving events. Finally we owe thanks to Mr. Harper for the organisation of the Sports as a whole.

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### TENNIS

The tennis team have had a busy and successful term, though their first match of the season resulted in a manner totally unexpected by them. The Staff have this year been strengthened considerably by new arrivals amongst the ladies, and faced the boys with greater hopes on July 1st. Tea time, however, found the boys with a lead of ten matches to five, but the Staff, with noble self sacrifice, "banted," while the boys did not, and the final score was 13 matches to 11 in the Staff's favour! It must be admitted that none of the elders could stand up for long against the all-conquering Dellow and Hickling—six minutes for the set was the record—but craft told in the lower games!

From that date until the end of term the VI appeared to be playing a match every day, especially when the cares of the examination were behind them, for they defeated teams of Old Harlovians three times, once beat Harlow who later avenged the defeat. Finally two excellent matches were played against the strongest ladies that Harlow could produce, the first resulting in a win for the boys, who had to succumb in the second match. For the latter we have to thank Mrs. Robottom, of Harlow Common, for an excellent afternoon.

Finally it is to be noted that the boys did not challenge the Staff to a return match!

S. N. Dellow again entered for the Schools' Champion-

ship at Queen's Club. Although we have not the details we understand that he survived a round or two, succumbing to one of the finalists. We hope to hear more of him later in the tennis world.

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### THE WOOD AT NIGHT

From a death pale moon in the scudding cloud  
A weak light makes the shadow darker,  
The wild wind wails and the dark pines shroud,  
And the shriek of a night-bird echoes after.

Dark knotted trunks of the wild wood writhe  
And wave at the shapes in the eerie sky,  
Gloom casting forms that seem alive  
Strike chill the heart of the passer-by.

Forth from the oak tree steals an owl,  
A silent blot borne on crescent wings,  
From close at hand comes the dog-fox howl  
And the deep-quiet hush more closely clings.

Brian R. Browne.

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### OLD HARLOVIANS

S. N. Dellow has taken up a post with Messrs. Gellatly, Hankey and Co. Ltd., shipping brokers.

\* \* \* \*

G. Jefferys has obtained a post in the outward freight department of the Blue Star Line in London.

\* \* \* \*

E. Vallé-Jones has now set out for Texas.

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A. Vallé-Jones is working with a chartered accountant in Wolverhampton. Later he hopes to enter the Metropolitan Police and train at Hendon.

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Owers has taken up banking as a career and works in town, as does Fells.

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Derek White has returned on furlough from Malaya, where he superintends a rubber farm.

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Reginald Tarling, after his stay in Southern Rhodesia, is working once more in London, but hopes shortly to leave for New Zealand.

J. E. Eagles has entered the firm of Sainsbury's and appears to enjoy the life. He paid a visit to the Scout Camp in July.

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John Norris has now returned from Southern Rhodesia and has entered the School of Mines at Camborne.

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H. Linton has been accepted as a Boy Entrant in the R.A.F.

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R. Phillips has been apprenticed to the North Eastern Engineering (Marine) Co. Ltd., in Sunderland, and begins work in January.

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M. Georges Butin, who taught French in the College 40 years ago has written us, on the occasion of the English Royal visit to France. He records the feelings of pleasure he experiences in remembering his stay in Harlow. M. Butin is now Professeur d'Anglais et d'Allemand at the Pension Mîcour in Baume-les-Dames (Doubs), Librarian of the town and Officier d'Académie. He lives at 13, Rue Courvoisier, Baume-les-Dames.

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During June the school was visited by Mr. Garry Simpson who was at the school 65 years ago. He was pleased to find his old cubicle, still bearing the original number "11," which has been his lucky number through life. He wishes to present a cup for next year's sports.

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We congratulate Miss Phyllis Edwardes and Mr. Hugh Curryer on the occasion of their approaching marriage.

For many years Miss Edwardes was secretary of the Old Boys' Association and Mr. Curryer taught for some time in the College. It is fitting, therefore, that Old Harlovians should present to them on this occasion some tangible souvenir of their gratitude. For this purpose Mr. Dick Leith of Exeter House, Putney Heath, S.W.15, has opened a subscription list and contributions will be gratefully acknowledged.

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The Headmaster is desirous of re-forming the Old Boys' Club, and putting it on a proper basis. Since the school will be 100 years old in 1940 he considers that it would be appropriate that the occasion be marked in some such way. He would, therefore, be pleased to hear from any Old Boys, of all generations, who would be willing to take an active part in the organisation of the Club. It is proposed to hold an informal meeting of all volunteers, next term, in London.