

**MAJOR LAND-ROVER ORDERS GAINED BY SALES DEPT. MAKE EXCITING READING THIS MONTH. SOME 1,400 VEHICLES ARE INVOLVED IN FOUR ORDERS WORTH HUNDREDS OF THOUSANDS OF POUNDS TO THE ROVER COMPANY. AGAINST STRONG BRITISH COMPETITION, THE COMPANY HAS SECURED A CONTRACT TO SUPPLY 495 VEHICLES TO TURKEY; THE JORDAN ARMED FORCES HAVE ORDERED 500 LAND-ROVERS; 210 VEHICLES ARE GOING TO THE FEDERATION OF MALAYA ARMY AND AN ORDER HAS BEEN RECEIVED FOR 198 CKD UNITS TO BE ASSEMBLED IN VENEZUELA. (FULL STORY ON PAGE 2).**



## A SATURDAY SPIN AT SILVERSTONE

*115,000 race fans cheer the Rover quads in gas turbine cars first 'family outing'.*

More motoring history was made by Rover gas turbine cars before a 115,000 crowd at the Silverstone race track. To tremendous applause from people in the packed grandstands and alongside the circuit railings, the three prototype gas turbine cars built by The Rover Company in the last 15 years and the Rover B.R.M. did a demonstration three-lap run between races at the British Grand Prix meeting sponsored by the "Daily Express".

The demonstration was given by invitation and it was the first time that all four Rover gas turbine cars have appeared together in a public demonstration.

There to watch this further Rover triumph were Mr. M. C. Wilks, Chairman of the Company; Mr. L. C. T. Farmer (Executive Vice-Chairman); Mr. W. Martin-Hurst, Managing Director; Mr. A. B. Smith (General Manager); Mr. C. J. Peyton (Company Secretary); Mr. G. F. Searle, Managing Director, Rover Gas Turbine Ltd.; Mr. A. J. Worster, Mr. P. M. Wilks, Mr. A. G. S. Herbert, Mr. E. G. Bacon, Mr. O. Poppe and other senior members of Management, among them Mr. A. I. Moffett, Managing Director, Rover South Africa, who was visiting Britain at the time.

At the wheel of the Rover-B.R.M., fresh from its Le Mans success, was Graham Hill. Richie Ginther, Hill's B.R.M. team-mate and partner in the Le Mans gas turbine run, drove T3 and at the wheel of T4 was Mr. Tony Worster (Senior Project Engineer). Jet 1, the veteran of the four cars, was



piloted round the circuit by Mr. C. Spencer King (Chief Designer, New Vehicle Projects).

The cars were handicapped so that all

four finished the laps together. On completion of the run all four drivers were presented with inscribed silver salvers by Mr. Tom Blackburn, Editor of the

"Daily Express", to commemorate the occasion.

Vital time details (fastest lap): T4—2 mins. 30.8 secs., 69.88 m.p.h. T3—2 mins. 09.2 secs., 81.56 m.p.h. Jet 1—2 mins. 8.6 secs., 81.94 m.p.h. Rover-B.R.M.—1 min. 51.0 secs., 94.93 m.p.h.

Demonstration manager was Mr. Noel Penny (Chief Engineer, Gas Turbines) and Rover personnel on duty in the paddock and circuit were Messrs. Mark Barnard (Assistant Chief Engineer, Gas Turbines), Fred Court, Bert

An historic moment for The Rover Company as its four gas turbine cars, each a prototype in its own right, line up on the Silverstone track before giving their three-lap demonstration run to 115,000 onlookers.

Hole, Peter Candy, Brian Stimpson, Bob Phillips, Sidney Hill, Les Jackson and Bill Bates.

The vehicles drew much attention from visitors to the paddock and amateur photographers had a field day round the four cars.

## Gold watches for two Le Mansdrivers

With an audience of more than 100 Pressmen watching, Mr. M. C. Wilks, Chairman of The Rover Company, presented Graham Hill and Richie Ginther each with inscribed gold watches to commemorate the Le Mans event, at a ceremony in the R.A.C. Club, London.

The occasion was a cocktail party and

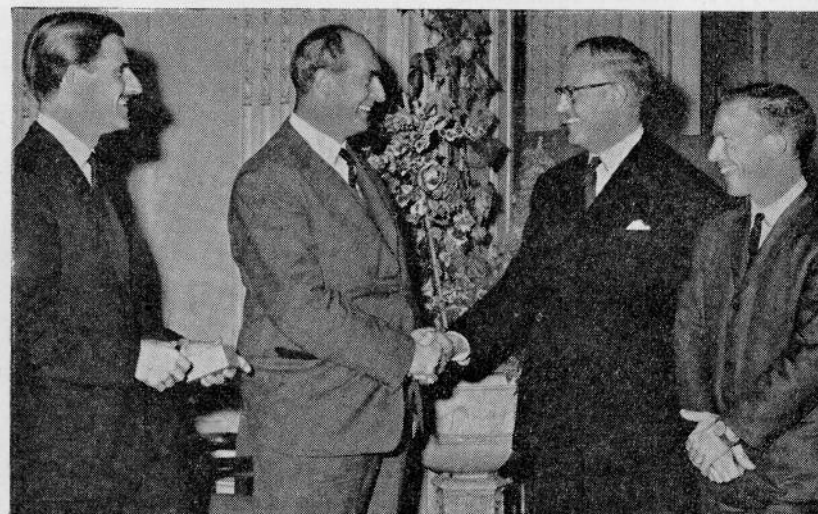
film show given by The Owen Organisation to celebrate the Rover-B.R.M. success.

Mr. Wilks told the two famous racing drivers that they had put up a magnificent show in a car which required quite a different driving technique to the vehicles with which they were familiar.

In reply, Graham Hill thanked Rover and The Owen Organisation for "a wonderful car which helped to establish a bit of history".

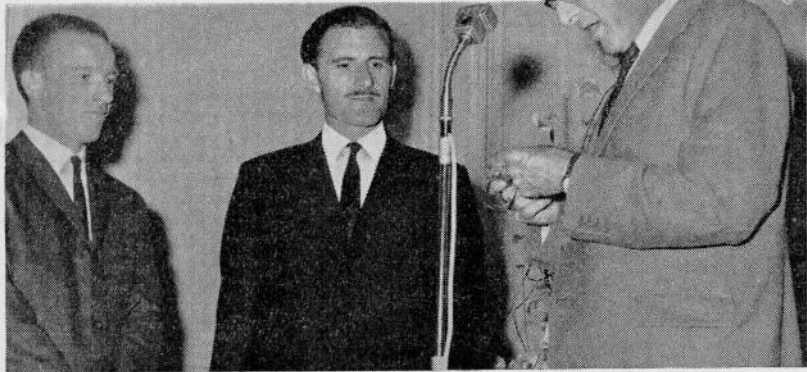
In his introductory remarks to the film show, Sir Alfred Owen, Chairman of The Owen Organisation, welcomed Mr. Wilks, Mr. W. Martin-Hurst, Mr. A. B. Smith, Mr. C. Spencer King, Mr. N. Penny and Mr. M. Barnard.

Sir Alfred said the original idea for the project came from the Rover Company and emanated from the annual dinner of the S.M.M.T. when he and Mr. Martin-Hurst happened to be sitting at the same table. He referred to the speed with which the project was prepared and said a real team spirit had existed between the two companies throughout the operation. He thanked the Rover Company for being "such good chums".



Mutual congratulations by the two originators of the Le Mans Rover-B.R.M. project—Mr. W. Martin-Hurst, the Rover Managing Director (second from

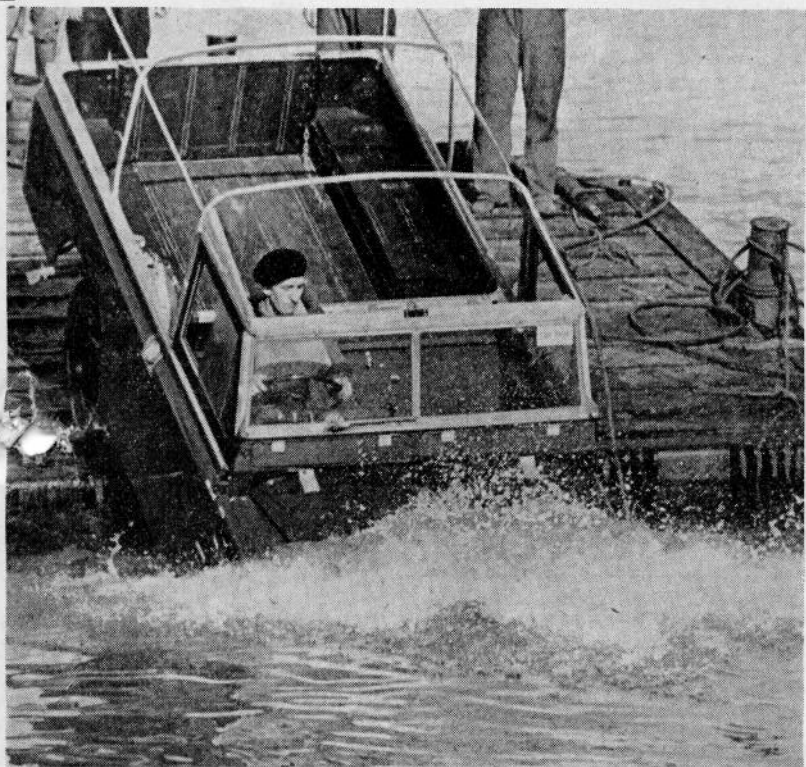
right) and Sir Alfred Owen, Chairman of The Owen Organisation (second from left). Watching are the men who drove the car to success, Graham Hill (left) and American Richie Ginther.



Mr. M. C. Wilks, Chairman of The Rover Company, presents Rover-B.R.M. drivers Richie Ginther (left) and Graham Hill (centre) with gold watches to commemorate their history-making drive at Le Mans.

Amphibious travel trials with the Army

# LAND-ROVERS GO A-WADING



These spectacular pictures prove that the Land-Rover is also very much a 'Water-Rover'. In fact, it takes to the water as competently as a duck, but unlike the bird keeps its 'feet' firmly on the sea bed!

The Land-Rovers in the adjoining photographs are splash-proofed and waterproofed units undergoing trials with the British Army.

Adaptation of the vehicle for such exercises is basically simple. Minor mechanical assemblies are covered with rubber or canvas bags and other components are coated with a sealing compound or grease.

Full waterproofing is necessary for deep wading and splash-proofing for driving in the 'shallows'. Waterproofing kits are provided by the Army for its own use and their design and development is the responsibility of the Fording Trials Branch, Technical Group, R.E.M.E., situated at Instow on the North Devon coast.

The wading Land-Rovers and other vehicles being tested by the Army for amphibious travel between ship and shore are of considerable interest to the thousands of holidaymakers who annually flock to this stretch of coastline.

## Maintenance men beat the calendar

A bigger factory with more employees remaining at work presented a challenge to Solihull Works Engineers Dept. during holiday fortnight this year. Yet the department rose to the occasion to such an extent that more maintenance work was completed than in any previous summer holiday period.

The growing factory creates its own round of increased work, but the retention at work of many employees in connection with developments presented special problems for Works Engineer Mr. J. B. Wilson and his staff.

Pockets of continuing operations at various parts of the factory made it difficult for areas to be isolated for the routine maintenance and cleaning work carried out annually. But problems were overcome and the 300 employees of the department, supplemented by nearly 100 men from two outside concerns, worked long hours to have the factory ready for reopening after the holidays.

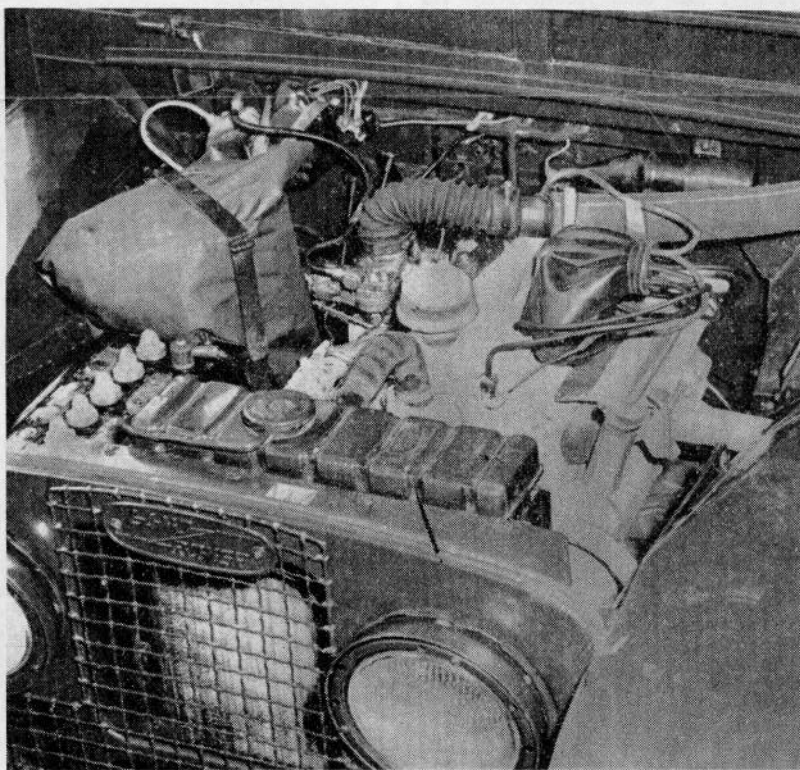
### Road caved in

Work carried out included relaying the road between the Press Shop and the Fuse-Arc Shop with 250 tons of concrete. When removal of the old road began, the surface simply caved in and it was found that ground subsidence under the roadway had literally left the road surface "in the air". Holes up to four feet deep had to be filled and the sides of the road underpinned before the new surface could be laid.

Another task which caused worries was replacement of an obsolete furnace with a modern one in the West Paintshop. Maintenance men were waiting to move in as soon as work finished on the Friday when the holiday fortnight began—yet such was the task and its complications that not until midnight before restart day was all ready for testing!

Another yard relaying job was at Coventry factory. This was necessitated by ground settling in filled-in bomb craters caused by Hitler's bombers more than 20 years ago!

Photographs. Above — A Land-Rover takes a dive into shallow water. Top right — It takes on submarine status when a heavy swell sweeps sea-water over the bonnet. Below — The Land-Rover engine prepared for wading trials. Right — Land-Rover Army crews find sea-wading a pleasant experience.



## Surveyor undeterred by his nightmare journey

Despite a nightmare journey which took him from Solihull across Europe to Saudi-Arabia by Land-Rover in the middle of a winter which was one of the worst in living memory, an American surveyor with ARAMCO (Arabian-American Oil Co.) is literally "coming back for more".

In a letter to Mr. Jeff Pitt, his instructor during a course at Solihull Service School, the surveyor, Mr. Rick Vidal, describes his arduous drive through snow and frost, rain and floods as "absolute murder". But his vehicle behaved so well that he hopes to be back at Solihull during his vacation next year . . . to get another Land-Rover!

Mr. Vidal wrote of his winter journey: "Had I been driving any other car but a Land-Rover I would have thrown in the sponge and got a boat at Marseilles. I knew this trip was not going to be a dance party, but I had not contemplated facing the worst European winter since the Wars of the Roses!

"The slow progress down the boot of Italy is something I should like to forget, but am not able to. At best I was able to make about 100 miles a day. My log book shows 186 kilos as the longest distance for one day's driving in Italy.

"I had snow in England, France, Italy, Greece, Syria and the Lebanon. And floods in Jordan, having to ford small rivers which at one point got up to my exhaust. Then I got to Saudi-Arabia where both snow and rain stopped. That's where I got my first—and so far only—flat tyre".

The trickiest part of Mr. Vidal's journey was in Greece. His plan called for crossing Greece from Igonmenitsa due east to Larissa. The first part of the drive was trouble-free; then he ran into a blizzard and it took him 6½ hours ("chains and all") to cover 58 kilos.

At a place some 4,000 ft. above sea-level he was told that the mountain pass ahead was blocked by 12 ft. of snow. So for two days he was held up in a village watching the snow falling, but on

Continued on page 5

### £6 FOR FUNDS

The Solihull Society for Mentally Handicapped Children received £6. 3s. from a Solihull Works Engineer's Saturday Copper Club collection.

### 'Quake town collection

Staff of Service Reception, Accounts, Sales, Technical Service, Parts and Buying Depts., Solihull, donated £6. 3s. 6d. to the War on Want Skopje Fund.

## APPRENTICES GAIN DIPLOMAS

Engineering apprentice T. A. Steeley, now in Quality Control, Solihull, has obtained his diploma in technology at Gosta Green College of Advanced Technology, and engineering apprentice R. O. Orchard has gained the higher national diploma in mechanical engineering at Aston Technical College. Congratulations to both.

P. H. Shaw (Planning Dept., Acocks Green) completed his apprenticeship last month. An Italian, Alberto Crosio, is gaining three months' practical machine shop experience at Solihull as part of his Zurich University course, and Godwin Fiexo, from Accra, spent a fortnight at Solihull to get practical experience of Land-Rover assembly. He is employed by the United Africa Company in Ghana.



Destination Ilfracombe for members of Pengam Inspection staff and their families. The party went by boat, and the outing—the first—was enjoyed so much that plans have been made for the next outing to Weston-Super-Mare or Minehead. In the above photograph taken by Mr. F. Adams many readers will recognise Mr. S. Ayre, Chief Inspector, formerly of Birmingham.

*Roving Reports*  
... with the accent  
on Rhythm

## 'RENEGADES' MAKE THEIR TV DEBUT

The Renegades Rhythm Group, managed by Mr. E. M. Brown (Gauge Inspection, Perry Barr), has made its debut on television.

It appeared on Midlands ATV in the early evening programme for teenagers, Up and Doing, on July 15.

Sharing the cameras with the group was another "beat" set, Vic Johnson and The Newtons.

Mr. Brown's Renegades (pictured on the right) have made steady progress in the "beat" world since being formed in a small youth club about a year ago. Engagements include bookings in Manchester, Nottingham, Derby, Wolverhampton, Leicester and Ripon.

A second television appearance will be on the BBC channel in September. The group is booked to appear at the Rover Ballroom on November 8, by which time the four youngsters who comprise the Renegades should be well-known in their field of entertainment.



# Song writers await 'hit or miss' verdict on first recordings

A pair of young men employed in Tyseley M.C.D. are anxiously waiting to see if their first rock 'n' twist numbers to be accepted after five years' effort are a "hit" or a "miss"!

It was working together in the Rover cause at opposite desks at Tyseley that prompted John Chesterton and Bob McNally to get together as song writers in their spare time.

John, a pianist with band-playing experience, is the music composer, and Bob, who has written poetry, is the lyric writer.

The partnership began some five years ago... and since then rejection slips have dropped through the letter boxes in a steady, discouraging stream.

"But we improved and learnt as we

went along", Bob told ROVER NEWS. "Those years proved to be a tough, but very useful, apprenticeship", added John.

Recording companies, individual artists, television—all were offered songs but without success. Then John and Bob changed their tactics; they decided to cease trying to "go it alone" in breaking into the song market, but to link with an up-and-coming rhythm group.

Eric Woodward, the "Birmingham Mail" disc jockey, helped by publishing an item mentioning their wish to contact a promising group and John and Bob were consequently showered with offers.

From these they chose the Rednal Ekos, since renamed Carl and the Cheetahs. This group did a television audition with several numbers, including "Beg, Borrow or Steal", by John Chesterton and Bob McNally. The number also caught the attention of Norrie Paramor, the recording manager, who duly recorded it.

A second record, "Go Back to Daddy", has been recorded by The Rockin' Jaymen, and the two Tyseley youngsters recently signed a first refusal contract with D. J. Music Co. Ltd.

The pair's first love is the ballad; they don't regard rock 'n' twist as real music but are practical enough to realise that the fans know what they like and meeting this is the only way to break into the tough commercial field of modern rhythm.



John Chesterton and Bob McNally go over a score during a composition session.

## S. W. Africa post for Service School instructor

Sailing to South West Africa to take up an appointment as service manager of Terry's Motors (Pty.) Ltd., our Windhoek distributors, is Solihull Service School instructor Peter Dent.

He will also be concerned with sales and will be available to Rover South Africa for any urgent service work.

Mr. Dent has been with Rover for 5½ years. After three years as a Solihull Service Dept. trainee—mainly in the repair shop—he became a Service School instructor under Mr. Stan Johnson.

At Windhoek, he will be taking charge of a new workshop built by Terry's, the largest Land-Rover distributors in southern Africa. He will also be responsible for workshops at the company's 12 branches.

Mr. Dent left Rover Solihull on August 2 and sails for Capetown on September 12. After flying on to Port Elizabeth he will spend a week to 10 days at the Rover South Africa premises before going on to Windhoek.

Mrs. Dent will be joining her husband in South West Africa in the New Year.

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Mr. Dent (left) and Mr. A. I. Moffett, Managing Director of Rover South Africa, discuss the former's new appointment in Windhoek over a demonstration gear unit in Solihull Service School. Mr. Moffett called at the school during a recent visit to the Solihull factory and congratulated Mr. Dent on obtaining his new post.

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## TWO GRADUATES IN THE EVETTS FAMILY NOW

Miss Josephone Evetts, 21-year-old daughter of Mr. W. E. Evetts (Land-Rover Body Design) has graduated from London University with a B.A. (Hons). She is to take a post-graduate course at Nottingham University from where her sister Joan graduated with a B.Sc. (Hons) a few years ago.

Sister Joan, who teaches science at Port Harcourt, Nigeria, was recently in Britain on leave. Both girls have been in Canada this month visiting a third married sister, Marianne, who holds a diploma in design and is a talented artist. She taught art before marrying.

Marianne and her husband and two children live at Beardmore, Ontario, and all three sisters went together to Alberta to see brother Morris who is farming near Calgary at the foot of the Rockies.

## Veteran Osborne (79) leaves Tyseley

One of Rover's oldest employees, Mr. John Osborne, a production turner on Group 70, Tyseley, retired on August 2 aged 79 and after 32 years with the Company.



Mr. Osborne, who was featured with other veteran Tyseley workers in an article in ROVER NEWS last January, has had 58 years in the car industry. He is a former secretary of the Tyseley works St. John Ambulance section.

Another Tyseley retirement was that of Mr. Claude Harry Wooldridge on July 12 after 17 years' service. He worked in Machine Tool Repair.

## In South Africa

Mr. G. A. Tate (Chief Inspection Engineer, Bodies) left Solihull on July 22 to spend six weeks in South Africa advising Rover South Africa on quality standards of 3-litre cars being assembled at Port Elizabeth.

## Former employee dies aged 24

The death is reported from Cleethorpes, Lincs, at the early age of 24 of Mr. Michael Norman Smith, Managing Director of W. D. Fothergill and Co. Ltd., and a former Rover employee. He died on July 31, the day after a motoring accident.

Mr. Smith was educated at Solihull School and spent a year with the Rover Company on sales promotion before entering the Army to do his National Service.

MALIN—Mr. and Mrs. J. Malin celebrated their ruby wedding anniversary on August 25. Mr. Malin works in Service Dept., Solihull.

## SILVER WEDDINGS

Congratulations and good wishes to...

BALL—Mr. and Mrs. A. E. Ball celebrated their silver wedding anniversary on August 1. Mr. Ball works on Axleshafts Group 318, Perry Barr, External Grinding.

BRUCE—Mr. and Mrs. J. Bruce celebrated their silver wedding anniversary on July 2. Mr. Bruce works in the Gear Test Section, Percy Road.

CHANCE—Mr. and Mrs. L. H. Chance celebrated their silver wedding anniversary on August 20. Mr. Chance is a foreman of the Land-Rover Test.

## PERSONAL NEWS FROM THE FACTORIES

FOREMAN—Mr. and Mrs. L. R. Foreman celebrated their silver wedding anniversary on July 30. Mr. Foreman is a section leader, Land-Rover Drawing Office.

JONES—Mr. and Mrs. F. L. Jones celebrated their silver wedding anniversary on July 30. Mr. Jones works in P4/P5 Cars Trim Shop.

KEELING—Mr. and Mrs. J. Keeling celebrated their silver wedding on August 1. Mr. Keeling is employed in the Finish Stores, Tyseley, and has served the Company for 27 years.

MATHERS—Mr. and Mrs. H. Mathers celebrated their silver wedding anniversary on August 27. Mr. Mathers works in the Millwrights' Department, Works Engineers, Solihull.

## DEATHS

We record with regret the following deaths, and offer our sympathy to relatives...

DARBY—Mr. Leslie Albert Darby died on August 5, aged 62. Mr. Darby was employed as a grinder at Tyseley Works and had served the Company for 24 years.

JONES—Mr. Thomas Albert Jones died on July 4, aged 74. Mr. Jones was a labourer in the Photographic Department, Acocks Green, and had been with the Company since 1938.

PAGE—Mr. Leonard John Page died on July 20, aged 63. He was an experimental body and jig maker in the Jig Shop, Solihull and had been with the Company for six years.

RICHARDES—Mr. Harold George Richardes died on July 1, aged 52. Mr. Richardes was a production labourer on the Land-Rover, and had been with the Company since 1953.

STALEY—Mr. Mervyn Eric Staley died on July 3, aged 46. Mr. Staley was an inspector at Acocks Green and had been with the Company for four years.

SUCH—Mr. George Such died on August 5. He retired in April last year after 11 years in Tyseley Inspection Dept.

## BIRTHS

We offer our congratulations to...

CRAVEN—To Mr. and Mrs. Barry Craven, a daughter (Susan) on August 1. Mr. Craven works in Service Repair, Solihull.

JARRETT—To Mr. and Mrs. Jarrett, a son (Neil Dennis) on July 12. Mrs. Jarrett was a tracer in the Plant Layout Department, Solihull.

LANE—To Mr. and Mrs. C. Lane, a son (Phillip Alan) on May 25. Mr. Lane works in Packing Dept., Pengam, and his wife was formerly in Carton Stores, Parts Division, Pengam.

NIND—To Mr. and Mrs. Peter Nind, a daughter (Amanda Jane) on July 17. Mr. Nind works on Programme Control, Solihull.

WHITEHOUSE—To Mr. and Mrs. Douglas Whitehouse, a son (Nigel Douglas) on June 30. Mr. Whitehouse is employed in Planning Department, Tyseley.

## MARRIAGES

We offer our congratulations and best wishes to...

BRADLEY-CASHMORE—On July 6 at Birmingham Register Office, Mr. Ron Bradley (Tyseley Toolroom) to Miss Joyce Cashmore (Rover Sick Benefit Office).

DARBYSHIRE-WILLIAMS—On August 3 at St. Giles' Church, Sheldon, Mr. George Darbyshire to Miss Pat Williams (M.C.D., Solihull).

ELLIS-PARSONS—On July 6 at St. Cadoc's R.C. Church, Cardiff, Mr. Dennis Ellis (Shipping Clerk/Parts Dept., Pengam) to Miss Ann Parsons.

FINNEY-WATSON—On July 27 at Hall Green Parish Church, Mr. John Finney (Metallurgical Lab., Solihull) to Miss Jill Watson.

HOEY-PERKINS—On July 6 at St. Augustine's Church, Solihull, Mr. Brian Hoey (Toolroom, Solihull) to Miss Valerie Perkins (Postal Dept., Solihull).

HOLLIDAY-SMITH—On August 17 at St. John's Church, Perry Barr, Mr. Joe Holliday to Miss Diane Smith. Mr. Holliday works in the Tyseley laboratory and was formerly in the Perry Barr laboratory. He has been with the Company for 6½ years. Miss Smith, a Rover employee for 3 years, is a typist at Perry Barr.

HUDSON-PRITCHARD—On July 27 at Solihull Methodist Church, Mr. Robert Donald Hudson to Miss Maureen Ann Pritchard (Parts Liaison Office, Solihull).

MORTON-FOLKARD—On June 29 at Shirley Methodist Church, Shirley, Mr. Roy Morton (Gas Turbines, Installation Drawing Office) to Miss Valerie Folkard.

WALSH-CASEY—On July 6 at The English Martyrs' Church, Sparkhill, Mr. Michael Peter Walsh to Miss Christina Casey (Group 450, Percy Road).

## RUBY WEDDINGS

Congratulations and good wishes to...

BECKETT—Mr. and Mrs. T. H. Beckett celebrated their ruby wedding anniversary on July 21. Mr. Beckett is a machine tool fitter at Acocks Green.

FOCUS . . . on Field Service Parts Dept.

# The right parts in right quantity at right times

The activities of Field Service (Parts) Department, a section of the Service Division of the Company, are little known to many people; indeed, even those who have heard of this group probably wonder what the term "field service" means.

Quite simply it means service in the field as distinct from the factory, and this makes the world the department's parish because there is the need for service and parts wherever Rover products are sold. By one means or another, the Field Parts Manager, Mr. H. V. London, and his staff, endeavour to ensure that cars and Land-Rovers are backed by an effective parts service, on which our success in any market ultimately depends.

When owners or potential owners talk about any sales and service organisation, there is only one real topic of conversation—the effectiveness or otherwise of the after-sales service available to them.

In their clubs, pubs and on their golf-courses they will talk in praise or condemnation. If the latter, every little failure of the selling organisation will be described over and over again and is often magnified with each repetition.

Truly, the quality of after-sales service determines the overall reputation of the whole organisation. Effective service is practically impossible if the Parts Department cannot provide the "right parts" in

An impression of efficiency is given to customers as they stand at the trade and retail Parts counter at the Rover North America depot in Toronto, Canada.

the "right quantity" at the "right time". The vital importance of the Parts Department is clearly established; indeed, it is no exaggeration to describe it as the "keystone" in any sales and service organisation.

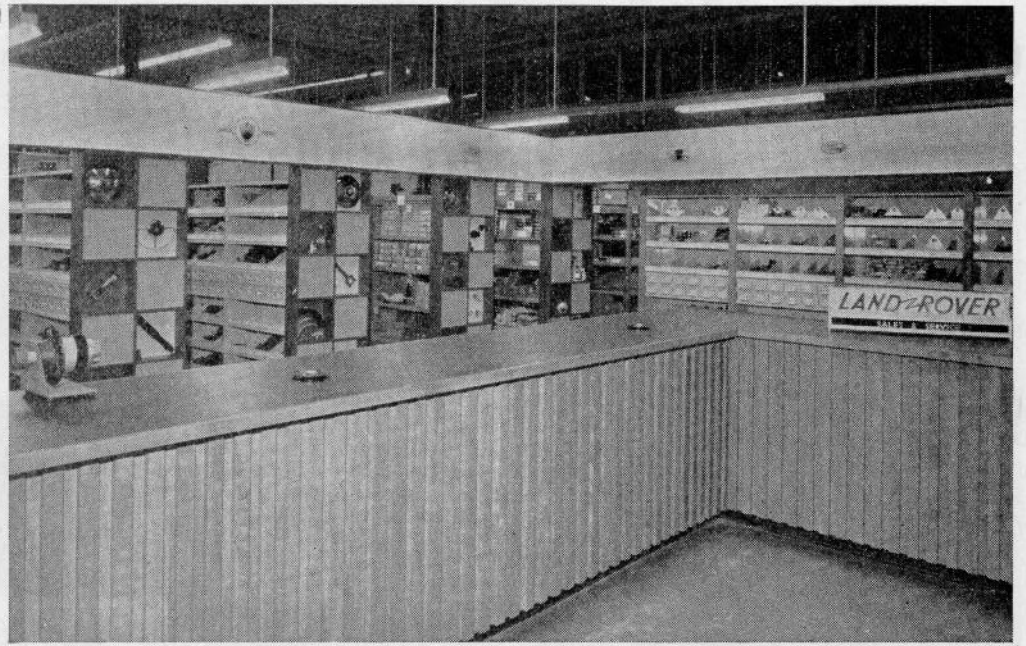
If the "right parts" are consistently available at the "right time", everything else falls into place. Because of it, effective service is made possible and consequently the job of the Sales Manager that much easier.

The means by which the Parts Manager is enabled to supply the "right parts" in the "right quantity" is what is described in North America as inventory control. We call it stock control.

It is also the means (and this, too, is important to Management) by which the capital invested in Parts stocks is invested wisely in "the right parts" in the "right quantity".

## Pretoria minister at Solihull

A Solihull works visit was arranged at the request of the Board of Trade for Mr. Denzil Bryan, C.M.G., O.B.E., Minister (Commercial) Pretoria, South Africa, on July 9. He met, among others, Mr. A. G. S. Herbert (Executive Director, Sales).



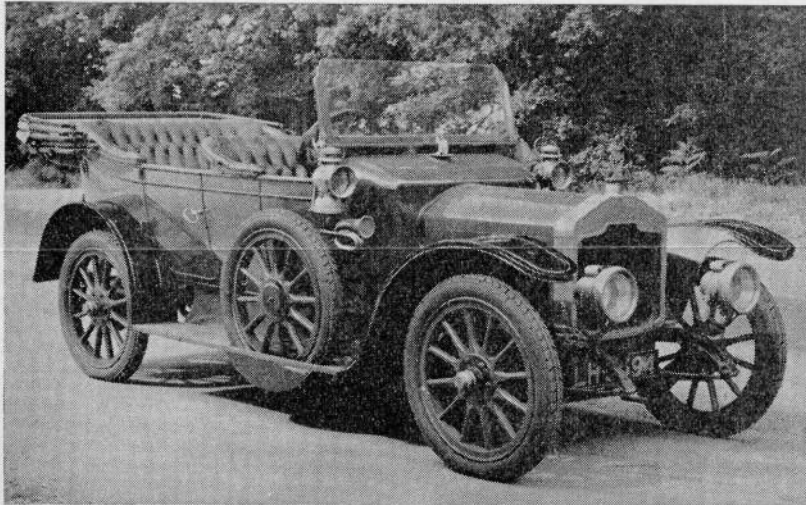
## MONDAY CLOSING DAY IN SNAPS COMPETITION

Only two more days to go before this year's ROVER NEWS Snapshots Competition closes.

Entries (black and white only) should reach the ROVER NEWS office by Monday. Focus this year is on children; first prize will be five gns., second three gns., and third two gns., and 10s. 6d. will be paid for any other pictures published.

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Rover girls are reminded that entries are invited for the Miss Motor Show 1963 beauty competition. Entry forms can be obtained from the ROVER NEWS office (Internal phone Solihull 713) situated in Hut 6, near Service pumps.



This stately, well-preserved old gentleman of the road is a 1911 Rover owned by Stevens Bros. (Fleet) Ltd., Hants, our Fleet distributors. Its condition, despite age, is described as "extremely good".

## SATURDAY FUND : Contribution increase to 2d. a week

New contribution rates introduced by the Birmingham Hospital Saturday Fund organisers give members the choice of either paying 2d. a week for the ordinary convalescence scheme, or 6d. a week for extended benefits.

The Rover Management and the Joint Production and Consultative Advisory Committee, recommended that the existing 1d. a week be increased to 2d. a week and that employees wishing to join the extended benefits scheme should pay the additional 4d. a week direct to the fund.

The new arrangements mean, in effect, that existing contributors will have 2d. a week deducted from wage packets unless they notify the Company that they wish to withdraw from the scheme, and those wanting to join the extended benefits scheme do so by paying an extra 4d. direct to the fund. This extra payment will not be deducted from wage packets.

The Rover Company has been associated with the Saturday fund scheme since its inception and many employees have benefited from the

services offered. The fund has eight convalescent homes at Llandudno, Weston - super - Mare, Malvern and Blackwell. A contribution of 2d. a week qualifies a member for admission to a home, free travel and £1 a week for resident adults.

To qualify, members must have paid three months' contributions; dependant wives and children of school age are eligible for benefits, though employed wives are not covered by their husbands' contributions. They must contribute to the fund themselves to be eligible for benefits.

because only if the investment has been wisely made can Management expect a reasonable profit return. Indeed, if the capital has been ill-spent there may not be a profit.

If the Parts Department is the "keystone" so can stock control be described as the heart of the Parts Department. Here is an aspect of the Parts business on which distributors and dealers are prepared, even anxious, to accept advice, for they cannot fail to recognise its importance to their businesses.

The physical aspects of the Parts Department, too, are important. The area devoted to these facilities, the siting of the stores, storage equipment used—all these are matters on which The Rover Company is able to help its distributors and dealers. The documentation involved and many other commercial aspects of the day-to-day operation of an effective and profitable Parts service—i.e. routine procedures, the most effective use of personnel—add up to what is now recognised as a highly-specialised section of the retail motor industry.

The days are gone when the stores, as it used to be called, was placed in some dark corner of the workshop where it was looked after by "George", the only man in the organisation who knew where anything was to be found, and who replenished stocks on the basis of "Blimey—I felt sure I had some of those left".

If the help and advice that Rover is anxious to provide is to be fully effective, the Company has to be prepared to send members of the Field Parts Department overseas when ultimate results can be expected to justify it. So far as the home market is concerned, these facilities have been consistently available to distributors and dealers since 1945, and two Field Parts representatives are kept fully engaged on this vitally important work.

Many overseas distributors have



Mr. LONDON

availed themselves of the facilities established by the Company. A typical example is The Cooper Motor Corporation, one of our largest overseas distributors, providing sales and service facilities for Kenya, Tanganyika and Uganda.

In 1952 the Corporation wrote to the Company asking for assistance in the field of Parts service. East Africa is an important market for Rover and consequently Mr. London went out there. In conjunction with members of the Cooper staff, he substantially re-organised stores procedures and documentation, operating in each of seven self-contained depots at such major cities as Nairobi, Mombasa and Dar Es Salaam.

## Great Reputation

The operation took four months to complete and in the years since the Cooper Motor Corporation has established a great reputation for the service it offers to the buyers of the products for which the Corporation holds the franchise.

The Corporation is now the largest vehicle importer in its part of the world. All this has been accomplished since about 1948 when the firm started from scratch with the Land-Rover distributorship for the area. At the Corporation's request, Mr. London again visited East Africa in 1956 and again in 1960.

With the aid of the Field Service (Parts) Department, new stores at home and overseas are being planned and organised, old ones enlarged, facilities improved and modern equipment and methods installed. With the introduction of new models, distributors need advice on what parts to place initially into stock.

Recommended lists must also be prepared giving some indication of other parts which may be required. Fleet owners constantly seek our recommendations as to parts requirements to cover a specific number of vehicles for a specific period. All these lists are prepared by the staff of the Fields Parts Department. It is a never-ending process and an ever-varying one.

This, then, is the Field Service (Parts) Department, which might be described as providing a service to those who seek to give service.

## 'General assembly' in Thailand

Not a Land-Rover rally in Thailand, but the start of a tour of the north-west part of Siam by Field Marshal Sarit, the Thai Prime Minister. The above photograph by the *Kon Muang Press*, Chiangmai, has been forwarded by the British consul at Chiangmai.

An impressive number of Land-Rovers were assembled at the airport to transport the bulk of the Marshal's party to Maesarieng, near the Burmese border. The consul counted up to 40 Land-Rovers; even so, he did not count all those assembled.

This assembly was indicative of the widespread use of the Land-Rover in a part of the world where it is very much at home in the terrain.



FROM PAGE 3

## Wintry ordeal

the third day a way was forced and Mr. Vidal's Land-Rover made it over the pass (7,000 ft. above sea-level).

"In all this mess, the Land-Rover performed like a trouper. Not a bit of trouble. I needed chains a few times but this was to be expected. I had my first check out in Florence and worked with the fellows in the garage and showed them where to do what. I followed your advice of going over the whole vehicle and tightening up what was loose".

So much for one Land-Rover owner's very exceptional journey which is further proof that the vehicle is, indeed, one of the world's most versatile.

# Cricketers have Div. 2 championship within grasp



Solihull league cricketers made a brilliant attempt to win Division 2 of the Midland Works & Business Houses League by defeating Coombs Wood (Stewart & Lloyds), Halesowen, at Lode Lane on August 10 by 84 runs. The visitors' last wicket fell in the last over.

Rover batted first and for the loss of only 5 wickets scored 180, thanks to a 90-run partnership between L. Burnett 82 and C. Payne 40 n.o.

The wicket was very placid when the visitors batted and they steadily built their score to 90 runs for the loss of 2 wickets. In the last half-hour they lost their remaining wickets for the addition of only 11 runs.

The League 2nd XI has continued its successful way and is now set to win its first championship.

The Club 1st XI is maintaining a successful season although the Club 2nd XI still awaits its first win of the season.

Division 2 of the Inter-departmental League has been won by Land-Rover Scuttle Shop with 21½ points, hard pressed by Staff Administration with 20 points. Land-Rover Final Line appears to have won Division 1 after beating Sales Dept. by 21 runs, with only two more matches to be played.

Tyseley cricketers had won 50 per cent of the matches they had played by mid-season. Seven other games had been lost and four drawn.

Sam Johnson has taken more than 50 wickets and batsmen Dyke, Bannister and V. Lovell have each reached the 250-run mark. Special mention must be made of Alan Bannister who opened against Tanworth and scored 76 not out. He later took over the bowling with time running out and settled the issue by taking the last wicket with his fifth ball of the final over.

Recent results: beat Hall Green Y.M.C.A. (Vincent 43, V. Lovell 6 for 38); drew with Newton Regis (Bannister 18); drew with Elmdon and Bickenhill (Dyke 67 n.o., Bannister 31); drew with Pearsons (Carter 31); beat Inkberrow (Hodges 47); drew with Quinton (Bannister 39, Gill 24); beat Tanworth (Bannister 76 n.o. and 3 for 4); lost to Newton Regis (Dyke 45).

Solihull Inter-departmental cricket league at August 10. (See next column)



The Vikings—Pengam Parts Stores skittle team—ended a very successful first season in the Whitchurch Skittle League with a boat outing to Ilfracombe. Skipper Eric Seymour is second from left in the front row. The team finished fourth in the league.

| DIVISION 1             |    |    |    |    |      |
|------------------------|----|----|----|----|------|
|                        | P. | W. | L. | D. | Pts. |
| Land-Rover Final Line  | 10 | 8  | 2  | 0  | 24   |
| Sales Dept.            | 10 | 6  | 3  | 1  | 19   |
| Land-Rover Assy.       | 11 | 4  | 4  | 3  | 15   |
| Maintenance            | 10 | 4  | 4  | 2  | 14   |
| Experimental           | 11 | 4  | 5  | 2  | 14   |
| Gas Turbines           | 9  | 2  | 3  | 4  | 10   |
| Test and Rectification | 9  | 1  | 8  | 0  | 3    |

| DIVISION 2           |    |    |    |    |      |
|----------------------|----|----|----|----|------|
|                      | P. | W. | L. | D. | Pts. |
| Land-Rover Scuttle   | 10 | 6  | 1  | 3* | 21½  |
| Staff Administration | 10 | 6  | 2  | 2  | 20   |
| Apprentices          | 10 | 5  | 4  | 1* | 16½  |
| Service              | 10 | 5  | 5  | 0  | 15   |
| Gas Turbine Project  | 10 | 3  | 6  | 1  | 10   |
| Welders              | 10 | 1  | 8  | 1  | 4    |

(\* ½ points for a tie)

|                      |    |   |   |   |    |
|----------------------|----|---|---|---|----|
| League 1st XI (Sat.) | 12 | 7 | 2 | 3 | 23 |
| League 2nd XI (Sat.) | 10 | 6 | 1 | 3 | 21 |
| Club 1st XI (Sun.)   | 11 | 7 | 1 | 3 | —  |
| Club 2nd XI (Sun.)   | 9  | 0 | 7 | 2 | —  |

## YOUR ROVER NEWS

ROVER NEWS is posted free each month to all employees. It is normally published on the last Friday in each month.

Date of our next issue: September 27.

## VISITORS

Other recent visitors: Mr. Ronald Woolf, General Manager, Central African Motors Ltd., our distributors in Northern Rhodesia, and Mr. John Fortt, a director of Campbell, Booker Carter Ltd., of London.

## Rover couple emigrate to Australia

A couple who between them have given 28 years' service to the Rover Company left the Solihull factory at the end of July to emigrate with their teenage daughter to Adelaide, Australia.

They were Mr. and Mrs. Clive Gammage (pictured above), who each received gifts subscribed for by colleagues and friends at Solihull. Mr. Gammage has spent 13½ years in Purchase Invoice, the last 7½ years in charge of the department, while Mrs. Peggy Gammage was in the main Buying Office for 14½ years. For the last eight years she has been secretary to Mr. George Brown, now Chief Buyer.

Mr. Gammage received a 35 mm. Kodak auto colorsnap camera as a leaving gift, and his wife was presented with a Rotary gold wrist watch.

The Gammage family sailed for "down under" on August 8 and the Editor of ROVER NEWS is hoping to hear from them periodically.

# TEENAGE TARGET — 320lb. OF SILVER PAPER

How much silver paper "buys" a guide dog for a blind person? Teenagers at the Solihull factory asked this question through the leader of the teenage section, Mr. A. C. Ashworth (Works Engineer's Paint Shop) and found that the answer was . . . 320 lb.

This poundage covers, not only the cost of buying the dog—usually an alsatian or labrador—but also training the animal and the blind person with whom the dog will work.

Having got the answer to their question, the teenagers decided to collect silver paper to "buy" such a dog—and the big silver paper drive is now well under way. Readers can help the youngsters to achieve their target by saving silver paper and giving it to Mr. Ashworth, section secretary Miss Gill Ricketts (Stock Purchase), or any member of the teenage committee, or by bringing it to the ROVER NEWS editorial office in Hut 6, near Service pumps.

The teenage section—Mr. A. J. Worster is its president—has been active now for three years. Membership is nearly 80 and as each member may bring two visitors to each function,

## Football section officers

Officers and committeemen elected at the annual meeting of Solihull football section on July 17: chairman, Mr. R. Ward (Chassis Weld); secretary, Mr. W. Newnes (P.5 Trim); treasurer, Mr. C. West (P.5 Supt.). Committee: Messrs. E. Pulley (Land-Rover Final Line), G. Moseley (Body Shop), T. Bevington (Land-Rover Assembly), T. Burns (P.5 Line) and C. Craven (Service).

## They aim to buy dog for a blind person

section events are usually very well attended.

Club night is Tuesday every week at Hobs Moat Assembly Hall and activities include dancing, table tennis, darts, table football and outings to such places as London, Blackpool, Skegness and other places of choice.

A teenage committee runs the section under the guidance of Mr. and Mrs. Ashworth. Just how successful the section has been in its aim to bring together Rover teenagers in an atmosphere of entertainment and social activities can be deduced from the fact that every member receives a birthday

gift subscribed for by members with their weekly club night admission fees.

● CUPID'S FOOTNOTE: Archery may not be an official section activity, but Cupid's arrows hit the target every now and again. In the three years of its existence the section has had two weddings and three engagements amongst members.

## Talent scout seeks the best

Scouting for the best talent before the new season starts in October is Solihull billiards and snooker secretary Mr. R. S. Taylor (Land-Rover Design, Internal 635).

The section is entering two teams in the Efficiency League and Mr. Taylor wants to see the names of as many as possible of the best snooker players at Solihull on the playing list.

Interested players who have not already been approached should contact Mr. Taylor.

## 21st. presentation

Miss Cynthia King, secretary to Mr. J. G. Dodsworth (Project Engineer, P.5), was 21 on August 3. A handbag and rolled gold pen and pencil, gifts from friends and colleagues in Engineering Dept., were presented to her by Mr. R. N. Oxley (Chief Engineer, Cars).



With the Rover T4 outside the Burnley works of Joseph Lucas Ltd. are, left to right, Messrs. N. A. Worster, J. Moon, W. Bloor and J. Ashworth.

## Ride in T4 their retirement 'gift'

Two retired employees of Joseph Lucas Ltd.'s Burnley works returned to their old factory for a special retirement gift—a ride in the Rover T4 gas turbine car driven from Solihull to Burnley for the occasion. It was Rover gas turbine engineer Mr. Warwick Bloor's way of thanking former senior technicians Mr. Jack Ashworth and Mr. Jim Moon for years of help in perfecting the car's engine.

Mr. Bloor explained to ROVER NEWS: "My first assignment as an apprentice was to work on the air version of the engine. I have been going to Burnley to test the equipment in Lucas's altitude chamber for nearly 10 years. In that time

Jack and Jim taught me a lot. I am really grateful to them and I thought this would be a grand way to repay them."

Passers-by stared as the car whined along cobbled streets driven by Mr. Bloor and with Jack and Jim as passengers. The latter's verdicts on the car? "An amazing achievement", said Jim. "Probably the most comfortable ride I have ever had". And Jim added: "There's absolutely no vibration and it's easy to drive because there are no gears. It's obviously got a great future".

Co-driver for the trip was Mr. N. A. Worster, senior project engineer.



Sir Peter Stallard (wearing plumed headdress), Governor of British Honduras and a recent visitor to the Solihull factory, listens while the Duke of Edinburgh speaks to the welcoming British Honduras crowd during the Duke's South American tour. Note the Rover car in the foreground.