

come to a practical working arrangement. If we tried to draw a hard and fast line it would inevitably fail to take account of this or that and accordingly we had refrained from doing so. Nevertheless it would now become absolutely necessary, in view of the establishment of the new branch and the removal of the Local Director's office from 120 Broadway, to lay down some code of procedure for branches based on recent practical experience. We do not want to set up the machinery of a normal local control centre but the Local Director must know what is going on. I invited them to consider this problem together and to report to me before I return from New York at the end of the month as this will have to be implemented shortly. I did not fail to point out that this would not be any substitute for co-operation between them or an excuse for failure to discuss important matters together. Yesterday John volunteered the information that their first meeting "went surprisingly well". I did not ask why he was surprised !

Whether all this has done any good it is too early to say but probably it has done no harm.

Most of these few days in New York has been taken up with domestic affairs. I had a good look at 300 Park, and Fotheringham, the Chemical Bank's chief officer there, showed us all round the building and was most helpful. Fortunately too there is convenient space for housing the Local Director's office there without intruding on the main office too much. I think we shall probably have to do this as a temporary expedient. We went on from there to the St. Regis for the British Chamber of Commerce luncheon at which Bill McFadzean was to speak on our trade with E. E. C. It was not a particularly stimulating affair. Bill told me beforehand that he was a bit anxious about treading on the corns of Billy Rootes who is in New York but apparently lying low for some reason. The Westminster Bank New York Representative was in the chair. I met him beforehand and rather took to him - he is a very old friend of Golly Stirling to whom he is obviously devoted. Standard Bank was there in force. Taffy Evans, ex New York Agency, is Secretary of the Association and finds it quite a full time job. It was nice to see him again. I had on my right Kinsey of E. C. G. D. who has just been on a trip to the West Indies visiting most of the British and some of the French islands, some by boat. He was most enthusiastic about the D. C. O. in those parts.

The Basfords gave a dinner party at the Metropolitan Club which included the Simpsons (British Consul General, or equivalent in New York), Gordon Brown of the Chartered Bank, Alastair Fraser and his new wife, etc. We finished up at the Simpsons' very pleasant apartment in Sutton Place overlooking the East River. It took me a longish time to make my hotel that evening as the President was staying there and the whole street was full of heavily armed police motor cyclists, etc. all approaches guarded, and the hotel lobby crammed

with plain clothes men. However, I managed to walk through the whole lot without being questioned and wondered slightly what the security value of all this paraphernalia amounted to.

Everyone I have met so far in the Banks as well as at private parties is convinced that Johnson will be re-elected in November. While not exactly popular and without any of the Kennedy glamour he seems to be pretty effectively in power and able to manipulate things and get his way by 'horse trading' in a way which Kennedy couldn't, or didn't try to, match. I also got the impression that Americans are a great deal more worried about their colour problem than ever before in my recollection. The boycott of schools in New York was very effectively carried out this week and shows an efficient organisation behind it.

I saw Morgans, meeting their new President for the first time, also the head of their International Division and of Ajax which deals with their investment in overseas Banks and foreign link ups generally I think. They felt the dollar market in Europe had stood up well to recent strains including the "Allied Crude" failure in which they themselves were heavily involved and have had to write off a few million dollars already.

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The American Express on the other hand seems to be in for far larger sums through its subsidiary and it is said they will have no alternative but to 'let it go' altogether.

I lunched one day with the Executive Committee of the Chemical Bank who were a very friendly crowd. They are as keen as we are to complete the change-over at 300 Park. The President of American Airlines was another guest at lunch and gave us a talk on up-to-date air travel problems. I was astonished that the average age of their pilots is in the high forties - about 48 he thought. He has no doubts whatever about supersonic passenger transport coming in shortly whatever the cost might be. American Airlines earnings meantime are improving and he thought would improve further this year.

I had a long talk with Macmillan who somehow seems about twice his former size now that he has taken over Guy's chair. He is, I think, quite ready to move his office uptown as soon as suitable accommodation can be found on an upper floor in 300 Park. I suggested that he might co-operate with John Basford over this as it would be convenient for the two offices to be together and might be easier to plan like that. I also saw Free, his assistant, who is on a two-year assignment. He seems a nice lad and would like to know what is to be done with him when he goes back to England. Presumably he should go into the Foreign side somewhere? I am not sure quite why he was selected and neither was he. One small point he mentioned is worth bearing in mind - it is apparently important for tax reasons to send people

out just before the end of a calendar year rather than just at the beginning of a new one. Poor Free, almost the first thing that happened to him on arrival was a very considerable bill for income tax through his letterbox.

In our own office it was good to see some quite good new juniors and the South African fraternity seem good and quite happy too - three of them messing together on Staten Island and quite enjoying unfamiliar chores with Hoovers, cooking, etc. The staff cocktail party was a most convivial affair which I think everybody really enjoyed. It was nice and also slightly nostalgic to be back at one of those functions - many old friends one was really pleased to see again, including A. L. Taylor.

Tom McKenna is quite a bit of a martinet. Blair thinks too much so - with the staff. However, I think it is no bad thing in these days and he has succeeded in abolishing smoking in the office altogether! Sam Behar is also quite a character and his bulk adds considerably to the congestion on the officers platform at 120 Broadway. I think he shows signs of ability in putting together business deals on "Basford" lines.

Peter Follis was very keen to show us the new Sky Club at the top of the Pan Am building so we looked in there after the staff cocktail party. It is an astonishing place but somehow not quite a club I felt. Membership of the Club Committee seems to be one of the perks which Peter has picked up as a result of his association with Cotton in the building enterprise. There are other more substantial ones including a fee of \$1,000,000 to be paid in twenty annual instalments, according to John who stayed on afterwards for quite a profitable evening session with Peter. Blair and I went on to his Sutton Place apartment where we had a quiet and pleasant evening session 'en famille'.

I had hoped to have my last morning in the office fairly clear but various people wanted to see me including Charlie d'Costa who had just returned from London after discussing there the oil wharf proposition at Kingston with C.D.C. as well as ourselves. It seems that the former are likely to come up to scratch but Charlie seemed a bit worried as to our bridging finance. He said that he had had an excellent reception from the 'top brass' after which he had been, as he described it, "thrown to the wolves". I said I thought this must have been a bit hard on the wolves and we had an amusing discussion, half serious, half banter. I don't think he can seriously have imagined that I was going to intervene from New York on his behalf - but if he did he was disappointed. He said he was going to write to Richard Dyson who is due back from Nigeria on Monday. I gathered that the difficulty, if there is one, arose over the question of guarantees and the impossibility of getting the Matalons in on that, etc. The really serious part of our talk, however,

was his hint that John Cummins is far from well. He is back from Ghana but not likely to be in the office for some time. Charlie scoffed at George Money's idea of making Nassau from Antigua with a refuelling stop at the Grand Turk. He says you have to get permission to land from the Navy (U.S. or British) and that it is an impossible place to get anything done - even refuelling! He volunteered to send a relief expedition in advance if he heard we were seriously attempting this mad project!

Ronnie Prain spoke to me on the 'phone. I had seen his speech to R. S. T. shareholders reported in the morning's New York newspapers. We discussed the banking business in New York of his new company and he has a meeting next week in New York and I think will get authority to open the banking account at 300 Park. He will see John next week and also intends to have a look at the new office. I am doubtful whether the American Metals Climax group will use it but John will try to find a sound argument to put to them for using our new office. I think if we can work something out it might be possible to persuade Ronnie to intervene on our behalf but he must have some effective ammunition to use.

I lunched with the Simpsons at Sutton Place enroute for Idlewild. I think he is a useful chap and seems very keen. I think he could be a most useful 'advocate' for 300 Park if properly cultivated. His Consul General's Office in New York had been pretty well wrecked that very day by a mob of anti-Castro Cubans. He said the mess was indescribable. However, he seemed quite unperturbed and he told me that the "British weeks" which they now organise in different Cities - New Orleans, Cleveland, etc. - are really being a considerable success and quite definitely stimulate British sales of goods here.

'Plane departure for Trinidad delayed two hours so the unfortunate Norman Palmer was stuck with me for a long afternoon at Idlewild - during which however, we got through a warning message to Trinidad.

The message reached Ken Ball at a cocktail party but saved him and Henry Dale at least some of the usual waiting period. We reached Piarco at about 1.30 a. m. instead of 11 p. m. - rather slow in getting through owing to "Carnival" so we did not get to bed much before 3.0 a. m. This was not an ideal prelude to a very crowded Saturday morning programme, spent mainly in visiting branches interspersed with official calls. Our new acquisition, the Bank of Trinidad office, has an excellent appearance. Although it will be just opposite the new Central Bank when the latter opens the situation is otherwise perhaps not quite ideal and it may be a bit of a struggle for the branch to cover the high 'overheads'. Plummer seems quite well placed there and very happy and Bird, ex Bank of Trinidad staff, seems a first-class fellow in every way - perhaps the most useful acquisition of all - who knows!