

Ziegler Sargent, editor; Agnes W.B. Sargent, assistant editor.

C. Forbes Sargent, son of George Lewis Sargent, brought back from Manchester, Vt., where he spent the week end of February 9th, the broadside (reproduced here without the colors) describing the Big Bromley Ski School directed by Bruce Fenn, 2d, son of Russell S. Fenn. Forbes went up with two doctors, Bumstead and Foster, in the latter's car. They found skiing conditions excellent and the place jammed with ski enthusiasts. The only untoward incident was Stem Foster's loss of his car

# Big Bromley SKI SCHOOL

SEASON 46-47



DIRECTOR: Bruce Fenn, Certified USEASA instructor.

ASSISTANTS: Bill Putterfield, Bob Pooth, Bert Cross, Bill Linscott, Arnold "Shrimp" Pierpont, Harold Wisell.

The school will provide instruction for every class of skier from beginners up to and including advanced skiers. Classes are conducted daily from 10:30 A.M. to 12:30 P.M. and from 2:00 P.M. to 4:00 P.M. Skiers will be assigned to the instructors at the ski school meeting place 10 minutes prior to the regular school hours. The ski school meeting place is located at the Big Bromley base station. The necessary ski school tickets must be purchased in advance at the information booth in the Big Bromley ski shelter and presented to the respective instructors. Appointments for private lessons, which cannot be given during the regular ski school hours, must be made at the information booth.

THE BIG BROMLEY SKI SCHOOL is staffed with 7 competent instructors. They will use every effort to make their classes interesting and enjoyable.

RATES: Half day (1 lesson A.M. or P.M.)	\$2.50
Whole day (2 lessons)	3.50
Book of 8 lessons (good any time during 1946-47 winter season)	12.00

## MANCHESTER, VERMONT

keys after their arrival at Manchester. Forbes, who previously this winter had been skiing at Stowe, Vt., received at the latter place a silver pin for excellence after a time trial. Ye editor understands that at the principal ski resorts it has become the custom to award gold, silver and bronze pins for excellence. It would be interesting to get reports from other ski enthusiasts in the tribe as to their ski ratings.

Horace Pettit, M.D., husband of Millicent Lewis Pettit, has recently opened an office for the practice of Internal Medicine and Allergy at 601 Times - Medical Building, Ardmore, Pa. (Telephone Ardmore 0828.) Horace spends his mornings at the Hospital of the University of Pennsylvania, where he is on the research staff, and is at his new office in the afternoons.

William F. Sargent, son of Joseph D. Sargent, has recently moved to 129 Lawrence Street, New Haven (telephone 5-3433). For some years and up until her death Aunt Laura Sargent's house at 178 Bishop Street, New Haven, had been his home.

Bradford S. Tilney, son of Rhoda M.S. Tilney, in addition to his work as an architect in the office of Douglas Orr, New Haven, is doing part-time teaching in the Department of Architecture in the Yale School of Fine Arts.

J. Weir Sargent, Jr., has been elected captain of the Sargent & Company basketball team. He is now in the personnel department. At last report the team was leading Division C of the New Haven Industrial Federation. Games are played Thursday evenings. Weir goes to business school two evenings a week. Patty, his wife, is teaching kindergarten grades in the Pine Orchard School, a new private school. Weir and Patty's home is on Spring Rock Road, Pine Orchard, Conn.

Those of us who have had something to do with settling estates of members of the family especially during the high inheritance tax years, have had our difficulties in the appraisal of the stock of Sargent & Company. Because of its inactivity ye editor, as treasurer of the company, has been called upon to furnish "briefs" for executors on the stock's taxable value. The stock, now not quite so inactive, has recently been quoted regularly in the New Haven newspapers. This market has been helpful in the appraisal of the estate of Laura Sargent. In valuing estates in the future it will be helpful also if members of the family, when either buying or selling the stock, will send their orders through New Haven brokers.

Margaret Motte Sargent, widow of George Lewis Sargent, "Aunt Margaret" to most of us, has had a recurrence of bronchitis. At last report she was on the road to recovery.



The engagement has been announced of Emily Sargent Pettit, daughter of Millicent Lewis Pettit, to Gordon Flanders Whitney, son of Mr. and Mrs. Leonard Whitney of Canajoharie, N.Y. Emily was graduated from Putney (Vt.) School in 1944, when she entered Cornell. She has now left the university in the middle of her junior year, but expects to transfer and get her degree later elsewhere. Emily is an excellent skier. Ye editor understands that she was captain of the women's ski team at Cornell. Gordon Whitney is 25 years old, was in the Air Force during the war, being stationed overseas in India most of the time. He was graduated from the Cornell School of Engineering in January and expects to be a Civil Engineer. They plan to be married in June and to live in Springfield, Mass.

The inventory of the estate of the late Laura Sargent (daughter of Joseph Bradford Sargent) totaled \$115,565. Real estate (her home at 178 Bishop Street, New Haven) was appraised for \$18,000; stocks \$80,831.88; bonds \$10,802.31; miscellaneous \$5,930.81. Among the stocks were 1000 shares of Sargent & Company, priced at 13-1/4 per share.

#### BIRTHDAY ANNIVERSARIES

- March 2 - (21st) Emily Sargent Pettit, daughter of Millicent Lewis Pettit  
 4 - Margaret Lyon Holland, wife of Rupert Sargent Holland  
     (14th) Stevia Warren Sargent, daughter of Joseph Weir Sargent  
 7 - (25th) William Joseph Goeller, husband of Bibby Deming Goeller  
 8 - Millicent Lewis Pettit, daughter of Emily Sargent Lewis  
 10 - Margaret (Peggy) Fisher Babbitt, daughter of Margaret (Daisy) Sargent Fisher  
 11 - Roswell Gray Ham, husband of Hilda Sargent Ham  
     Roswell Gray Ham, Jr.  
 14 - (24th) Lawton Griswold Sargent, Jr.  
 17 - John Nelson (Pat) Deming, son of Laura Rice Deming  
     (2d) Mark Wainwright Hinkley, son of Louise Sargent Hinkley  
 18 - (21st) Pressly Forbes McCance, son of Molly Sargent McCance  
 22 - (15th) Charles Forbes Sargent, Jr.  
 27 - William Hodge McCance, husband of Molly Sargent McCance  
     (8th) Joseph Denny Sargent Hinkley, son of Louise Sargent Hinkley  
 31 - Homer Earle (Brud) Sargent, son of Homer Earle Sargent

#### WEDDING ANNIVERSARIES

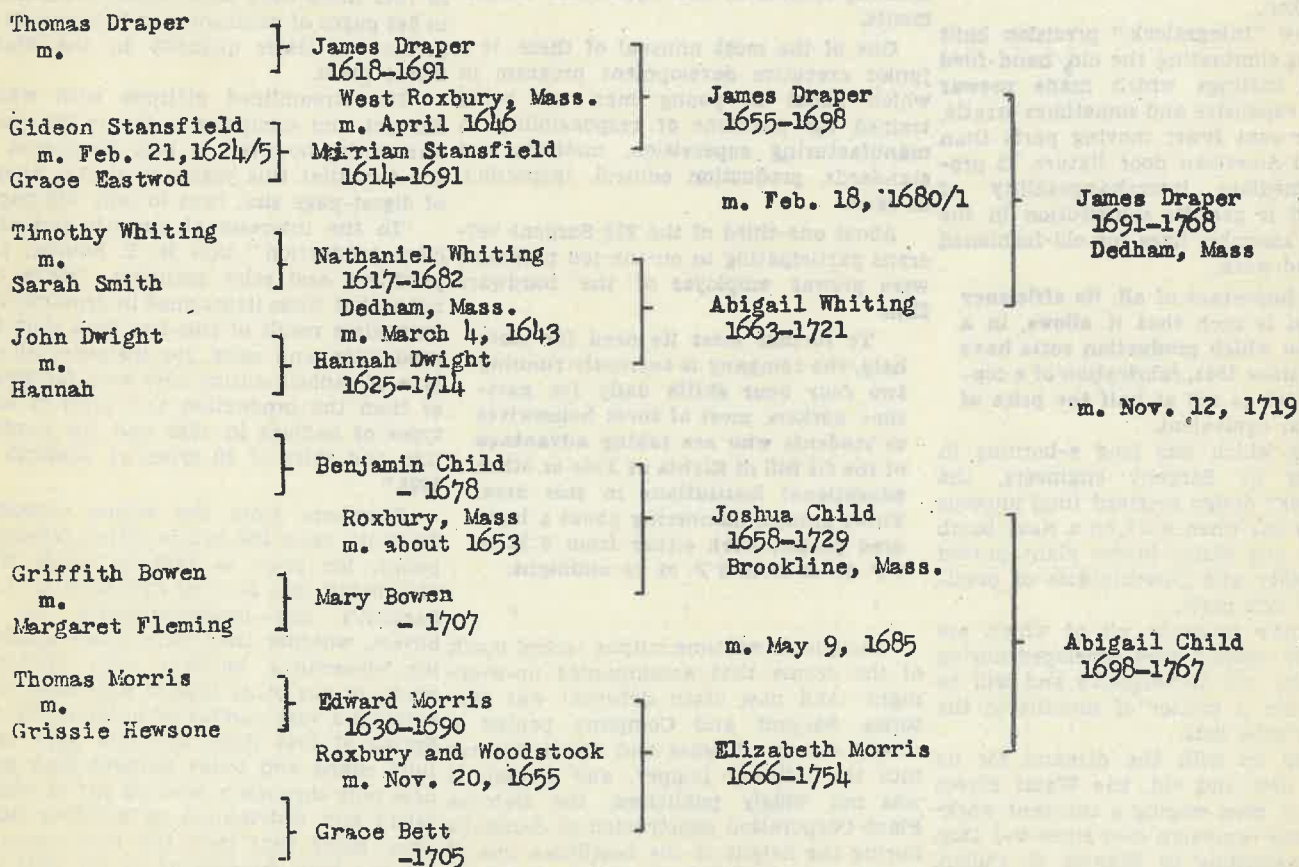
- March 8 - (9th) Converse G. and Jane Hyde Fenn  
     (6th) Richard C., Jr., and Barbara Male Sargent  
 19 - (37th) John and Anne (Nancy) Hoyt Sargent  
 20 - (16th) Catherine Rice and Alfred E. Pulford

Joseph Bradford Sargent (1822-1907), grandfather of ye editor's generation, executed on December 14, 1892 (his 70th birthday) an instrument transferring to trustees 6,655 shares (equal to 51% of the total) of the stock of Sargent & Company, of which he had been president and the largest stockholder since its incorporation in Connecticut in 1864. The trust he designated as the SARGENT TRUST ESTATE. The trust deed is long and, like such legal documents, provides for many contingencies. His five living eldest sons (Henry B., Edward R., Joseph D., George Lewis and Russell) and a son-in-law, Bruce Fenn, were the first trustees. John, his youngest son, was to become a trustee on reaching 21 years. The number of trustees was always to be at least three, and vacancies were to be filled from among his sons-in-law and grandsons. The trust was to continue for 25 years and during the lives of the grantor and of his second wife, Florence W. Sargent (who was not the mother of any of his children). The trustees were to serve without pay and were to elect a chairman and any other officers for one-year terms. The chairman was to have his vote as a trustee and in addition a casting vote in case of a tie. The trustees were required to pay to the grantor during his life \$1331 on the first day of every month, and if the income was not sufficient the trustees were to borrow the necessary funds. After the grantor's death the trustees were to pay to his widow during her life \$332.75 on the first day of each month, borrowing if necessary. After the payments to the grantor (or to his widow) all of the income up to \$26,620 per year was to be paid to his eleven children. If any child died, one-third of that child's portion was to be paid to the surviving spouse and two-thirds to that child's children. If no children, all of such portion was to go to the spouse. If neither spouse nor children surviving, that deceased child's portion of the income was to be divided among the grantor's other children. One-half of the annual income above \$26,620 was to be paid to the Henry B. Sargent, Trustee account until that account was liquidated. (In 1887 Henry B. Sargent had purchased for himself and his brothers at \$160 per share under two written agreements all of the stock of Sargent & Company owned by J. Bradford Sargent and Harry E. Sargent, sons of Edward Sargent (1832-1883) and nephews of Joseph Bradford Sargent. Funds for the purchase were borrowed from Sargent & Company. It was expected that the dividends on the stock would be sufficient not only to pay the interest on the loan but also to amortize the principal. That expectation had not been



realized. With the help of the allotment from the Sargent Trust Estate the loan was liquidated in December 1910 and the Henry B. Sargent, Trustee account was terminated.) On the expiration of the trust the stock was to be divided equally among the grantor's children or their heirs, per stirpes. In case of the death, before the expiration of the trust, of a child, leaving descendants, the surviving spouse was to receive during life one-third of that child's share of income and then all was to go to the child's children. In case there was surviving spouse but no descendants, the spouse was to receive during life all of the income and then to revert to the grantor's other children. If a child died leaving neither surviving spouse nor descendants, that child's share was to be divided among the grantor's other children. Joseph Bradford Sargent died July 15, 1907. His widow, many years his junior, died January 10, 1938. Two of his children (Laura Sargent and Ellen P. Sargent Fenn) had no issue, so that their "share" of the principal was distributed among his other nine children (or their issue). In effect, the principal has been divided into nine equal parts, one part going to each of those nine children (or if deceased to their children). Approximately 70% of the principal or corpus of the Sargent Trust Estate was distributed in 1938. Other distributions of the corpus have been: 3% in 1942, 11% in 1943 and 3% in 1946 (the percentages being figured on the original). The present distribution of the so-called Laura Sargent share (equal to 10%) will leave only 3% of the original still in the hands of the trustees. The income (\$4,137.124) for the entire period of the trust through 1946 (all dividends from Sargent & Company except \$1932 interest) was distributed as follows: Joseph Bradford Sargent \$233,044; Mrs. Florence W. Sargent \$121,786; Henry B. Sargent, Trustee account \$191,887; other beneficiaries \$3,581,512; legal expenses \$2,836.30, interest \$3,529.05; taxes \$2,503.86; and purchase of fractional shares \$24.00.

In our issue of December 15, 1943, was shown the family tree of Joseph Bradford Sargent (1822-1907) back for four generations. In our issues of December 4, 1944, and July 16, 1946, charts continued the Sargent and Bucknam lines and the Woodward and Stone lines back an additional three generations. The chart below continues the Draper and Child lines back three generations also (with some blanks). In the December 15, 1943, chart the wife of James Draper was shown as Abigail Aldrich. Research in the Yale Library to learn the parents of Mistress Abigail led to the discovery that her maiden name was Child, not Aldrich, the editor's authority being the three genealogies of the Draper, Child and Morris families. Brief sketches of some of the ancestors named below have appeared in Sargenttrivia.



Sargent & Company was featured on February 9th in the Sunday magazine section of the New Haven Register with nearly a page including two pictures. Most of the article is reproduced below. The company is referred to as "an important factor in New Haven's community life for more than 80 years and a Connecticut manufacturing concern since about 1840." A bit of early company history, which has appeared in Sargenttrivia, and the recent establishment of a retirement fund for employees are among the portions omitted here.

And though the four square blocks of Sargent factory which have become a landmark in this city remain outwardly unchanged to the passerby in Water Street, renovation and re-adjusted efficiency are the keynotes inside the old plant's walls.

"We realize that most of our buildings are rather old," President Forbes Sargent declares, "but that by no means indicates that these buildings are staffed with people with old ideas. In fact, the average age of men in management here runs a little less than 45 years. We're proud of the contributions that Sargent's has made in the past to New Haven and the nation, and we're sure that our future job will be just as big, if not bigger."

And to implement its hopes, Sargent and Company has stepped into the about-to-boom building market with a revolutionary door lock which, responses indicate, will grace by far the better part of all the quality doors that go up once the construction jam is broken.

This new "Integralock," precision built by methods eliminating the old hand-fitted and fitted castings which made prewar door locks expensive and sometimes erratic, has 30 per cent fewer moving parts than a standard American door fixture. It provides immediate interchangeability of pieces, and it permits substitution in the factory of assembly lines for old-fashioned bench hand-work.

Most important of all, its efficiency of design is such that it allows, in a market in which production costs have doubled since 1941, fabrication of a top-quality lock to sell at half the price of its prewar equivalent.

An idea which was long a-borning in the minds of Sargent engineers, the "Integralock" design received final impetus during the war when work on a Navy bomb shackle in the Water Street plant proved the feasibility and potentialities of precision-made lock parts.

Other new products, all of which are still "under wraps," were developed during or since the war at Sargent's and will be added within a matter of months to the company's sales lists.

To keep up with the demand for its products, new and old, the Water Street concern has been waging a constant worker-recruiting campaign ever since V-J Day. In 1941, according to Stanley R. Cullen, director of industrial relations at the plant, there were 1,800 workers on the Sargent rolls. During the war, with only restricted types of hardware production possible, employment averaged 1,600.

At present more than 1,900 men and women go to work in the hardware factory daily. And through intensive calls for more hands the company hopes to build this total up to 2,500 as quickly as possible.

"We have urgent need for 600 more workers immediately," Cullen says, "and we could undoubtedly assign jobs to a good 1,000 new employees if they were available, officials declare."

In line with this urgent need for personnel, Sargent and Company is currently conducting, in conjunction with the Veterans Administration, the most extensive job training program in the State, and the one, according to Federal authorities, which allows the veteran most job opportunities in Connecticut. Slightly more than 250 veterans of World War II are now engaged in some 18 different on-the-job training programs at Sargent's.

Apprentice courses in toolmaking, die making, pattern making, the machinist trade and drafting are all in operation, and there are about 15 standard on-the-job training courses in non-apprentice assignments.

One of the most unusual of these, is a junior executive development program in which about 22 young men are being trained for positions of responsibility in manufacturing supervision, methods and standards, production control, inspection, or sales.

About one-third of the 250 Sargent veterans participating in on-the-job programs were prewar employees of the hardware firm.

To further meet its need for more help, the company is currently running two four hour shifts daily for part-time workers, most of them housewives or students who are taking advantage of the GI Bill of Rights at Yale or other educational institutions in this area. These groups, numbering about a hundred people, work either from 3:30 to 7 P. M. or from 8 P. M. to midnight.

Though its wartime output lacked much of the drama that accompanied up-over-night (and now often defunct) war factories, Sargent and Company poured a steady stream of brass and metal fixtures into the military hopper, and though it was not widely publicized, the Defense Plant Corporation constructed at Sargent's during the height of the hostilities, one of the finest foundries in Eastern United States. Modern in every detail, the Sargent foundry is now regularly visited by industrialists who want a look at a modern mechanized gray-iron foundry.

Elsewhere in the hardware factory modernization is being carried out on as wide a scale as machinery shortages and material difficulties will allow. Rearrangement and realignment of machinery and working areas, so as to get straight-line production wherever possible, is the principle object of present moving activities, officials declare.

Taking advantage of the post-Civil-War opening of the West, Sargent and Company became one of the country's major distributors of hardware and similar goods. It grew by leaps and bounds. Fifty years after its founding, in 1914 the Water Street factory was the largest plant of its kind in the world. There were some 60,000 separate items in its categories, including "outside lines," or goods purchased from other makers and sold by Sargent and Company.

As this latter practice, old-fashioned and impractical in a world of speeded up production lines and easy communication, was dropped after World War I, the Sargent catalogues became thinner, but even in 1942 there were some 20,000 items listed in 643 pages of catalogues as being made in greater or lesser quantity in the Water Street plant.

The streamlined attitude with which Sargent and Company is facing the post-war world, however, is best illustrated in the fact that this year's catalogue, almost of digest-page size, runs to only 135 pages.

"In the interests of smooth and efficient production," says H. T. Bourne, vice president and sales manager, "we've cut out all but these items most in demand. The immediate result of this has been that the production and sales, for instance, of one type of padlock during 1945 were far greater than the production and sales of nine types of padlock in 1942 and the production and sales of 30 types of padlocks in 1925."

Elsewhere from the selling viewpoint Sargent's faces the future with a revamped policy, for prior to 1944 its goods were distributed just as they had been in J. B. Sargent's day—indiscriminately to all buyers, whether they were small retailers, big wholesalers, builders with restricted needs, or any other type of purchaser. This entailed a vast number of accounts. In the Spring of 1944 these accounts were carefully culled and today Sargent does business only through a selected list of wholesalers and distributors of building hardware. Since that time the firm's account list has been reduced by 85 per cent and its order filling force has been dropped close to 50 per cent, despite the fact that the quantity of products ordered has steadily increased.