

(After the General Election on 10 October Mr Wilson's administration returned with a small working majority. By very small degrees the sales prospects improved in a new financial climate.)

20 Oct Ban imposed on trading. Decision taken (apparently at about this time) to make use of parallel lines of approach, such as the learned gentleman represents.

(On 21 November bombs went off in Birmingham. The reaction from the British public was very strong, particularly in the light of David O'Connell's interview with Mary Holland broadcast on 17 November. On 1 December a much more conciliatory line was taken by O'Connell in an interview published by Irish Press: If the British Government decides to explore avenues by which the war can be ended it will not find the Republican movement wanting.)

2 Dec Early morning telephone call from London reports, in surprisingly optimistic vein, on sales prospects.

(There was a good deal of sales activity early in December, some of it - the filly, academics - potentially in conflict with established lines. Changes in the atmosphere in Northern Ireland were preceded by the Feakle Conference which took place just before Christmas. This resulted in declaration of a ceasefire from 20 December. Precise sales prospects, and therefore policy, remained somewhat confused ...)

24/25 Dec Late night consultation by telephone, and a major sales effort, resulted in a Christmas Day situation, and blue paper notes.

30/31 Dec A confused meeting, to which the blue paper was introduced rather late in the day eventually reached a useful conclusion. Later in the day the filly was transported, and kicked over the traces. Early the following morning (1 Jan 75) the filly concluded its immediate business and began, foolishly, to relax.

2 - 5 Jan 75 Muddles caused by the filly are eventually sorted out.

7 Jan Tom and his young friend replace the filly. Beginning of productive sales policy - implementation.

18 Jan Michael joins in. Beginning of a hard slog on nailing down.

26 Jan Discussions designed to get the academic out of the way.

6/7 Feb The night of the Blue Pencil (approx 2.30 am 7 Feb).

(In Northern Ireland the ceasefire was resumed on 10 February.)

September 1972 -
January 1973

Phase One

November 1973 -
February 1975

Phase Two

14, 29 Nov -
1 - 4 Jan

Opening of Phase Two
Conversations at night in five languages about
a particular problem.

5 - 15 Feb

Phase Two re-opens and quickly achieves some
positive action to support Michael's attempts to
change course. A speech is made (16 Feb).

(Mr HEATH's disastrous - for him - election took place at the end of February. Between then and October there was a period of minority Government by the Labour Party during which a mountain was painfully climbed without the mountaineering equipment which it had been hoped might be obtained. It was eventually discovered that because of the political/economic weakness of the country no currency at all was available. Nevertheless, from February onwards the possibility of obtaining this equipment, and indeed of expanding broadly from that point, was always present.)

March

Coffee mornings begin. (On 3 April two people
walked in the hills.)

10 - 12 Apr

Easter conversations with Peter enlarge the perspective.

May/Jun

Much effort takes him close to the top but there
is no support. A gloomy patch, in some ways.

5 - 8 Jun

Loss and recovery of two parcels.

11 Jun

First glass of wine. Meeting with a Mother-in-law.

16 Jun

An interfering filly is first spoken of.

25 Jun

Temporary loss of another small parcel.

(During June much educational work had gone on. Possibly this was the month of the uneasy night's sleep, but by the end of it a position of authority had been achieved. Although there were efforts to match this progress, some quite positive, the absence of currency was an acute problem.)

12 Jul

Filly makes himself more obvious, (and on 22 July
a clear warning was given about the dangers of
backing him)

Aug

Stagnation. Worry about house-breakers.

Sep

Holiday.

3 Oct

Filly again.

Oct

Re-climbing the mountain without ropes.

/(After ..

This is M.O. to B.D.

It details the build-up of negotiations which ended in "The Night of the Blue Pencil". (Diary 7/2/75)

Interesting parenthesis indicate the 1st reference to the "Mountain Climber" analogy.

Who is the filly?

" " Peter,

" " the Mother-in-law?