

depth

No. 2 July 1970

For the Australian
and New Zealand staff
of Hewlett-Packard



Another High Honor for Bill Hewlett



"Business Statesman of the Year": This is the imposing title bestowed upon *Bill Hewlett* by the Harvard Business School Club of Northern California. Bill received his latest honor on April 13th at the St. Francis Hotel in San Francisco, with over 500 notables in attendance. Presiding was Bank of America's president, A. W. Clausen.

The Harvard award is made annually "to one who has made a significant contribution to growth, profit, technical accomplishment and community stature of his company, along with contributions to civic, cultural and educational activities in the community".

As recently as last September, Hewlett, Stanford '34, received another signal honor when he was named "California Manufacturer of the Year" by the California Manufacturers' Association. The plaque was presented Bill at ceremonies held at the St. Francis during the organization's annual convention, November 6 and 7.

Hewlett-Packard Australia Birthday

Hewlett-Packard Australia celebrates its third anniversary on July 1. From a total of 28 employees in the Melbourne and Sydney offices, the staff has grown to 74 employees. Today, in addition to the Melbourne and Sydney offices, there are HP offices in Adelaide, Perth, Canberra and in Wellington and Auckland, New Zealand. Plans are now under way for the opening of an office in Brisbane in November.

Shipments have almost tripled in the three year period.

Calculator joins a revolution.

Three hundred and fifteen million, six hundred and nineteen thousand, two hundred. This is the number of seconds that passed from January 1st, 1960, to December 31st, 1969.

Channel 7 in Sydney were doing a program to review the last decade and wanted to show 315,619,200 somewhere in the title of their program. More than that they wanted to show the last seconds ticking away and presented us with the problem.

Our first thoughts were to use an H.P. counter, but at the time we didn't have one with the necessary number of digits. The only instrument with sufficient digits was in fact the calculator.

With a suitable program we were able to do exactly what Channel 7 wanted. We then took the 9100A to the studio and several different sequences were shot until one was found that pleased the director. The footage was then edited onto video tape and many of you perhaps saw those lovely numbers flashing right at the beginning of the program.

Channel 7 gave us a good 'plug' on the program credits which we hope convinced some people to join our revolution too.

Paul Dunn.

In the latest Victorian State Elections, 2 HP 900B Calculators and 2 HP 9120A Printers were used by Channel O for working out percentages of votes for each candidate. The machine performed even better than expected, and Channel O was able to give up-to-the-minute results much quicker than did Channels 2 and 7, using the Timeshare Terminal of another manufacturer.

Appreciation to Hewlett Packard for the use of the equipment was expressed at the beginning of the program, and there was a good view of the instruments in operation each time the regular television schedule was interrupted for the commentators' reports.

We are hopeful that this bit of advertising will increase public interest in the product line.

Irene Bay.

Melbourne Office gets New Look

Work on the remodelling of the Melbourne office building will commence in July.

Provisions have been made to accommodate a 2000A Computer and additional training rooms.

Separate areas have been allocated to the Southern Area Marketing Group, Analytical and Medical Corporate Marketing Group, Data Products Corporate Marketing Group and the Marketing Services Group. John Warmington and Derek Barlow will have new office suites. All work should be completed by late August.

Management Meeting

A Senior Management Meeting will be held in Melbourne from July 20 to July 23.

Sincere apologies to Max Biggins. We overlooked giving credit to Max in the first edition of "Depth" for suggesting the name of our publication. We chose the name based on Max's definition of depth — "Measure down under". Thank you Max.

HP Computer Museum
www.hpmuseum.net

For research and education purposes only.

Service Department

The Service Department had a staff of seven in July, 1967. In addition to establishing service departments in Sydney and Adelaide, a Parts Service Centre has been added to the Melbourne operation.



Ian Shaw



Walter Buterlin



Graeme Brown



Ralph Pfisterer



John Springali



Gill Bennett



Ann Whittaker



Joan Anslow



Bruce Marsh



Les Lawrence



Bob (Baby) Bailey



Tony Lewis



Peter Burford



Danny Kovacs



Alan Fern



Ray Mills



Ray Hartley



Ian Johnston



Ken Jackson

Those faraway places that we dream of — our field engineers visit:

Up the top end

Recently I had the privilege of travelling on the Company's behalf to Darwin and travelling from Darwin by aircraft down through the Centre back to Adelaide.

The people of Darwin consider that the rest of Australia is "down the track". Darwin itself is quite a beautiful city sitting on a natural harbour; it is tropical with general temperatures around 90° and humidity 85%-90%. I found whilst there that the vast majority of houses don't have a hot water service. It is quite refreshing in the mornings to get into a cool shower instead of a hot one.

Travelling South from Darwin, I flew "down the track" to Katherine, which is hot, but not quite as humid. They are trying to develop tourism here, and there is part of the CSIRO Division of Land Research stationed at Katherine. Whilst in Katherine I had some time to spare and I thought I would take a quick trip to Katherine Gorge, which is 17 miles out of town. Everybody in Katherine was quite happy to sell me boat tickets for the trip on the Gorge, but nobody could get me there. As the taxi fares were \$20, I decided not to go.

Travelling South again to Tennant Creek. This is a mining community and very much a transient population. There are two main mining companies — Peko-Wallsend and Australian Development No-Liability. The Peko group

has five mines with a reserve of one million tons. They are mining gold, copper and other metals. It is interesting to note that when these mining companies quote that they have a certain ore reserve, if you look back, you will find that Peko-Wallsend have had an ore reserve of one million tons for the past ten years; and after talking to the people up there, they are liable to have a reserve of one million tons for the next God knows how long.

Due to airline chaos I had to stay $\frac{3}{4}$ of a day longer in Tennant Creek than anticipated, and for something to do I took ten minutes to walk through the town in all directions. The only thing I could find to note was a signpost. Some of these distances on the post might give you an idea of how large this country really is. From Tennant Creek to — Fiji 2,918 miles; Hong Kong 3,286 miles; Tokyo 3,962 miles; Port Moresby 1,164 miles; Adelaide 1,391 miles; Sydney via Brisbane 2,238 miles; Melbourne via Adelaide 1,856 miles.

From Tennant Creek I travelled to the end of the track to Alice Springs, situated in the McDonnell Ranges. Alice Springs is quite a pretty little place. It is a vast growing area and some 65% of the population are under 25. If you talk to the people in Darwin, everything is "down the track"; if you talk to the people in Alice Springs everything is "up the bitumen", which is the track up to Darwin, roughly, 1,000 miles of bitumenised roads which carries long road trains, of prime movers with 7 or 8 trailers following. The prime movers come into Alice Springs and the freight is usually then shifted to the train for the journey south to Adelaide.

I heard an interesting problem up at Tennant Creek. It costs as much to mine the ore out of the ground as it does to ship the ore south to Adelaide. The journey of the ore is involved with a road train from Tennant Creek to Alice Springs loaded into ore trains and then on to Port Pirie for smelting. Some of the ore is shipped direct into Adelaide, loaded on to boats for the journey through to Japan.

If anybody is contemplating going into the Northern Territory, I would seriously advise that he take plenty of light clothing and shorts. Normal business dress for men is shoes, long socks, shorts and open-necked shirts. Formal dress is considered, a tie, white shirt, shorts and long socks, and shoes.

It is a very interesting part of Australia and has problems unique to Australia. Goods are expensive. For the beer drinkers, a Stubby of beer costs 40c, and you usually find that the people in the Territory drink straight from the bottle. They have little containers which fit the shape of the Stubby. They put the Stubby straight into the container and drink straight from the bottle. This keeps the beer cold. If you leave a glass for about 5 minutes in the open your beer is luke warm.

and down in the depths

About six weeks ago Malcolm Kerr and I flew to Broken Hill, a mining town in the far west of New South Wales.

Unlike most mining towns, Broken Hill has a stable population. This is because it is virtually a Union-controlled town. You must live in Broken Hill for at least 7 years before you are able to work underground in the mines.

Married women are not allowed to work, unless performing an essential service, such as Nursing, or if no single women are available for employment. Wages are high: a normal underground miner would be earning somewhere between \$110-\$150 per week. On top of this a lead bonus is paid. The lead bonus is the same for everybody, be you a floor sweeper, or the mine manager. Six weeks ago the lead bonus was \$32 a week and is subject to wild fluctuations. It is essentially based on the price of lead. The higher the price the more the lead bonus.

After dealing with our business, Malcolm and I had the opportunity of going underground. Peter McMahon from Zinc Corporation took us down at 4 o'clock to the New Broken Hill changerooms, where we had to change into boots, overalls, safety helmets and rubber gloves. Unfortunately neither Malcolm nor I had a camera — because it would have been interesting to see your two friendly HP engineers dressed as miners!!!

The travelling underground involved going into the cage and they let you drop to the level in which you wish to get off. On every cage there is a platiman who signals the operators by a system of bells at which level he wishes to stop. The operation of the cage is as smooth, if not smoother, than elevators in a large building. Once underground, around the cage area, the lighting is invariably good. Once you get inside where they are mining, normal head lights come into operation. Getting into the area, becomes rather

a messy business, there is a lot of water and the going is sometimes mucky. The ore is first blown out by dynamite, then pushed down holes to the level below. From here it is collected by a number of methods into trucks where it is shifted to a central point, and the contents of each truck are weighed and tipped into a crusher underground. This crushes the large pieces into easily handled sizes. These are then reloaded on to ore carrying trolleys and they are taken up in the cages to the top for processing.

Coming from a coal mining area, it was interesting to note some differences:

- (1) The major difference was that smoking is allowed underground, as there are no gases to cause explosions.
- (2) The cages going down seem to be far better controlled than in coal mining, where they normally let you drop under gravity for a couple of thousand feet.

Malcolm and I were taken by Peter to many dark areas to watch the miners in operation. One interesting beast we saw down there was a Waggoner, so called because it is made by that Company. This beast will shift about 10 tons of ore at a time and looks very much like a bulldozer.

Another interesting point: All the equipment used underground, be it large or small, is brought down in the cages, so a thing like the Waggoner is dismantled at the top, taken down in the cages in pieces, and re-assembled at the level at which they are going to use it. The underground crushing mill was built the same way.

On returning to the surface, after an interesting tour below, one showers in the facilities provided, and returns to the normal day-to-day living.

Gray Morgan.

Getting the Right Slant on Japan

For those who do not already know, Hewlett-Packard found it necessary to force me to go to Japan for the month of April, and in retaliation I felt it would be appropriate to tell a little about my trip. Firstly, however, I would like to clarify one point, contrary to local opinion I did not indulge in any immoral activities as was expected, and that's my story and I'm sticking to it.

The purpose of this trip was basically to attend a seminar held at our factory in Japan, planned to train Field Engineers in how to sell our Medical products.

I soon learnt that long-distance flying is not very pleasant.

After 14 hours in the air from Melbourne via Sydney, Darwin and Hong Kong to Tokyo, I was completely exhausted, and if it weren't for the free drinks on the aircraft, I would have been worse than unconscious. My arrival at Haneda Airport, Tokyo, was rather frightening, as I was immediately amongst thousands of people who could not speak my language and I could not speak theirs. However, somehow I managed to get on a bus which dropped me right outside my hotel. My first impressions of Tokyo were its immense size and its extreme filth. A solid blanket of smog seems to hang over the city, catching in your throat and obliterating the sun.

The next day I met Rod Pepito from our H-P Representatives in Manila, and we spent the day having a look around the Ginza area of Tokyo. This Ginza area is probably as big as Melbourne alone and is mainly devoted to shopping and entertainment activities. There are 30,000 hostesses whose sole purpose in life is to entertain Japanese business men, and apparently they make a lot of money doing this. It was Sunday, the only day most of the businesses are closed and yet the number of people and cars was almost equivalent to a peak hour rush of Australian proportions.

Probably one of the most exciting ventures is to take a ride in a Tokyo taxi cab. Firstly, none of the taxi drivers speak English, so it is a pure coincidence if you arrive at your intended destination, and the excitement of a Kamikaze pilot turned taxi driver speeding you through masses of Toyotas, Nissans, Datsuns, etc., is enough to drive you to drink. So we did.

I found Japanese food was not as bad as I expected, although they eat a lot of rice with every meal, some of the fish dishes and meats were quite good, including the raw fish, which I found rather delicious. Unfortunately, these experiments did some rather drastic things to my digestive system, and I found that Sake is equal to Australian beer in producing a hangover.

For the next three weeks I attended the seminar at the Yokogawa-Hewlett-Packard factory in Hachioji, which is about 20 miles outside of Tokyo, and I only managed to



get away at weekends, which I will mention briefly later.

Our factory in Japan is a rather large complex, manufacturing, of course, the YHP range of products as well as some of the traditional Hewlett-Packard products, which now includes our 1500A Electrocardiograph. The organisation appears to function very efficiently and has some peculiarities which we could well consider for adoption. Their tea breaks and lunchtimes are announced by pleasant music playing over the PA system, and whenever somebody is paged in the building a rather attractive young lady sings the message over the PA system.

Japanese employment is quite different to ours, in that when a person is employed in an organisation they are considered to be employed for a lifetime, and regardless of how inefficient or how lazy they may be, it is very unlikely that they would be fired. Also an employee normally only receives half his wages during the year and the other half is invested by the company until the employee wishes to draw some of this money. This provides the company with more working capital and also allows the employees to save for a house, which appears to be the aim of most Japanese.

My fellow students at the seminar were four of the Japanese Field Engineers led by Horie-San, the Medical Manager for Japan, Ali Jafari from Pakistan, Anandaram from India and Rod Pepito from Manila. Our lecturers were Andy Peet from Corporate Training and Rick Balda from Waltham. Tom Breitbart, the Medical Manager for Intercontinental, joined us in the last week. Our first week consisted of basic physiology and included the pleasant task of dissecting the heart of a cow and attempting to identify the various components. Unfortunately, my heart must have been backwards at the time, as I identified the parts in reverse. The rest of the seminar period was occupied with learning how to operate the equipment, how to sell it and how to quote it. We also learnt about the new instruments to be released shortly.

The first weekend we travelled to Tokyo and spent the two days sightseeing and shopping. The fog-smog mixture was even thicker than usual and I was intrigued to see about a third of the people were wearing surgical masks

whenever they came out into the streets. Another disconcerting observation is that foreigners are rather unusual in Tokyo and so the people, particularly the young children, stare at you and whisper amongst themselves at the excitement of seeing a westerner. I even had requests for autographs in the street. It was also strange to walk down the street in broad daylight, but even more at night time, and to be accosted by all types of males and females suggesting that you go with them to a bar or somewhere else. Fortunately my high morals did not allow this.

On the following Friday night we were invited to a party held by YHP as a celebration of the beginning of their financial year. It was rather embarrassing to walk into a room of hundreds of people talking in a language that you don't understand, then suffering a mass introduction to them whilst clumsily attempting to eat with chopsticks. However, the party was very pleasant and the YHP office girls very friendly. After the party we were taken by a couple of Japanese friends, who will remain nameless, to one of the high class hostess bars. This was an unbelievable place, in which thousands of business men were sitting, listening to the music, dancing with hostesses and drinking a lot of beer. At the door we were promptly issued with a hostess each, who for all the time we were there poured our drinks, danced with us and made pleasant conversation. The worst part perhaps were the combined ladies-gents toilets. I'm glad that we were not there very long and that I was not paying.

That night we spent at a Japanese inn, in Shinjuku, and it was quite an experience to live Japanese style, sitting and sleeping on the floor, Japanese bath and, of course, once again the traditional Japanese food. I made the greatest error of all westerners by walking on the Tatami mat with my shoes on. This is absolutely forbidden and is considered equivalent to walking on the table.

We travelled next morning by the high speed bullet train at over one hundred miles per hour to Osaka for Expo 70. This Exposition really impressed me and it has succeeded in collecting a small part of every corner of the world together into one enormous area. Without being over patriotic, I would say that the Australian pavilion was the most outstanding architecturally and therefore was quite popular. However, the exhibits inside were very similar to those of other countries. Probably the best all-round pavilion was the Russian, which showed every side of Russia from their space ships to their folk culture, and they even had detailed models of complete cities. The American exhibit was a bit of a disappointment, as although I saw some moon dirt and the space vehicle that brought it back to earth, there was very little that was interesting. The Japanese pavilion was

gigantic and it was interesting to see Japan's development over the last 20 years. The facilities around Expo such as Monorail transport, moving footways, cable cars and bars, were excellent. A frightening sight is to see a large group of Japanese tourists all wearing the same coloured hats for identification, suddenly converge on you from a moving footway.

I must mention the hospitality of the Americans working at YHP, and in particular Bob Bridge and John Lark and their families, who really looked after us. Our final weekend in Japan was arranged by YHP and consisted of a guided tour of Nikko, which is a Shinto religious centre in the mountains, located near the very pretty Lake Chuzenji, surrounded by Cherry Blossoms. From Nikko we travelled onto Sendai, about 200 miles north of Tokyo, and there attended the Japan Medical Electronics Show, where most of our Japanese competitors were exhibiting. Some of the new instruments the Japanese manufacturers are producing will offer serious competition to us in Australia.

I flew back from Sendai to Tokyo on probably the worst flight in the world, aboard a decrepit old Fokker Friendship, through turbulence that caused many paper bags to be used. At Tokyo I caught a connecting flight to Hong Kong, where I spent two pleasant days mainly shopping but doing a little sightseeing.

Hong Kong is hot and humid and smells. However, it is an ideal place to purchase things, as you can bargain until you can get approximately 30-40 per cent discount. This, of course, does not apply to the bar girls who frequent the city. I think my worst experience in Hong Kong was being stranded on the Island of Hong Kong at 3 a.m. after the ferries had stopped. I managed to find a small fishing junk whose Chinese skipper agreed to take me across. The journey was quite rough and I was pleased to arrive on the mainland.

The next day I flew back to Australia to my lonely wife. I think the training I received was of great value and the trip was therefore worthwhile and very enjoyable.

Peter Whitelaw.



About hp

BARLOWSCREED: Life is more peaceful and a great deal less fun for Barlow's Minions at present, as our boss has gone to stir up half the U.S. and the rest of the world. I am happy to report that he will be back with us in the middle of July, and perhaps our Editor-in-Chief can spare the next issue to chronicle his doings?

Welcome to the following newcomers who will be under Barlow's Mantle. **Margaret Timmins** replacing Margaret Sears as Technical Data Clerk; **Reynold Land** in the newly-created position of Marketing Services Supervisor; **Wayne Squires** heading our new branch in Auckland; **John Reid** who has joined Data Products as Field Engineer.

In keeping with our column name, Field Engineers wishing to have a copy of our articles may apply for **Jimscreed** — we regret being unable to publish them owing to censorship/copyright restrictions.

Our sporting fraternity has been revelling lately — Don in mud and Max and Ron in water (sorry about the laundry, Lyn).

On a recent Tasmanian trip by Southern Area people, it became apparent that Ron Hodgson is not the only member whose veracity relating to fishing exploits could be questioned. Max Biggins in one marathon effort managed to consume in a three-day period, approximately eight trout. Add to this Don Simmons' and Jim Creed's love of oysters, crayfish and seafood cocktails, and you can see that they're a 'fishy' lot.

Peter Whitelaw has returned to us apparently unscathed after a wild trip to Japan — understand the language lessons he took paid off.



Derek Barlow enjoys his work. He is pictured here promoting good interpersonal relations with some of the O.P. Staff at H.P. International. The brunette is Vickie; the blonde with long hair is Monica; and the other blonde, as we all know, is Sharon.

SERVICE STATIC — Births: That bird is at it again. Bruce and Judy Marsh have joined the waiting list, November we believe. Congratulations to you both.

New Employees: Welcome to Joan Anslow. Joan joined us in May as Bob Bailey's offsider. She must be doing a good job too, he doesn't look nearly so harrassed. Another Mini skirt joins the ranks.

A warm welcome is also extended to Ian Shaw, our new Medical man. Ian was previously at Melbourne Uni, so he's pretty much at home with -hp- equipment. He is doing well at the 'Bedside Manner' bit too, considering it's the doctors and not the patient he has to handle. From all of us, especially Bruce M., we say **good good luck** Ian!

We have yet another addition to the Parts Centre. Tony Lewis joined us in May as assistant to Bob Bailey. Bob's area and workload are increasing at such a rate the rest of the Service Department just might have to move out if it doesn't stop.

We extend our condolences to Tony — not because he joined -hp- or because he's Bob's assistant — but just two days after joining us he slipped on the ramp at the railway station and chipped a bone in his wrist. Fortunately his wife is a nurse and he had the best of care. Now that he's back on deck, if you can't find Bob, Tony's your man!

Marriages: **Nope**

Odds & Ends: Graeme Brown and his family had a week at Lightning Ridge during May school holidays. He's back, rested but no richer. Stick to computers Graeme — they're easier to find.

John & June Walling (Intercon) spent a hectic week with us. We hope they enjoyed being here as much as we enjoyed having them. There was one unfortunate incident when John had a letter from the Management of the Southern Cross Hotel, requesting that he refrain from opening their doors by the kicking method — it was delivered at 1.00 AM on April 1st, too. Never mind, he had fun in his Sand Box.

HAPPENINGS: There are new faces in the Administration Group and some familiar ones missing.

Jan Matthews and Barbara Smith, two of the original female staff at H.P., said good-bye last month. We had a nice but slightly sad afternoon tea break, during which John Warmington presented both of them with a small gift from all of us. As John Warmington said, thank goodness we don't lose two of our senior girls on the same day too often. Jan leaves to get the nursery in her new home ready for the first little Matthews, and Barbara to see the world.

Thanks to Val and Barrie Sutton from all the group for the **real fun** going-away party.

Joy Wingard has joined us as Secretary to John Warmington, and has already become an important member of the H.P. family.

Tiny Pat Muir is sitting at Barbara's desk. It suffices to say that Pat has grasped the **basic concept, very very well, at this point of time.**

Cynthia Miller leaves us in July to have a look around in Europe, but we think she has already found what she is looking for. Her replacement is Judy Garde. We were advised by the male staff to hire Judy, whether she could type or not. No need to elaborate on Judy's looks; but she can type.

Bruce Thompson reads to us — as much as he feels he can — from Alan Darbyshire's letters. Do you think Alan could have decided that females really are members of the human race. Poor Johnno. The boys at the pub are really going to miss Alan. Quotes from Alan's letters: Europe is great, but there are too many new Australians. Tried to get a job in London as a policeman, but failed because of the height problem — too tall. The girls in Paradise Valley have a very direct marketing approach.

The sad faces on the Melbourne female population are due to an announcement in the "Engagements" column of one of the newspapers. Our Bruce has done it . . . he's engaged! The young lady is lovely Sue Heath. Congratulations Bruce. We approve your choice and wish you both much happiness.



Alan and Toni.

Sydney: Telex received from Sydney, 5 June 70:
 THE MOST BEAUTIFUL BABY BOY WAS BORN
 10.10 AM THIS MORNING TO MR AND MRS PAUL
 DUNN. STEWART JEFFREY 6 LBS. 12 OZS. 20 INS.
 LONG. HAIR LIKE HIS DADDY — (BALD) ? ? ? ? ?
 Congratulations, Pat and Paul.

We asked Tony Abbis to tell us about his trip to the U.S. and England. No comment — suppose it would tend to incriminate him?

Adelaide Office: Now that we have seen the successful format of 'DEPTH' (& what a masterpiece it is) we have decided to put our names to it. In the last issue we read of many amusing families of babes and pets, but the family of our Gray Morgan is bound to beat all. Gray has (as well as two young daughters) 1 goat, 3 horses (his daughter, Ceinwen, must be among the youngest riders in Australia); 4 Labrador dogs (with more to follow soon); 3 cats, chooks, ducks and 7 calves. Gray returns from the Northern Territory soon. What has he collected to add to his Zoo? If no one answers the 'phone in the Adelaide office you'll know he collected a taipan 'down the track'.

Ken Jackson has two young daughters also, Donna & Angela. One dog is too much for Ken. He'd rather have the daughters anytime.

Bette Donaldson is pleased to be able to support a Samoyed dog and 2 Chinchilla cats (Cilla and Bindi, which she shows), and Chooks.

Phone conversation — Adelaide Office:
 BETTE — Is the part for a down instrument, Sir?
 CUSTOMER — No, it's for a signal generator.

Canberra: Sandra John leaves us to return to the university. Sorry to see you go, Sandra, but we may have an even more challenging position for you when you have your degree.

Ann Chester will replace Sandra. More about Ann next time.

Perth: Manager Ron Davis is active in school committee work, and is treasurer for the school canteen. Sometimes he wishes that some of our instruments had such a brisk turnover and high profit margin as do some of the items in the school canteen.

Secretary Margaret Tyers has the dubious honour of being captain of a newly-formed basketball team. This she got by being the only one with a car who could attend meetings regularly. The whole team is now very enthusiastic; and although they are not yet top of the chart they are trying hard, and expect to win at least **one** game by the end of the season.

New Zealand Office: A strange face popped in to see us around mid-March. Alan Darbyshire on his way to taste a cool drop of New Zealand 'Bitter' came across H.P. (N.Z.). For your information, Melbourne, he looked as though he was having a pretty good time.

Happenings across the Tasman have led to joyous occasions in the past two months.

Our Accountant, Dick Fernyhough, was married at Easter weekend. He met his wife at a Hewlett-Packard get-together last year, and things progressed from there. All of us extended our very best wishes to Dick and Shirley and agreed that Dick made a very nice choice.

We had the pleasure of entertaining John and Joan Warmington during their visit to New Zealand in April. The occasion was marked by a very pleasant evening at Don Watson's house in J'ville; Cullottes and hostess gowns being very much in vogue — 25 dozen fresh Bluff oysters were flown in from the 'deep south' and were consumed without too much difficulty. We heard of a very envious Derek Barlow.

News has reached home of two trout that had to be thrown back in to the "Lake". Bad luck Mr. and Mrs. Warmington; we will arrange for the big 'uns to be around next time.

April 13 happened to be a lucky day for us. We welcomed Wayne Squires aboard as Auckland Field Engineer. A warm 'hello' Wayne; once again -hp- has gained a valuable asset.

Unfortunately we must say good-bye to Libby Gibson, who is leaving us to take up a secretarial position at Massey University in Palmerston North. Best wishes go with her from all of us here at -hp- (N.Z.).

Ian Richards, our Staff Engineer, hereinafter should be referred to as 'Spock'.

Written by a patient under an -hp- Intensive Care Unit. We were under the impression the unit was a good thing.

HAPPINESS

The Monitors go beep, beep, beep
 The patients say they cannot sleep
 The lights go on, the warning rings
 My heart stands still, such horrid things
 I leap up quick and drop the chair
 And give myself a further scare
 I reach his bed, he must be dead
 But no, it's just the 'Bloody' lead.
 I love it here in this wee room
 It's time to go! See you soon.

Heart-beat.

HEWLETT-PACKARD PICNIC

Brian Polglase is working on arrangements for a picnic for Melbourne H.P. employees and their families at the Peninsula Gardens Holiday Resort in Rosebud on September 27.

The following is from an article written by Bruce Wholey, of Hewlett-Packard's Sanborn Division. A few changes, to make it applicable to Hewlett-Packard Australia have been made by John Warmington.

Security

In most companies — and ours is no exception — security is a widely discussed, yet often misunderstood, subject. It is a topic that, although difficult to define, closely relates both to our emotional well-being on and off our jobs and to the satisfaction of our economic wants and needs. Because it is so important, I would like to take a few moments to express some of my personal thoughts about security as it applies to us here at H.P. Australasia.

Generally speaking, security is the feeling a person has when he can reasonably predict his immediate future with some degree of certainty. I believe you will all agree that our immediate future is dependent upon the well-being of our division. If we as a group cannot make H.P. Australasia flourish, then there is no security for any of us. And in order for H.P. Australasia to continue its growth and hence give this security, it is necessary for each individual in the organization to accept total responsibility for our job assignments, and perform in these areas better than any other available person.

Divisional security is a necessary condition for individual security, and unless the division is vigorous and growing, it can hardly offer individuals the opportunity to obtain security for themselves.

It is well established that the principal method of developing divisional security is by satisfying customer needs better than our competitors can. This depends on our satisfying customer requirements more effectively and efficiently than others are able to do. Our customers judge the job we do, and upon their judgement rests the security of our division.

The history of business contains accounts of many companies that flourished for many years, but who eventually failed simply because the customer was offered better assistance from competitors. Historical prestige, wealth and reputation are, in themselves, not enough to insure unlimited security. The companies that failed were unable to face new conditions and make changes that would better suit them to new business eras.

As it is with a business, so is it with the individuals who look to the business for their security. An individual's past history, past accomplishments, past reputation, or overall past record — regardless of the years involved — can offer him little security if his present performance cannot meet the standards demanded by the job.

Security of a business is determined by its ability to face and overcome competition. Since our individual security is based upon our division's security, it is necessary that we, in executing our daily jobs, make sure that we do them better than our competitors. If one does not accept and carry out this responsibility, then he is not carrying his full load in making our division a stable and secure group.

Today's performance — not yesterday's, today's contributions — not yesterday's, today's customer assistance — not yesterday's, are the criteria by which our customers will grant

or deny our division the security we want it to have. Only by our total performance can H.P. Australasia become that vehicle which provides each of us with opportunities for individual security.

The requirements for individual security are really the same as they are for divisional security. They are based solely on today's performance, with little regard for yesterday's achievements or reputation.

Security is performance; performance determines security, whether it be of a corporation, a division or an individual.

"With apologies to Bruce Wholey!"

Letters to the Editor

FROM DICK LOVE, INTERCONTINENTAL

"Many thanks for the copies of 'Depth' that you sent us. The idea of a company magazine for H.P. Australia is an excellent one and your first issue was very well done. Congratulations on your efforts! They ought to be worth at least two Irish coffees from Barrie."

TO DON WATSON, NEW ZEALAND

Sorry we printed the old photograph of Don Watson in the first edition of "Depth":

Here is the new one.



FROM RON DAVIS, PERTH

"Congratulations on an excellent effort. The first edition of 'Depth' was read with much interest in this office and we are looking forward to the next edition. With a little bit of luck, we will have something of our own to put in, in the July edition. Keep up the good work."

FROM SHARON BUTTERFIELD, PALO ALTO

"Congratulations on your first issue of 'Depth'! You did an outstanding job. The material and pictures were very interesting. It's always nice to see what the contacts at the other end look like. I'm looking forward to meeting all of you in person next March when my husband and I visit Australia and New Zealand."

FROM GRAY MORGAN, ADELAIDE WHERE IS COBAR??????

I understand a Calculator was recently returned to our Melbourne office and a question was asked, "Where is Cobar?" As I was recently in Cobar, I asked the Mine Manager (Jim Bradey) and Metallurgical Superintendent (Ian McColl) a question, "Where is Cobar?" Their answers were unprintable. Ian McColl's printable answer to the above question was — "This side of Burke".

In actual fact, Cobar is some 500 miles west of Sydney and some 270 miles north-east from Broken Hill, and about 98 miles from Burke.

Community Project

With the advent of H.P.'s third birthday in Australia, we decided that the time had come to involve ourselves in some sort of community aid.

The female staff members held a meeting and elected a committee to investigate likely areas in which we could help in both financial aid and giving a little of our time to help those less fortunate than ourselves.

At this stage, no definite charity has been decided on, but we are in the midst of arranging a talk by Mrs. Laxton, who is Public Relations Officer for The Spastic Children's Society of Victoria. We feel that advice from a knowledgeable person would be of great help in guiding us as to what form of aid would benefit these children most.

We are hopeful that, with Barrie Sutton heading the male side of our committee, he will encourage the men to help us with future activities.

To start our fund off, we obtained John Warmington's permission to hold a raffle amongst our staff here in Melbourne — it was a great success (could be because the prize was a bottle of Scotch) and we raised \$13.00, hope we can continue the good work!

Our female committee members are: Joy Wingard (Chairwoman), Margaret Timmins and Ann Whittaker. Both Margaret and Ann carried out our preliminary investigations with a great deal of enthusiasm and I am sure we cannot help but go on to better things with their able assistance.

Joy Wingard.



Recently I had the opportunity of talking to most of the staff in Melbourne and Sydney concerning our performance through the first half of FY70.

At that time some members were absent on business interstate, urgent local business or ill-health; in addition it was not possible for me to speak with those in our other offices, so perhaps it would be in order to repeat some of my comments.

Several significant records were created during the first half FY70:

- 1. We passed the \$2,000,000 mark for the first time in any six-month period and our total was almost identical to our annual orders for FY67. A significant point was that, contrary to usual custom, no order exceeded \$50,000.*
- 2. Our first \$500,000 order month for Australia was registered in March, and the first \$600,000 order month for Australia/New Zealand was also established in March.*
- 3. April saw our first \$600,000 of shipments for a month — much the same figure as our total sales for FY63.*

Although the Australasian Area was close to quota for the first six months, there were several weak spots which we expect to strengthen through the current period; however, to attain the annual quota will demand effort of high order from every employee. Additionally, due to a soft period in the U.S. economy, all International companies have been requested to show a reduction in expenditure for this current period. It's therefore imperative that all of us make a conscious effort to reduce any unnecessary expenditure during the coming few months. There is no intention that we shall cut back on our staff requirements, which is a vital ingredient to our future.

A Day among the Birdies

A most enjoyable day's golfing was spent at the Long Island Golf Club, Frankston, recently by Messrs. Muller (host), Simmons, Sutton and Thompson.

A virtual Sales versus Administration tournament evolved, with the Sales members playing stroke and Long Island rules, and the Administration members playing under the "Sutton" rules and scoring system. The Administration team had a slight edge under the "Sutton" system which almost compensated for their lack of golfing expertise. (Under the "Sutton" system, players are allowed 2 throws, 3 kicks and 1 gimme per hole, the maximum score per hole being three over par).

The highlight of the day was provided by Don on a particularly long hole, who teed up and intimated his intention to "belt . . . out of this one". Unfortunately his grip on the club was apparently insufficient with the result that the club finished up in the trees on the left of the fairway. The whereabouts of the tee, ball and divot remain a mystery.

Mike proved that cheats never prosper and his win was celebrated by sinking numerous jars on the 19th.

John Warmington



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