

depth

No. 4—June, 1971

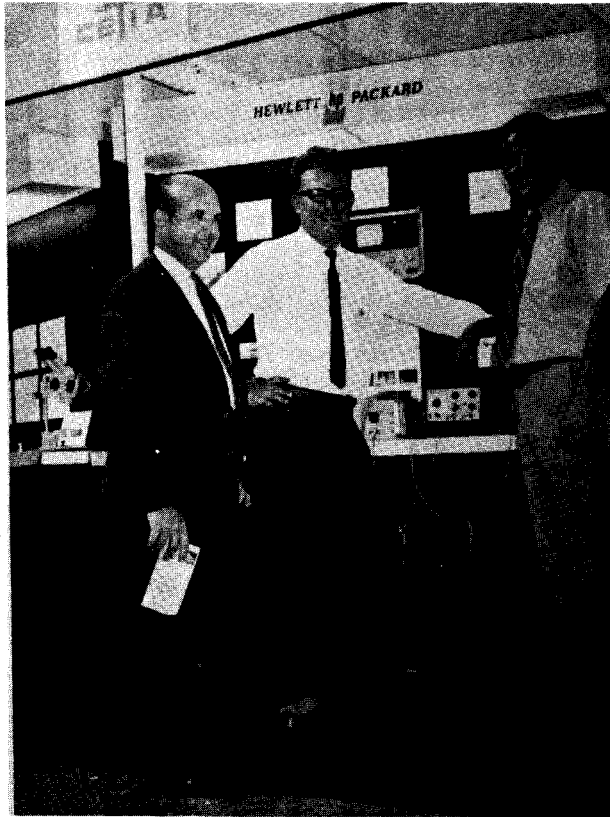
For the Australian
and New Zealand staff
of Hewlett-Packard



TRADE SHOWS

The number of Trade shows for February 1971 must surely be a record for the Australasian Region, with no less than five being held during May, and at least one per month with the exception of September.

One recently held in Sydney during February was CETIA and the picture below illustrates a portion of our display stand, including HP personalities—John Williams, Northern District Manager, Gray Morgan, Western District Manager, and Dave Martin of Santa Clara Division, who was formerly a Field Engineer in the Sydney Office and was on vacation in Australia during CETIA.



During the course of the Exhibition, Bob Brunner, International Marketing Manager of the Electronics Product Group, also visited our Region, and the picture below shows Bob delivering an address at our Sydney office early in the morning of 16th February.



HONOURS FOR H.P. PEOPLE



John Warmington has been appointed a Director for the American Chamber of Commerce in Australia, also a member of the Victorian Executive Committee and a member of their Public Relations Committee. Congratulations to John. His appointment will prove valuable to the Chamber and an honour for H.P. Australia.



Mark Goldfield was presented the Calculator Pro Award by Tom Kelly, General Manager of Loveland Calculator Division, during his recent visit. The award is made for an outstanding sales record, Mark's orders were of such volume that he is rated in the top 10 Calculator Field Engineers throughout the world.



Dick Love presents John Warmington an award for 15 years' H.P. service, while Malcolm Kerr and Barrie Sutton look on.

WHAT'S IN A NAME?

Many customers and suppliers, not familiar with Hewlett Packard seem to have trouble understanding these words and from time to time the office erupts into laughter when a strange looking invoice arrives. Just a few of the names we have been called by outsiders on invoices etc., are:

Misnomer	Courtesy of:
Packard Huland Co.	Sydney Hospital
Hewlett Packaging Co.	Radio Parts
Hewlett Loading Packard	Rank Xerox
Hewlett Rockard	Travelodge
Hewlett Packland Aust. Pty Ltd	P.M.G. Dept.
Hewell & Plackard	Machine Made Sales
Hewlett Backart Australia P/L	Avis
Mr H. Packard	Rex Barrett Pty. Ltd.
Helvlett Pachard Aust Pty Ltd	Victoria Police
Gewlett Parkadd	Rank Xerox
Hawlett Paulard Australia P/L	Tax Department
Hewlett Pakard Aust Pty Ltd	Dept. of Health
Uewlett Pachard	Dexion
Hewwett-Poakcard Aust P/L	Emery Air Freight
Hewlett Packend Ltd.	Travelodge
Hovlett Packard Pty Ltd	Ansett ANA
Eislett Packard	Ansett ANA
Shell Packard Aust Pty Ltd	Miller Bros.
Hewlett Parkara Aust.	T.A.A.
Newlett Packard Aust.	Lido Savoy
Hewlitt Packart	Rank Xerox
Hen Packard	Tooronga Newsagency
N. Packard	via Sydney Office

By—Allan Earbyshe (Monica Hawke—Palo Alto).

H.P. OFFICE FOR BRISBANE

Since late January this year H.P.'s ever-widening circle has spread to Brisbane. Although we have been dealing with Brisbane and Queensland in general from Sydney Office for a number of years, (perhaps a one week visit in every eight), we have been unable to significantly penetrate what is in many respects a parochial marketplace. The figures to date indicate that this has changed and our Fiscal 71 performance is a significant improvement on FY 70.

Of significance too is the way in which Brisbane Office has been operating. Normally the term applied to small offices such as Brisbane is a "one man and his dog" operation. To date Brisbane doesn't even have the dog. Another difference from the norm is the fact that the office is also home. The house is quite large and has a 21 x 13 Rumpus Room downstairs which serves very nicely as the office. Surprisingly enough the arrangement works exceptionally well, even though the excuse "I'll be working late tonight" cannot be used to have a night out with the boys. The office is in Bardon, some 3½ miles west of Brisbane towards Mount Cootha. It must be the best office setting in H.P. since the house sits on ½ an acre of land with gum trees, and Queensland fauna and flora abounding. It also has a barbecue area where customers and visiting H.P. people are entertained as frequently as the budget allows.

It may not be a Weir Street but 75 Simpsons Road is providing the sort of service that our Brisbane customers have wanted and the figures are currently justifying the exercise.

VISITORS

Hewlett Packard Australia is host to a number of international visitors each year. Since the last issue of Depth our guests have been:

Dick Mobilio	General Manager—HP Intercon Sales Region.
Bill Doolittle	Vice President—HP International
Lee Seligson	Personnel Manager—HP International.
Tom Breitbart	Intercon Sales Manager—Medical Products.
Fred London	Product Marketing Manager (Laser)—Santa Clara.
Bob Turner	Intercon Sales Manager—Calculator Products.
Dick Warmington	Intercon Product Specialist—Medical Division.
Dean Morton	General Manager, Medical Division.
Bob Hungate	Marketing Manager, Medical Division.
Don Wolf	Intercon Sales Manager, Electronic Products.



Carl Cottrell chats with Jim Creed.

Tom Kelly	General Manager, Calculator Division.
Bob Brunner	International Marketing Manager, Electronic Production Group.
Tony Seidel	Promotion Manager, HPIC Marketing, Communications Division.
Carl Cottrell	Deputy Director, HP International Group.
Dave Wilkinson	Intercon Sales Manager, Data Products Group.
Dave Martin	Field Engineer, Santa Clara Division formerly of Sydney.
Dick Love	Administrative Manager of Intercontinental Region.



We were unable to photograph all of our guests because of their busy schedules, but a few are shown here.

Bob Brunner gave an interesting talk on how the structure of the company has changed, with the emphasis shifting to a product type concept and how profits will be traced back to the manufacturing factory. He also took us through the current U.S. H-P organisation chart and showed some interesting slides. From all of us down here, "Thanks, Bob".

H.P. Charities Committee raises funds for spastic children



Jim Creed.



Margaret.

WINE & CHEESE

During the early part of November a Wine and Cheese Night was held to aid the Spastic Children—this was a most successful night both socially and financially.

The organisers being new to this type of function overestimated the quantity of wine necessary for the night but it turned out to be a good thing as Derek Barlow (who I am sure has missed his true vocation) turned Auctioneer and raised a considerable sum of money by selling the surplus off—in fact he was so persuasive he managed to sell one poor soul a bottle of beer with a wine label on at top price of course!

Margaret Timmins and Joy Wingard were hostesses for the evening.

BEER & PIE NIGHT

This was held in December, unfortunately when everyone had the Christmas spirit. It was possibly the most successful night of all socially, but a disaster financially—although we did manage to break even. Barrie and Val Sutton were good enough to loan their home for this function and his co-workers in Administration really worked hard in organising everything to ensure a pleasant night was available. Bruce Thompson, John Reid and Alan Darbyshire provided the floor show by playing various instruments and singing for us.

DINNER DANCE

We held a Dinner Dance at Frankston on March 19 and again managed to raise some money. This was helped a great deal by Bruce Thompson and his friends who saved us a considerable amount of money by playing for us from midnight on—they were really terrific and everyone appreciated the gesture, particularly as Bruce got out of his sick bed just so we wouldn't be let down. We have been asked by several who attended to think about making this an annual event, so obviously everyone enjoyed themselves.



CHRISTMAS PARTY



The Melbourne Office Christmas party was held in the training room on Christmas eve, and was attended by all the staff. The training room was suitably decorated for the occasion by Robin Schmidt and was complete with a Christmas tree with all the trimmings. Traditional food helped to make the occasion even more Christmassy, and individual gifts of an initialled hanky for the men and a small bottle of perfume for the women were all wrapped and kept under the tree until present giving time.



The staff presented John Warmington with an oil painting in muted shades of browns, greys and reds of a street scene in the early 1900 era in Australia by the artist J. Pennington. This painting now hangs in his office.

The buffet luncheon and a few drinks apiece put the staff in the right spirit for Christmas and everyone parted with good wishes all round.

DEREK BARLOW TO NEW ZEALAND

In January Derek Barlow left the Melbourne Office to become General Manager of Hewlett-Packard (N.Z.) Ltd. We'll miss Derek, but since he is a Kiwi, he'll probably be very happy in his new position. Below Malcolm Kerr is pictured presenting Derek with opal cuff-links from the staff, and wishing him every success in the role of General Manager.

Others in the photograph from left to right are Danny Kovacs, Bill Thomas, Bruce Graham, and Mark Goldfeld.

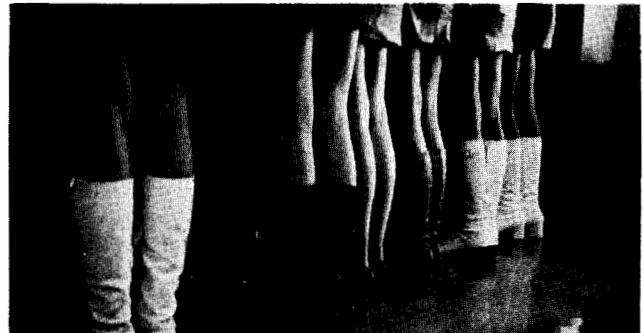


THE LONG AND SHORT OF THE HEMLINE STORY IN AUSTRALIA



Alan Darbyshire checks hemlines for female staff in Melbourne. In the picture with Alan are Joy Wingard in the midi and Gill Bennett in the mini.

To Dick Love: Sorry, mate. Time and female fashions wait for no man, but come back to see us anyway.



Filing Section—Administration.

... about 

From the Fox's Lair

In February we were privileged with the visit of Tony Seidel, Promotion Manager of the HPIC Marketing Communications (MARCOM) Division.

During Tony's visit much was accomplished, including an understanding of each others' method of operation and life style, a knowledge of the Services available from the HPIC MARCOM Division, the planning of an International "Institutional" type-advertising programme, and the laying of seeds for a more completely integrated MARCOM planning operation for FY '72.

Tony's itinerary, crammed and all as it was, allowed him a little leisure time to sample some of our Australian wines, and we hope that the export of our wines to California will increase as a result of his knowledge.

Jungle Drums

Since the last issue of Depth, we are now not only surrounded by tropical jungle, but gradually being overgrown. As a result, less office space is available, and because of overcrowding the Field Engineers are forced to be out 99% of their time. This of course has been planned by management.

Our Chief, Jungle Jim Creed, has been promoted to Electronics Products Sales Manager for Australia, and now beats his drum much harder, so as to reach the far and distant H.P. offices throughout Aussie. During March, Jim had

rather a hectic time escorting Don Wolf, the Intercontinental Electronics Products Sales Manager, throughout our interstate offices. Jim's latest acquisition is a caravan sited permanently at the "Ponderosa" (Dromana) where he spends the weekends meditating over how best to beat his drums.

Iris Smith is getting rather excited over her planned trip overseas next November, when she will be leaving us temporarily to visit her daughter in Scotland plus friends and familiar surroundings in Johannesburg.

Pam Gillam, after seven months service, has settled down to doing some work, and is now classified as one of the Jungle mob. On most occasions she comes running at the sound of drums. A small word of advice on Pam, as she is rather aspirant at both table tennis and tennis, don't stand in the way of her right arm if it is in motion. This, of course, is handy when needed to keep her male admirers under control. On nice sunny days it has been said to watch out for her in the Fitzroy Gardens with that Uni. mob.

We had Ron Hodgson missing for one month while he attended a Senior Sales Engineers' Seminar in the U.S. Overheard in a conversation, Ron reportedly said: "I really needed the days of lectures to recover after the hectic evening activities". So, it isn't any wonder that everyone says these overseas trips are successful. Actually, after being back with us, it has been great to have Ron pass on up-to-date info. on the latest products being released, and also providing first-hand knowledge on the latest techniques. The word around town is that down at Two Fold Bay (Eden) there aren't many fish left. In the water, that is!! A guy, resembling Ron, and his family caught and ate them all while on vacation in April.

On the Bayside scene, Max Biggins seems to be really doing his thing!! In his boat 'Gidget', he has been known to create near tidal waves while impressing the birds, that somehow cling to his boat. As a result of this, Max has found it impossible to find time to do any fishing, and thus satisfy his great craving for grilled trout. It is now common knowledge that prior to proceeding on a trip to Tasmania, the motels are notified by Max to stock bundles of trout and sea foods.

As the football season is now under way, Don Simmons is hard at training and then umpiring (referee as known in the other parts of the world) on weekends. Poor Don has so many sleepless nights nervously thinking of the many threats from the football players, who desire a piece of his hide; this, of course, is because of his so-called wrong umpiring decisions. If anyone just happens to be visiting the Shepparton area in North East Victoria, they will no doubt hear a word or two about Don. Some are good, others—well, we won't mention, especially those from players and supporters. Don has now settled into his new house after eight months, and is in the process of installing a complex system of underground water pipes, so that a hose won't be required to water the lawns and garden.

After much surf and sun at the seaside resort of Lorne, John Bieske has gotten back into the groove of work. The word around Lorne when someone was looking for John was: "John!! He's up at the Pacific!!" (One of the local pubs.) John has finally started getting his house built and expects to move in sometime in July when, no doubt, everyone hopes a house warming party will take place. Around the Vermont, Forest Hills area early each morning, it is a funny sight to see John plodding along (supposedly jogging) to get fit. His fitness seems to be required for the weekly game of squash between Mike Muller, Ian Johnston, Don Simmons, and John.

Happenings

The date: 23rd January, 1971
The time: 6.30 p.m.
The event: Bruce Thompson's wedding.
The Bride: Miss Sue Heath.



Yes. Our China finally did it! Even after the advice of some of our more experienced members of the staff, Bruce decided he had been single long enough, and we all congratulate him on a wonderful choice of a bride.

The wedding was held at St Giles Presbyterian Church, Murrumbena, and a really enjoyable evening was spent later at the Naval and Military Club in Melbourne.

Next morning Bruce and Sue left for a well-earned holiday in Tasmania, where according to Bruce he had a terrific time. (Can't imagine what he was up to!)

The couple have now settled into a cosy little flat in Brighton.



Heather Perry, Brian Polglase's new secretary, states: "I'm from the bush, from the little country town of Nagambie, 80 miles north of Melbourne, and I haven't got any history".

We believe she is making history now. Her Christmas holidays were spent in Malaysia. We have also noticed that she manages a new hair-do each Friday.



Heather Perry

Ruth Naumann joined the H.P. staff in January as secretary to Barrie Sutton. Ruth is so efficient that she can also handle the stenographic requirements of Alan and Bruce.

Ruth is from England by way of Canada, U.S.A., East Pakistan, and India. Ruth's son is an engineering student at Melbourne University, and her daughter is on a working holiday in England.



Ruth

Joan

Joan Wanstall is the new member in the Personnel Office and will be taking half the blame for the extra forms you are required to complete from time to time.

Joan is married to a commercial photographer, which was certainly no disadvantage in Joan's appointment to the staff since the publication "Depth" is one of the tasks of the Personnel section. Joan's young son Michael has just begun school this year.



Margo Tomlins (the receptionist with the fascinating voice) is from Germany. A British Army Officer became the object of her affection and so to London and marriage for Margo, then later to Australia. Margo has a teenage daughter and two sons.

Geoff Gaylard is the new storeman. He was interviewed by Bruce Thompson and Bruce's account of the interview is printed here:

What qualifications should a storeman have? Most people believe that primary education and probably a couple of years' secondary education would admirably acquit a person for the task. However H.P.'s new storeman doesn't fit into this category: he has tertiary qualifications—and, would you believe, in education? That's right, Jack's successor is a fully qualified school teacher who has spent most of his career teaching the brats at Aspendale Technical School. Geoff Gaylard, otherwise known as "Reverend" or

the "Rev" because of his former ecclesiastical aspirations (I repeat "former") has just decided that teaching was for the birds and as he did not align himself with this class of species, decided to quit.

I asked him about his decision:

Q. How are you going, Rev?

A. All right, mate!

Q. What was your major dislike in the teaching profession?

A. Kids.

Q. How long ago did you give up teaching?

A. Seven months.

Q. What have you done since then?

A. Roustabout in a shearing shed, company rep., student counsellor, front end loader driver, furnaceman, meat inspector, grape harvest hand (love that wine!), and tomato picker.

Q. What enticed you to take the storeman job at H.P.?

A. Firstly, it was approaching winter and I wanted an inside job, and secondly, I was stony broke.

Q. What is your main aspiration in life?

A. My short range ambitions are to make a take-over bid for Barrie Sutton's job, or failing that to become a seaman.

I thought at this point of time an excellent idea would be to close the interview—I don't want to get involved in politics.



Geoff

Roesmary Haugh, the Accounts Payable Clerk, has left us to take up a more demanding position. Her superior is due to make an appearance on July 14th, and we all wish her happiness in her new career.

Brian Polglase is doing his bit to promote the growth of the H.P. family. His daughter, Shelley Kristina, was born on the 28th December, 1970.

A luncheon was held for the Administration department in the demonstration room on Friday 19th February, 1971. This informal get-together was to discuss general trends and current rumours within the Hewlett Packard organization and most particularly to inform the staff of H.P.'s financial standing in the community during the particularly stringent credit squeeze. Along with the delicious food and the odd glass or two it was pleasant to learn that H.P. stands as firm as ever, if not firmer, and that our jobs are possibly more secure with H.P. than most other places in the community.

At this luncheon, which unfortunately ended all too soon, appetites were appeased, minds put at rest, and a good time had by all.



Lloyd Stott from Service Department, announced his engagement on the 28th February, and an engagement party held on the public holiday, March 8th, furnished us all with luscious cakes at work next day. Robyn Morrison, the Office Services Supervisor, celebrated a twenty-first birthday party on the same holiday with the result that the entire H.P. Melbourne staff gained several pounds from eating cakes, etc. from both celebrations. Our good wishes go to all concerned. Robyn is currently sporting a new white Toyota given to her by her parents. There have been several offers made to Robyn's generous parents by adoptive children, all mysteriously about to attain their majority.

On the times, they are a-changin'—and so are the offices, for that matter. With the advent of a much needed assistant for Robin Schmidt in Personnel, there was a rearrangement of desks in the Administration Department, as well as isolation of several members of the staff that were felt to be far too dangerous (or important?) to be left loose in the area. An involved game of musical desks began. The end of February will go down in the annals of the Administration Department as a time of upheaval, in the literal sense. Peace was fairly soon restored, and as the tide of time and change receded, the flotsam and jetsam of desks, bookcases, and filing cabinets settled once more back into the sand.....

Heather Perry did a sterling job looking after the stationery cabinet while Robyn Morrison was on holidays during the last two weeks of February. All went well until a certain morning while Heather was allocating (by requisition only, of course) the stationery needed by various members of the staff. Suddenly there was a shout of "Quick, while she's not looking", and several members of the staff swooped on the stationery cabinet, grabbed pencils, scribbling blocks, etc., and ran off laughing. Heather's arms, swinging in all directions like the proverbial windmill, did a Don Quixote-like job of defending the cupboard, much to everyone's amusement. It was generally accepted as the highlight of the week by everyone who witnessed the incident, all except Heather, of course.



Now that we have a fully equipped First Aid kit, and the ministrings of an ex-nurse from the Personnel section and an almost-qualified St John's Ambulance member lurking in the Office Services section, came an ever increasing line of patients suffering an endless string of minor ailments. There is speculation as to the cause of almost constant virus illness haunting the Melbourne office during the month of March. Sister Vulture and Nurse Neurotic deny any lack of care in the exercise of their Public Health duties.

A sign has appeared in the vicinity of the First Aid station — "The Doctor is IN". Psychiatric help 5¢.

There is a monster living in the Melbourne office. It is grey in colour, and has many mysterious lights and habits (no, it is *not* Fred the computer) which a very new member of the administration staff was to find out.....

The Scene: A normal office day. Peace reigns. The new personnel staff member has listened solemnly to the explanation of the top secrecy of the document and the need for extreme diligence and privacy in all dealings with this item of great importance.

Action: New staff member enters stage right, speaks to other member of staff as instructed and asks him to stand away from area, stage centre, while new member is in the process of performing stated task with top secret document.

Other staff member exits stage left to inform rest of staff that new member is a kook and generally suffering from either delusions of grandeur or is definitely psychotic. The monster, stage centre, smiles to itself and gives an almost inaudible chuckle. Innocent N.S.M. places document in machine and orders three copies. Lights, camera, action... Monster prints, and prints, and prints..... Copies of secret document fly in all directions..... N.S.M. tears hair and rushes frantically around stage left, stage centre, stage left, stage right, etc., vainly striving to collect top secret documents now floating in direction of G.M.'s office. Machine chuckles quietly to itself.

Curtain.



Barrie Sutton has just returned from a 5-week trip to New Zealand and the United States. While in the States, he attended Intercon's FY71 Administrative Managers' Seminar at Pajaro Dunes, California. We'll try to have more to report on Barrie's trip next time.

Service Static

Since this paper last went to press the number of staff has again increased. One oldie has returned to the simpler life of our little community, after the hustle and bustle of the great frontier—NASHO. The return of Les Lawrence will give colour to our little group. Why already those who have to decipher his shorthand can boast of more grey hairs.

Janet Gunning joined us last November, replacing Anne Whittaker who left to give birth to a bouncing baby girl. Janet is Irish (without the traditional temper) and has been in Australia 2½ years. She's doing a fine job with the repair orders and woe betide anybody whose time sheet isn't on time.

Another addition to our group is Frank Jensen. Frank comes to us from Woomera where he had a lot of experience with Calibration techniques. Frank is now heading up our Standards Lab, and really has got the whole thing very organised. Frank is married and he and Val have one child (sex unknown at this time)—we'll check on that!

Bruce Marsh has become a Daddy—Allison Lee born 8/12/70. He's the usual proud Poppa!

A major part of our news is that Doug Cheeseman (Parts Storeman) has been appointed Service Administration Supervisor. We wish him good luck. Ray Dickason is Doug's replacement.

We're having some trouble with cartons—packing variety. Missing boxes seem to be the order of the day, despite desperate efforts to hide same. However—the mystery may soon be solved—someone was heard to say that they KNEW the Vultures were taking them—now there's a good strong lead!!

Cupid has been working overtime among the male members of our staff. The elusive Ian Johnston has been caught at last and we believe the date has been set for December. Now who said Lloyd (dashet) Stott was slow? From what we hear the Christmas Bells around these parts will have a different tune this year. There remains the problem of one bachelor. Not only is Cupid working on it, our bachelor boy is willing to give him quite a bit of help.

More excitement and drama next edition.

Quote of the Month: "Bruce, sometimes I chust kiff up".



Tricia and Janet



Ray

Les

Lloyd

Frank

Sydney

Since our last issue of 'Depth', we have added more thoroughbreds to the pedigree Northern area office.



Judy

Judith Ferguson joined our company in October as Telephonist/Receptionist and Order Processing Clerk. We believe her hobby is collecting animals (four legged).

Margaret Bradshaw has come up to Sydney from Canberra office to join our secretarial staff. We welcome you, Margaret, and hope we can turn on some fine Sydney weather for you. Margaret said she hasn't got time for hobbies. The phantom Vegemite Kid strikes again.

Allan Wright is the new Service Technician in Sydney office and Allan joined Sydney staff last October. Allan's hobbies are designing and building Hi-Fi equipment, photography, and cars.



Herman and Allen

The new Staff Engineer for Sydney office is Herman d'Hondt. Herman joined H.P. in October also and is very keen on "Fast cars, fast women, and hard liquor"—and to dampen the subject, swimming and gliding. Tony Abbis was heard to say "Good taste that boy, he's in the right stable". Herman will shortly be the proud owner of a new Morgan sports car—we wish him luck.

Our new Electronics Field Engineer is Gordon Smith who arrived back from Canada last November. Gordon is an Australian and has travelled with his wife Karin for the last four years throughout the world and has now returned home with a little daughter Samantha. Gordon's hobbies are—Also, and As Well, and Not Forgetting! Gordon took over from Paul Dunn who is now Branch Manager of our Brisbane branch.



Gordon Smith loads highly technical equipment for his next demo. run.

We had a new Calculator/Field Engineer start on May 3rd—his name is Peter Hertner. Peter, who was born in Switzerland, came to Australia and worked for six or seven years as Design Draftsman in several mechanical engineering companies. He then returned to Switzerland and worked for our Zurich office as Calculator Field Engineer for six months. Peter then returned to Australia with his wife Heidi and their two children. We welcome Peter and feel sure that he will complement our Calculator sales force with his past experience.

Unfortunately we will be losing the services of one of our secretaries, Wendy Arthur. Wendy is leaving H.P. in May to go for a working holiday or become a surfer girl (we're not sure which). She may even end up in New Zealand. All the best, Wendy. You've been a great asset to H.P.

Allan Wright has just become the proud father of a baby girl—Monique. Allan's wife Erin gave birth to their second daughter in February.

The birds (feathered) rumour the stork may visit the service department again (and not just a social call).

Lorraine Ackland became engaged recently. Peter and Lorraine are to be married on the 10th December—this year. We wish you luck Peter, as we wave you good-bye.

Our Christmas party was a great success—it was held again at the Strata Motel at Neutral Bay.

A good attendance as usual and the Strata prepared a most suitable menu for the occasion.

We do hope we will be able to have the Christmas party in our new building this year, which, all going well, should be completed by December. Our new site for Sydney office is at Bridge and West Streets, Pymble, and for those who know the area, this is just near 3M Company's most attractive building.

Last November, Bill Doolittle was in Sydney for a few days and John and Isobel Williams kindly opened their home for a very pleasant get-together.

All members of Sydney staff and their wives, camp followers et al, etc. etc., had a very pleasant evening to welcome Bill Doolittle to Sydney again. John & Joan Warmington came up from Melbourne for this occasion. We had a most delightful buffet dinner and the evening concluded with a sing song, accompanied by Ross Williams and Ray Mills on the guitar with vocal effects by Paul Dunn. Our thanks to the Williams family for their hospitality. Ross Williams we believe said, "Gee, I thought this was a birthday party for me—not a welcome for Mr Doolittle".

Since the last issue a new branch office has been opened in Brisbane as part of "Northern District".

Paul Dunn is now installed as Branch Manager, working out of home at 75 Simpson's Road, Bardon—a south-west suburb of Brisbane, located on the slopes of Mt. Coot-tha, a small mountain which dominates Brisbane from the south-west. Paul's office is perhaps one of the most peaceful in H.P. Australia, having an outlook onto a wide expanse of garden and trees, the sounds of the birds being broken only by the jangling of the telephone.

Paul and wife Pat were farewelled at a barbeque at John Williams' home on 8th January, and there was heard a "great moaning in the land" from those who "gripped the grape" too hard and who mixed the "grape and the malt"—and Mr Nicholas and his Aspros did a great trade next day. Paul was presented with his badge of office—a bowler hat festooned with bananas as befits a new recruit to the noble order of banana benders (as all Queenslanders are known).

We wish Paul, Pat and their new son Stuart, every happiness and success in Brisbane.

Adelaide

We welcome the newest member to the Adelaide staff, Phil Herbert, who started with us in October. Phil arrived in Australia approximately seven years ago from England, with his wife Pat and two sons Simon and Alex. Other members of his household are Klaus, the German Shepherd, and four cats. Among Phil's hobbies are the Hawaiian guitar and Judo, the latter being necessary in case anyone objects to the former. He says he doesn't drink, smoke, gamble, or chase girls, but he does tell the occasional lie.



PHIL HERBERT

When Don Wolf visited us in March we had an informal luncheon at the office. Barbara was kept busy shelling the monster prawns—or shrimp as Don called them. Phil was kept busy sampling the wine. The "others" just kept busy sampling the food.

In the evening the fellows drove down to "Whalers Inn" at Encounter Bay, a delightful spot down Victor Harbour way, about 60 miles from Adelaide. I hope Don has recovered from the cigar fumes Phil puffed about the car as they drove back.

Bette Donaldson writes about her voyage to Japan aboard the Canberra. Amid all the glamour and excitement, she says she took time out to feel sorry for the H.P. staff she left behind. Thanks, Bette.



Perth

Life proved rather hectic over the Christmas/New Year break and continued this way into late January.

After Ron Davis's annual holidays, during which he had the pleasure of calling in on the Melbourne office, he returned to work to find one nerve wracked secretary. (After four weeks absence during which calculators and 'everything else' that could go wrong had, what do you expect?).

One advantage of working in a small office is that you learn many unusual skills (Margaret can now change the print finger assembly and -15V fuse in the calculator system).

There are no engagements, marriages, or births to report from H.P. Perth. In fact, apart from desperately needing a drop of rain in the farming areas (and even though smog is threatening to engulf our fair city, the weather has been simply glorious lately—do I hear sighs of envy??) and (sorry fellers) the rapid (though to the sharp of eye, still lingering in places) fall of the mini-skirt, Perth has been rather quiet since then.

New Zealand

Life certainly has been quiet here in New Zealand over the last six months.

Libby Kemp left the company after some three years to go into a business of her own. She is doing very well with her typing agency. Needless to say, she was contacted frequently, after she left H.P., with various queries and desperate calls for help. Her position was taken over by Lynda Algar in October 1970.

Lynda is married with two children aged six and nine and her main interests are gardening, ballroom dancing and badminton—not that she has much time for any of these pursuits.



IAN PARKER

Ian Parker joined us as a Calculator/DMI Field Engineer in December and was immediately sent on an intensive training course in Sydney. His main interests are hunting, shooting and fishing. During the Bob Turner's visit to New Zealand in December, he took them to one of our most

famous lakes and they spent some time there with great success. Ian is married and he and his wife Betty expect their first child in October.

In mid-December we learned of Derek Barlow's move from Australia as General Manager of the New Zealand company.

Derek Barlow, the new General Manager for New Zealand, arrived in January, and life has been very busy since his arrival—both for him and for us.

Dianne Patterson joined us as typist/receptionist in January and her main interest is marching. She leaves us for greener pastures in May. Diane is going to Australia and we can't have been too bad for she hopes to join H.P. over there.

We have not been forgotten on the international front with visits from the Bob Turners, Tom Brietbart, the Bob Brunners, and Don Wolf. Mr & Mrs Brunner will remember Wellington Harbour well—a stiff southerly—a small boat and Don Watson. Don's comment—"She was very brave".

Office space became very limited after the arrival of Derek Barlow with desk space on a first-in-first-served basis. In February we moved to new offices with plenty of breathing space. The move posed quite a few problems with legs being sawn off tables and a door being removed. It was even suggested that windows be taken out in order to get equipment etc. out of the building. However, we are now comfortably installed in our new premises.

Barrie Sutton was here in mid-April en route to the States. We expect to see him again on his way back to Australia.

EMPLOYEE BENEFITS

Membership in a Medical and Hospital Benefit Fund, paid for you by HP, provides for payment of the major part of hospital, medical, and surgical expenses incurred, but for maximum protection against sickness expenses for you and your dependants in case of serious illness or injury, HP gives you insurance coverage under the Major Medical Plan and you may insure your dependants (husbands of female employees are not eligible) by a nominal payroll deduction.

The principal features of the plan are:

The cost of medical, hospital, surgical, manipulative massage, therapeutic, radiological or nursing treatment prescribed by a duly registered medical practitioner, in excess of \$250, not paid by the Medical and Hospital Benefits Fund, is paid by the Major Medical plan up to a maximum of \$1250 for each person.

The deductible amount is either:

- (1) The cash deductible which is \$250 in respect of each disability;
- (2) Benefits provided by the top scale of the Medical Benefits Fund or other collectible benefits, whichever is the greater.

Who can join? All permanent full-time employees from the date of hire.

Cost to you: \$17.50 for dependants. HP pays for your coverage.

FROM THE GENERAL MANAGER



The significance of the part which the Australasian area of HP is playing within the Corporate wide aspects of the organization seems to be markedly reflected by the growing numbers of visitors we have had since our last issue. Elsewhere in this issue a reference is made to these visitors who have been from International Headquarters, Intercontinental Region Headquarters, Manufacturing Division General Managers (for the first time) and naturally there were some experts from the manufacturing divisions to assist our field engineers and management to secure maximum market penetration.

With the continued soft economy in the United States and with the Governments of both Australia and New Zealand introducing steps designed to counter the spiralling inflationary trends so apparent during the past year or two, it is increasingly necessary for each of us to ensure that all sections within our jurisdiction are operating at peak efficiency. This is mandatory if we are to preserve our position of respect by customers and suppliers throughout our area.

Since the last publication of "Depth", there has been further changes in our Marketing Structure designed to give more autonomy to the Product Sales Managers which again reflects a maturing marketing operation. With a continuing growth pattern, product diversification and the specialized customer assistance required will bring about more changes in the near future—all these changes being designed to promote a healthy organization ready to accept all challenges to the changing environment surrounding our daily activities.

I will again take this opportunity to remind *all* staff of the vital necessity for us to live within each of our allotted expense budgets and I know that I can rely on each of you to make a conscientious contribution in this direction.

John Warming

The Brighter Side

SOME LIKE 'EM RED

Some may long for the soothing touch
Of lavender, cream and mauve.
But the ties I wear
Must possess the glare
Of a red-hot kitchen stove.
The books I read,
And the life I lead
Are sensible, sane and mild;
I like calm hats,
And I don't wear spats,
But I want my neckties wild!

Give me a wild tie, brother,
One with a cosmic urge;
A tie that will swear
And rip and tear
When it sees my old blue serge!

O, some will say that a gent's cravat
Should only be seen, not heard;
But I want a tie
That will make men cry,
And render their vision blurred.

I yearn, I long
For a tie so strong,
It will take two men to tie it.
If such there be,
Just show it to me—
Whatever the price, I'll buy it.

Give me a wild tie, brother,
One with a lot of sins;
A tie that will blaze.
In a hectic haze
Down where the vest begins.



SUCCESS

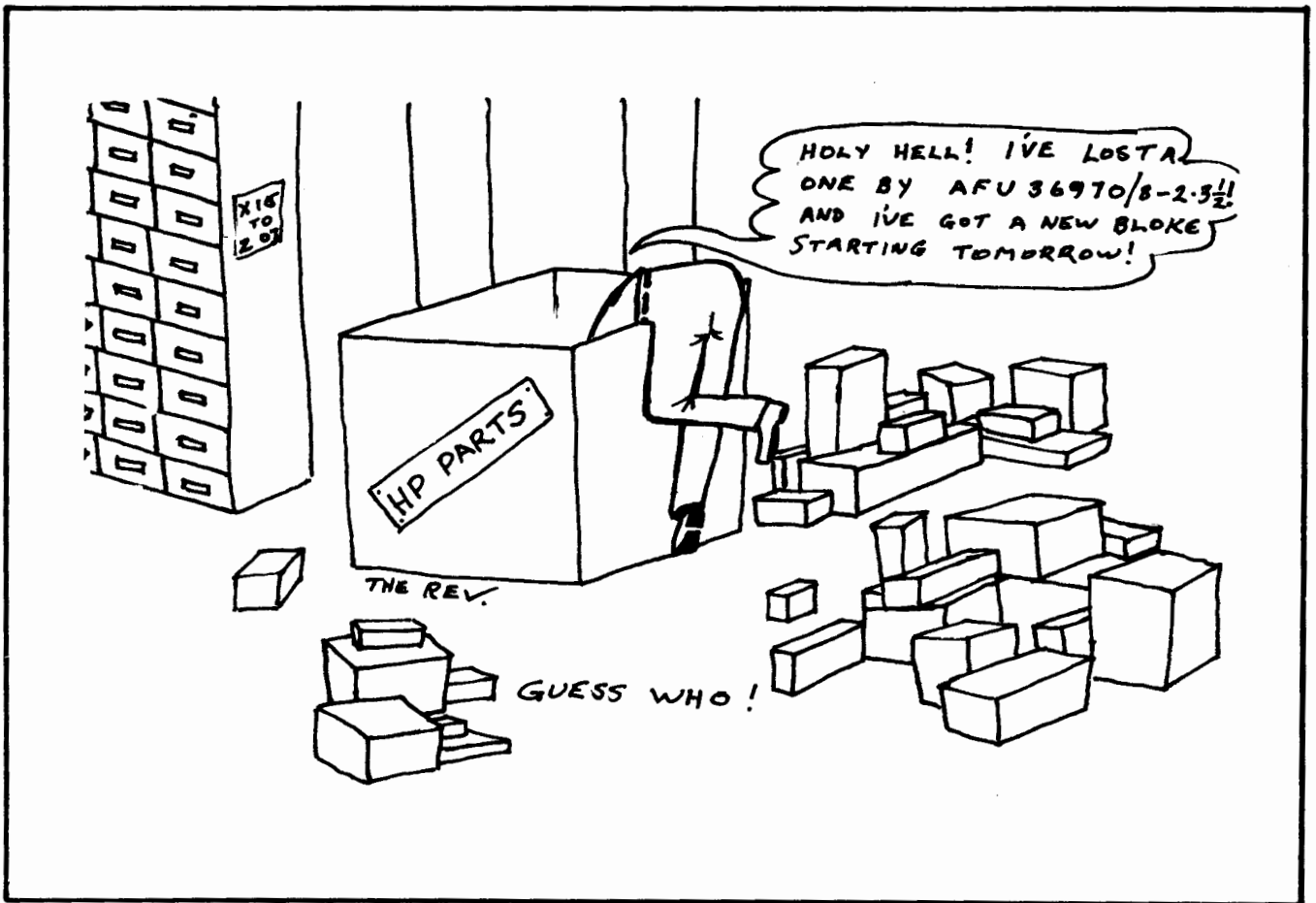
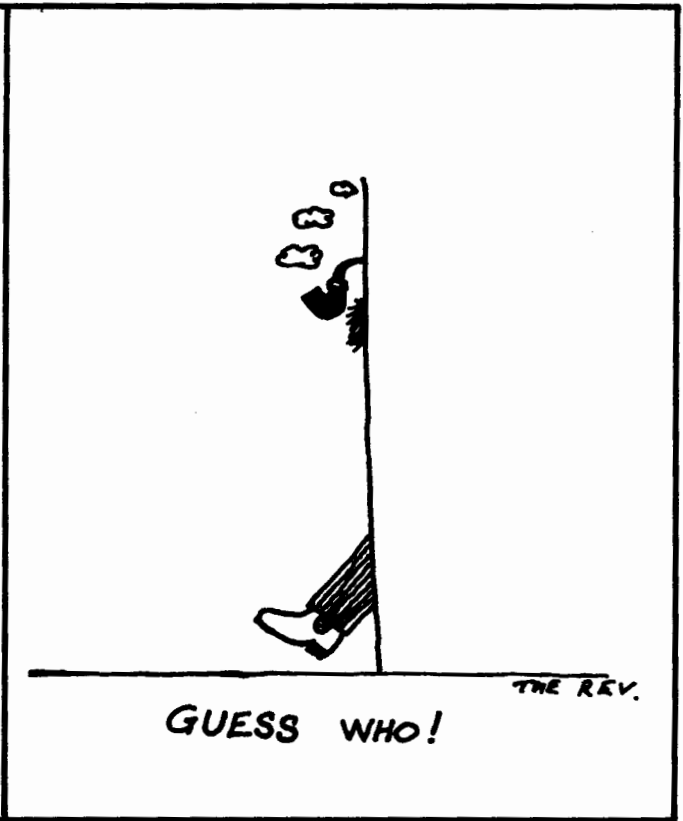
by RALPH WALDO EMERSON

To laugh often and love much; to win the respect of intelligent people and the affection of children; to earn the approbation of honest critics and endure the betrayal of false friends; to appreciate beauty; to find the best in others; to give one's self; to leave the world a bit better, whether by a healthy child, a garden patch, or a redeemed social condition; to have played and laughed with enthusiasm and sung with exultation; to know even one life has breathed easier because you have lived—this is to have succeeded.

"BEHIND EVERY SUCCESSFUL MAN THERE IS A WOMAN".....

Nagging, fleecing, complaining, being unfaithful, and making him wish he wasn't so successful,

(Contributed by Alan Darbyshire)





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