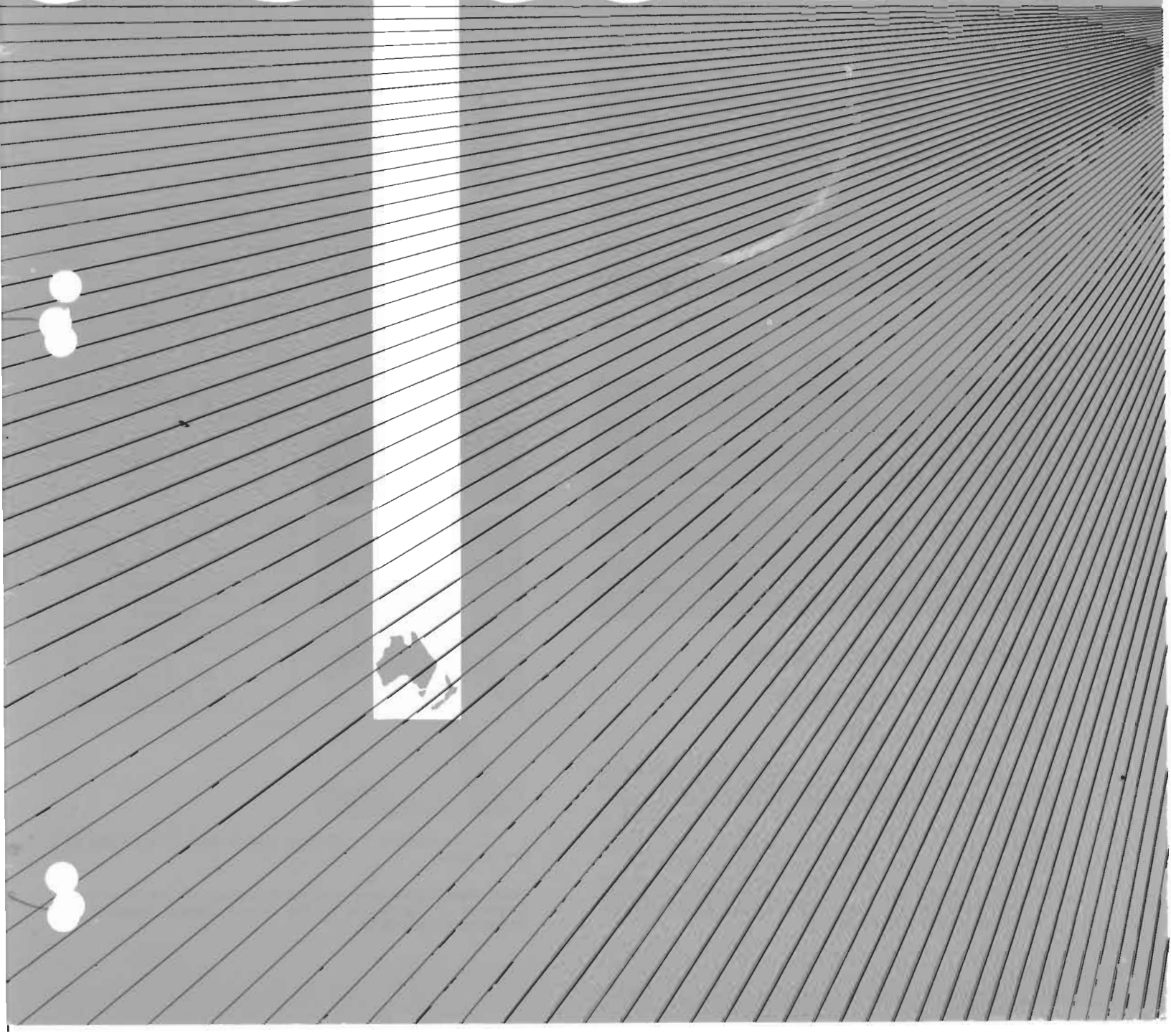


depth

No. 6—MAY 1972
For the Australian-
New Zealand staff
of Hewlett-Packard



HEWLETT PACKARD EXPANSION

Hewlett Packard Australia Pty. Ltd., have acquired just over 3 acres of land in Joseph Street, Blackburn, Victoria, part of the City of Nunawading.

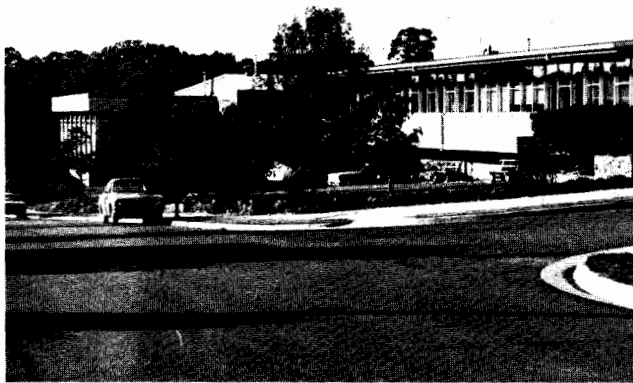
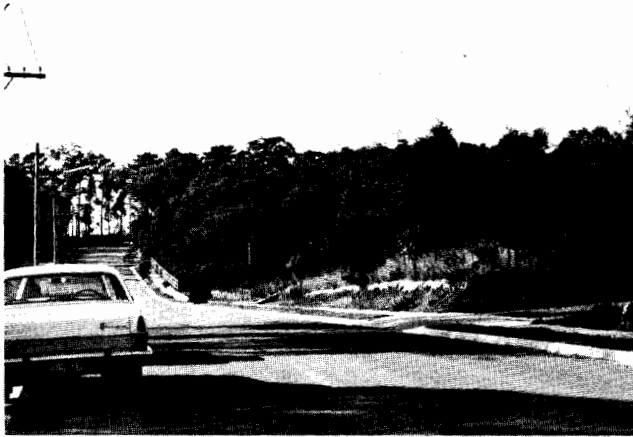
In announcing the acquisition, John Warmington, Managing Director of Hewlett Packard stated that the land would be used for the building of new headquarters in Australia.

"Since the company was first registered in 1967", he said, "there has been a rapid expansion in our operations and further expansion is expected in the near future."

"The new premises will alleviate the present critical shortage of space at our Weir Street address in Glen Iris. Less than 10 miles from the City, our new site is a small, light industrial area set in the midst of a residential zone, and everything possible will be done to maintain a pleasant garden setting."

A three-storey building is planned which will be erected in stages, commencing with not less than 25,000 square feet. This will house the current sales and service operations and training facilities. Ample off-street parking will be available.

It is anticipated that the new premises will be ready for occupation within two years.



ANNOUNCING Hp-35 THE NEW POCKET CALCULATOR

A powerful new electronic calculator, The Hp-35, weighing only nine ounces and small enough to fit into a shirt pocket, has recently been introduced by Hewlett-Packard.

The new calculator is designed for a broad range of applications including science, engineering (of all types), statistics, mathematics, education and business and finance. Deliveries are expected to begin in mid October this year.

The Hp-35 bears little resemblance to other pocket calculators since it offers many features previously found only on large desk-top machines costing several times as much. Cost of the Hp-35 will be \$395.00.

The Hp-35 should change the present patterns of calculator usage because of its size (approximately 3" x 6" x 1"). Intricate calculations that the Hp-35 can handle on the spot, in the field, in meetings, at home or whilst travelling have previously been performed only with large calculators in the laboratory or office.

Under an employee purchase plan, each Hp employee is eligible to purchase one Hp-35 annually at \$285.00. The new calculator which carries a 12 month warranty comes complete with a sturdy travel case, a soft leather persor carrying case, a battery pack, an AC adapter and battt. recharger, foil name tags and an instruction manual. Additional battery packs are available as optional accessories.

NEW APPOINTMENTS

Since the last issue of "Depth" three senior appointments have been announced by John Warmington.



TONY COOKES replaces Jim Creed as Sales Manager, Electronic Products, Jim is now MARCOM Manager. Tony joined us in November. He came to Australia from England and to Melbourne from New South Wales. Tony, his wife Wendy, and two sons Richard and Tom are now living in Mount Waverley, but with the purchase of 5 acres at Warrandyte, they will be joining the ranks of the landed gentry in the near future.



The appointment of **ROGER BAILEY** as Administrative Manager was announced last week. Roger leaves a Melbourne management consulting firm to join us on May 30. He is originally from New South Wales, but spent time in Western Australia with the R.A.A.F. and was here he met his wife, Ronnie. They are presently living in Ferntree Gully and three young daughters complete the Bailey family.



BILL CAELLI joined the Data Products Group as Senior Systems Analyst in January. Bill was a research fellow at the Australian National University before joining Hp. He returned to Canberra in April to receive the degree of Doctor of Philosophy conferred by A.N.U. Bill, a bachelor, lives in Toorak and likes preparing exotic foods for candle light dinner parties high above the Yarra.

To the Cookes, the Baileys, and to Bill . . . welcome to the Hp family.

John Warmington was elected Secretary of the American Chamber of Commerce at the annual general meeting Canberra on March 24.

FY 72 TRADE SHOW INVOLVEMENT

MARKETING COMMUNICATIONS DEPARTMENT

We will be involved in several major shows, together with a few smaller exhibitions this year.

In April, we participated in the Australian Institute of Medical Laboratory Technology 4th Weekend Symposium, and we took part in the US Trade Centre Mini-Computer Exhibition, held in Sydney.

In May, there are four shows running within a two-week span, all of which will have Hp Australia in attendance. These are the 15th National Survey Congress at Newcastle, the 5th Australian Computer Conference in Brisbane, the 1972 Australian Biochemical Society Annual Meeting in Sydney, and the Institution of Engineers Instrumentation Exhibition in Hobart.

Then we have a break until the end of August, when we will participate in two Institution of Radio and Electronics Engineers shows, one in Canberra and the other in Brisbane, both the same week!

However, with the usual MARCOM efficiency and sang-froid, we are hoping to cope. We don't complain, nobody listens anyway!

VISITORS:

Alan Bickell, Finance and Administration Manager, Europe, arrived in December from Geneva with his wife Pat.

Bob Brannon, Systems Analyst/Electronics from Palo Alto visited us in February.

John Cotsworth, Marketing Manager, Components visited Perth, Adelaide, Melbourne, Sydney and Brisbane in November.

Stan Jones, Sales Engineer/Communications, returned South Queensferry, Scotland, on December 5.

Ralph Lee, Executive Vice President and a Director of Hewlett Packard called into Melbourne office in early April whilst on holiday in Australia. He and his wife and three of their children had been holidaying on the Great Barrier Reef.

Dick Mobilio, General Manager, Intercontinental Division visited Melbourne in November.

Fred Waldron who handles Salesmanship Training in the Corporate Training Division ran a Salesmanship Seminar in Melbourne on November 29.



A talent that no-one realised John Warmington had was revealed during a salesmanship training seminar run by Fred Waldron last December. Following an arduous four days, the team unwound at a dinner held at the Hofbrauhaus Restaurant in Melbourne. At one point in the evening's proceedings, both John and Fred found themselves elected (nominated? dobed?) as fill-in musicians with the band. To the delight and surprise of all the HP people present, to say nothing of the rest of the diners, they actually played the instruments they were given! Needless to say, encores were the order of the evening, but with the true modesty of the professional, they declined.

Alan and Pat Bickell stopped in for a quick hello in December en route to the U.S.A. for a holiday. Alan was Hp Australia's first Business Manager. He left us in 1968 to assume a similar position in Scotland, and is currently the Finance and Administration Manager, European Operations.

Before coming to Australia Alan and Pat and the little Bickells spent two years in Japan at Yokogawa-Hewlett-Packard Limited and by the time the well travelled little Bickells reach high school, Alan hopes to have them back home (California U.S.A.).

Pat makes life interesting whatever the country. She is currently studying French and when she was in Australia, it was the classical guitar.

John Warmington pulled out an old wine bottle that was of some significance to Alan. We don't know the story, but Melbourne + wine = Jimmie Watson's.



FLYING HIGH

Stan Jones, a recent visitor to Melbourne from Scotland sent us a thank you letter from 35,000 feet over the Northern Territory. Due to altitude and numerous Gin and Ton(hics) we can only print extracts . . .

The letter, written on paper headed IN FLIGHT WITH QANTAS reads.



"As you can see I'm flying Australian. I'm writing this at 35,000 feet. This is quite a hite but with 3 Gin and Ton(hics) under my belt I'm not so bothered. In a moment I will order a 4th Gin and Ton(hic).

Everytime I close my eyes all I see is stewardesses legs . . . S' funny.

It's great writing a letter when you feel like this. Think I'd better see the Doc when I get back to the U.K. (don't trust Taiwan doctors), though of course don't want to feel like this when I'm home. Could be embarrisine. Anyway, what I wanted to say was thanks for treating me so well.

Think I'll have another Gin and Ton(hic).

Coo . . . there goes them legs agen . . ."

(Editor's or censor's note: From here on the letter progressed down the page in one long undulating line betraying the fact that Stan fell asleep).

ANOTHER VOYAGE FOR IRIS SMITH

November 12, 1971 was the commencement of an adventurous holiday lasting almost 3 months for my 11-year old son Douglas and myself. It was my original intention to holiday in the land of my birth, South Africa, but having relatives in both that country and Scotland, I decided to kill two birds with one stone while the going was good.

A lazy life, good food and congenial companionship made up for the rather rough crossing from Australia to South Africa, and we soon arrived at Durban with its high-rise flats and hotels.

Next stop Cape Town, and no better welcome could I wish for than just to see dear old Table Mountain standing guarding the city, just as I used to remember it. I had promised to take Douglas up the Cableway, but first I called on HP, which was situated quite close to the bus stop where we boarded the bus to take us up to the mountain.

Wearing my HP name-tag, I introduced myself to Mr. Le Roux, Manager, who in turn introduced me to the rest of the staff.

Doug and I then made our way to the Cable Station, and minutes later found ourselves rising higher and higher until we arrived at the Cable Station 3,000 ft. up. The view from the top was simply fantastic, and our ship, the "CANBERRA" could be seen lying like a tiny toy in the docks. Robben Island, for many years a convict settlement, lay in the distance, while at the back of Lion's Head and Signal Hill we could see the white beaches of Sea Point and Camps Bay. To the left lay the Twelve Apostles, a group of twelve almost identical peaks, gaunt and rocky.

All too soon the day was over and we had said goodbye to Cape Town, with the prospect of a long voyage before reaching our next port of call, Madeira.

The thing I remember most about this little island is terrace upon terrace of banana trees and grape vines. Of volcanic origin, the soil is so precious here that the locals even make use of it by planting sweet potatoes underneath the grapevines. I wondered how they managed to keep the weeds at bay, for not a weed could I see anywhere, and each potato drill looked as though it had been freshly cultivated.

As is widely known, the women of this island work the most exquisite hand embroidery, and we saw them sitting at the roadside working in this way.

Lisbon was our next port of call. An unforgettable sight here was a statue of Christ, erected by the women of Portugal in gratitude for the fact that their menfolk had not had to participate in the last war. The top portion of this statue was floodlit at night, not the base, giving the effect of Christ suspended in the air.

On to Southampton, where we landed in brilliant sunshine surprisingly, then a train to Edinburgh, where I was met by my daughter and her husband and grand-daughter whom I had never seen.

As Edinburgh is quite near to South Queensferry in Scotland, we drove over one day to take a look at HP Ltd. We finally located them on top of a hill, a magnificent building all brilliantly lit up against the late afternoon sky, overlooking the beautiful Forth Bridge.

A decorated Christmas tree greeted me inside the foyer, and Ann Taylor, Receptionist, introduced me to the "house-mother" who took me all over the Assembly Plant, where I saw many girls assembling our equipment.

I will not bore you with visits to my relatives. Suffice it to say that we went North to Aberdeenshire and saw them all.

We flew from London to Johannesburg, via Frankfurt, not Paris as previously arranged.

Johannesburg came into view with its many skyscrapers and mine-dumps, and here we had many happy days with my sister and other relatives. We motored down to Durban, through the Valley of a Thousand Hills, and spent a night in Pietermaritzburg. It was very humid in Durban, and a fan which I had bought as a souvenir was useful.

I was hoping to say that all is well that ends well, but this was not to be. On arrival back in Melbourne we learned that due to the fighting in Ireland the tug-men had declared the "CANBERRA" black (as she was a British ship) and refused to handle her. The result was she had to anchor 5 miles out in the Bay and we all had to come ashore in life-boats! It delayed us by hours, but no-one really worried much, and I doubt whether it helped anyone in Ireland either. It was nice to get home again, and back to the old routine.



Outside the Library, Johannesburg.

ANNUAL PICNIC DAY

Hewlett Packard's 1971 annual picnic was held at the Peninsula Gardens, Rosebud on October 30 and was its usual great success with an attendance of more than 100.

Parents, children and even some unattached adults started arriving at the picnic ground as early as 9.00 a.m. ready for a full day of eating, drinking and enjoying themselves.

The amount of food and liquid refreshments available was a dieter's nightmare, but the H.P. staff and their families did more than justice to the spread.

In charge of the barbecue were Jim Creed, John Warmington, John Springall and Mike Muller, with some assistance from Malcolm Kerr. They all did a magnificent job with the medium rares. A smorgasbord lunch to swell the menu was served indoors in case of rain, but the weather was bright and sunny.

Heather Perry did a tremendous job labelling everyone and looking after the children. She was voted Chief Mum for the day which allowed parents to enjoy some horse riding, the 9-hole golf course, or just lazing around in the sun.

There was plenty to amuse the children with donkey carts, pony rides, trampolines, swimming pools, a merry-go-round and train rides. By far the most popular attraction, however, was the genuine old fire engine which took them on tours of the gardens.

During the day the children managed to consume a vast quantity of ice cream, lollies and soft drinks. Judging by the tired but happy faces they will be looking forward to the next picnic.



Panorama of the smorgasbord.
With so much choice it was difficult to make up your mind.



Enjoying a pony ride are Leanne and Lisa Mastin, cousins of Jean Street, pictured on the right. Holding the reins on the left is Pam Gillam.

NEW BASKETBALL TEAM

The Melbourne Office can now boast about it's Hp girls basket ball team.

Team members are Angela Addison (Captain), Janice Peterson, Joan Anslow, Gill Bennett, Pam Gillam, Margaret Brookman, Heather Perry, Joan Wanstall and Jan Yanner. Joan W. and Jan Y. are emergency players. Since Joan Wanstall's "grace and elegance" are well known, we (and she) hope that Joan doesn't become the emergency.

The idea to form a team emerged out of the chatter at Robyn Morrison's farewell dinner in March. The Hp uniform consists of a smart pale blue kilted skirt and white T-shirt bearing the Hp logo.

The team will be competing in the Victorian Women's Basket Ball Association league and matches will take place each Saturday at Royal Park.

Support from both male and female staff will be gratefully received and details of fixtures can be obtained from Angela.



THE ATHLETE.

(A sort-of-sonnet by you-guess-who)

Long limbed and lithe she stands
With Dianna-like grace before the glass
Slowly turning, much admired, before
The attendant serving class.
The moment passed for idle gaze,
She springs lightly to the open door
And falls, robes resplendent, onto hands.
The awe-filled minions standing by
Dash tears of mirth from out their eye.
Adonis of this Venus soothes the brow
And dusts away grime that ne'er should be
Besoiling pale blue and white of pristine youth.
Curydice, poised for the coming moment now
Heeds Orpheus' voice — "Never mind, love, it's all for Hp".

FAREWELL DINNER

Setting off on the "Grand Tour" is a good excuse for a celebration and the 'girls' rose to the occasion by throwing a party for accounts payable clerk, Robyn Morrison.

The farewell party for Grand Tourist Robyn took place at Jean Street's home on March 1 and was a great success. Each of the girls brought most elegantly prepared food and by the time everyone had arrived the tables were groaning.

Robyn left Hewlett Packard on March 3 after 3½ years service. She first joined us as a receptionist, and after a short time spent in organising the office supplies section, moved to accounts.

Her first scheduled stop was Singapore and, as she will be writing to Margaret Brookman, we hope to keep up to date with her wanderings.



The 'girls' at Robyn's farewell party held at Jean Street's home.

THE "LURE OF THE LIMERICK"

There once was a lady named Schmidt,
Who did all the Personnel bit,
She worked quite alone,
(excepting for Joan),
Deciding who'd start and who'd quit!
There once was a lady named Street,
Who on a teleprinter would beat,
As the tape reeled out,
She would joyously shout,
"Look! I've typed forty-five thousand feet!"
There was a young fellow named Ray,
Who sits in his office all day,
Programming's his game,
So he'll be to blame,
When the computer gets quite carried away!
A little Scots lady named Pat,
Over in Data Products is sat,
She keeps busy all day,
Even when Mal's away,
And enjoys a nice friendly chit-chat.
There once was a fellow named Jack,
Who'd stay in the store out the back,
If there was work to do,
He'd say "Haven't a clue!",
And go back to having a slack!
There is a young fellow called Ray,
Who slaves in the Parts Store all day,
He rushes around,
With hardly a sound,
'Till the shipments are all stored away!
There once was a young lass named Perry,
Whose sneezes were really quite scarey!
She'd be typing away,
And then suddenly bray,
Making others glance up, looking merry!



HAPPENINGS

There was chaos in the Telex room one evening when the news came through from the United States that one of our messages had been received garbled, and could we please resend the tape.

A frantic search of the waste paper bins by Jean Street and Margaret Brookman failed to produce the discarded tape and the message had to be hand typed. Just to make sure the same panic doesn't happen again, the tapes are now held for a few days before being destroyed.

Our picture, taken at the climax of the traumatic experience, shows Jim the cleaner watching while Jean and Margaret sift through the contents of the waste bag.



Wet Wednesday

That's how February 16 will be known from now on. Wet Wednesday was the day the roof leaked and we discovered the mop wielding talents of Ian Johnston, Pat Donnelly, Janet Gunning and Jean Street. They're pictured above in action.

The stork has done his bit to keep the "personnel" people busy.

Irene Bay left us in October and Pam Barrow in February to get their nurseries ready.

Irene was replaced by Pat Donnelly and Pam's replacement as Accounts Receivable Clerk is Jan Yanner, who, like Pat, hails from Scotland.

Other new faces in the Administration area are:



Val Cox



Wendy McAlpine, Jan Yanner, Bruce Thompson,



Angela Addison, Peter Lannan, Seated — Sue Gersbach.



John Warmington presenting Mike Muller and Ian Johnston with wedding gifts during a short ceremony at Melbourne office late last year. Ian was married to Lynette Greensmith on December 4. Mike married Genevieve Antier on December 3.

SERVICE STATIC

During a recent clean up in our Service area (Code Name CYCLONE ETHEL), Ray Hartley vowed to cut down on untidiness. Our picture shows him striving to achieve that goal!

We all saw for the first time what Ray's bench looked like after the manual, debris and other essentials of his busy little work area were swept away. All persons wishing to enter the sweepstakes on how long the tidiness vigil will last may contact any other member of the Service technical staff.

Incidentally, we hope you'll all be around in 1975 to enjoy a colourful experience with us when Ray brings in his home-made colour TV, which is on the drawing board at this moment.

We hope his drawing board is tidier than his bench!

USEFUL QUOTES, LIES ETC.

The following quotes, lies etc., have been tried and tested in our own Service Department and are completely free from copyright:

1. I will be in Crib Point/Canberra for next week so your instrument will be delayed
2. Your instrument has been worked on and is: (a) waiting on parts, (b) parts will be unpacked from Bond on day. (c) Technician is involved or away for days — may be able to work on it in days. (d) having a new dial re-engraved. Delay of days.
3. Your query is a difficult one and we may be able to answer via telex from U.S.
4. I will be going to the U.S. in days/weeks and will ask xyz about your problem.
5. Your instrument will be delivered via our carrier on day.

USEFUL QUOTES 2

6. I will refer your problem to zyx or xyz when he comes in, or returns from Sydney etc., would you leave your Extension No.?
7. Your instrument is finished, (Glory) but is undergoing standards calibration. It will be required for days.



JUNGLE DRUMS

Since our last issue of "Daph" there have been a few changes down in the deep Jungle.

We are very happy to welcome Tony Cookes as Big Jungle Chief. Tony replaces Jim Creed as Electronic Products Sales Manager now that Jim has moved over to head up MARCOM. Tony arrived just in time to bring back order amongst the natives who became a little restless when they lost their leader.

Iris Smith and her son Douglas recently returned from a 3-month holiday in South Africa and Scotland. From what we hear it was a great trip for both of them.

Pam Gillam and Joy Wingard had a whirlwind trip to New Zealand last November. Rumour has it that it was fun all the way, especially in the evenings. When Pam showed her slides at work, it seemed one or two were missing, reputedly blurred or "not interesting."



Through hail, sleet and rain our field engineers trudge to make our profit sharing bonus. Tony perseveres and lack of office furniture is no deterrent.



He came back, and we're glad.

Max Biggins spent a fortnight at Merimbula where he saw some friends, fished and just relaxed. He followed this with a week at Frankston water-skiing with Gidget. Is it Max that returned to Hp, or is it his brother John — whoever it is has caused accelerated pulses in the female staff and Ronnie Maccormick is worried.



Ray Hartley

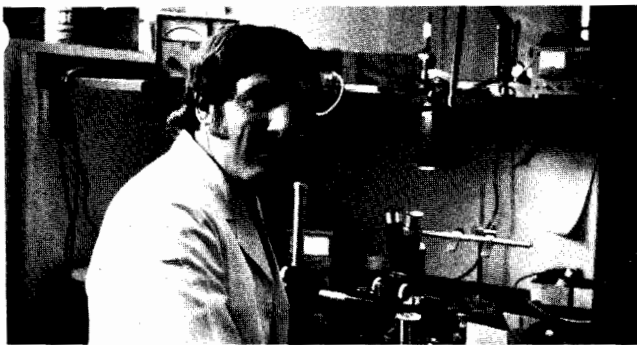
Ian Richards of the New Zealand Service staff joined us in the Melbourne Service Centre in February, replacing Frank Jensen, who transferred to the Wellington office.

Michael Canvin is the new technician in Service. He is from England and has been in Australia for about 4 years. Mike, his wife Brenda and young daughter Emma Jane live in Hawthorn.

Suzanne Gersbach has joined us as Service Contracts Clerk. Suzanne and her husband, Leslie, are from Sydney. Suzanne is pictured on Page

A Roster of the Current Technical Staff in Melbourne Service Centre

Kiwi asleep in the standards room	— Ian (R)
Recovery ratio 2% (worry-worry)	— Graeme
Living it up in Surfers	— Peter
Expecting	— Ray
Not Expecting	— Ian
Travelling	— RJS
Real-Estate Tycoon	— Les
Checkmate	— Walter
Hair on face (not necessarily to be called a beard)	— Bruce
Dog Lover (Hole diggin Hungarian Labrador)	— Danny
Buyer of old cars	— Lloyd
Interstate somewhere!	— Rob
indoctrination — Hp style	— Mike



Mike Canvin



During the Christmas celebrations on December 24, Lloyd Stott was presented with a wedding gift. On New Year's Day, Lloyd married Marion Hammond.



Ron Hodgson has also been on holidays. He and his family went to their favourite fishing spot — Two Fold Bay — where they caught plenty of fish. Ron is now in training for that long walk down the aisle at his daughter's May wedding.

Training for umpiring "Aussie" Rules has started again for Don Simmons who is also interested in the Little Aths. Watch out all those with young children at school in the Camberwell area — he's after recruits.

Well, until the drums begin to beat again, we will retreat into our jungle.

HAREM SCAREM !

Jim Creed has now brought his harem up to the limits permitted by law with the addition of Jenny Wallis who has the title of Marketing Communications Assistant. Her arrival and Margaret Timmins' 25th Wedding Anniversary were celebrated in traditional Hp style with a bottle of bubbly. This made the Department so much more efficient after lunch.

Jenny, originally from England, spent three years in Sydney before moving recently to Melbourne. While in New South Wales she edited the house journal of C.S.R. Chemicals Ltd.

Any attempt by other departments to take over Jim's 'Front Girl' Margot will be fiercely resisted. Jim has Margot well trained to channel all likely talent to where it should be — his harem.

Maggie has returned to us sun bronzed and laughing-eyed after a wonderful cruise to the Pacific Islands.

Ronnie Maccormick is now knee-deep in plum wine, having been knee-deep in plums. The wine is necessary as an antidote to being up to the ears in figures. The romance with Max Biggins is more hopeless than ever now that he is looking so young and handsome.



NEW FACES IN SYDNEY:

Stefanie Brandner, Receptionist. Janet Acheson, Secretary to Bill Thomas. Jan was formerly with Minnesota Mining and Manufacturing Co., and at one time was a T.A.A. air hostess. Her hobbies are reading and trying to make her interest in gliding a reality. Jan replaces Lorraine Ackland who left Hp to be married.

Mike Taylor, Electronic Technician. Was born and spent his first 16 years in Newmarket, England, spent five years in the R.A.F., migrated to Australia to join A.W.A. before coming to Hp. He is married with three children, Natalie, Nigel and David. Margaret, Mike's wife, is also from Newmarket. Mike has no consuming hobbies but enjoys music, swimming and lazing on a sun-drenched beach.

Colin Scott, Data Products Service Engineer. Colin is another Englishman but has been in Australia for several years. His wife Linda and sons Kimberley and Simon are visiting in Melbourne while Colin completes his training at Hp. Colin is pictured with Healey Blessing in Brisbane News.

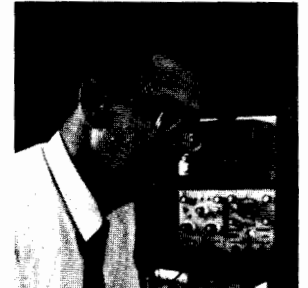
Barry Liston, Calculator/D.M.I. Field Engineer.

Tom Sopko, Data Products Field Engineer. Tom comes to us from Hp Data Products Group in Cupertino.

Peter Harris, Medical/Analytical Field Engineer. Peter is a former Hp South Africa employee.



Peter Harris



Mike Taylor



Jan Acheson



Stefanie Brandner



Tom Sopko



Barry Liston

SYDNEY

Nine members of H.P. Australasian staff attended the first completely disciplined Sales Meeting in Sydney in the middle of March.

Present were Ainslie Aspery from Perth, Paul Dunn from Brisbane, Mark Goldfeld from Melbourne, Dick Graf from Canberra, Gray Morgan from Adelaide, Ian Parker from New Zealand and Peter Hertner, Barry Liston and Bill Thomas representing Sydney.

Applications Group in H.P. Loveland sent us Pat Welsh and Paul Asmus to provide training on the brand new Hp Model 20 Calculator.

The meeting lasted from Saturday to Saturday with the first three days being used for a local Sales Meeting and the remainder for product training.

Paul Asmus stayed an extra week to make customer calls in Sydney.

To do justice to this momentous occasion and to witness the introduction of the Model 20, National Press reporter Dick Graf of Hewlett Packard's Canberra office covered the story for us. His report follows:

"Recently, during a week at the Pasadena Motel on Pittwater, North of Sydney, the Australasian Calculator Sales force worked very hard. The first few days were spent in thorough discussion of the marketing of the 9810A Calculator, whilst the latter part of the week was concerned with the introduction of the new Model 9820A.

Paul Asmus and Pat Welch of Loveland presented several days of intensive theoretical discussions and practical demonstrations of the new calculator.

One of the highlights of the meeting was the Sunday evening "Kick-Off-Dinner" at which our Managing Director made an appearance.

Early in the week a few photographs were taken but photographic activity ceased after several appeals to the photographer such as . . . "Why give Melbourne evidence?", "You might get water in the camera", "The flash is too bright for my eyes", and so on.



Guess who just finished explaining to Ainslie Aspery that he can see the photograph in his hand more clearly with his glasses off than on.



Pat Welch and Paul Asmus have just been told that they won't be thrown in the pool any more that day.



BRISBANE

The two big news items in Brisbane are that we've moved again (yes — again) and have increased our staff by 100%!

The new office is at Jamboree Heights — a new estate some 9 miles west of Brisbane. The office has taken over the garage of the Dunn's new home. We understand that our founders started in a garage in 1938 so the wheel has gone full circle.

On the staff side Healey Blessing — an ex-Honeywell man — has joined us primarily to look after the large Real Time System that will shortly be controlling Brisbane's traffic lights. Neither of us will have any excuse being late for appointments anymore.



Colin Scott and Healey Blessing.

His wife Pam and two sons Damon and Kimble are currently in Melbourne with Healey where he and Colin Scott are attending training courses.

On the business side we have the distinction of being the first office to have an order for the new Model 20 calculator — our joy was shortlived — the order was cancelled within 24 hours. Yes folks — things really move fast in Brisbane.

Let's close with a warning to potential visitors to Sydney — DON'T let the Sydney guys take you to the Stoned Crow — although we hear that Ian Parker our New Zealand Calculator Field Engineer is anxious to go again!

ADELAIDE

We "Croweaters" are boasting again — this time we are boasting that ours is perhaps the most personal service provided by an Hp office in Australia.

One of our members was recently witness for a bride who had just arrived from Germany — the husband being one of our customers who just happened to be looking for a witness — so Adelaide office provided just that, as part of our Customer Service!



CANBERRA

Colin, like the rest of the D.P. group, was in Cupertino for the month of January.

To whet your appetites, here's a brief glimpse of some of our hardworking gentlemen in the middle of training course. There was a chowder course, a crab course, a lobster course, etc. — all of them very satisfying. (Photo 1).

Some of you might wonder what is involved in the installation of a Hewlett-Packard Computer. Here is a brief insight into the technical complexity and thought provocation that a Hp computer involves. In short, a man deeply engrossed in an exciting position (Photo 2).

This was taken during installation at the Mt. Stromlo Observatory in Canberra.

PERTH

For once Perth has something interesting to report.

As from January 23 the employment for this branch increased by 50%. Ainslie Aspery has joined us as a Calculator Field Engineer. Ainslie comes to us with a background in Surveying, is a native of Sydney and is married to a West Australian girl. Ainslie is pictured next to John Warmington in the Calculator/D.M.I. sales meeting photograph.

Secretary Margaret Tyers is at present on three weeks holiday in the Eastern States.

NEW ZEALAND

In November Frank Jensen joined the New Zealand team as Service Engineer. Frank, with a sense of humour found only in service operations, is carrying on the excellent job started by Ian Richards. Ian and family have moved over to Melbourne to join John Springall's group.

Pat Kelly our Data Products Field Engineer joined Hewlett-Packard in November and came to us from the Applied Mathematics Division of the D.S.I.R. He was involved in the development and design of a Magnetic Tape System to work on the Elliott 503 Computer.

In his 'spare time' he plays the guitar and is attempting to play squash.

Janice Adin joins us to take over Christine Faass' job. We are sorry to see Christine leave and wish her the best on her return to Christchurch.

Janice for two years worked at Himatangi Radio Station and has already found that Hewlett-Packard instruments are not so strange after all. Janice spent six months in Australia on a working holiday. During this time she worked at Broadcasting House in Adelaide as a Telephonist-Receptionist.

VISITORS:

Graeme Brown, Bill Thomas, Alan Darbyshire and more recently John Springall, have been over.

Graeme Brown came over to help out in the hardware installation of a Computer System at the Physics & Engineering Laboratory of D.S.I.R. and also ran the necessary hardware courses.

Bill on his second trip to New Zealand came over to study the New Zealand market and was able to give Ian some valuable help. Bill's first trip was his honeymoon.

Alan Darbyshire combined business and some leave while he was in New Zealand. Alan's purpose was to give Dick Fernyhough, our Accountant, a run through on the expanded accounting manual and to set up in the revised reporting format.

John Springall dropped in on his way to Palo Alto and was able to see the New Zealand service operation. His visit was all too short.

At the present moment we have Bill Caelli over from Melbourne installing some sophisticated software to enable the D.S.I.R. Disc Operated System to communicate with the large Government Computing Centre hardware.



"HOW TO GET LOST":

Frank Jensen and Ian Parker recently spent three days in the rugged North Island Bush getting themselves lost while on a deer shooting trip.

Fully equipped with two maps and a compass (and a mild hangover) they set off early on a Saturday morning for three days shooting. By midday they thought they were lost, by evening they didn't know where they were. By Sunday midday they were even more lost, the sun apparently rose in the west and set in the east, and the rivers flowed north instead of south.

Realising that they were in real trouble they both backtracked to a point which they thought was 8-10 hours from their car.

Thus early on Monday morning they set off to tramp the 8 hours to the car only to their surprise and disgust to find the car 30 minutes from where they had camped for two nights.

In fact they were never more than 2 hours from the car the entire three days.

FOOTNOTE:

On his return from Australia Ian spent 14 days annual leave shooting in Fiordland bringing back a very good 12 point wapiti trophy without getting lost once.

POINTS OF INTEREST:

Ian and Elizabeth Parker had a welcome addition to the family, a daughter — Lisa.



Angela Addison and George Macheski
(English version—Polish version Maciejewski)



Lloyd Stott to Marion Hammond on
New Year's Day.
Lorraine Ackland to Peter Corcoran on
December 10, 1971.



Margot and Les Lawrence — Burwood
Genevieve and Mike Muller — Burwood
Sue and Bruce Thompson — Balwyn



To Elizabeth and Ian Parker,
a daughter, Lisa.
To Irene and Peter Bay,
a son, Michael, in December.
To Pam and Brian Barrow,
a daughter, Megan Louise, on March 22.
To Jan and Ray Hartley,
a daughter, Robyn Louise,
on April 6.

FROM THE MANAGING DIRECTOR



By the time this issue goes to press, we will have completed the first half of FY72 and whilst it is difficult to predict the outcome, it would appear likely that orders will be about 20% over quota representing a healthy gain nearing 50% above comparable period for FY71.

This type of improvement can only be obtained by the continued close liaison between each operating department and by the desire of each individual to ensure that every task is handled in the most efficient manner possible.

It's interesting to note that several milestones were passed during the first half — our first \$1,000,000 month and our first \$3,000,000 half year, thanks are due to all for this great performance, a continuance of which will ensure a first class result for the complete year.

During the past six months we have seen some positive steps taken to relieve our overcrowded situations in Sydney and Melbourne. The new building for our Sydney branch operations is now progressing very well indeed and it's expected that we should be established in the Pymble area by July 1. These premises will do much to improve our standing with some of our new prestige products, it should also make for easier and happier working relationships within the Sydney group.

I recently had the good fortune to announce our acquisition of a 3.15 acre site located in Blackburn less than ten miles east of the Melbourne G.P.O. It's a good site which will give us the opportunity of planning a building suited to our Headquarters operation for many years.

This site will provide ample space for our Melbourne based operations including all Administrative functions such as Order Processing, Customs Clearance and Warehousing. Whilst there are no firm plans laid out, it is envisaged that a building of some 25,000-30,000 square feet will first be erected, possibly within a two year period.

The move to this new site will naturally relieve the extremely difficult car parking facilities which are currently overtaxed.

J. WARMINGTON





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