



NEWS EXTRA

MARCH 1979

AUSTRALIA, NEW ZEALAND

AND

PAPUA - NEW GUINEA

CORPORATE AUDIT TEAM IN MELBOURNE

After completing an audit of -hp- New Zealand, the Corporate Audit team have crossed the Tasman to spend a fortnight with us. Leading the team is Len Polnoff, who is making his second visit 'down-under'; Len is accompanied by Ron Simmons and Kris Storaasli. We wish our visitors a pleasant stay in Australia.

OTHER VISITORS FROM THE U.S.

BOB PAYNE, Corporate Training and WALT SOUSA, ICON Regional Marketing Manager, Instruments.

The Adelaide Instrument Group are busily preparing for a visit by BLAKE PETERSON from Santa Rosa Division (Grubby Grape). Blake will be presenting a seminar on network analysis and spectrum analysis on March 12.

BILL LUKENBILL, ICON, Market Development and Support, will arrive in Melbourne prior to March 12, primarily to discuss Major Accounts and Third Party Programs in the Computer Systems Group.

HP's Nursing Sister, MARY ANNE SCHREIBER from the Medical Instrument factory at Waltham on the east coast of the U.S. was a recent visitor to Australia. Mary Anne conducted some excellent sessions with nurses in both Sydney and Melbourne. The value of providing this training is to demonstrate HP's leadership in Patient Monitoring.

COMPANY NEWS

BILL HEWLETT is among 32 members of a new Commission on the Humanities sponsored by the Rockefeller Foundation. The Commission will examine the position of the humanities in education and public life, and recommend priorities for strengthening the humanities during the next decade.

CONGRATULATIONS

GREG BEERS has now successfully completed three years study, gaining passes in all the pre-requisite subjects for application for a Customs Agent's Licence. The Collector of Customs will be interviewing him soon and the interview is the basis on which a licence is granted.

BRUCE THOMPSON has passed all exams for a Bachelor of Economics degree which will be conferred at a ceremony later this year at Monash University.

PERSONAL DEVELOPMENT

PETER PHILIPP, DCD Sales Rep. is on leave of absence completing the final year of study at Melbourne University for an MBA.

SAMMY KRAUJA has been accepted at Preston Institute of Technology for a degree course in Business Studies.

GWEN WELSH is attending R.M.I.T., doing a course in Public Relations.

HP Computer Museum
www.hpmuseum.net

For research and education purposes only.

PERSONALISED NUMBER PLATES FOR ADELAIDE OFFICE

The cars in Adelaide Office now have personalised number plates. They were allocated according to sales force and number of cars within the sales force and include: HP0100, HP0101, HP0201, HP0600 and HP0601.

CSG

New Zealand 3000 Users had their inaugural USERS GROUP MEETING in Auckland on February 14. HP was represented by Tony Cookes, Bruce Marsh, Dave Knight, John Wadsworth and David Morel.

FROM COLIN HARDEMAN, ICON SERVICE MANAGER, COMPUTER SYSTEMS, TO ALAN DOBBY

"I would like to express my appreciation on behalf of the ICON Region and the Hewlett-Packard Company for your contribution in the most recent episode with our representative Samsung in Korea and the Series III. The inputs I have received regarding the success of the repair and the method in which you handled the situation should set the example we want throughout the ICON Region.

Thanks again for your assistance."

WHAT IS AN O.R.M.?

All HP Branch Managers have a new title: OFFICE RESPONSIBLE MANAGER

O.R.M.'s throughout Australasia joined with members of the Operations Council in Melbourne on February 8 and 9 to review the role of the Office Responsible Manager; the job description and the objectives of the position.

As a result of the meeting, everyone developed a much better understanding of the diverse responsibilities of the O.R.M. in our matrix organisation.

In addition the O.R.M.'s were given a briefing on the amendment to the HP Superannuation Fund and matters arising from the recent Personnel Review were tabled for discussion.

GLOSSARY

Corporate Training is putting together a "Glossary" of special terms, jargon, and initials used in HP. It is being designed for new employee orientation and should also be a useful guide for other employees in understanding HP language.

TRAINING AND DEVELOPMENT

In February, three programs were presented; Administrative Support Workshop (Melbourne), which included participants from Sydney and Perth, and the Selection and Interviewing Workshop (M.D.P.). Customer Relations was presented in Sydney.

BOB PAYNE from Corporate Training arrived on February 15 to help us get the new Advanced Selling Program underway in Australasia.

He conducted two Advanced Selling Workshops, plus one Train-the-Trainer session, and also presented an Effective Presentations Workshop.

Two Development Programs to be Unveiled in March:

The New Employee Orientation package has been designed to start the employee on a development plan the moment the person joins HP.

Working at HP will be presented to employees within six to eight months after they commence work.

The New Employee Orientation program is intended to acquaint new employees with HP. Working at HP is designed to describe the HP Corporate Objectives and philosophy of management; and to provide them with an understanding of how they are evaluated, paid and how they can develop themselves.

HP BENEFITS

The recent International Benefits Survey showed the cost of benefits provided by Hewlett Packard for its Australian employees to be approximately 40% of payroll in 1978.

An Employee Benefits Statement will be produced which will show in detail your personal benefits in connection with the HP Employee Benefits Program for FY78. It should be ready for distribution sometime in April.

One of the objectives of the Personnel Department in FY79 is to redesign the statement and produce an even more comprehensive account of the benefits provided for you.

ORDERS

ANALYTICAL

TONY BREWSTER has taken on all of Melbourne and Adelaide as his territory in the Analytical group. This is a big responsibility for Tony but we are confident that he can carry on the success that he has had in Adelaide with \$70K worth of business since Christmas.

INSTRUMENTS

Congratulations are in order to STEVE WATKINSON for selling 26 x 8640 signal generators and 6 spectrum analyzers to the Navy, total value about \$200K.

To DON SIMMONS and IAN JOHNSTON for landing the Serial 176 from Telecom. This is a mixed basket of equipment, total value about \$205K.

D.C.D.

- 2 x 9845 Systems to Telecom (F.E. - RUSSELL WARMINGTON).
- 9835 ordered by Esso-B.H.P. Esso is a major account developed in Victoria by TERRY WILDE and more orders will be following this one.
- Much joy awaited ION KLOPROGGE on his return from Neophyte Training in the U.S. During his absence, Ion's first big order arrived from Selco Ferrocast for a 9825 system.

WHERE DID THEY GO

BOB CATTELL who transferred from Analytical to Medical sales on February 1 is already well entrenched in his new job. LES LAWRENCE has been very busy introducing Bob to some of the many fields of application that make up the Melbourne product line.

NEW EMPLOYEES

Apologies to PHILIP CLIFFORD, Computer Systems C.E. in Brisbane. We reported his location as the Sydney Office.

Also to RAY Le NEVEZ, who is in Sydney, but was reported as a new member of the Brisbane Group.

SUSAN BYRDY is the new Service Co-ordinator in Melbourne Service and MARY THOMAS has joined HP as Secretary to John Springall, Commercial Services Manager. DONNA HUTCHISON will be the Secretary replacing BEV ADAMS in the Traffic Group.

A FOOTNOTE ON MICKEY MOUSE

Walt Disney's cartoon character Mickey Mouse, who celebrated his 50th anniversary in November, played a part in the start of Hewlett-Packard.

In 1938 Bill Hewlett and Dave Packard were starting to sell their first product; a new type of audio oscillator, an instrument for measuring sound waves. Bill had designed the circuitry as a thesis project while working toward his electrical engineering degree.

Among their first orders that year was an inquiry from Walt Disney Studios, asking if the young engineers could modify their original oscillator, Model 200A, for use in controlling the unique sound system for the film "Fantasia".

The inquiry led to an order for eight oscillators, adapted for rack mounting and given a new model designation (200B). With this first volume order in hand, Bill and Dave formally organized their partnership early in 1939.

"Fantasia" had an advanced multiple-channel sound system with a stereophonic effect. (It preceded the first stereo recordings by a decade). The HP oscillators were used to generate a series of exactly controlled tones which in turn controlled the level of sound in various loudspeakers around the theatre. Included on that revolutionary sound track was the voice of Mickey Mouse, who played a leading role in the film.

BURF'S RHUBARB WINE RECIPE

1 lb. Sugar
3 Lemons
1.5 gals. Water
1 cup Tea
1 tblsp. Vinegar
1.5 lbs. Rhubarb

Mash Rhubarb and Lemons (this means skin and all) into a plastic/glass tub, or pulp, throw in rest and allow to stand 24 hours or longer - covered - strain into bottles. Best U use Champagne bottled and wire down!
For drunk's - leave a year before consuming.
To prevent spillage on opening - chill well before serving.

If you would like to pass along a special recipe to others - send it to "Depth".