

AUSTRALASIAN AREA SALES MEETING SHEPPARTON

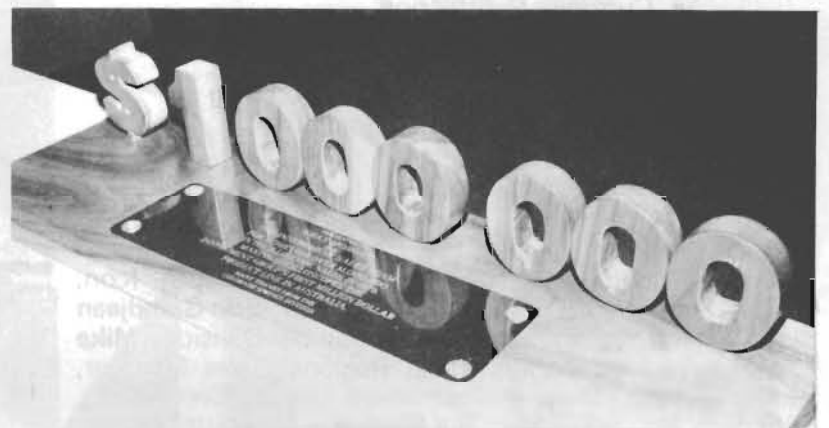
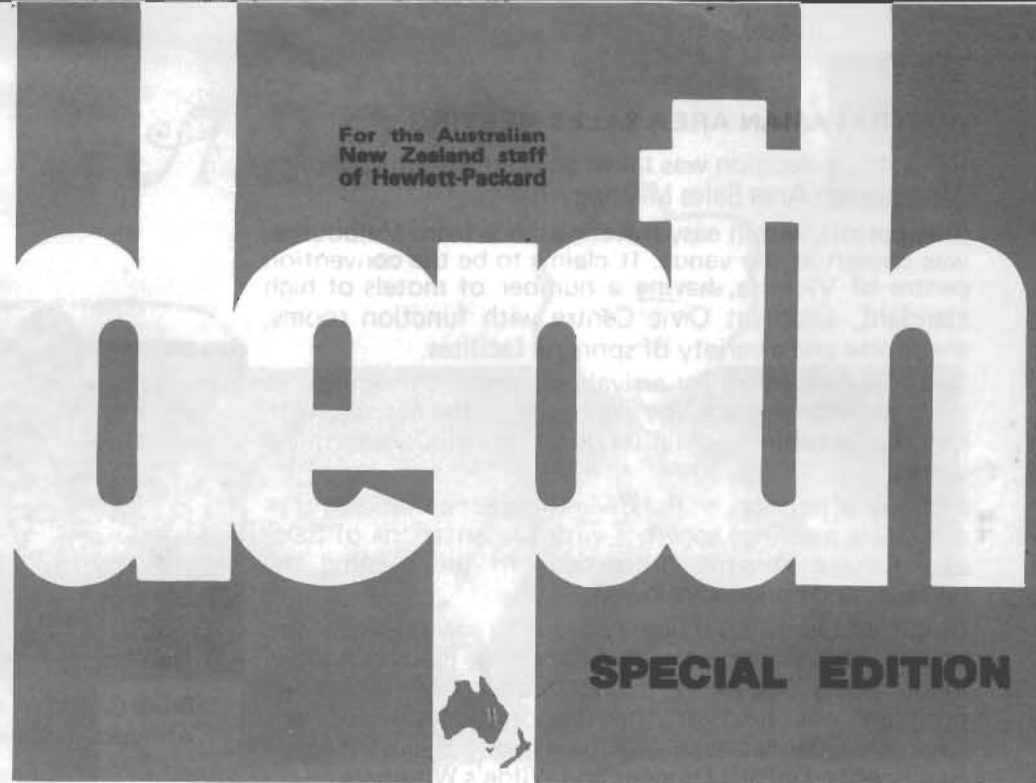
Growth into the '80's

This was our first total area sales meeting with 150 attendees. Those present were all area field sales force teams, systems engineering group, representatives from customer engineering/service and administrative groups. We ran a full work schedule for 3 days and when we implement the many ideas and recommendations discussed we will be able to demonstrate a favourable return on this investment through increased productivity.

Consistent with the H.P. Way we also took some time out to enjoy ourselves in organised sporting and social activities.

During the absence of so many key people we relied upon our able support group in all offices to keep things going, to them we express a sincere "thank you".

John Warrington



SALES/SERVICE AWARDS – 1979

- 01 FIELD ENGINEER OF THE YEAR
SERVICE TECHNICIAN OF THE YEAR
- 02 SALES REPRESENTATIVE OF THE YEAR
CE OF THE YEAR
SE OF THE YEAR
- 03 FIELD ENGINEER OF THE YEAR
CE OF THE YEAR
- 04 FIELD ENGINEER OF THE YEAR
CE OF THE YEAR
- 06 SALES REPRESENTATIVE OF THE YEAR
CE OF THE YEAR
- 12 SALES REPRESENTATIVE OF THE YEAR

- ROGER KANE SYDNEY
- PAUL BRAKENRIDGE MELBOURNE
- ROSS CHAPMAN MELBOURNE
- FRED TRAUE SYDNEY
- IAN MURRAY PERTH
- JOHN GWYTHYER MELBOURNE
- BOB CATTELL MELBOURNE
- JEFF MARSHALL MELBOURNE
- JIM WATSON SYDNEY
- WALTER BUTURLIN MELBOURNE
- BRUCE GOW ADELAIDE
- BRUCE HAWKINGS SYDNEY
- BRIAN AVERY ADELAIDE
- COLIN BOYLE MELBOURNE
- JOHN KEEN SYDNEY
- CHRIS MATTHEWS WELLINGTON, NZ



SPECIAL SERVICE AWARD TO CONSUMER CALCULATOR REPAIR GROUP – MELBOURNE

MEGABUCK AWARDS TO:

- ROGER KANE – 01 Sydney
- ROSS CHAPMAN – 02 Melb.
- FRED TRAUE – 02 Sydney
- COLIN BOYLE – 12 Melb.
- JOHN KEEN – 12 Sydney

AWARD TO INSTRUMENT GROUP – \$1,000,000 SALES OF OSCILLOSCOPES



HP Computer Museum
www.hpmuseum.net

For research and education purposes only.

AUSTRALASIAN AREA SALES MEETING

In March, a decision was taken to hold a multi-discipline Australasian Area Sales Meeting.

Shepparton, within easy travel distance from Melbourne, was chosen as the venue. It claims to be the convention centre of Victoria, having a number of motels of high standard, excellent Civic Centre with function rooms, theatre and a variety of sporting facilities.

The itinerary called for arrival on Sunday, November 25 with individual discipline meetings in the evening with Monday morning continuation of individual discipline workshops.

Monday afternoon, at the Civic Centre, combined multi-discipline meetings together with presentations of Sales and Service Awards proceeded. In the evening the banquet and concert followed.

Bright and early (?) Tuesday morning saw presentations on the Australasian Intermediate Range Plans and individual group overviews. Tuesday afternoon the sports program was held at the indoor stadium and saw George's Goannas take out the Trophy against Bailey's Bandicoots, Defty's Dingoes and Wilde's Wombats.

Multi-discipline Workshops on Tuesday evening discussed topics such as:

- Customer Satisfaction
- Productivity Improvement
- Major Accounts Management
- Product Promotion and Advertising
- Opportunities across Disciplines

Individual discipline meetings on Wednesday brought the first Australasian Area Sales Meeting to a successful conclusion.

Overseas Visitors included:

George Cobbe — General Marketing Manager, Icon; **Jay Denny** — SEO World-wide Manager; **Eric Grandjean** — Marketing Engineer Data Terminals Division; **Mike Muller** — Analytical/Medical Regional Sales Manager, Icon; **Peter Shaw** — Instrument Group, Cons. Calcs. Service Manager, Icon; **Bill Sheloe** — Computer Group, Area Sales Manager, Icon; **Walt Sousa** — Instrument Group, Regional Sales Manager, Icon; **Pierre Jordan** — Medical Field Engineer, South Africa.

This page shows photographs of various presentations and workshops.



Bruce Graham — Area Sales Manager Analytical/Medical Presentation



Multi-discipline Workshop — Opportunities Across Disciplines



Multi-discipline Workshop — Major Account Management



Walt Sousa — Icon Instrument Group Marketing Manager — Presentation of Corporate Objectives



Gray Morgan — Area Sales Manager Instrument Group Presentation



Above — Computer Group Workshop

Left — Bruce March — Systems Engineering Manager



Multi-discipline Workshop — Major Accounts

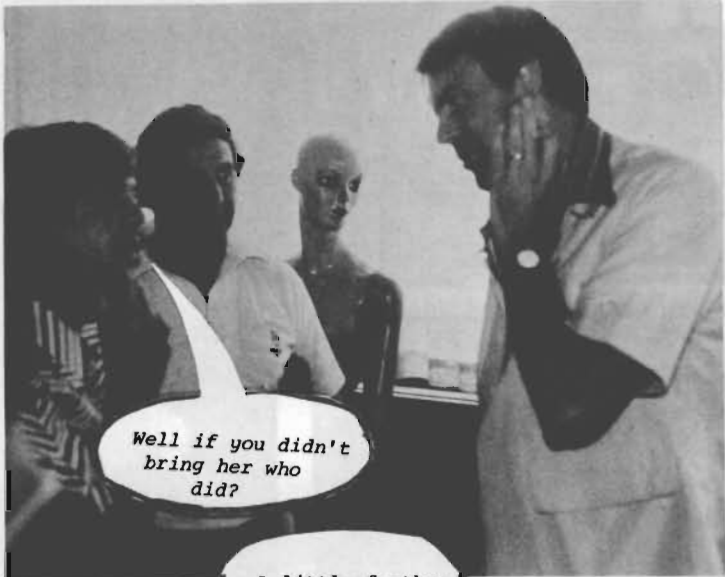


Civic Centre — Multi-discipline Presentations



Multi-discipline Workshop — Major Account Management

SOCIAL PAGES



Well if you didn't bring her who did?

A little further down and to the left please John.



Tell me, what's this Bieske fellow really like?



Dad will be proud of me!

Smile for the camera or you'll have a bunch of fives right where it hurts!



Make a note Dave, that guy over there's fallen over 3 times already

Actually we're looking for a new secretary in Auckland.



And as well as that she's got bristols out to here!



Oh Bruce, what a wonderful idea!



Guess who's just used the other microphone?



I find these glasses of port go straight to my head!



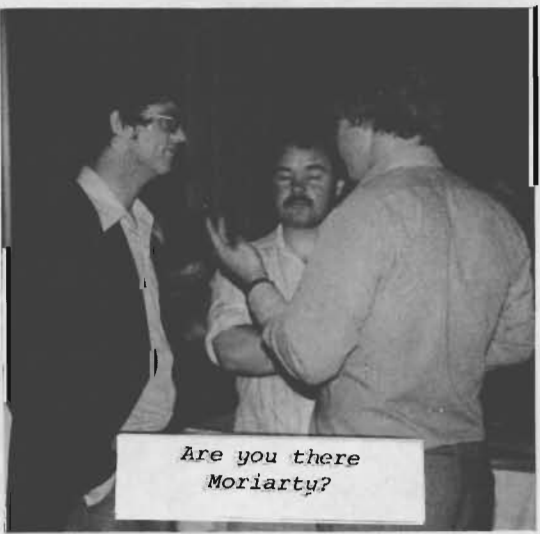
She's mine, I saw her first.



I see you've just had a cut 'n polish, Willo?



Are you there Moriarty?



S.P.A.S.M.

