
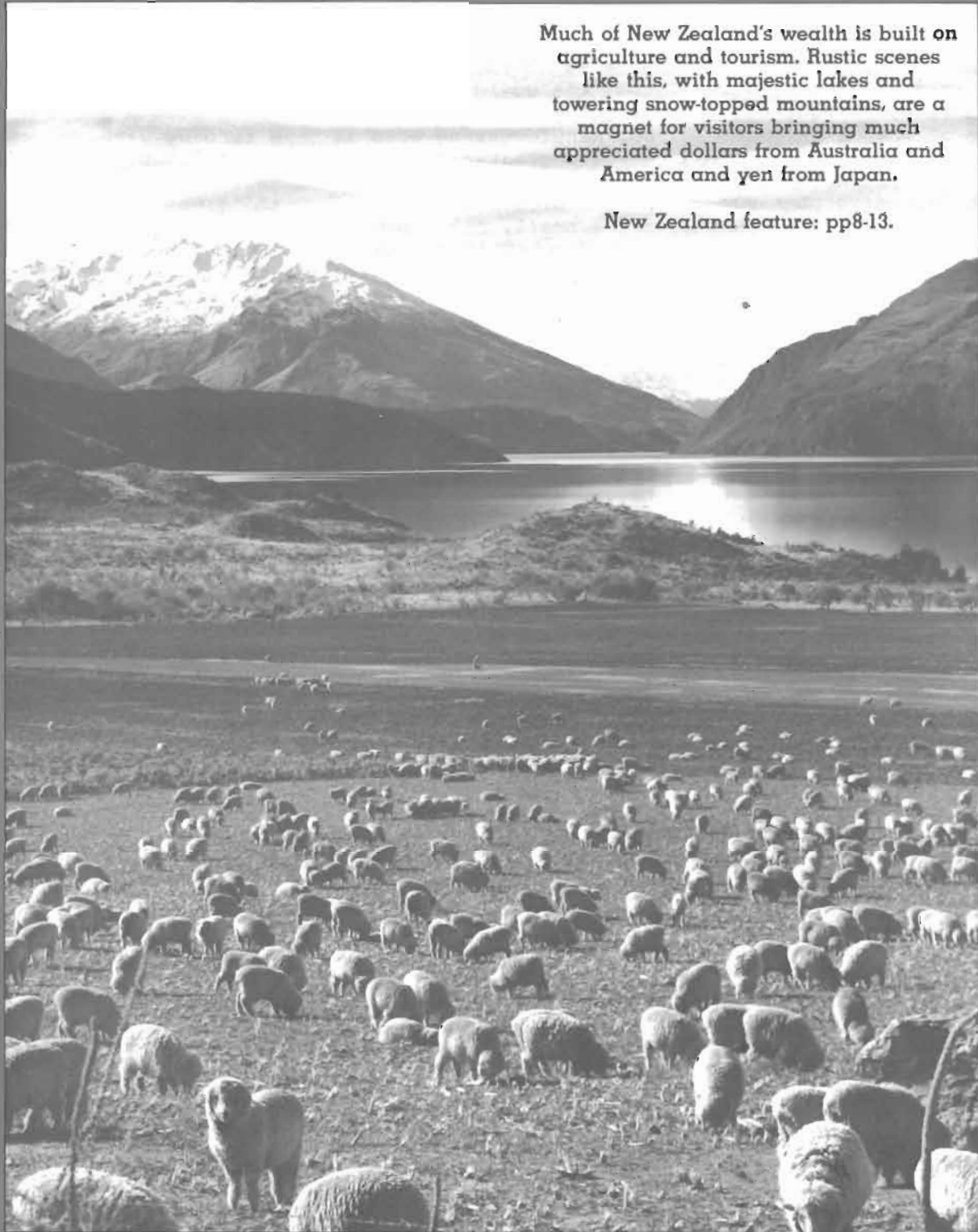


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 FOR AUSTRALIAN AND NEW ZEALAND
STAFF AND FAMILIES OF HEWLETT-PACKARD
No 24 August 1986

Much of New Zealand's wealth is built on agriculture and tourism. Rustic scenes like this, with majestic lakes and towering snow-topped mountains, are a magnet for visitors bringing much appreciated dollars from Australia and America and yen from Japan.

New Zealand feature: pp8-13.



Partners pool their resources

Recently I have talked to a lot of established and potential customers about the concept of partnership.

In both Australia and New Zealand I at first detect a cynicism about the motives of a supplier who says, "I want to be your partner."

They read into it something like, "I want a share of what's in your corporate coffers by supplying you with something expensive that you really don't need or want to buy."

I guess it is human nature but it is an attitude that has to change if we are to compete on local and international markets against countries that really do understand what partnership means.

Of course, the classic example is Japan Incorporated.

Following the devastation of World War 2, Japan faced a bleak future. It had no raw materials to export, no surplus agricultural produce and an industrial base that had been shattered.

Yet, by adopting the partnership approach - scientists, designers, manufacturers, financiers and government all working together - Japan rose to pre-eminence in the post-war industrial world in only two-and-a-half decades.

It is a lesson we in this

part of the world cannot ignore.

Australia is still almost fully dependant upon agricultural and mining exports at a time when there is a world surplus of both. New Zealand relies even more heavily on agriculture.

There is no indication that the world situation is going to change; yet our manufacturing base is still characterised by predominantly small companies producing mostly for a small, still protected domestic market; and in many cases fighting to cope with even this task in the face of increasingly aggressive and sophisticated overseas producers.

With our small, relatively highly paid work force, it is extremely doubtful that we will ever be able to compete using "traditional" methods.

I have no doubt that the only road to success in global terms for our manufacturing is the use of highly innovative new technology in both manufacturing and manufacture design.

This is where the partnership element comes into its own. We have invested heavily in research in recent years to produce technology that will give our industry and commerce the edge it needs to upgrade its production techniques to a point

where they rival the best in the world.

This is not a pipedream.

One highly visible but strangely not well-known example was Ben Lexcen's use of HP computer technology to design the winged keel for Australia 11. This piece of innovative design and manufacture set the giants of world yachting on their collective ears.

For decades, we have been seen as able to do anything with a piece of No 8 fencing wire. We were the original "do-it-yourselfers", making up things as we went along. That approach is simply no longer valid. The world is too sophisticated a place for that philosophy to compete against integrated networks of exports in various disciplines, all working with a common goal.

With our Precision Architecture, we offer ourselves as true partners to our customers.

But, when considering partnership, we think also of OEMs.

One company - even as large and diverse as ours - cannot provide every piece of equipment and every byte of software for every kind of application entirely from its own laboratories and factories.

However, when each of us calls on our special resources and our skills, it is possible to supply solutions to a customer's every need.

MALCOLM KERR

Your Opinion of Depth

It will be five years in November since Depth was changed from tabloid to magazine format and efforts made to match its mix of content to changing staff needs.

With the size and horizons of the company increasing, and consequent changes in working procedures and attitudes to sharing recreational activities, it is

time for all staff to have an opportunity to say if Depth is still in tune with your expectations of a house journal.

And if not, how you would change it.

A survey works only if it gives adequate feedback. It's YOUR response we're seeking; not Someone Else's.

Fill in the questionnaire on page 6 and send post haste to Alison Teed in Personnel Department.

ASO making worldwide sales

Morale is high at Ringwood where the Australian Software Operation has won orders from around the world for HPToday.

They come from most of Australia and from countries like Japan, USA, UK, West Germany, Canada, Finland, Sweden, Switzerland, South Africa and Denmark.

First requests were for demonstration kits for evaluation. Now customer shipments have started.

HPToday is the computer-assisted programming system with which professional programmers can develop applications in about one-eighth of the programming and testing time for conventional languages.

A simple but effective application can be built with a customer in less than an hour.

HPToday is the first of HP Australia's home-grown products to be listed in the Corporate Parts List.

Project Manager Laurie Wood praises the team's ability to overcome the many small problems that plague any manufacturing process.

"The demonstration packs have been a great opportunity to iron out wrinkles before manufacturing and shipping the customer version," she says.

Manufacturing Co-ordinator Andrew Wyman moved from the business of importing building supplies to the manufacture of computer applications that will help in making those same supplies.

"It's certainly different from anything I had known. It's challenging to work at a product you cannot see or touch, which you can with hardware," he says.

Brett Mann, who starts installation testing of tapes after a day of full-time study, when most of the other staff have finished, says: "It's worth it because comments coming from the field about the product have been really terrific."

Product Marketing Manager Graeme Greenhill is delighted with the acceptance given to a Ringwood-produced poster and a one-minute video.

In six weeks he made presentations to more than 3000 HP Sales and Support personnel in the US and Canada.

Warm browns of the cute kanga typify outback Australia, a gold bar with the word "HPToday" reflects sunshine and an azure blue background represents the clear skies in rural Australia.

The Southern Cross interests those unfamiliar with Australian history when told it gave a navig-

ational fix to early explorers and symbolises the determination of Australian pioneers such as the Eureka gold miners and aviation trail-blazer Sir Charles Kingsford-Smith.

"One leap ahead" tells programmers HPToday is superior to other application development tools and assures HP staff they are indeed a leap ahead of the needs of customers.

Ian Gaunt, of the HPToday Marketing Group, explains the wink: Often it accompanies conversation, implying "it's alright, mate" or "this is something out of the box (or pouch)."

More information?
Contact Ian on (03) 879 1999 or through HPDesk: HPToday/9061/AS.

Computer
Museum



* Jubilant Laurie Wood and ASO Manager John Cromie with a pilot shipment.



* Andrew Wyman . . . from hardware to software.

HP advises on Cup film

In September 1983, Australia achieved the unprecedented by wresting the America's Cup from the New York Yacht Club.

Challengers had been unsuccessful for 132 years; finally Alan Bond's team triumphed.

Now the time is almost here to defend the Cup. In November heats start off Fremantle to choose the challenger and in February the Cup heats are decided.

HP will be well represented. Most of the syndicates have used HP equipment to design their boats and to sail them.

But a special focus of the film will be on HP's role in helping Ben Lexcen design the revolutionary Australia 11 with its famed winged keel.

The Sydney company, Golden Dolphin Productions, has made a six-hour mini-series called "The Challenge" for screening in November.

Dramatic scenes show Ben (played by actor John Clayton) coaxing design drawings out of HP equipment; and the excitement of water tank testers in Holland as they come to realise how fast the boat will be.

Marcom Technical Specialist Glen Taylor and SE Jeremy Bowcock were on location to give advice during the computer room scenes.

The production required four work stations, peripherals, calculators and other props that exhausted Sydney office's demo stock.

Jeremy said it was one of the most interesting jobs for an applications engineer, particularly tutoring actors in the use of the HP9000.

Glen thinks that in the Australia Day honors she deserves a medal - or at least a free lunch from Bob Robertson - for services to the faint of sight.



* On the set of the Wageningen tank test facility. Technical adviser, HP's Jeremy Bowcock (spectacled), sits at the back.

"The cameras didn't pick up the HP logo on the gear too clearly so I substituted much bigger ones," she revealed.

Ben continues to use our equipment in the Cup defence - an HP9816, a 7245, a 7580 and more recently a 9000/320.

Both Glen and Jeremy had good words for the professionalism of the actors. A typical day started at 7.30am and every detail was planned to the minute.

Come November tune in to learn what real-life mystery and drama is behind such cryptic sub-plots as: "Bond goes to see Lexcen who won't let him in"; "Bond agrees to build a new keel"; "Lexcen is shown the computer room"; "Montage of Lexcen and Van Oosanen working with computers"; "Van Oosanen announces that Bond has arrived"; "Van Oosanen tells the boys how fast Lexcen's boat is"; and "Lexcen in search of inspiration." ¶

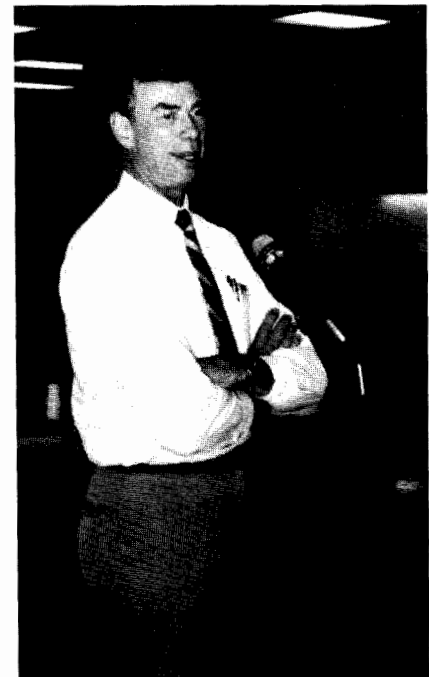
Births

* Vania Weiling, daughter of Finance Admin Manager Hon-chiu Wong and Christine on 6 May at 7.30am (3600gr/7lb 15oz).

* Sarah Elise, daughter of Accounting Manager Colin Byron and Leanne at Dandenong Private Hospital on 18 June at 7.10pm (2934gr/8lb 7½oz).

* Tessa Elizabeth, daughter of Senior CE Neil Moseley and Jill at St George's Hospital, Kew, on 26 June at 12.15pm (3629gr/ 8lbs).

* Peter, son of Melbourne Sales Representative Noel Rath and Karen on 13 May (4054gms/8lb 15oz). ¶



* Malcolm Gissing . . . prospects still good.

Warrnambool winner

Part-time student Peter Birthisel is the sixth winner of the Hewlett Packard Award at Warrnambool Institute of Technology.

Peter, who already has qualified in science, business and education, is a teacher of mathematics and science at Warrnambool Nth Technical School.

He is now studying for a degree in applied science.

The award was made for marks achieved and the use made of computers within the recipient's course.

DM Tom Pilcik made the presentation of an HP41.

Warrnambool is one of three CAEs which are enjoying the benefits of the first HP3000/930 computers from the new HP Precision Architecture family.

The others are Ballarat and Gippsland (the campus is at Churchill).

Sales Representative Ion Klopogge, who made the sales, says the colleges have almost four times the power of a conventional system with cost of ownership over five years being half that quoted by competitors.

The systems handle both administrative and student functions.



* Tom Pilcik (right) with award winner Peter Birthisel.

On volunteering

In a rookies' camp, volunteers aren't those who step forward but the hard-of-hearing bloke who stays put when all the rest take two paces back.

Malcolm Gissing, the new Director of Marketing for Intercontinental, told a variation of the story when he met staff on his first visit to Australia.

In 1967 in the UK, he had sold 100 oscilloscopes to a customer and on delivery from South Queensferry, only 20 worked. He had another 100 sent and only 20 were serviceable.

He complained loudly and soon after he was all ex-

pectant when called to HQ . . . and told he was the new quality manager of South Queensferry.

"So, when you aren't too happy about something, by all means tell folk about it but realise you might win the chance to fix it yourself," he said.

Malcolm predicted that company growth would not repeat the 30% to 40% of recent years but 15% to 20% would still be good.

"I don't see '85 and '86 as bad times. We have had to learn a lot about our company and our people. Now we are better prepared than most to take advantage of the resurgence of buying in 1987," he said.



* Tom Aldrich . . . makes return visit.

American convert

Sydney's new Personnel Manager is Tom Aldrich, an American who spent some of his youth in Australia, which explains why cricket is listed among his sporting activities.

Tom was born at Sacramento, Calif, and came to Victoria with his family when he was 10. His dad was in the US Air Force, posted to the RAAF base at Laverton.

The family lived in Geelong and at the base and he attended school at Werribee.

The family returned to the US and Tom completed high school and then earned degrees in psychology, personnel management and public administration.

Back in Australia in 1979, he was appointed ICL's regional personnel manager and in 1984 he went to the Adelaide Festival Centre Trust as manager of human resources.

For HP he is now responsible for personnel matters in NSW, Queensland and ACT.

He is 34, single and plays cricket and tennis, sails, has a guitar and enjoys aerobics and photography.



What think you of Depth?

1. How much do you regularly read? Tick appropriate box.

All Most Some None

2. Judged on the last three issues, how do you rate it in:

Very Good Good Poor

Content

Pictures/captions

Writing style

Variety

Overall presentation

3. What types of article do you enjoy reading most? Number in order of preference.

Personality Travel Technical

Recreation & HP functions Customer-related stories

Activities of families Other department activities

Other (name)

.

4. Which of the above interest you least of all?

.

.

5. How could Depth be improved?

.

.

You don't have to identify yourself but you can if you wish. If you want to keep your copy of Depth intact, a photo copy of the questionnaire is acceptable.

Please return promptly to Alison Teed
Personnel Department.

The revivalists

Phoenix-like, the HP All Stars have re-emerged as a power in Melbourne football, even though they haven't played a match since The Great Debacle.

A year ago they hit rock bottom, shattered by a thrashing handed out by the Shell team.

Now there is evidence of Steve Hitchings having worked a minor miracle in morale-building. Just note the positive-thinking that oozes from this excerpt from a letter to Gary Pizzey, Systems Manager of Colonial Mutual:

"Just to prove once and for all the superiority of HP's team over the wimps and handbags (collectively known as the ISD at CM), we issue a challenge to play on a battle-ground yet to be arranged on Sunday 31 August.

"Please let us know how many goals start you want so that the game will be kept interesting."

As a sop to the effete insurance wallahs, Steve promised no kicking, punching or eye-gouging and the attendance of a Red Cross unit (we think he meant St John's Ambulance but perhaps he did mean there would be war casualties).

So that CM could concentrate on providing worthwhile opposition, he offered to supply all officials, including field and goal umpires.

"You can trust us," the letter pledged.

According to Depth's mole at Colonial Mutual, Gary was heard to mutter, "However did we come to buy a computer from that mob?"

Sign in a Cheltenham (Victoria) butcher's shop:

Those who doubt there is life after death should be here to see our staff just before knock-off time.

Newcomers

- Robert Blackmore, Analyst-Programmer/ISG (Melbourne).
- Cal Burns, Customer Engineer/CEO (Melbourne).
- Michael Cartier, Software Test Engineer/ASO (Melbourne).
- Kirt Fanning, Customer Engineer/CEO (Sydney).
- Geoffrey Harris, Sales Representative/Sales (Perth).
- Robert McKenzie, PC Systems Engineer/PC Mktg (Melbourne).
- Joanne Naylor, Office Automation Consultant/AEO (Sydney).
- Paul Schroeter, Customer Engineer/CEO (Melbourne).
- Paul Turner, Customer Engineer/CEO (Sydney).
- Bill Votsaris, Customer Engineer/CEO (Melbourne).

NEW ZEALAND

- Simon Ansell, Inventory Controller/Support Admin (Wellington).
- Peggy Copeland, Order Administrator/Admin (Wellington).
- Dawn Ewing, Secretary/Admin (Wellington).
- Steve Hibbons, Snr Sales Representative/Sales (Wellington).
- Graham Reynolds, Dist Controller/Support Admin (Wellington).

Transfers

- Carole Bruce, Secretary/PC Mktg to Secretary/AEO (Melbourne).
- Pat Calabresi, Sales Co-ordinator to Contract Administrator/Admin (Melbourne).
- Carmen Doussat, Accounts Clerk to Service Co-ordinator/Admin (Melbourne).
- Les Lawrence, District Manager/Sales (Melbourne) to DM/Medical (Sydney).
- Rick Marmur, QA Program Manager/Mktg to Sales Representative/ISG (Melbourne).
- Diane Nabert, Secretary/Region Sales to Secretary/PC Sales (Melbourne).
- Christene Okey, Clerical Assistant/Mktg to Secretary/AEO (Melbourne).
- Sue Wadsworth, QA Sales Consultant to Applications Engineer/AEO (Melbourne).

Hospitality of a grateful customer

Getting customers out of difficulties isn't such a big deal for staff in any HP office.

It's happening all the time and is seen as part of our commitment to on-going customer satisfaction.

Often customers express appreciation; but seldom as positively as the Adelaide advertising agency of D'Arcy, Masius, Benton and Bowles.

They weren't having a good day. The pressure was on to get a job ready to a critical deadline for an important account. In the space of an hour or so, they were struck by problems with their HP150 and then with their laser jet.

CEs Hugh Hocking and Darron McDill thought it was just routine to get to the site within half an hour and get them up and running.

But the customer was so pleased that not only Hugh and Darron were invited to drinks at a restaurant but all of the Adelaide office staff as well.

The hosts went even further, suggesting that HP bring along prospects and important clients so they could hear how pleased the agency was with HP's service.

Out of the meeting over drinks came an invitation for 10 couples to dinner.

Legacy donation

Perth Legacy has received a gift of an HP computer system, which offers a way of containing its administrative costs.

Legacy is an old-established organisation that cares for the families of those killed in war.

As time passes, keeping volunteers and funding are increasing problems.

"A myth to dispel is that the work is now completed. We have a respons-



* Hugh and Darron . . . cause of the party.



* Peter Duncan . . . also guest of the agency.

ibility and a commitment to the future," the Perth club's annual report said.

To compensate, the Club was working at cutting administrative overheads and HP's gift was a much valued aid, according to the report.

Ian Murray, our Perth BGM, was sent a copy with a letter of thanks.

Fun and fitness

News doesn't come from every HP office about how staff keep fit - which isn't proof that nothing is happening, only that they don't report the local aerobics, jogging and fun run scene.

However, we know that in Adelaide SVC Co-ordinator Ruth Johnston has organised a Wednesday squash group.

CE/FE Yves Knezy is the prime mover in assembling a team of 10 to contest the Corporate Cup, which involves eight 4½km runs around Adelaide streets a fortnight apart.

The best four times go towards deciding which competitors have made most improvement over the four months of the competition.

And SVC Co-ordinator Suzanne Bosley is understandably just a little bit smug since HP's girls' basketball team won their last six matches in convincing style.

In Melbourne Systems Administrator Anne Vassos is teaching aerobics to an after-work class on Wednesdays.



New building an act of faith in New Zealand

Historians help out later historians by elaborate cross-reference of the precise times that significant events occur. It saves considerable guesswork.

So, for all posterity, we record most faithfully that when Richard was Vice-Consul of Palo Alto; and Malcolm was Governor of Australasia; and Wayne was Tetrarch of New Zealand; and Halley's Comet was precisely 62,153,606km above 186 Willis Street; and real time was 14 minutes and 58 seconds after 11 am on the 11th day of April in the year AD 1986, the splendid new Hewlett Packard building in Wellington was declared to be well and truly open for business.

Mr Geoffrey Palmer, the Deputy Prime Minister, did it by making a speech and pushing a button on the keyboard of an HP1000, which showed the Comet's interstellar position on the screen for all the important assemblage to read.

In the official party were Mr Palmer; the Mayor of Wellington, Mr Ian Lawrence; the United States Ambassador to New Zealand, Mr Paul Cleveland; HP's Executive Vice-President for Marketing and International, Dick Alberding; the Managing Director of HP Australia, Malcolm Kerr; a director of HP New Zealand, Jonathan Crawford; and the Managing Director of HPNZ, Wayne Squires.

Marilyn Alberding and Barbara Kerr also travelled with their husbands to Wellington for the ceremony.

Two hundred customers and all of the HP staff listened to the speeches. Then they lunched in the cafeteria (outside caterers were engaged because the area had been completed just hours earlier; permanent staff, equipment and furnishings were still to come).

For Wayne, John Springall (Region Operations Manager), the Willis St staff, architect Ian Athfield, the builders, Mainzeal Construction, and their contractors, it had been a tight schedule to be ready to receive the guests.

In the foyer a painter descended from his ladder minutes before the first VIP arrived. Another tradesman hastily replaced a cracked tile. Then they took up vantage points, one still with brush in hand and the other cleaning scraps of mortar from a trowel.

"It's a good building. I'm glad I had something to do with it. I feel entitled to be here," said one.

It is a good building - one of the most imaginative and attractive in the city. Non-maintenance materials ensure that it will always look spic and span.

The architect and the interior designer, Clare Athfield wanted it to have



* Wayne Squires (L), Mr Geoffrey Palmer, Dick Alberding, Mayor Lawrence, Malcolm Kerr and Ambassador Cleveland. Malcolm said the new building demonstrated HP's faith in New Zealand's future.

a quality look that matched HP products and something Wellington residents would be proud of.

Ten floors make it only one of two HP buildings to rise above two levels (the other is in Taiwan). All others are two stories spread over a lot of ground.

Willis Street meets all US insurance standards and those of New Zealand authorities which are ever mindful that the area is earthquake-prone.

The sprinkler system and fire rating of glass and the electrical system were designed by Factory Mutual which insures all HP properties.

It is one of the first buildings with continuous linear glazing but no vertical mullions. Silicon joints allow it to expand and contract.

Computer beats hijackers

There was nothing suggesting that two of HP's most admiring customers had been planted either side of Depth's visiting scribe when MD Malcolm Kerr and Branch General Manager Bruce McCormick hosted a lunch at Auckland's swish new Regent Hotel.

They weren't primed to say flattering things about the company; until the coffee they had been pretty formal and reserved.

Then they both volunteered how pleased they were with HP products and follow up.

And Malcolm and Bruce were surprised - but happy of course - when they were told what the customers had said.

First Gordon Sutherland told how his Levi clothing operation had benefited after buying an HP3000/42 with 800M disk drive.

"It paid for itself in 18 months, largely through pipeline inventory," he said. "We have a lot of contractors and if you can reduce your warehousing by 15% it's a significant economy."

"Our computer keeps us aware of how things are with a great variety of patterns and sizes and our ordering; and keeps cohesion in the production line of sub-contractors."

"HP Desk is a valuable bonus. It lets us move information to and from the parent company in the US without the fear of documents disappearing through accident - or the latest hazard of hijacking."

"Previously a vast swag of documentation was passing backwards and forwards. Of course, we had backup records here in New Zealand but the threat of having to reproduce them in paper was always worrying."

"Now, handling it electronically, we sleep much better. We get confidence



* Peter Romeyn (left) with contented customers Gordon (centre) and Keith.

from the equipment and the way HP supports us."

Then Keith Palmer, of Diners' Club, weighed in. His company operates all through New Zealand and in most Pacific islands.

"We had a fire and it seemed like disaster," he said. "The firemen threw a tarpaulin over the computer and then sloshed water all over the place."

"The drips stopped next day, we took off the cover and there was the computer still running perfectly."

"The hardware and software are just so reliable. Our competitors use three systems programmers and we have none. That's how good our set-up is."

Good turn leads to new land

Migrating hadn't been on top of Peter Romeyn's priorities. In fact he had given it hardly a thought.

Then a Kiwi visited a friend of the Romeyns in Holland and, because he spoke no Dutch, the Romeyn family was asked to interpret his English.

Peter's sister offered and the arrangement worked so well that she married the Kiwi. Now Peter has a sister, two brothers and a brother-in-law living in NZ and Australia.

His wife Cathy and son, Alexander, are New Zealand born.

Peter, now Senior SR in Auckland, was 21 when he migrated 17 years ago. Before coming to HPNZ nearly 13 years ago, he had been a computer operator, manager of 30 punch card operators, programmer, systems analyst and auditor in a computer accounts department.

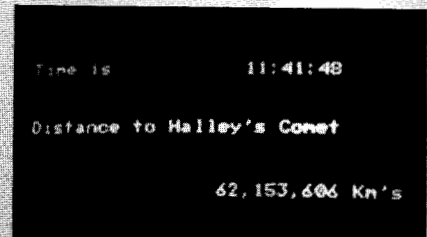
He recalls how the Auckland branch office started with Wayne Squires as a one-man band operating out of his garage.

Wayne moved to Wellington as Instruments Sales Manager close to the time Peter joined him there.

Branch General Manager Bruce McCormick had been taken on a few months earlier than Peter. Bruce moved to Auckland as Sales Representative for Instruments.

He had a Sydney posting as an Instruments SR, returned to Auckland as Instrument Sales Manager for the country and then, when Computer and Instrument Groups merged, he became BGM.

Peter relaxes with tennis, squash and skiing at Queenstown whenever he can get away.



Computer Museum

Two-man team

Recruiting an assistant in Christchurch for F/E Mervyn Stevenson did not involve expensive advertising and endless rounds of interviews.

Lew Jennings worked just nextdoor and in the car park one morning Merv raised the possibility of a move.

Lew's arrival doubled the staff at 75 Peterborough Street. Between them, they service the South Island which has Christchurch, Timaru, Dunedin and Invercargill as main centres of population.

Not that far south of Invercargill are the frozen lands of Macquarie Island and Antarctica, which Merv is not currently agitating to have added to his territory.

Both enjoy the South Island lifestyle and the architectural beauty of Christchurch, often likened to an English provincial city.

The Stevensons enjoy a magnificent panoramic view from their hilltop home of the city, the surrounding sea and lush plains and in the distance the imposing Southern Alps.

Small offices mean that working hours can be long and irregular but Merv and his family make sure there is time for participation in their church's worship and extension activities.

Also, 145 km north of Wellington at Palmerston North, Frank Jenkins does not complain about being a sole HP representative. There are rush periods but compensations in being largely autonomous and always in touch with every customer.

Palmerston North has industry and a university. HP computers play an important role in production and quality control in the Glaxo factory - bar-coding wholesale packs and controlling the mixing of ingredients in pharmaceutical and baby food products.

Frank came from England and such is his fondness

for cricket that, visiting Melbourne in April with Lew for training with George Artemiou, he could not get to the Melbourne Cricket Ground quickly enough.

It was winter with the stadium empty on a weekday but it did nothing to dampen his enthusiasm.

"I've always wanted to see it since first hearing Test matches broadcast by Keith Miller and Alan MacGilvray," Frank said.

"I got a mental picture of the huge stands, the banter from Bay 13 and the famous scoreboard. I was not disappointed."

Come Saturday and he became a vociferous supporter of Collingwood in a game of Aussie Rules football but Lew was not near-

ly as impressed.

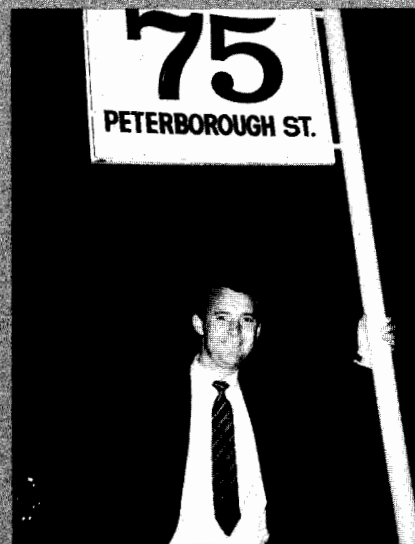
"It's a good spectacle but not a game of great skill," he said (obviously preferring rugby as played by his All Blacks across the waters).

[Ed. The photo lab minced the film which recorded their sports odyssey; explaining why the Jenkins brow has more furrows than you expect even with put-upon CEOs.

They might never come back to have another picture taken so we decided to show their magic moment on Jolimont railway station where over the years millions of cricket followers have alighted, ever hopeful of thrashing the fearsome English - and more recently the dreaded New Zealanders].



* Lew (left) and Frank pay their respects at the portals of hallowed ground.



* Merv . . . a night visit to the office.

Tasman shuttler

One who didn't make a speech or seek a place in the official party at the Wellington opening was Region Operations Manager John Springall.

Until the guests arrived and after, he was conferring with tradesmen about completing higher floors, noting inevitable small blemishes like a squeaky door and a cracked window for builders to fix.

With Wayne Squires and Brian Leighs (now Finance Controller of New Zealand Development Corporation), he had organised the pro-

Eager helpers

Neither Melbourne Order Administrator Ian Brown nor Sydney Support Administration Manager David Burgess needed arms twisted to say yes to a New Zealand visit in April.

They went over to help break a backlog of work and thoroughly enjoyed the assignment.

Naturally they organised a car to drive into the country, visiting scenic spots such as beautiful Lake Taupo and the world-famous hot springs district.

They did not book accommodation and it was getting late the first night out when rather doubtfully they sought lodgings in an old-fashioned hotel in the small North Island town of Taihape.

It turned out to be a highlight . . . warm welcome, an excellent meal, comfortable room, electric blanket and a surprisingly small bill (no trouble at all with Bankcard, Diner's Visa or Mastercard).

Ian went on to Auckland where he had friends but Dave dropped off for more sightseeing near Rotorua.

Ian and Dave appreciated what was done to make them welcome and comfortable in Wellington (which is what all Australians report after a work or pleasure visit to New Zealand).



* Dave (left) and Ian . . . the nose knows there's a sulphur pool behind.

Harry Page (left) and Paul Duxfield discuss what a well-equipped Engineer needs to take on a call. Harry and Paul are CEs new this year to the Wellington office.



ject from the stage of acquiring the land, working up drawings and finally to occupancy.

He had stopped counting his Tasman crossings to check on progress - negotiating right-of-way with neighbors to bring in materials and power to the site, consulting on telephone installation, liaising with government and municipal authorities, selecting furniture and deciding decor.

And from the start trying not to confuse the details of Wellington with plans for buildings at Rosebery, Canberra, Ringwood and Perth.

Brian was pleased he was asked to stay on for the opening: "I'd have been terribly disappointed to have missed it," he said. "I'd had seven good years with HP and wasn't going off to join a competitor."

He estimated that the HP building committee had attended 100 meetings of some kind or another.

John's trips to Wellington will ease off but as he winged his way homeward deadlines hadn't vanished.

Senator John Button was to open our new Canberra facility in Technology Park on 18 August and a date was being negotiated for the Rosebery opening.



* Builder John . . . for files.

New job needed new language

Computer jargon was an intimidating aspect of his new job at Kilbirnie when Robert McCulloch came to the warehouse.

He had been the assistant warehouse manager of Hanna's, a big footwear manufacturer.

"I knew the difference between a size 10, width D brogue and a pump-stitched sole but just gaped when confronted the first time by electronic equipment and its terminology," he recalls.

"The attraction of the job was that it was near home. Fortunately everyone was patient and in eight years I have never regretted the move."

The Wellington warehouse receives all consignments from overseas and distributes to both the North and South Islands of New Zealand and occasionally to nearby islands in the Pacific.

"Most companies require their warehouse to accept sole responsibility for goods being quickly delivered. If they aren't, they need look for only one culprit.

"I found at HP that the sales staff often involved themselves by specifying methods of delivery and it took a while to get used to it. But it takes some work and responsibility off Keith and me. And, if there is a delay, they share the blame."

Keith Martin, offsider to Robert, was custodian at a Wellington department store when he moved to HP two years ago.

For 40 years Robert has played or coached rugby - from junior to provincial level. Now he doesn't even watch a game.

"I had a heart attack a year ago and I get too emotionally involved with the play; I can't just sit and watch. However, if things go well, I might drift back to coaching," he says.



* Aucklanders (from left): Staff CEOs Richard Warham and Peter Shaw; DCE Manager Kevin Matson; SE Simon Molloy; and AE Fred Engel.

HPNZ's
Wellington
warehouse
staffers
Robert (left)
and
Keith



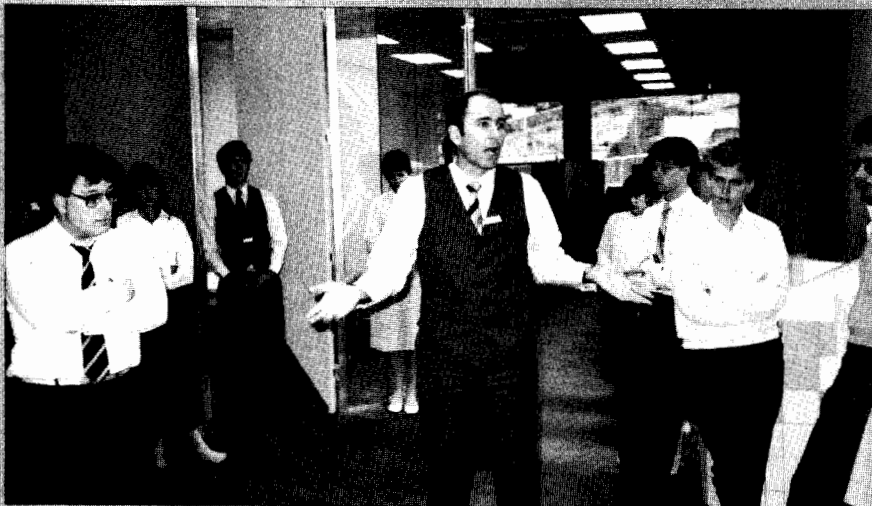
Just ask Joan

People joining the Accounting Department in Wellington customarily look to Senior Accounts Clerk Joan Joy when they want to know how to go about an unfamiliar procedure, where something can be found or to identify another staff member.

Joan herself joined HPNZ nine years ago and describes her duties as "a bit of wages, company accounting, Profit Share, Stock Purchase, inventory, reconciliation of the register, sales analysis and helping the new people find their feet because at one time or another I've done all the basic accounting jobs."



* The Accounting team: Systems Accountant David Lloyd (left), Joan Joy, Financial Accountant Ross Boyce, Pay Clerk Beverley Dobson, Credit Controller Denise Stones, Inventory Controller Kate Savell and Accounting Supervisor Terry Patterson.



* It's the final briefing. In a few hours, government officials, the Mayor, the Ambassador, top HP people from overseas and important customers will come for the opening of the new building. So what is Wayne Squires telling the troops? Could it have gone like this: "Look, I ask you, I implore you, I beg of you, don't let the team down . . . spruce up, wear your badges, don't come late and tidy your desks."



* Wellington Secretaries: Chris Archer (left), Cheryl Brown and Sally Guinness.

Branch General Manager Bruce McCormick came from Auckland for the Wellington opening. Here he is pictured with District Sales Manager Richard Taylor (left).



Never been bored

Six years working for HP - which makes her one of the Wellington veterans - has not dampened Cheryl Brown's enthusiasm for the company.

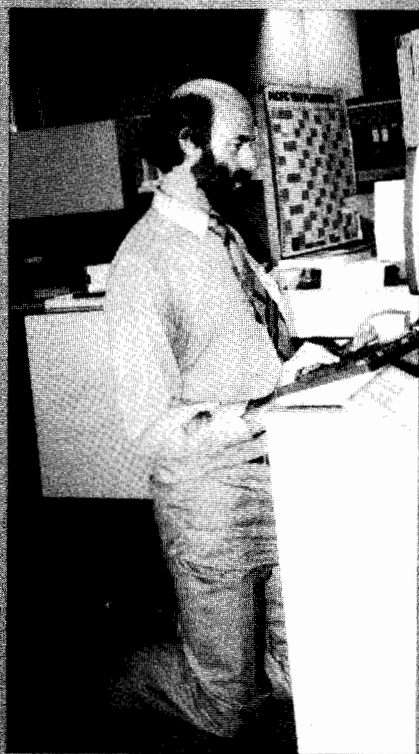
Cheryl came in 1979 as secretary to Wayne Squires when he was head of Instrument Sales and General Manager.

She had been with the Tourist Hotels Corporation and was looking for a new challenge. She is now with Sales as Secretary.

"I don't think there has been a day when I've felt I didn't want to go to work. I love the sales atmosphere," she says.

Keeping fit is part of her recipe for remaining enthusiastic. She attends jazz exercise classes four times a week.

Making her own clothes, gardening and caring for 12-year-old son Darren are activities that fill out a busy schedule.



* Not at prayer; and Wellington does provide chairs. Service Technician Peter Reedy just wanted a quick glance at a file.

Ailing bridge

Stress fractures in the bridge that spans Auckland's fine harbor are being repaired with the help of HP equipment.

At first the bridge was four lanes wide but soon traffic build-up called for more capacity. A Japanese company won the tender to add four more lanes which came to be known affectionately as "Nippon clip-ons."

Now after 17 years the bridge is showing signs of fatigue and welders are systematically working their way from shore to shore under the carriage-way.

HP's Data Acquisition units with computer controls are assisting the repairs.

Staff CE Peter Shaw also tells how HPNZ helps the watch for fires in forests around Rotorua:

"Foresters have taken the most portable battery-powered, hand-held 3421A system and the 71B controller card and built them into a large weather-proof aluminium box.

"It is put in the forest to measure wind speed and direction, rainfall, temperature and humidity. It automatically calls up the base station once a day to dump information it has gathered."



* Lois . . . varied chores.



* EDP Supervisor Chris Dever (left); Marilyn and Dick Alberding and pipers. HPNZ has contributed to funds for the Wellington Pipe Band to travel to Edinburgh and the pipers, who have a big musical reputation, showed their appreciation by playing at the opening of the new Wellington building.



* Longest-serving woman staffer in New Zealand is Remonde Claridge, Auckland's cheerful Receptionist/Secretary. She is pictured (right) with Secretary Elizabeth Young (left), Secretary/Co-ordinator Carol Woods, who joined only in March, and Support Co-ordinator Melanie Lemieux, who came from the US just 15 months ago.

Computer
Museum

Multi-dutied

Officially her title is Commercial Sales Secretary but Auckland colleagues know Lois Numans has fingers in many pies and are grateful for it.

Social Director is one alternative title because, apart from the end-of-year

function which Remonde Claridge continues to organise, Lois puts together all of the office's social activities.

Prominent on the list is the annual Bay Fun Run in March. The HP team aspires to a De Castella performance. So far they haven't won gold but they're still in there pitching.

Snug in Auckland harbor, Whitbread Race yachts take time-off to refurbish and recharge for the strenuous journey still ahead. Turbulent Cape of Good Hope waters are behind but rounding Cape Horn is to come. New Zealand Lion and NZI Enterprise were Kiwi entries. Winner was France's Esprit d'Or.



Green sea sailors

Excitement of yachts in the Round-the-World Whitbread yacht race docking at Auckland was shared by HP staff as much as any of the thousands who besieged the wharves.

HP had a display stand at the dockside and also got a high media profile from giving daily pinpointing of each yacht as the fleet approached New Zealand waters.

Auckland, Capetown in South Africa and Punta del Est in Uruguay were the only stops in circumnavigating the world from England's Portsmouth back to Portsmouth.

The Auckland stop was the longest so that hull rigging and rudder could be compulsorily checked.

HP responded to the race committee's need to know, for safety reasons, exactly where each boat was all the time. Each carried a transponder and a satellite relayed its longitude and latitude to race HQ in Toulouse, France.

Information was speeded to Portsmouth where it was processed by an HP150. In Auckland, a duplicate 150 automatically dialled up

its partner in England and got the information for Auckland race officials and the media.

When the race is next run, HPNZ will offer television an even more sophisticated service, adding charts from the computer's graphics capability to the statistical information. ¶

Easy transition

New Zealand and South Africa are on opposite sides of the world but moving house for Field Marketing Manager Don Sykes was not so hard - it was a kind of homecoming.

His mother's family are New Zealanders, living mostly around Rotorua, and he has had no trouble settling in.

"Kiwis are friendly folk and I am comfortable with them. They go just that little step further to ensure you are made to feel welcome," he says.

Don worked more than six years for HP in SA in a variety of roles, essentially in administration (he is a chartered accountant by first training).

He then moved to Sales and became a DM.

He's single, interested

in 19th and 20th Century history, is modest about his golf ("I play a bit, off a three handicap") and wind surfs.

"But I've never known it to blow like in Wellington and I wouldn't be game to challenge the local surfers," he says. ¶



* Don Sykes . . . wind wary.

MALCOLM KERR illustrated how sluggish the market had become in America for personal computers when he told a customer meeting in New Zealand that burglars had just about given up stealing them. ¶

Support for Africa appeal

Brisbane City Mall was the May venue for a number of sporting activities held in conjunction with the Sportaid Appeal that raised money for relief in Africa.

HP sponsored the Queensland Amateur Fencing Association's President's Cup competition and made a donation to the appeal.

Final of the men's foil event was watched by several hundred spectators. It was the first time fencers had performed in the Mall.

Queensland Branch General Manager Bob Keers presented a cheque to Mr Brian O'Halloran, of the Freedom from Hunger Campaign.

And then was pleased to present the President's Cup to the winner, HP's SE Rod Enever.



* Both Rod and boss Bob look pleased.

Calorie counting

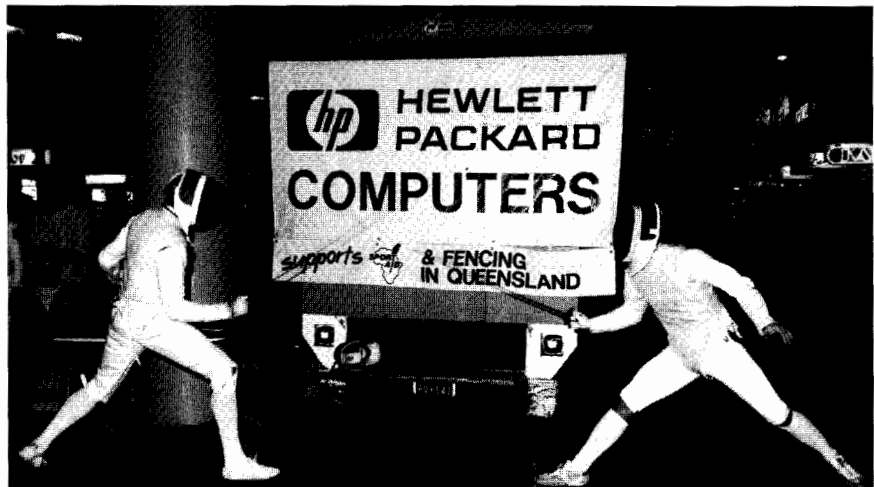
La Prensa, monthly magazine for Neely Sales Region, was inspiration for these weight-reducing ideas.

MORNING: pushing pencils (125 calories per hour), wading through paperwork (250), knitting your brow (50), beating your brains out (200), swallowing your pride (225), carrying the ball (275) and grabbing a bite (150).

Passing the buck takes so little effort (25) that it's hardly worth including. Likewise swinging the lead (20) and plotting a sickie (30).

AFTER LUNCH: holding the line as Muzak plays (75), shifting gears (100) losing ground (100), going overboard (125), throwing in the towel (100) and jumping the gun (50).

LAST HOUR: fingering the problem (300), pulling out all stops (500), going up the wall (175), making mountains out of molehills (50), making molehills of mountains (500), eating your words (150), putting best foot forward (125), putting worst foot forward (30), disentangling from horns of a dilemma (200), digging in your heels (175), watching the clock (30) and, finally, running against it (300)



* Rod Enever fencing it out in the final of the President's Cup. He's on the left. Or . . . er . . . maybe he's on the right.



* Visiting Intercon Marketing Manager Dick Warmington (left) and Victorian Sales Manager Fred Traue.