

inform

The magazine for the people of Hewlett-Packard in Australia and New Zealand


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HP on the High Seas

Auckland's Royal Akarana Yacht Club and Hewlett-Packard NZ have joined forces to foster yachting talent ...

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 **HEWLETT
PACKARD**

WA's Sailing Susie

What does Lymington in Dorset, 12-metre sailing and Hewlett-Packard have in common?

The answer is West Australian sales secretary, Susie Gavin.

Susie hails from Lymington in the UK and it was here that a love of the sea and yachting was born. She started blue water sailing in social events and weekend races across the English Channel to France.

Six years ago, before she came to WA, Susie met a relative of the owner of Fremantle-berthed "Zigeuner", a 12-metre yacht built in 1936. So when Susie arrived in Fremantle during the heady days of the 1986/87 America's

By Ted Wilson, Perth

Cup, she looked up "Zigeuner" and, armed with an introduction, it wasn't long before she secured a berth as crew aboard the yacht.

Since that time, Susie has raced to Geraldton and Bunbury – winning last year's race to the south west from a field of 14 top-class ocean racers.

Susie also sails to nearby Rottnest Island where the crew dress up as attacking Red Indians, hijacking pirates, or a raiding party of Vikings.

In addition, there are weekly in-season "twilight" races off Fremantle, which she says, sometimes cater to about



• *Susie's second love ... her 1965 Austin Healey.*


35 people and are a "real social occasion". According to Susie, "Zigeuner" (German for Gypsy) was built in Scotland as a mothership for a fleet of eight-metre racing yachts. In her first season of racing in 1938 on England's south coast regatta circuit, "Zigeuner" recorded 12 wins from 14 starts, a second and a third placing – so she has been no slouch. She was sold to a US-buyer in 1939, returning to the UK in the 1950s and then back across the Atlantic for charter work in the Bahamas.

In 1976, on a run from Bali to South West WA, "Zigeuner" put into Broome when a crew member fell ill. The yacht was seized by customs and stripped in a search for drugs.

"Zigeuner" was purchased in 1980 by her present owner, Charles Russell-Smith, who has been steadily bringing the "old lady" back to its original state and reliable performance.

Susie Gavin has also been training with an all-female crew for this year's planned National Women's Yachting Championships. Female crews from each of WA's major yachting clubs will be competing in a series of events leading up to a State Championship.

Although training, Susie will not be competing, promising instead to help with publicity and fund-raising for the initial event.

Incidentally, Susie also has another love – and that's her 1965 Austin Healey Sprite – a car she treats and maintains to original condition with tender loving care. So, weekends are always full ... either on the high seas or Western Australia's highways. 



• *Sailing Susie Gavin aboard "Zigeuner" during a twilight cruise off Fremantle.*

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Two of a Kind

Meagan and Julie-Ann Ladd are twins. Although they say they are like "chalk and cheese", they both work for HP.

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Body Beautiful

HP Sales Administrator Lynne Guppy places second in the Novice Division of the New Zealand Body Building Championships.

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Action Man

He's been to Mount Everest and back ... and now he's channeling his energies into HP's Canberra office. David Burton is HP's Action Man!

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Hewlett-Packard on the Right Tack

By Paul Yurisich, Auckland

Dennis Conner, Bill Koch and the world's other yachting supremos had better look astern – New Zealand's burgeoning yachting talent has had some wind added to its development sails.

Auckland's Royal Akarana Yacht Club and Hewlett-Packard NZ have joined forces to create a new event aimed at fostering up-coming talent and getting more water-borne Kiwis up to international standard. And the experts believe it's working.

New Zealand's first National Keelboat Championships got the starter's gun on November 1 and for a week some of the country's best sailors and best developing talent churned the water's off Auckland's Waitemata Harbour.

Among those on the water was a man familiar to many a big race, Olympic medallist Rod Davis.

Davis – who paired with Don Cowie to take silver for New Zealand in the Star Class at Barcelona and was one of the two America's Cup skippers for the Kiwi America's Cup Challenge off San Diego – says an event like the keelboat champs has long been needed to help nurture future national representatives.

"We need two phases – we've already got the 'gloves-are-off' stuff, the hard match-racing but we need more of this sort, where people can relax and learn.

"Bringing people from all around the country to compete allows them the chance to race against the likes of me and Tim Sneddon (Royal NZ Yacht Squadron) and other experienced guys and to test themselves, which has got to be good."

Hewlett-Packard's involvement in yachting has been steadily increasing in

- *Olympic medallist Rod Davis, right, and below, a HP sponsored crew off and racing in New Zealand's first National Keelboat Championships.*




the last few years, and the move to back the new keelboat champs is seen as a major investment in the sport's future.

"We've heard a lot about the America's Cup, about match racing and about the round-the-world race over the last few years and New Zealand can be justifiably proud of the reputation it has earned ... but the real key to our success has been the talent of our sailors," says HP's Auckland area manager Mel Weston.

He sees the championships as the most important of HP's varied yachting commitments.

Mel said: "We see it as a way of encouraging younger sailors to enter the sport, providing aspiring skippers and crews with an opportunity to test themselves against the best the country can offer.

"It also provides a focus for those who agree that fleet racing in keelboats is important."

"It's the first year for the event, this year, but we're looking to establish it as a truly international standard regatta in the years to come," said Mel. 

Sunshine State On a Roll

By Ritchie Yorke, Brisbane

An historic \$3 million, three year deal involving HP and the Queensland Government's largest department has been announced in Brisbane.

The deal marks a significant entry into State Government operational territory for the midrange UNIX systems, and is regarded as a milestone coup in HP's ongoing efforts to focus on placement of the system in this area of local government.

The Queensland Department of Transport recently reported it had standardised on midrange UNIX systems as the core of its information architecture, and named HP as its preferred supplier.

According to Geoff Crozier, HP Account Manager for this client, the Queensland

Department of Transport "is probably the State's largest government user of information technology".

The initial discussions between HP and the State Government took place in November, 1991. The initial agreement is worth nearly a million dollars a year for HP over at least the next three years. If it works out satisfactorily, it is expected to be renewed and extended in 1995.

The Queensland Department of Transport is responsible for transport administration in the Sunshine State. It plans, constructs, manages and maintains the state's highways and sea ports as well as managing vehicle and pleasure boat registrations and driver licensing.

The key force behind the unique arrangement is the Department's IT

operational plan for the next five years which pointed out the need for more UNIX based midrange computers.

Noted Graham Coote, Principal Manager Information Management, Business Services Division, Queensland Department of Transport: "The mainframes are expensive to maintain, and we are wasting a lot of time and effort while not getting products and services out to our customers quickly.

"We felt that for certain business applications, the use of medium sized computers provides the most cost effective solution."

"To date," Graham continued, "the Department has been experiencing serious compatibility problems where it needs to integrate information systems that are operating on different brands of UNIX based midrange computers.


"It was felt that selecting a single strategic supplier would greatly simplify integration and eliminate unnecessary incompatibilities."

The policy of a single supplier was tested and endorsed by Price Waterhouse in the US as a sensible strategy.

It was also passed by the Queensland IT Policy Board and the Purchasing Council and, ultimately, received the stamp of approval from the Department's own board of management.

Summed up the Department's Graham Coote: "The selection of HP as preferred supplier was the result of a long, careful process. We started with the strategy, then funnelled down to the standard, and then to the supplier to deliver the equipment we needed.

"In terms of ownership and contribution to business performance, HP came out well ahead," he said.

The Department of Transport's association with HP marks the company's large-scale entry into supplying State Government departments with major midrange UNIX systems and is expected to have far-reaching implications for the future. 



No time to relax for Nick


It has been an exceedingly busy Spring for Nick Debenham, Branch Manager/CSO State Manager in Queensland.

The return of the frangipanni and other tropical floral delights saw Nick being re-elected to the Queensland Executive of the Australian Information Industry Association for the second year in succession.

In addition, Nick and his lovely wife, Annette, celebrated the arrival of their

fourth child – and third daughter – Jenni Anne (pictured above).

Just as exciting for the morale of the Sunshine State HP staff is the news that the company enjoyed an excellent FY 1992.

Noted Debenham: "This is not only in actual results, which are 145 per cent quota and 45 per cent growth, but also in development of accounts and markets for FY 1993." 

Like 'chalk and cheese' ... but two of a kind

By Sandy Burgoyne, Melbourne

Many of us expect twins to be identical, a case of one person in two bodies, but the Ladd twins, Meagan and Julie-Ann, are different. They have a hard time convincing friends and workmates they are more than just sisters.

"Nobody ever believes we are twins, because we are so different, like chalk and cheese really," comments Julie-Ann. Meagan chips in: "I am more like my elder sister."

Although they deny the usual twin stories of mistaken identity, feeling ill in sympathy, or one starting a sentence and the other completing it, Meagan admits they sometimes share the same thoughts.

One thing they do have in common is their choice of employer, Hewlett-Packard. Meagan is a Contract Administrator at Blackburn office and Julie-Ann is Facilities Co-ordinator at Abbotsford.

Meagan's area of Support Administration is concerned with the maintenance of equipment sold to clients, for instance service contracts. Pam Siebert is her District Manager. Julie-Ann works to ensure a profusion of services, as diverse as vehicle insurance, mail and seminars, run smoothly. Peter Carrazzo manages her area.

The sisters are from a tall family and both are above average height with Meagan being the taller twin at 180 cm (5ft 11in). She is also the elder by 40 minutes. Her taste for experimenting with hair colour and style has brought her closer to Julie-Ann's dark, curly hair.

"This is probably the most we've looked alike," claims Julie-Ann. Their mother, Trish, also works with Hewlett-Packard. She is a secretary/assistant in the Personnel department at Blackburn office.



Meagan has a taste for outdoor activities and sports. Her height is an advantage in basketball which she plays with the Heathmont Golds. She also enjoys lunchtime volleyball games with staffers at Blackburn office.

Meagan is also the family's house painter and gardener.


Julie-Ann is studying VCE subjects and French part-time. She has a broad interest in the arts and regularly visits art galleries. She enjoys painting in oils, making ceramics, sculpting and sketching. Somehow she manages to find time for scuba diving.

Both twins were attracted to Hewlett-Packard by positions which suited their particular talents.

Meagan has been with the company for four years. Julie-Ann joined a year later. She applied for the position at

- *Twins Julie-Ann (left) and Meagan Ladd ... following in mum's footsteps at Hewlett-Packard.*

Abbotsford as it interested her, not because her twin already worked with Hewlett-Packard.

Although they are not identical twins, Meagan and Julie-Ann do share a vibrant personality and zest for life which is appreciated by their friends and workmates at Hewlett-Packard. 

Body Beautiful!

A helleva lot of hard work and determination – that is how HP's Wellington Sales Administrator, Lynne Guppy, sums up her recipe for success in the recent New Zealand National Body Building Championships. After less than a year in the sport, 24 year-old Lynne was placed second in the Novice Women Under 52 kilogram Class. Entry to the nationals was preceded by a win in a regional competition.

Lynne's rapid rise to fame in the sport started just over a year ago when she saw what her aerobics instructor was achieving by participating in the sport. "She looked really good, had a good body and she said she felt really good, so I thought that I could do that to," said Lynne.


The road to success was not easy and required great commitment and many sacrifices in terms of time, training and diet. For a start it involves weight training to build up muscle mass and develop muscle definition. This means weight training at the Les Mills gym five times a week leading up to the competition, as well as aerobics about six times a week. This includes "Step New Body" aerobic classes, cycling and exercising on a "step machine".

But exercise is only one part of the equation – diet plays an increasingly important part the closer you get to the competition and becomes crucial to being in peak condition on the day. For a start you have to feed your body plenty of proteins and carbohydrates to

help the muscles grow, then over a period of several months before the competition, fat is gradually cut out of the diet. This along with increased aerobic work reduces overall body fat. Then in the last few days before the competition you can do a "carbohydrate deplete" followed by a "carb up" which produces the ripples effect in the muscles. Also, there is further preparation with her trainer, Diedree-Lee Allen, to work out the choreography for her routine – and sessions at the suntan clinic.

To peak at exactly the right time is quite an art and Lynne says she was just slightly astray in her timing.

As for the future, Lynne Guppy plans to continue with the sport. "I have

good symmetry and while the diet and training is hard work, it is also very rewarding and makes me feel good," she said. 



New lifestyle in the West


By Ted Wilson, Perth

An appetite for a relaxed lifestyle led John Pennington across the Nullarbor from Sydney to take up an appointment as Sales Representative in Perth.

John spent five years in Sydney as Value Added Channels Manager and as District Sales Manger of HP's technical systems section. He also took over the mantle of NSW State Manager for the Apollo company when it was merged with Hewlett-Packard, handling the national marketing and distribution of their workstations.

A Briton by birth, John spent time in both Yorkshire and South West England before entering a career in the Royal Navy which spanned 14 years. He then went to South Africa for nine years, joining HP in 1981.

John plays golf and has taken to bushwalking and bike riding along the Swan River and in King's Park. He also keeps fit with yoga which, he claims, maintains supple, flexible muscles and mental alertness.

John's wife and daughter plan to join him in Perth early in the New Year. 



- *Lynne Guppy ... competing in New Zealand's National Body Building Championships.*

HP's Man of Action!

By Trevor Creighton,
Canberra

Just as I'd finished interviewing David Burton, HP Canberra consultant with the Professional Services Organisation (PSO), Branch General Manager George Nicola walked in ...

"Hi George," I said. "I'll be in touch again soon and arrange another interview. Maybe you can line-up someone whose climbed Mount Everest," I joked.

"Oh, I've done that" said David. "At least, to the base-camp." I should have realised that David would have, after spending an hour with him and hearing about his diverse range of interests – from Tae Kwon Do to gliding, to writing. Jack of all trades and master of none is how David describes himself, but "Man of Action" is probably a fairer description. Both inside HP and out.

Breadth is something which David sees as an asset within HP's Canberra operation, where the client base is large and varied. The breadth of experience which David has gained since joining HP as recently as February 1987 is testament to both the rapid pace of development in the computer industry as a whole and his broad-ranging interests.

David was recruited by Chris Morrison, then EDP Operations Manager, while finishing a degree in electrical engineering at the University of Melbourne. He was offered a position with the EDP department four months before the completion of his degree.

David's first role with HP was as a PC analyst, examining the function and potential for the use of PCs within Hewlett-Packard. "The market was still


maturing, we didn't have Windows, it was all very much DOS-based. We didn't even have (PCs) networked."

After a year in EDP, which during that time became the Information Technology Group (ITG), David transferred to the Response Centre supporting office automation products, networks, the MPE operating system and the NewWave product.

Talk a little about NewWave and it becomes apparent that this Jack of all trades has a clandestine speciality; you might even call it a passion. NewWave is an object-oriented user interface which sits on top of Windows.

It started when John Young was on US President Reagan's competitiveness committee. HP research labs were looking at ways of moving from traditional computing environments where users have to compile data then associate a particular application with it, to an environment where the data and the application are supplied in tandem.

David's NewWave expertise has taken him on two trips to Japan to teach and one to the support and development centre for NewWave in Sunnyvale, California.


The first trip to Japan, where he lectured to NewWave applications developers from Canon, resulted in David indulging in yet another of his "secret" passions – writing. His comic story "I fought the door and the door won" has since become something of a cult hit on HP's electronic mail network "humour-net". 



- *HP Canberra consultant David Burton ... describes himself as a Jack of all trades and master of NewWave.*



Wedding Bells

Wedding Bells in the Sunshine State when Sales Secretary to the PC Group, Virginia Viers, was married to Craig Hodgkins of Brisbane before taking off on a Gold Coast honeymoon. 

Super Communicator

Greg Kershaw, MAM – Telecom, doesn't spend his time hanging around telephone boxes ... but he does supply communications equipment to operators of those boxes, Telecom Australia.

Greg and his team at the Abbotsford office in Melbourne have been building up Hewlett-Packard's market share with the national telecommunications carrier during the 18 months he has been engaged in marketing equipment in this area.

Telecom Australia is a specialised and highly critical market now operating in a competitive environment. Naturally, many suppliers would be delighted to meet its needs.

Hewlett-Packard delivers Telecom the latest technology in the form of HP 9000/800 and Series 700 workstations. These supply information to the network management control rooms situated in Melbourne and Sydney where the state of health of Telecom installations, such as cables and exchanges, are represented on screens.

"Our equipment is used to collate alarms," explains Greg. "It interprets and signals – in graphical format – breaks, overloads, backhoe tears ... all types of breakdown."

As well as the 'glamour' area of the major control rooms, Hewlett-Packard equipment is used in much of the day-to-day running of Telecom Australia. These include management information systems, operations, sales and customer service systems.

Greg Kershaw has been servicing this specialised Telecom marketing field for the past 18 months. He was previously National Sales Manager for computer systems and has clocked up a total 13 years with HP, the first four in our Sydney office.

At home in the Eastern suburbs, Greg indulges his interest in wine and good food. He is an accomplished cook and particularly enjoys preparing French and Asian dishes. His wife Janet, formerly in the computer industry, is studying accountancy at Monash



By
*Sandy Burgoyne,
Melbourne*


- *Greg Kershaw ... service and reliability the key to HP's strong business relationship with Telecom Australia.*

University part time. They have two children ... a daughter, aged 3, and a 10 month-old son.

From the way Greg describes his dealings with Telecom, it is obvious he has a high regard for his client. He considers service and integrity to be an essential part of customer relations.

His approach must work as during the last three years, CSO (Computer Service Organisation) has sold in excess of \$50 million worth of equipment to that client. All Hewlett-Packard equipment serving Telecom is on HP service contracts. These are worth more than \$2 million each year.


And the key to HP's success with Telecom?

"Service ... and a reputation for reliability," says Greg. 


Inform us

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All contributions will be returned after use. 

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