

depth

No. 3 October 1970

For the Australian
and New Zealand staff
of Hewlett-Packard



HP Australia opens data centre

The wide acceptance of Hewlett-Packard Data Products has initiated a large expansion within the group.

Starting in early 1969 with 2 staff members, the group has expanded to a staff of 8 after 20 months of operation.

A Data Centre has been established in the expanded Melbourne headquarters and a Regional Centre will shortly be opened in our Sydney office. The Data Products Group is headed in Melbourne by MALCOLM KERR who is Australasian Data Products Manager and is ably assisted by BRUCE GRAHAM, Senior Systems Analyst, and IRENE BAY, Secretary.

JOHN REID is Data Products Field Engineer for the Southern Area.

JOHAN WALTER is the Northern Area Data Products Specialist and is establishing the Northern District Regional Centre in Sydney. Johan was employed by Control Data Australia in Perth, before joining H.P. in September.

COLIN HOWARD handles sales and service of our Data Products in Canberra. Colin formerly with the A.N.U., joined the Canberra group in July.

The key to our marketing philosophy in the Australasian area is support — "TOTAL SUPPORT" — for our customers, past, present and future. This support is available from the earliest stages of system definition and continues throughout the useful life of the H.P. products.

Our support starts even before a sale is made. Our aim is to help solve computation problems by selecting the right equipment and to ensure that the customer is ready when the equipment arrives.

Product Information

Throughout the planning phase, our H.P. Sales Representative is available to assist and to acquaint the customer with our Data Products. Once a selection has been narrowed, technical data sheets on individual products provide more detailed information on specifications, capabilities, options, applications and pricing.

Systems Analysis

If further assistance is required to solve particularly complex problems, H.P. System Analysts will perform problem definition and system configuration. These analysts can advise the customer concerning hardware/software, trade-offs, overhead requirements, software system supplementation, etc. as required to solve a particular problem.

Customer Training

With every computer purchase, Hewlett Packard includes a free training package. By attending training classes at the regional Data Centre in Melbourne, key customer personnel will become familiar with H.P. hardware, software and operating techniques. From experience gained in these classes, the customer can effectively plan for staffing, further training, equipment utilization, maintenance and development of special purpose software.

Data Centre Services

At the newly established Melbourne Data Centre two other important services are available for our customers:

1. The assistance of experienced systems engineers and analysts in the development of special purpose software and hardware. RALPH PFISTERER Special Project Engineer, capably assists BRUCE GRAHAM in the development of hardware.
2. The use of H.P. systems to develop and checkout software.

Hewlett-Packard recognizes customers expectations of Pre-and-after sales support which is embraced within our "TOTAL SUPPORT" concept, and carried out by our Data Products Engineer, GRAEME BROWN.

Other Service Technicians are currently undergoing training and will join the Data Products Service team in the near future.

Dave Wilkinson, Data Products Sales Manager for H.P. Intercontinental has been our guest for a week. He is here to look over our Data Centre and give advice to our fellows.

When Dave failed to arrive in Melbourne on the scheduled flight, an attempt was made to locate him. He was traced to Papeete and there we lost him. Dave insists that the hotel failed to call him and he missed his flight, but the moral of this story is — if you miss your flight, what better place than in Tahiti.

Sydney-Melbourne Airport War

Being able to fly to distant lands direct from Tullamarine will have many advantages. To -hp- employees it will have one big disadvantage — we will miss those farewell drinks with JOHN WILLIAMS at Sydney Airport.

This is not a dismissal notice, John, but for services rendered beyond the call of duty — THANKS.

New look for Melbourne Offices

Work on remodelling of the Melbourne offices is almost complete and those of us who spend most of our time here are very happy with the new look.

Completion of the job has not been accomplished without trying times, discomfort, a few short tempers and much humor.

August in Melbourne is cold. The electrical contractors managed to remove most of the ceiling, providing plenty of fresh air and dust during the time the heating unit was inoperable. The resourceful young man who supervised the job brought in electric heaters for each of us; but these together with all the power tools being used by the construction crew and electricians, overloaded the circuits and we were not able to have all areas heated all of the time. This accounts for some of the most unusual modes of dress ever observed in any office.

In the beginning the girls were very smart in their slack suits, but as time went by and the weather got colder, vanity was forgotten for the sake of warmth. Our award for the most unusual costume goes to the gal in the mohair blanket. All she needed was a papoose on her back to look like a true blue red Indian.

Locations changed rapidly. John Warmington left his office for a few minutes and on his return found that it had completely disappeared. One employee who has been with HP since its inception lost the ladies powder room — it hadn't moved. The walls of one office were moved three times, once as a result of two observant and vociferous females, who the building foreman avoided like the plague thereafter, for fear of having to make other changes.

Telephone conversations were often impossible. A ringing phone seemed to be the signal for drills, saws and hammers to start — added to this was the screaming of the employees trying to talk louder than the noise in order to be heard. S.E.C. did its bit to add confusion and make conditions more unbearable by striking and we were not permitted to use any electricity.

A medal for meritorious service above and beyond the call of duty should be awarded our brave and persevering

girls who manned the switchboard. The carpenters set up

their workshop adjacent to the switchboard. The merciless noise, commotion and confusion had the place in an uproar and there was no heat.

We are happy to be able to add, that if such an award is made, it will not be posthumously for any of the recipients, but for a while it was questionable.

Things are quieter now — the workmen have all departed and we are settling down to work in our new and much more elegant and comfortable premises.

To all of the Melbourne employees, thanks for your co-operation and assistance; to Brian Polglase who directed the entire project; it was a big responsibility which he handled well; and to one who has taken *no* credit, but we know he put in many hours on the plans and specifications — thanks from all of us.

Tremendous Success

These words describe the HP Picnic as all of us Melbourne employees and our families know. For those few who were not there, you missed a good turn. (Translation for non-Aussie readers — a gay get-together).

We must acknowledge the superb efforts of the three chefs — the steaks were cooked to perfection and the jovial attitude of these fellows toward a tiring job (there were more than a hundred of us to be fed), made the food even more enjoyable.

The most spectacularly dressed had to be Darbs — tangerine corduroy slacks!

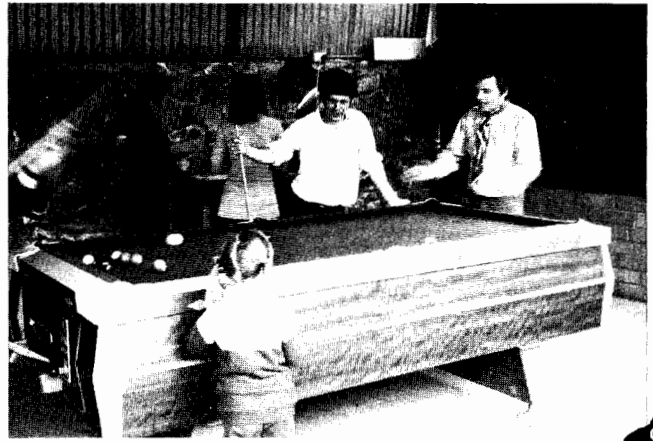
We are glad that Sharon Butterfield could be with us as our special guest and I'm sure she'll tell the Yanks about Australian hospitality.

The presentation speech by John Warmington (he had not been forewarned) brought about more laughter than any other event; and congratulations to Barrie Sutton for supplying the missing word.

Graeme Jacobs, as always very capably tended bar; and one more time Brian, thanks for planning and organizing the whole affair.

To those who were here in July, 1967, it was most interesting to note the growth in the HP family in three short years.

Pictures are better than words so we won't elaborate. See for yourself.



Computer
Museum



Administration Department



Growth, profit and accomplishment for the Australasian Area are some of the responsibilities of John Warmington, General Manager. Joy Wingard, his secretary, is a very competent personal assistant.



Under the supervision of Barrie Sutton, Robin Schmidt is responsible for the functions of the Personnel operation. She gets a lot of help from Joy and Pat.



The man who plans, organizes, directs and controls the functions of the Administration Department, and advises the General Manager on the operation of each group in the section is Barrie Sutton, Administration Manager. He is pictured above with his secretary, Pat Muir.



Accounting:

At the helm of the Accounting section is Alan Darbyshire, assisted by Bruce Thompson. These two were once introduced to an overseas visitor as Clown No. 1 and Clown No. 2. This would be an apt description. They sing and dance and are a great comedy team, much to the amusement of the other employees; but they get the job done — and very well too.

Rosemary Haugh adds glamour as well as sanity to the group. Rosemary takes care of Accounts Payable and assists in the operation of the switchboard.

Order Processing

Graeme Jacobs is manager of the Order Processing Department, and contributing to the success of this operation is Joan Horley, Order Processing Supervisor, Margaret Brookman, Telex Operator, Jean Street and Judy Garde, Teletype Operators. Pam Barrow is Accounts Receivable Clerk. Jack Graham is in charge of warehousing and shipping.

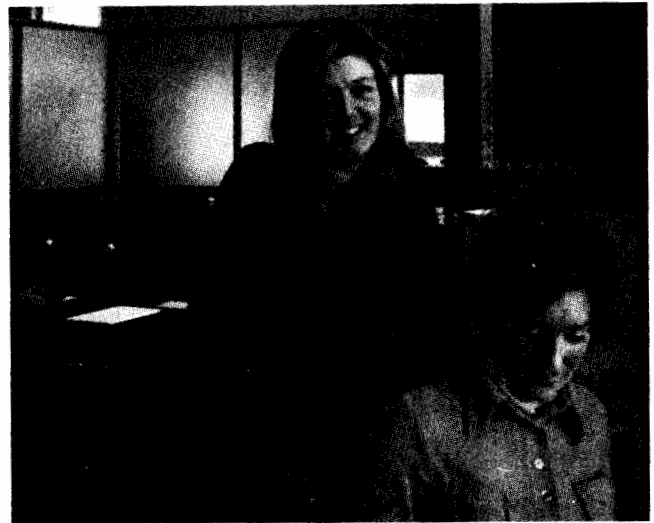


Jean Margaret Judy

Jean, Judy and Margaret are responsible for all communications. They are pictured in the new Communications Room.



Graeme is pictured above with Pam and Joan. Below, the O.P. Group have a discussion with Sharon Butterfield, Order Processing Co-ordinator for the Australasian area, from Palo Alto.



Judy and Margaret

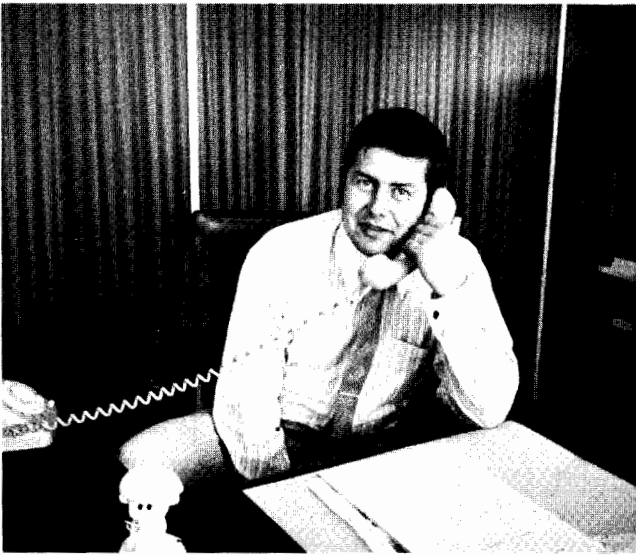


Jack Graham, John Nobelius and Joan Horley look on as Graeme appears to be making a major adjustment to a 9125A Plotter.

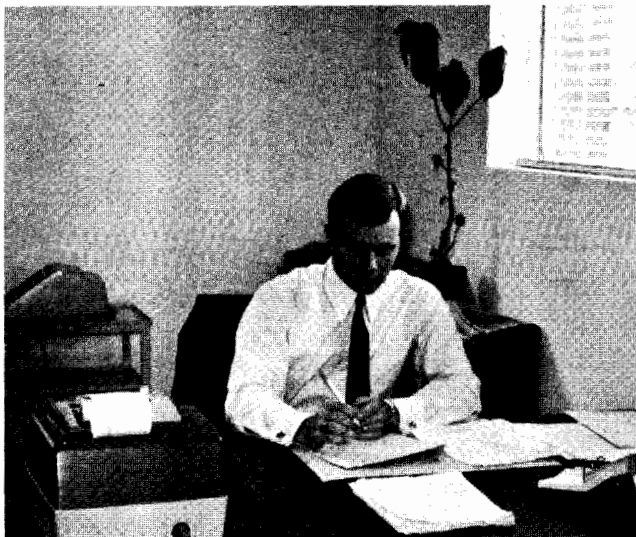


Import-Export

The Import-Export group is under the supervision of Brian Polglase. He is assisted by Ron Pritchard and Robyn Morrison. They have been referred to as the three B's. Biggy, Butch and Beautiful Robyn.



Among Brian's responsibilities are clearance of import shipments and processing of by-laws. Office maintenance falls within the scope of Brian's operation and he coordinated the remodelling of the Melbourne Offices.



Ron is shipping officer and is responsible for compiling clearance of imports.



Robyn does all secretarial work for Brian and Ron and is responsible for all exports.



Ron and Robyn



Bruce - Custodian of Petty Cash

Sydney Office: We have a few new faces here in Sydney — Welcome to our new Medical Field Engineer, Denis Wright, and to John Walter our Data Products Field Engineer. John comes to us all the way from W.A.



Denis Wright

John Walter

Paul Dunn will be going to Brisbane in January as Branch Manager to open our Queensland Office. To replace him as Sydney Field Engineer, Gordon Smith an ex-patriate Australian — presently with HP Canada at the Montreal Office will be arriving sometime in November.

Bill Thomas has been promoted to the newly created position of Calculator/DMI Sales Manager.

Paul and Bill are two of the first HP Field Engineers in Sydney. Congratulations to both and we wish them every success.

Adelaide Office: Well, "Depth" is getting better with each publication. The July edition was read here with extreme interest. Even the wives of our Engineers were asking (before its release) for their copies.

The Hewlett-Packard picnic for the staff in Adelaide and their families will be at Holly Lodge, the property of Gray and Jeanette Morgan. We are all looking forward to a gay old time.

Bette Donaldson's cat, Misda Lee Cilla won a Grand Championship at the Adelaide Royal Show this year, and has gone about as "fur" as he can go. Bette hasn't — she is going to Japan on the "Canberra" in October.

Ken Jackson has been on leave for a week and we are wondering how many telephone calls he has had, intended for the hospital, and at what hours. Ken has just had a phone connected and his number is almost identical to that of a community hospital. Ken probably needs another holiday now. Perhaps the hospital could provide suitable accommodation.

We welcome a new member to the staff, Mrs. Barbara Sheldrick, who will be secretary to Ken Jackson and the new Field Engineer. We hope she will settle down happily with Hewlett Packard for a long time.



Barbara Sheldrick

Perth Office: Since the last issue of "Depth", the biggest item of interest has been our annual exhibition in Perth.

Gray Morgan from Adelaide and Malcolm Kerr and Mike Muller from Melbourne ably supported Ron and Margaret in presenting a very good display which was well received by the local Sandgropers.

The high spots of the exhibition were Malcolm Kerr's computer and Mike Muller's automatic Gas Chromatograph. The latter sounded like an antiquated steam engine!! (Margaret's favourite was the C.R.T. display with a face made up of circles and the caption "Hello, I'm Gray Morgan" — very cheeky!!)

Altogether a good time was had by all both at AND after the exhibition. (Gray Morgan will be glad to know that the stocks of chocolate mousse have been replenished in Perth.)

Perth office is looking forward with great interest to a repeat performance from the visiting entertainers next year.

By the by, Margaret's basketball team has improved out of sight. They actually missed being in the first four by one game! (Maybe the improvement is due to a very enthusiastic (male) coach!!)

Canberra Office: Welcome to Colin Howard, new Systems Engineer for the Central District. Colin was with Australian National University before joining Dick's group.

Margaret Bradshaw is the new secretary in the Canberra office. Margaret has just returned from an extended visit to England.

We are happy to have both Margaret and Colin with — more proof of H.P. growth in Australia.



Margaret Bradshaw

Colin Howard

New Zealand Office: Prior to the two recent Trade Shows, here in New Zealand things had been pretty quiet. You guessed it — it didn't last for long.

We had a very difficult time trying to transport our 2114B Computer around the country. Finally, it was transported by rental van from Wellington via the Cook Strait Ferry, to Dunedin.

Getting a Computer into a van isn't too difficult, but how do you get it out? I guess all you can do is hail a forklift en route, in the main street of Dunedin, borrow it for a quarter hour, then send it on its way again. Well we cannot help but agree that for the trouble it caused it most certainly will give an excellent boost to impending computer sales in this country, which we hope will come our way.

HP had a wonderful display in Auckland at Nelcon III and it is agreed that once again our showing made top billing. Unfortunately (or fortunately), not all details have been disclosed, but our "Spock" seemed to have a good time with the Tahitian dancers. One in particular found that pieces of her grass skirt started disappearing and, to save further embarrassment, had to invite our "genius" up on the dance floor.

A Special Footnote —

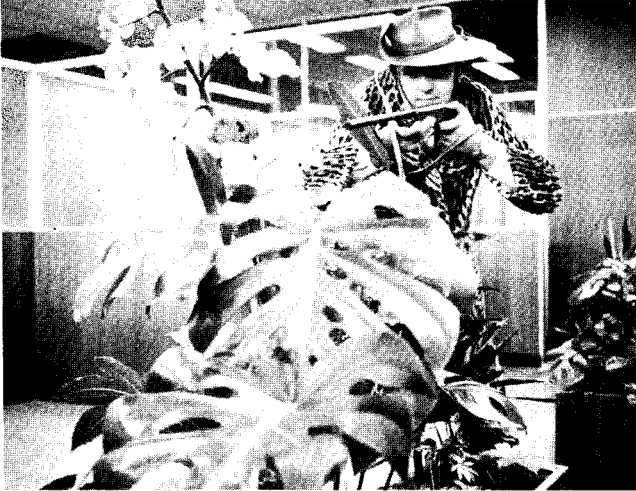
To our Australasian Sales Manager: Don't, please don't, ask me to use HP influence when arranging any Air New Zealand flights for you, ever again. But that's not all! This company has built up a reasonably good reputation with H.M. Customs Department, New Zealand, and our Sales Manager must have come very close to jeopardizing all the good work when he arrived at Mangere Customs Desk. Thank goodness it was Auckland he arrived at and not Wellington!

Accommodation — Dunedin, New Zealand.

Should the occasion arise when it is impossible to secure accommodation for HP personnel in the aforementioned city, a Mr. Barry Barker (an ex electronics man) has extended an invitation to HP staff to stay at his 90,000 square foot "castle"; no kidding. For further information, please contact Don Watson or Mal Kerr or write direct to:

Mr. B. Barker,
Lanoch Castle
Dunedin, N.Z.

(If you're not afraid of Ghosts).



JUNGLE DRUMS: We have moved into our new offices surrounded by tropical jungle. Any visitors, beware of the "man-eating" tiger lilies. You'll know what we mean when you see it. Our chief is Jungle Jim Creed.

First, let us welcome a new member to our ranks — PAM GILLAM, who will help with typing, quotes and controlling salesmen, Southern Area Field Engineers that is. In the photograph below, John Bieske explains to Pam one aspect of the H.P. human relations program — equal opportunity for all.

Don Simmons has been settling into a new home and Mark Goldfeld is watching the walls of his house steadily grow, but poor John Bieske is still trying to pay for the land to put one on; perhaps if he didn't ski so much he might have more dough.

Talking about houses, after Melbourne's WET winter, Ron Hodgson has now a very bare front lawn, but a beautiful topdressed nature strip.

P.S. Don't try to borrow Jim Creed's Car.



SERVICE STATIC: Births: We think that stork has a thing about -hp- staff. We're soon to lose yet another member of our female contingent. Anne Whittaker is to become a mum for the third time. Everybody wishes her well and we'll wait anxiously for news of the arrival . . .

Caroll Adams — ex Parts Centre — gave birth to a baby son on the 20th August, weight 6lbs. Congratulations to Caroll and Chris.



Doug Cheeseman has joined us as Bob Bailly's assistant. The Parts Centre is expanding so rapidly that we can't recruit new employees fast enough for Bob to have time off for a holiday. Welcome Doug, and please stay with us — Bob needs a vacation.



Doug Bennett (Gill's Doug) and Bruce Marsh, Electrical Service Engineer at H.P. Picnic.

Quote of the month — from Danny:

"My wife she said she would rather dress me than food me".

HAPPENINGS: Since last edition there have been a few changes in the Administration Group.

Cynthia Miller left us last month for England. We hear that she is having a ball and has made new friends already.

Welcome to Margaret Brookman and Jean Street. Margaret, who has taken over telex operations, is attractive and unmarried, a fact not overlooked by any of our bachelors; and her wardrobe is the envy of all female staff. (Her mother is a fashion designer).

Jean Street, who was with one of Melbourne's leading newspapers for 13 years has joined us as Teletype Operator. We are very fortunate in having Jean with us and her British up-bringing lends charm and dignity to our group.

Darbs is back, much more sophisticated than when he left, and has tackled his new position of Management Accountant with enthusiasm. We thought there would be an announcement about his romantic interests, but now it looks doubtful, as they say, Alan "C'est la vie". In spite of Alan's new image and possible broken heart, he still joins Bruce Thompson in a pas de deux occasionally. If you don't believe it, ask John Warmington — he was watching the other day.

Barbara Smith is certainly making the most of her trip. She has just landed back in London after touring Italy and Spain. At the moment she is working with a Solicitor (rather stuffy, wears pin-stripe suits and addresses her as Miss Smith). After Barb's flat lease expires in October, she plans to go to the Greek Islands, then she may go to work at HP Geneva.

Two contestants for Miss Australia 1989 arrived in Melbourne in September.

Kym Leanne, daughter of Bev and Ron Pritchard made her first personal appearance on September 4th. Cheers filled the office as Ron walked in. Words were not necessary — the smile on his face conveyed the message.

And for Jan and Peter Matthews, daughter Andrea arrived on September 18th. We don't have the details, but understand Peter was pretty excited on his way to the hospital.

Congratulations to the parents and we'll expect a visit from the young ladies when their schedule permits.

Our leader B.S. is in New Zealand and we all enjoyed the cards he has sent back.

Supposedly Barrie is on a business trip, but it is possible that our kind G.M. felt that the pressure was getting a bit much and sent him to New Zealand to get away from it all.

Our hypothesis is the time Barrie walked through the glass door without opening it first.

He was reading a memo from Dick Love and said he was so confused he forgot to open the door. When Dick heard of this, he was very sympathetic — he sent Barrie two band-aids.

During Barrie's absence, Graeme Jacobs is handling his role of Acting Business Manager extremely well. He has remained cool, calm and collected throughout, even though there have been some trying times.

To Brian Polglase, who has supervised the remodelling of the Melbourne offices — Thanks Brian, for a job well-done.

Another daughter for Gay and John Reid on July 31. If Katrina Anne and her sisters are as lovely as their mother — poor John — the telephone will never stop ringing when they reach the dating age.

Sharon Butterfield, Order Processing Co-ordinator from Palo Alto, was the guest of Qantas on its inaugural flight from San Francisco to Melbourne, and arrived in Melbourne on September 25. She visited in the H.P. offices for a week, lending help and giving advice to the Order Processing Department.

Many of us have worked with Sharon via long distance for several years, and it was a delight to meet her personally. Though the time was short, Sharon, we all enjoyed having you here and are looking forward to seeing you and your husband in March.

Have you told him about the passionfruit we have down here?

One Friday morning late in August, the females of the Melbourne office led by Gill Bennett, decided to "hold a vote" to find the H.P. Favourite Male.

Points were allotted for looks, personality, dress sense and other (which was left to the individual's imagination). The results were quite alarming, with "Butch" Pritchard winning, and Ian Johnston and "Lurcher" Bieske filling the minor places.

After lunch "China" Thompson and Darby, both suffering from inferiority complexes, organized a voting on the birds. This caused another sensational shock with Pat Muir winning narrowly from Rosemary Haugh and Joan Anslow.

On the publication of the results, everyone, with the exception of the winning pair, decided that the accuracy of the results was so far out that no future voting will be held.

THE ADVENTURES OF A TRAVELLING SINGLE GIRL — *Barbara Smith*

As most of you know, I am an ex-employee of Hewlett Packard Australia and am in the process of a well earned holiday after three and a half work packed years. As Barrie

(Simon Legree) Sutton was my immediate boss, you can imagine how badly I was in need of a holiday.

I have been asked to write an article describing some of my experiences to date and rather than write the usual travelogue type description, I have decided to relate the happenings during one funny day whilst in Italy.

Being slightly disorganized my three girlfriends and I unfortunately picked Italy's hottest month in which to explore and consequently spent a lot of time looking for a beach, which is not the usual tourist approach to Italy (mainly because Italian beaches are practically non-existent). At one stage we were staying in a town called Sorrento, south of Rome and had driven for the day to an out-of-the-way beach we had been told would provide us with an adequate day's swim. The beach itself was particularly rocky (there is no such thing as sand on Southern Italian beaches and one has a choice between rocks and pebbles) but by this stage we had all just about expired from the heat so we decided this was better than nothing, and two of us went in for a swim. The swim itself was really great and it wasn't until the time came to get out of the water that the trouble started. My girlfriend, a tall blonde Danish/Australian told me very quietly that something had bitten her foot so with that impetus I literally flew out of the sea.

Betty's foot was swelling rapidly and across the sole were about thirty black spots. She immediately panicked and thought of poisonous fish, etc., so burst into tears. This is always a good attention getter, and within two seconds we were surrounded by a large crowd — all men naturally. Italians are an extremely curious race we discovered as people were coming from miles along the beach to have a look at us. Boats sailed past in quick succession and the restaurant owner across the bay made beckoning gestures in the hope that we would go across and let him in on the fun.

With the help of an Italian phrase book, we established the fact that Betty had been stung by a non poisonous black plant that resembled a small pulsating cactus, and thorns from the plant had broken off into her foot and should be removed. I went back to the car to get a needle which was taken from me by a very authoritative Italian male who proceeded to prod Betty's foot — much to her horror.

I foolishly thought nothing else could possibly go wrong so went for another, much needed swim. When I dived off the rocks into the water I scraped my foot on a hidden boulder and on getting out to have a look, discovered blood gushing from my toes at an alarming rate. The four of us were nearly hysterical with fright and laughter by this stage, so forgetting all thoughts of swimming, we accepted the offer of some of the fellows to take us to the nearest restaurant and "fix our feet". They insisted on giving us all a meal and we sat down to some delicious fresh shell fish, beer, vino, coca-cola and a huge chocolate cake for dessert. None of the fellows could speak English and we couldn't speak any Italian, but we could communicate very well and everyone had a great afternoon — marred only by a slight incident at the end of the day when they wouldn't let us leave and we had to drive down a one way street (the wrong way) to get rid of them. Still, we were used to that by then, anyway.





FOUR MONTH'S HOLIDAY — Alan Darbyshire

Well, Saturday 7th March saw me boarding the T.V. Fairsky which was just a little larger than the tugboats that had been designated to shift it from the wharf.

After a rather hectic farewell in which Johnno and a few of the boys nearly missed getting off the boat, Ray (one of my travelling companions) decided the best way to combat seasickness was to get stuck into a few tins, which we promptly did. It worked for John and me but Ray finished up seasick all the way to New Zealand. This part of the voyage was really rough, and I spent quite a lot of my time with a lifebelt around my neck. I soon settled into the ship-board life, arising at about 2:00 p.m. each day and getting to bed just after breakfast.

Fosters was about 16 cents per tin, and Kool cigarettes 12 cents per packet.

The first three weeks saw a few shipboard romances. There was Natalie from Adelaide, Margaret from Sydney, Sheila Anne from Brisbane, and Wendy and Jan both from Hobart.

Our stopovers were at Hobart, Sydney, Brisbane, Wellington, Tahiti, Cristobal (Panama), Curacao (Sth. America), Madeira and Lisbon. By the time I reached Tahiti (which incidentally was a paradise spoilt by tourists) I had a "ship steady", a photo of whom you saw last issue.

It was miserably cold the day we arrived in London, and I headed up to Manchester via Wales by hired car to see my Relo's. There were aunts, uncles, nephews — you name it — I think I must have come from a family of rabbits. It was quite interesting though, seeing them for the first time for twenty-odd years, and seeing the area where my parents were born and bred, and the hospital which bestowed on me "The Ugliest Baby Ever Born" Award.

Whilst up in this area I went to the Cup Final — Leeds v's. Chelsea, which converted me to Soccer — the atmosphere was tremendous.

John and Ray picked me up in their new B.M.W. 2002, which they had collected in Munich, and we left for the continent.

A brief stop in Brussels then on to Paris — I can't tell you exactly what I did in Paris, but let's say my basic target concept was soon ruined.

We then drove to Rome, through the Swiss and Italian Alps in time to see Fammo lose his world title. The Rome birds were beautiful as were the pizza's and the local brew. The only annoying feature was the millions of Fiat 500's, all driven by angry Italians with hands constantly on their Tooters.

After this it was off to Monte Carlo to see Jack Brabham narrowly lose the Monaco Grand Prix. Unfortunately I didn't meet Princess Grace, but I did have the distinction of being booted out of the Casino, due to the way I was dressed.

We then headed back into the Alps, passing through Turin (a wonderful city), La Trouissair (a French ski resort), and finished in Geneva where I had an interesting chat with our old friend Alan Bickell and looked over the H.P. Geneva offices.

After here, we travelled Switzerland, stopping at Berne, Zurich, Lake Konstanz and Lichtenstien.

After much debate about where we were headed, we decided on Austria and stayed at Innsbruck, then back to Munich. I was very impressed with this city, which is the host for the next Olympics. The Germans certainly know how to get things done, and boy oh boy the girls were beautiful.

One thing amazed me, I realized that even though no-one could speak English, they all coughed and sneezed in English, and also the dogs barked in English!!!

We decided to get on the move again, so we headed for Vienna via Salzburg. Vienna was lovely, if you like statues and churches, but we were more interested in the local brew which was great! It was here we obtained visa's to travel into Hungary (by the way the "blue Danube" made the Yarra look aquamarine).

Morning came, and after booking out of the youth hostel, we headed towards Hungary; we tried to cross into Czechoslovakia on the way, but were forced back in no uncertain manner.

I was terrified crossing into Hungary — barbed wire, machine gun nests and surly-looking frontier guards indicated that our Australian flag wasn't all that welcome there; however, once we penetrated deep into Hungary, the people changed — they flocked round our bright yellow car, which was a real novelty there, and made us really welcome. I was expecting everyone to look like Danny Kovacs, but was surprised to see lovely girls, and generally Budapest was a beautiful city! It did lack however, neon signs, new buildings and colour. Food and wine were very cheap, and the people very honest (an unusual attribute in Europe). All the buildings still show the bullet scars of the 1956 uprising.

After three days we moved off into Yugoslavia, where roads are nearly as bad as our's, and it was at Llubjuna that I left the boys and caught a train back to London.

I flatted in London for a couple of weeks with about 15 people from the ship — the flat cost £25 per week, and the price of food was ridiculous. I didn't tip a taxi-driver and nearly lost a leg — apparently failure to tip is not tolerated.

Big Ben, Buckingham Palace, etc. were a bit of a drag, although Soho was a lively spot.

Time was running out for me as the boys came back to London to see me fly out of Heathrow Airport. I was terrified at the thought of my first flight. The B.E.A. Air Hostesses soon put me at ease and the few pints of Whitebread pale ale also helped.

I landed at Istanbul Turkey for a three day stay. This city was under martial law after riots, and I couldn't leave the hotel after 7:00 p.m. Poverty was extremely prevalent here and the weather was very hot. Hash pushers stopped me on nearly every corner, but drugs weren't for me.

My next flight was to Hong Kong, and we had stopovers at Beirut, Karachi, Bangkok, Saigon (gulp) and Manila.

Hong Kong was beautiful from the air, but on the ground it was hot and smelly. I managed to find a pub which sold Fosters and of all things, Wedgewood Pies. After I came out of this hotel I was attacked by three Europeans, but managed to escape with my wallet and virginity intact.

My good luck continued and I caught the worst attack of dysentery possible.

I flew on to Port Moresby and because of my health cut a four-day visit to two days. I was only there long enough to find out how much certain natives hate the Australians.

I arrived back at Essendon glad to be home. Financially, I was broke, but couldn't help thinking I've seen the world and gathered a wealth of experiences that couldn't be defined in monetary terms. I'm also convinced that Australia is the place to live (sorry Kiwi's you're second) apart from the fact that Australians, including me, tend to be most intolerant of other races; and I was glad the people over there didn't treat me the way some of us would treat them.



Jim Creed



Michael Muller



Peter Whitelaw



Bill Thomas



Malcolm Kerr

Since the last issue of "Depth", our marketing organization has been completely restructured to reflect the changing marketing policies and programs of direct discipline orientation in the larger sales areas.

As announced publicly, the new structure became effective 1 October and briefly the following major changes took place:—

1. Jim Creed was appointed to the newly created position of Electronic Products Sales Manager with responsibility for Electronic Products throughout the Australasian Area.
2. Mike Muller and Peter Whitelaw previously Product Specialists have been appointed Analytical Product Sales Manager and Medical Sales Manager respectively.
3. Bill Thomas will also fill a new position as Calculator/DMI Sales Manager.

The above Sales Managers together with

4. Malcolm Kerr, Data Product Sales Manager, will report directly to Derek Barlow as Australasian Area Sales Manager.

The District (Area) Managers will have full responsibility for Electronic Products within their appointed Districts reporting to Jim Creed and will maintain administrative responsibilities for all other disciplines.

An important aspect will be the need for continued close communication between discipline/district/branch in order that we do preserve the team spirit which is essential to the company's marketing effort.

Final targets and quotas for Fiscal FY71 have been established and it is apparent that each of us has a real challenge to ensure that we fulfil our obligations to obtain the order quota and live within the established expense targets.

John Warmington

Employee Benefits

One objective of "Depth" is to keep all employees equally well informed, and to this end we will take a closer look at the contents of the Hewlett Packard program of benefits in future issues.

We believe the program to be advanced for this area. For every \$100.00 you receive in salary, Hewlett Packard pays an additional \$23.90 in benefits for you. This figure does not include paid sick leave, vacation or public holidays.

A share of the fringe benefits, as they are sometimes called, are paid to you in cash. This includes the cash profit sharing plan and the stock purchase plan.

The Retirement and Family Protection Plan yields a very generous return on your investment.

A substantial amount is put into insurance programs that pay you dollars when they are needed most for payment of medical expense and total protection for you and your family.

Few of us, if any, could individually afford the coverage provided by the company maintained insurance programs.

Workers' Compensation, long service leave and five days sick leave each year are the only legally required benefits.

The largest item of cost in the program is time off without pay. We have not included this in the \$23.90 figure. 10% of the total payroll each year is for time off with pay, either for vacations or public holidays. If it is necessary an employee can receive up to 3.6% of his annual salary in pay for sick leave.

Coffee and biscuits are not considered a part of our benefits package, but since a new employee on her day of induction, asked who she should pay for her coffee, it is obviously something not provided by all companies.

23.9% of the total payroll increasing to 37.5% dependent on paid sick leave, adds up to a great deal of benefit and security for each one of us, and we will give you a complete explanation of each benefit in the program as space in future editions permits.



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