

depth

NEW SYDNEY OFFICE TAKES SHAPE



September 4

On June 23 this year the staff of Sydney office will breathe a sigh of relief as we commence operation from our new sales and service facility at North Ryde. The location of our new office in Talavera Road is in an industrial estate which includes Macquarie University and many high technology companies in the electronics and pharmaceutical fields.

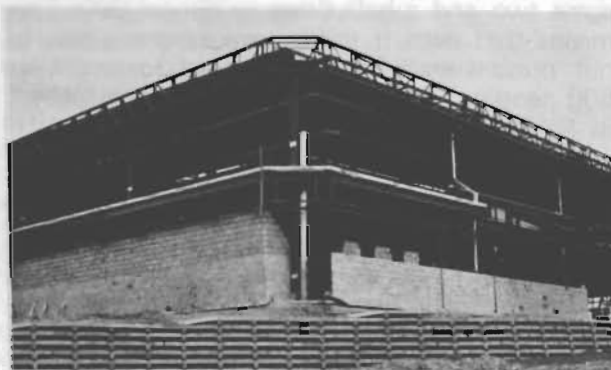
Close by is the C.S.I.R.O. National Measurements laboratory and the C.S.I.R.O. Division of Radio Physics, two long-standing customers of Hewlett-Packard.

The site is approximately 4 km from our existing office at Pymble and is located close to Ring Road 3, a major traffic route that circles Sydney. Many of the streets in the industrial estate are named after famous battles and include Waterloo, Khartoum and Hastings. I am sure the famous battle of Talavera is well known to all. History has it that the road was named Benny Street after a Ryde councillor, however nobody could find any reference to the infamous battle of Benny.

The building is a two-storey concrete block construction and has in the first stage, an area of 4,000 sq. metres with the ability to expand the building to over 7,000 sq. metres. The first stage can accommodate up to 185 staff and sufficient car parking facilities for this number are provided initially.

One of the interesting aspects of the new building is a large feature wall of hand-made sand-stock bricks in the lobby. These bricks came from the old Goulburn Hotel in Goulburn, New South Wales.

The upper level wall cladding is a material new to Australia called Formawall which is a steel sandwich with a plastic insulation in the centre. This material provides a very lightweight and well insulated material and allows fine sculpturing at corners and edges. The appearance of this will be enhanced as the material should not discolour with age and because of its smooth finish any dust should wash off with the frequent Sydney rain.



February 18

The top level is an open plan general office with conference rooms for sales groups meetings and one conference room specifically for use by visiting dignitaries. The top level also has an archives storeroom, a library, a first aid and rest room and a room dedicated to Comsys computer equipment.



March 11

The lower floor contains four large training rooms each fitted with rear projection facilities, one of which will be dedicated to SEO training courses and the others used by all sales groups for customer and internal training.

Also located on the lower floor are equipment demonstration rooms and a number of customer conference rooms that will allow private discussions to be held away from the normal office space.

A cafeteria and canteen area is provided on the lower floor, opening up onto a paved and grassed area containing a barbeque.

In all, the facility is one that we can be extremely proud of and all Sydney staff are anxiously looking forward to moving day.

HAROLD NORRIE



**HEWLETT
PACKARD**



April 18

HP Computer Museum
www.hpmuseum.net

For research and education purposes only.

Growth into the 80's

HP Australasia – The Next Five Years

The Australasian Management Team has just completed the first pass at the FY80 Intermediate Range Plan (IRP), which covers the period through to October 1985. This plan is completed by all entities within the Corporation, and our submission will be included within the ICON Regional Plan for onward submission to the product groups and to Corporate. The key parameters to this plan relate not only to orders for both products and services, but also to our requirements for capital, facilities and people.

Looking forward to 1985, the IRP forecasts that our orders will increase by a factor of 3½ times over this current fiscal year with all product groups showing strong consistent growth. Our largest group, the Computer Group, also shows the highest growth rate and through this period will grow from 51% of HP Australasia's business to some 60%.

A large part of the Computer Group growth will be in the area of sales of business or commercial systems. Products aimed at this market can be expected to continue to show significant price reductions. Thus, to achieve our growth in dollars, we will have to show an even higher growth in the number of systems installed. This will mean that HP Australasia will be developing a very large base of new customers. They will be customers who are not only new to HP, but who are also very demanding due to the nature of their system application. (For example, consider the impact on HP when one of our in-house systems fails, e.g. COMSYS.) This evolution of our customer base will place high demands on



our abilities as a company to be responsive to customer needs. It will test the abilities of many parts of our operation in terms of Sales, Service, Credit, Order Processing and Distribution. I suggest that all of us start being more critical of the way in which we handle our customers. We need to develop these skills and sensitivities to their demands as a matter of urgency. As our commercial computation market increases, these demands will be even greater and we should learn to cope now.

Another interesting number to emerge from the IRP relates to headcount. From now until October 1985, our number of people will grow some two and a half times to almost 900. This means that even if there were zero attrition in our present staff, we would need to find over 500 people. The increase in headcount is highest in Sales and Service (both hardware and software) and, to a lesser extent, in Commercial Services. Since we are a high technology company, finding additional people of a suitable calibre will be difficult and there is little doubt that by next year we will need to have an active college recruiting program. There will be insufficient suitably trained and experienced people available, so we will have to be prepared to do more basic training ourselves.

The first half of the Eighties looks very exciting and challenging. The challenges will be people-related. Can we satisfy our customers' needs and can we recruit and develop enough suitable people? The two are obviously inter-related.

The degree of success we achieve in meeting these challenges depends on our most important asset – our people; it's a big responsibility for the 300 employees who constitute our present team, but it is one to which I am confident we are equal.

David Bohne

From The Managing Director

Although there have been a good number of changes since we held our major "get together" of the field team at Shepparton early November '79, most of you will recall the theme for the meeting as "Growth into the 80's".

With the first quarter of calendar 1980 completed, it is not surprising that a large number of seminars, symposia, forum and speeches made by industrial and/or parliamentary leaders have been directed towards important events for the decade of the 80's.

"Australia's Role in the 80's", "Energy in the 80's", "Oil in the 80's", "Oil through the 80's" are some of the titles which have a good deal of significance to all of us – both individually and through our working day life.

From all accounts, Australia is particularly well blessed with most of the raw elements to survive this particular decade, although it would prove a real boon should further oil deposits be found within a short time-frame.

Enormous sums of money, running into many Billions of Dollars, are going to be spent during the next few years on Capital Equipment and the infrastructure required to take advantage of Australia's unique position so far as mineral wealth and energy is concerned.

Bearing some of these events in mind, each of these developments should lead to incremental business for HP. New townships, new port facilities, new railroads, new power generation plants including Nuclear Energy will come into being during this decade.

Along with all these developments – too numerous to mention in this short article – there will be an increasing population which should nearly double by the year 2000 – and that's not so very far distant.

All these events coupled together spell an extremely exciting decade ahead for HP, its products and its people, which would tend to support inputs from others in this issue of "Depth" of the magnitude of our people requirements during the upcoming IRP period – (Intermediate Range Plan thru 1985).

Based on our past performances, there is no reason to suspect that we will not continue to introduce new products and perhaps enter new fields (naturally tied to our Corporate Objectives) which would enable us to maintain continued growth levels of much the same order which would indicate a trebling of orders and people during this period.

With this growth pattern, it should be very obvious that there will be tremendous scope for many additional people with the required talents to have more opportunities in the supervisory and management levels.



John Warming

New Employees

New Employees — AUSTRALIA

Brian Kopp	CEO	Sydney
Debbie Pinter	Secretary, Computer Sales	Brisbane
Roger Morgan	Personnel	Melbourne
Barbara Williams	Information Systems	Melbourne
Colin Scott	Computer Sales	Sydney
Alison Henderson	Secretary, CEO	Sydney
Stan Karpowicz	Computer Sales	Melbourne
Peter Simpson	Warehouse	Melbourne
Heather Hooper	Accounts Receivable	Melbourne
John Edwards	Computer Sales	Melbourne
Cheryl Gray	Computer Sales	Melbourne
Peter Colquhoun	SEO	Sydney
Anne Collins	Secretary, Computer Sales	Adelaide
Garry Lau	CEO	Sydney
John O'Brien	SEO	Sydney
Carol Blackman	Secretary, Computer Sales	Sydney
Duncan Coles	CEO	Sydney
Kam Pow	CEO	Melbourne
Yves Knezy	CEO	Melbourne
John Knaggs	Computer Sales	Sydney
David Pawley	Contracts Admin.	Melbourne
Tony Johnson	Instrument Service	Melbourne
Brian Mansell	Hand Held Calcs. Service	Melbourne
Robyn Fisher	Accounts Receivable	Melbourne
Calvin Rose	CEO	Sydney
Bill Davis	CEO	Melbourne
Alan Stoops	Instrument Sales	Melbourne
Greg Plummer	CEO	Melbourne
Bruce Miller	Computer Sales	Melbourne
Janet Gibson	Marcom	Melbourne
Bob Hands	Warehouse	Melbourne
Diane Condon	Secretary, Admin.	Melbourne
David Robinson	Instrument Service	Melbourne
Ann Hill	Canteen	Melbourne
Geoff Stewart	Computer Sales	Melbourne
Bob Calwell	Credit Control	Melbourne
Bill Jacobs	SEO	Melbourne
Carmel Bradbury	Secretary, Personnel	Melbourne
Arvin Bhagat	Instrument Sales	Sydney
Robyn Eustace	Order Processing	Melbourne

New Employees — AUSTRALIA

Bill Sharp	Instrument Service	Melbourne
Ewen Wilson	Accounting	Melbourne
Marilynne Millward	Secretary, Hand Held Calcs.	Melbourne
Mary Lam	Secretary, Instruments	Melbourne
Merja Virtanen	Reception & Service	Perth
Andrew Moore	Computer Sales	Perth
Jon Johnson	CEO	Sydney
Enid Braszell	Service Admin.	Melbourne
Andrew Robertson	CEO	Melbourne
John Swift	Instrument Service	Melbourne
Vi'Niedermayr	Secretary, Computer Sales	Sydney
Terry Kenney	Info. Systems	Melbourne
Jack Atkins	Accounting	Melbourne
Chris Wailles	SEO	Sydney
Margaret Creke-Barratt	Admin.	Sydney
Brian de Lima	Computer Sales	Sydney
Chris Cantor	CEO	Perth
David Talbot	Computer Sales	Sydney
Robert Deters	C.E. Support	Sydney
David Nash	CEO	Sydney
Peter Webb	Technical Computer Sales	Melbourne
Sue Saultry	Secretary, CEO	Melbourne
Stephen Paul	SEO	Melbourne
Ron Brown	Instrument Service	Melbourne
Robert Manderson	Instrument Service	Melbourne
Nancy Garlick	Service Admin.	Melbourne
Frank Crino	CEO	Sydney
Daryl Saunders	SEO	Sydney

New Employees — NEW ZEALAND

Keith Watson	Instrument Sales	Wellington
Judith Northover	Secretary, Service Admin.	Wellington
Gerard Elkink	Calc. Service	Wellington
Brian Leighs	Administration	Wellington
Cheryl Joseph	Secretary, Computer Sales	Wellington
John Moriarty	SEO	Wellington
Gerard Hoffman	Administration	Wellington
Margaret Skews	Secretary, Computer Sales	Wellington
Caralyn Kelly	Administration	Wellington
Robin Grundy	Secretary	Auckland
Rosanna Bree	Clerk, Order Processing	Wellington

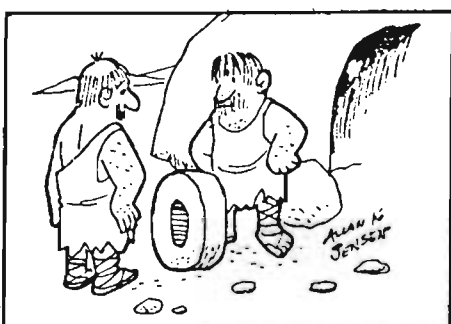
Transfers

TRANSFERS — AUSTRALIA

Mike Mallalieu	Admin. Manager — N.Z. to Accounting Manager — Melbourne
Mike Muller	Analytical/Medical Sales Manager — Melbourne to Regional Marketing Manager, Medical/Analytical — Icon
Bruce Graham	District Manager, Computer Group to Area Sales Manager — Analytical/Medical — Melbourne
Bruno Zielke	Sales Representative to District Manager, Computer Group — Melbourne
David Booker	Country Manager — South Africa to Marketing Manager — A/asia
Neil Moseley	Instrument Service to Medical Service — Melbourne
Terry Wilde	Sales Representative to District Manager, Computer Group — Melbourne
Bernd Rottinger	Customer Engineer to District Manager, CEO — Melbourne
Phil George	Instrument Service Engineer to District Manager — Hand Held Calcs. Melbourne
Mavis Frost (Bromage)	Marcom — Melbourne to Service Co-ordinator — Sydney
Sammy Krajua	Secretary, Admin. to ROPS Supervisor, Admin. — Melbourne
Carol Donaldson	Secretary, Computer Group to Secretary, Accounting — Melbourne
Sally Imberger	Admin. to Secretary, SEO — Melbourne
Judy Elliott	Receptionist to Secretary, Computer Group — Perth
Yvonne Warner	Secretary, Instruments to Order Co-ordinator — Sydney
Ian Murray	Customer Engineer to Instrument Sales — Perth
Robert Dey	Computer Sales to SEO — Melbourne
Yves Knezy	Customer Engineer — Melbourne to Analytical Service Engineer — Adelaide
Chris Armstrong	Office Supervisor, Admin. to Commercial Services Supervisor, Admin. — Sydney

TRANSFERS — NEW ZEALAND

Judith Northover	Secretary to Service Admin. — Wellington
Gerard Hoffman	Order Processing Assistant to FICS Co-ordinator
David Morel	SEO — Wellington to SEO — Auckland



'It Looks Interesting — Let's Run It Through the Computer and See if It Has Any Potential.'



Keeping Track

Since the last issue of Depth, with many new faces and people appearing in the Company and people transferring to new positions, we've given a summary (next page) of all new faces and transfers that have taken place in Australia and New Zealand.

The trend to more and more new people will certainly continue, and in fact we will have to recruit approximately 3 times the number of people we have now to get where we appear to be going in the next 5 years.

This means generally that 30% of our people will have less than 1 year's service in the company on a continuing basis. The onus is then on all of us to assist new people to integrate into the Company and help them understand our way of doing things. Additionally, changes will continue to occur at an accelerating rate and if we are to continue what we know is the HP Way we have to remain aware of the growing challenges ahead.

RAY GERWING

Cetia 80

The 1980 Cetia electronic exhibition was held in Melbourne in the last week of April and saw HP exhibit with a larger than usual stand. It was an island format with the computer, instrument and calculator groups sharing the floor space.

Visitors to the exhibition were able to walk straight onto the stand from all four sides to watch continuous equipment demonstrations.

The best drawcards seemed to be the 9872 4 colour graphics plotter and the versatile new HP85 personal computer.

It appears that our stand was one of the largest and best attended and looked busy most of the time.

PETER DELBRIDGE

Profile: Peter Philipp

It's been quite a while since we've seen Peter Philipp around HP's Melbourne office and no doubt a lot of people have been wondering what he's been up to.



Peter first came to HP in November of 1974 where he started as a Staff Engineer for the old Desktop Computer Group. He moved into a position as Field Engineer in 1976 for this group selling systems such as the 9845 for the next two years.

At the end of 1978 Peter decided to finish his Master of Business Administration at Melbourne University for which he had previously been studying on a part-time basis.

After taking leave of absence from HP for 12 months to complete the degree, Peter headed off to the US to negotiate a position in HP's DSD Division in Cupertino. The position Peter has been offered is that of Regional Marketing Engineer for Australia, New Zealand, Japan and the far east.

This position is in a new group aimed specifically at supporting sales of HP 1000 Computer Systems.

Peter has been intending to get involved in Factory Marketing for a long time, collecting an Electrical Engineering Degree before his MBA.

Currently, while waiting on a work permit and visa which will allow Peter to take up the DSD offer, he is working as an assistant to Australasian Computer Sales Manager, John Bieske, on marketing assignments, seminars and various other tasks.

BRIAN SCERRI

While wandering around . . .

One of the subjects that comes up as I travel around is the one of the confidentiality of discussions that employees have with personnel people.

In our communication and development roles as well as in administration, especially record keeping, it is extremely important that information given to us is, as a matter of routine, kept totally confidential. What do I mean by totally confidential . . . I mean that no one, whether in management, personnel, or elsewhere, should be allowed to share the content of such discussions.

Now it is quite clear that often this will prevent you from doing anything at all with information given to you, but it may well be that the discussion alone and your own inputs and perspectives help the person talking to you.

Should the employee wish to have more people work on their situation, and there will be times when you should encourage this, then you can suggest a course of action to them whereby they can get in touch with more people or you can get their permission to talk to others who may be useful.

Dave Booker and John Gwyther Take To The Sky

The weekend getaway is a way of life in Australia and for Dave Booker and John Gwyther of HP Melbourne it can mean gliding in the sky like eagles. Both are keen glider pilots who fly for competition and the pleasure of sailing powerless through the skies.

John Gwyther is a software specialist with the Computer Systems Group and Dave Booker is the General Marketing Manager. Occasionally the two team up with John as pilot and Dave navigating.



Recently the two (intrepid?) airmen won a 115 km round trip event which took them about 50 km out from their Benalla airfield base. Conditions were not conducive to easy gliding on the day and many of the 35 entrants had to put down in fields and paddocks and then wait to be trailed back to the airfield. Our HP Air Aces might have suffered the same fate when they got as low as 700 feet above the hills around Benalla. Mostly they managed to maintain height ranging from 1000'-4000', and in a powerless sail plane relying on thermal air currents and the wind, a few thousand feet of altitude helps promote a feeling of confidence.



While wandering around . . .

It is absolutely essential, however, that without their permission the content of your discussion and even the fact that they came to you at all remains with you and you alone. In this matter, your first responsibility is to the employee and to no one else unless your judgment suggests that criminal matters or the safety of other employees is involved, in which case you should talk to your manager.

I have heard of several occasions where this position of trust has been disregarded, and I have personally learned of one or two such situations in the past year.

We in personnel have a reputation to build in this area and the time to start is now. It is our obligation to employees and to the company as part of our jobs that anyone at any time should feel completely secure in sharing with us their hopes, troubles, thoughts, and confidences.

(reprinted from an article written by John Doyle, Vice-President, Personnel, from HP's Personnel Newsletter).

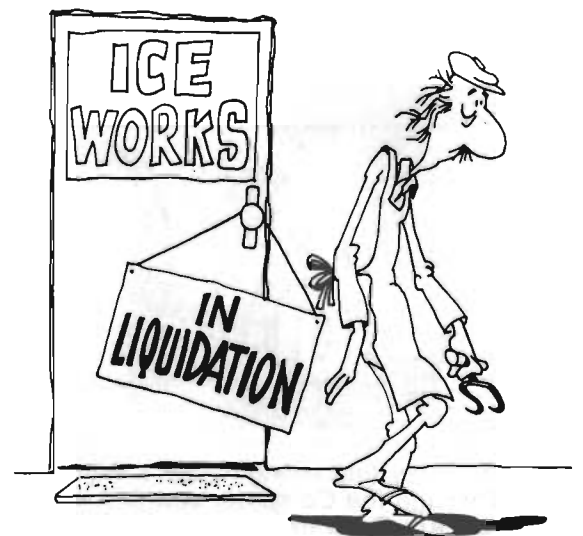


As it turned out, Dave and John won the race by clocking in only 30 seconds ahead of the 2nd placegetters in a time of 2 hrs and 50 minutes — a slow race by normal standards.

Dave and John's aircraft for the race was a Rumanian built IS28 2 seater sporting aircraft built for racing. It has a wingspan of over 55 feet, weighs only 1000 lbs, and is capable of speeds up to 120 knots (135 mph).

The aircraft is owned by the Benalla Gliding Club which is the biggest in Australia and has just celebrated its 50th Anniversary. John has been with the club for 14 years and now serves on its executive committee. Dave was introduced to the club by John on his arrival in Australia last year. Dave gained most of his 7 years experience in the UK and in South Africa where he was HP's Country Manager.

PETER DELBRIDGE



HP Have Pride

Our training and conference rooms are a valuable source for learning and communication. We should, therefore, care enough to clean them up and straighten out the furniture following their use. There is no automatic service to do this and we have had some embarrassing situations lately of starting meetings with visitors among the trash and old coffee cups of earlier meetings. So please treat these areas as assets. Bookings for the rooms and audio visual equipment should be made as early as possible.

BRIAN SCERRI

An Impression Of Australia

by Rex Jooste,
Systems Engineer, HP Sydney

When I migrated to Australia from South Africa early in 1978, one of the first things I noticed was the quality of the beer. There are many varieties, all good and some excellent. In fact, only in Czechoslovakia have I ever encountered a brew that rivals the local stuff. It took me some time to get used to the measures by which it is served ("middies", "schooners", "jugs", "10 ounce glasses", etc.) and this varies from one State to the next, just to confuse foreigners.

My infiltration of the Land of Oz has been a pleasant process, with few problems and hardly any traumas, except one: Driving a car in Sydney scared the pants off me at first, and the incredible "give way to the right" rule still worries me sometimes. At least I was used to driving on the left. I shudder to think what it must be like if you have driven on the right all your life. The average Sydney driver, cursed with a road system optimized for horsedrawn carriages, is chronically:—

- (a) in a hurry (even on Sundays);
- (b) convinced he's* in the wrong lane;
- (c) certain that all the other road users are cretins.

*Lady drivers seldom have this tendency, but I have seen some notable exceptions.

On to more pleasant things. What to do over the weekend should never be a problem in this country, especially in the coastal areas. I have found a new definition for "infinity": The number of beaches, picnic spots, bays and boating places in Australia. The Sydney area is particularly well endowed. One of the greatest national pastimes seems to be "just messing about in boats" and most families within striking distance of water seem to own one.

What do I like most about this country? The freedom of thought and expression and the forthright, no-nonsense attitude of the people. There are no sacred cows. Politicians are ruthlessly grilled by television interviewers and pomposity evokes instant ridicule. I perceive as part of this syndrome a nation-wide concern for the environment and the preservation of the fundamental qualities of life.

I find myself in total agreement with these attitudes and maybe that, more than anything else, explains why I feel so completely at home in my adopted country.

New Components Position

Betty Hamilton has been appointed to the position of Distributor Sales Specialist effective as from April 1, 1980. In this role she will be responsible for the day to day sales support for our sole distributor for Components in Australasia, CEMA Electronics Pty. Limited.

As this position is a newly created on world-wide, Betty had the opportunity of attending the inaugural Distributor Sales Specialist Training Seminar in Palo Alto recently, during which time she met all her counterparts from the U.S.A. and Canada and all girls underwent an intensive training course designed to fit their new role.

HAROLD NORRIE



Front row, left to right: Zahava Kraicer/Lexington, Lois Hingle/King of Prussia, Edie Havard/Los Angeles Airport, Wendy Foley/Canada.

Back row, left to right: Cindi Turley/Santa Clara, Chris Zeglin / Chicago, Betty Hamilton / Australia, Maureen Bennett/Paramus.

Food For Thought

Ten Commandments of Good Human Relations

1. **Speak to People:**
There is nothing as nice as a cheerful word of greeting.
2. **Smile at People:**
It takes 72 muscles to frown and only 17 to smile.
3. **Call People by name:**
The sweetest music to anyone's ears is the sound of his/her own name.
4. **Be friendly and helpful:**
If you would have friends, be friendly.
5. **Be cordial:**
Speak and act as if everything you do were a genuine pleasure.
6. **Be genuinely interested in People:**
You can like everybody, if you try!
7. **Be generous with praise:**
Cautious with criticism.
8. **Be considerate of the feelings of others:**
It will be appreciated.
9. **Be thoughtful of the opinions of others:**
There are three sides to controversy — yours, the other's, and the right one.
10. **Be alert to give service:**
What counts most in life is what we do for others.

HP Joins NADOW

Hewlett-Packard has become an associate company in NADOW, the National Association for training the Disabled in Office Work in NSW. This association came about from contact between Miss Sheila Blackmore, MBE, FAIM, AACS, the founder of NADOW and Colin Howard, District Manager for our Computer Systems Group in Sydney.

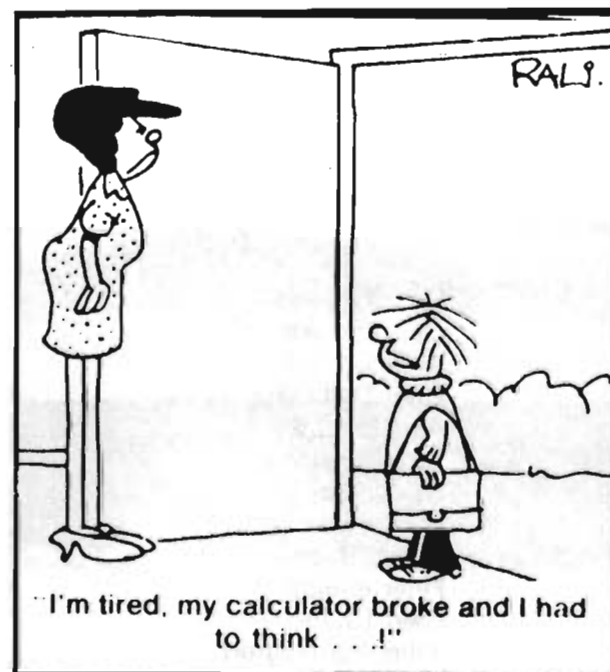
Nadow have a training scheme specifically for computer people and it runs as a scheme within the overall Nadow office work training plan.

The presentation of a cheque and a letter from John Warmington confirming our agreement to become an associate company was made by Harold Norrie and was given to Mr Ian Richard, the chairman of the Nadow Computer Training Scheme. The presentation was made at Nadow's headquarters in Sydney in the presence of Sheila Blackmore, Mr Sydney Smith, the computer training manager, Mr John Haines, Nadow's office manager and Narelle Stone, the training supervisor.

Nadow's major training activity for office workers is the running of a printing company which provides opportunities for training in many aspects of office work as well as providing a useful and realistic work experience.

HAROLD NORRIE

Below: Harold Norrie presents the cheque to Mr Richard



New Computer Support Group

In FY'79 the growth of the CEO within HP was a deciding factor in the formation of the "Computer Support Division". It became obvious at this time that the demands of the field on the Division Support Teams began to outstrip their capacity. Rather than increase the size of the Division Support Teams, it was considered more effective to decentralise support into the field, thus the "Technical Support Organisation" was born.

The TSO has the responsibility of making specialist product knowledge available to the field C.E., providing ongoing training on new and existing products and acting as the Division Representative to the field.



Sue Saultry

The Australian TSO was formed near the end of FY'79 — initial members being Lindsay Gale, Brian Marsh and Alan Dobby. Lloyd Stott brought his DCD experience into the group when the Desktop Computer Division joined the Computer Systems Group and Sue Saultry joined us in April, providing secretarial support to the team.

Since inception, the TSO has implemented a local training course based on the CSD level 100 training in the U.S. This course was run over January and February and included an instructor from Boise Division.



Lloyd Stott

Training programs are being planned to cover the full range of CSG products. Currently a basic training course on DCD products is being held in Sydney by Ray Mills. Lindsay Gale and Lloyd Stott are attending TSE meetings and training in the U.S. and Brian Marsh is scheduled to visit GSD in the near future.

The TSO will play an increasing role in the areas of problem site management and technical information distribution, while continuing with training plans to update the field on new and existing products.

ALAN DOBBY



Alan Dobby

Mike Muller Returns

Most of you will remember Mike Muller, formerly of HP Melbourne and now Icon's Medical, Analytical Sales Manager.

Mike will be in Australia at the end of May with the new Medical, Analytical Service Manager for Icon, Dick Aal.

The two will be in Melbourne May 26 and 27, Brisbane May 28, Sydney May 29 and Perth May 30.

BRIAN SCERRI

Is it true that a copy of the list below can be found in the glovebox of all HP Company cars?

Congratulations on attaining your brand new, Company car!

You will find your new car may incorporate the following features which could never occur in your private car.

1. They travel faster in ALL gears, especially reverse.
2. They accelerate at a phenomenal rate.
3. They enjoy a much shorter braking distance.
4. They have a much tighter turning circle.
5. They can take ramps at twice the speed of private cars.
6. Battery, water, oil and tyre pressures are not needed to be checked nearly so often.
7. The floor is shaped just like an ashtray.
8. They do not require to be garaged at night.
9. Can be driven for up to 100 miles with the oil warning light flashing.
10. They need cleaning less often, especially inside.
11. The suspension is reinforced to allow carriage of concrete slabs and other heavy building materials.
12. They are adapted to allow reverse gear to be engaged while the car is still moving forward.
13. The tyre walls are designed to allow bumping into and over kerbstones.
14. Unusual and alarming engine noises are easily eliminated by the adjustment of the fitted radio volume control.
15. No security needed. May be left anywhere, unlocked, with the keys in the ignition.

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Let's Advance Australia

Gwen Welsh in Melbourne office — with assistance from state offices has put together an enormous kit about Australia for presentation to overseas computer systems visitors. The kit includes everything from a sample of Gold Coast sand to the recipe for Pavlova. It is more comprehensive than any book you can buy and cost very little to produce thanks to the hard work put in by Gwen and her assistants.

BRIAN SCERRI



"That's what I miss about a company car — the loving care and attention you devote to yours."