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FOR AUSTRALIAN AND NEW ZEALAND
STAFF AND FAMILIES OF HEWLETT- PACKARD
No 17 December 1984



● Computers at heart of iron ore mining

Another good year in 1985

For the Australasian Region, FY84 has been a very good year.

We have had an exceptional growth in orders and shipments. For the first time, our revenues exceeded \$100 million.

This has been achieved by the contribution of all of you, and could only have come through good teamwork and willingness to put in the extra effort at critical times, especially month's end.

Many thanks.

Looking forward to 1985, I am very optimistic that we will have another excellent year, for several reasons.

- The corporate reorganisation has taken place. Our local implementation of it puts us in an even stronger position to exploit the opportunities of our local market, and we can achieve both good order growth and improved customer satisfaction.
- I have just visited Palo Alto with some of the other senior Region Managers for strategic briefing from each of the eight new product groups. It gave us an opportunity to see, first-hand, the new organisation as it impacts the Divisions.

The new groups are already focusing on markets and applications, and have very exciting plans to strengthen HP's position both short and long term.

Many of our new products are very exciting and will give us a competitive and technological advantage, especially now we have the leverage of a single sales force.

- The world economy is still in a growth phase, which both countries in our Region will hopefully continue to experience.

Overall, the prospects for 1985 are very good.

The success of 1984 was not achieved without some impact on our families — our success depends on their understanding and support.

I hope the coming holiday season will provide all of you an opportunity to relax and be with your families and friends.

May I take this opportunity to wish you and your families a very Happy Christmas and all the best for the New Year.

DAVID BOOKER

FRONT COVER: Computers keep tabs on every move in exploration, blasting, digging, crushing, screening, assaying, treatment and transport of Hamersley Iron's ore from its Mt Tom Price and Paraburdoo mines.

Computers record the weight of ore as it is loaded into huge trucks to be taken to stockpiles, then loaded onto railway wagons for the long haul to Dampier and tipped from conveyor belts into 200,000-tonne behemoths that take it across the seas to Japan and Europe.

Size of the trucks can be judged from the cover picture of Perth Branch General Manager **David Chambers**, dwarfed by a unit brought into the workshop for computer-scheduled maintenance.

Trucks can carry up to 170 tonnes over steep and unpaved ironstone roads. ■

Equipped with stout hiking boots and water wings, you set out *true west* from Canberra.

What states of Australia, seas, oceans and foreign countries do you traverse before getting back to good old ACT?

Answer is on p8.

depth

is published for staff and families of Hewlett-Packard in Australia and New Zealand — for people like:



MURRAY THOMAS
Customer Engineer
Perth

TEAMWORK

Splendid teamwork within the company and gratifying confidence and co-operation outside it resulted in a million dollars just making it into the till and being included in FY84 figures.

Warehouse Supervisor **Bill Alison** tells the story:

The Telecom inspector normally checks 25 computer terminals on his once-a-week visit. In the last week of October, the factory landed us with 160, a seven-day chore, not counting another day for all the other Telecom stuff. We had only five days to the chop-off of FY84.

Punting on HP's reputation, we asked Telecom if it would break all precedent and inspect on a sample basis. Would it inspect 20 at random from a stack of 90 and another 20 from the other 70? If a single VDU should fail, its whole batch could be rejected.

Telecom agreed. The warehouse worked until 10pm a couple of nights and the Field Repair Centre paced us as we unpacked and set up 90 machines. The first sample passed.

Then goodwill built up with Customs came in handy. One batch was cleared before the cargo even reached Australia. The duty Customs officer gave an after-hours clearance on Friday night for us to get hands on the things on Saturday. By the warehouse working through the weekend, FRC was able to do tests on Monday and Telecom inspected on Tuesday.

Again a 100% pass. The combined effort had shrunk eight days' work into three.

Geoff Brown, Laurie Cini, Dave Wiggett and Mark Wilkins were the warehouse stalwarts. **Peter Lalor's** FRC team was **Mike Holmes, Gary Visser and Leanne Martin**; and **Greg Beers**, with **Stuart Forbes**, used their considerable charms on Customs contacts. ■

Municipal trailblazer

Campbelltown City Council, 55km south of Sydney, recently gave good news to Sales Representative **Colin Scott**.

It intends to give HP full responsibility for computer capability, which means pensioning off other systems which have frustrated its development plans.

An HP9845B and a 9000 will service the council's engineers; the central library and its satellites will have a dedicated HP3000/42; and an HP3000/48 will service administration and finance.

But already a fourth system is planned to let the rapidly developing municipality map every parcel of land under its administration and for information to be assessed from any of a large variety of references.

Its comprehensive profiles will quickly tell not only ownership and rates income but things like lot and postal number; approval for residential, business or industrial development; special use (like walls smoothly plastered for food shops or specially fire-proofed for flammable materials); demolition or repair orders; likelihood of resumption for new roads; whether there are kerbs and guttering, easements and unpaid rates to be chased at time of resale.

Campbelltown's EDP manager, **Mike Limbrey**, said about the deal: "We don't think we're taking a great risk putting all our eggs in one basket. We have confidence in HP's capacity and integrity."

The Council's decision was strongly influenced by the satisfaction it has had from the services of software supplier, **Genasys**.

"Genasys went to pitch for us. It had decided to use only HP equipment. We helped each other. Alone, neither of us could have done it," Colin said.

The Campbelltown initiative is being watched by scores of local government authorities throughout Australia. ■

Monash gets \$20,000 gift

A spectrophotometer donated to Monash University was gratefully received by the Vice-Chancellor, **Professor Ray Martin**, and Professor **Ron Brown**, of the Chemistry Department.

Senior Lecturer **Dr John Yandell** said they welcomed the machine which was a new type that gave much faster measurements of the absorption of light in the visible and ultra-violet regions.

Corporate Development Manager **Bruce Graham** and Sales Representative **John Lynch** attended the hand-over and installation. ■



● Professor Martin (left), Professor Brown, Bruce Graham and John Lynch at Monash University

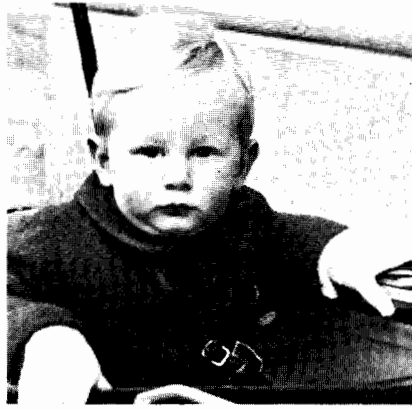


● Campbelltown Deputy Town Clerk **Ron Streater**; (left) **Mike Limbrey**; Town Clerk **Keith Garling**; and **Colin Scott**

Yesteryear

The lady on the right in the picture below thinks she must have been in the 4th grade "because the three earlier class pictures show me with ringlets."

Turn to p8 to learn who she is and what she's now doing for HP Australia.



A fading note on the back of the pram picture reads: "This was taken outside the post office in the village about three weeks ago. I was inside getting stamps. A very solemn look but one he gets when he's not too sure of people."

Again, turn to p8 and decide whether he's ever given you that kind of look. ■

□

MARRIED: Office Sys Co-ordinator Judy Bottomley and Graham Allan at Melbourne Grammar School Chapel on October 20.

□

Plain Speech

Bruce Marsh admits under pressure that his "shorthand" is short on speed but insists that this is how he heard objectives spelled out at the Emerald regional strategic planning meeting:

We must create a mindset that results in synergy, overcoming sub-optimal predicated tokenism, consistent with corporate objectives.

And exploit a superset of subsets consistent with collective esoteric vision that will encompass the diverse, co-ordinated, grossly draconian state-of-mind mega sales force with giga expenses.

And then wangle an all-encompassing, hanky panky, loosey goosey, tautological, visionary statement that will galvanise the man with the facts — who is only a man without facts hiding his light under a bushel — to talk to the point.

We're working on getting a better translation. So far administrators of the estate of the late Isaac Pitman have repudiated the Marsh notes as bearing any resemblance to their system but a Cairo hieroglyphist says some outlines are vaguely reminiscent of pyramid graffiti. If he comes up with a version that isn't too rude, *Depth* will pass it on.

WELCOME

- Samantha Jane, first born of Order Co-ordinator Tony Holman and Liz at Cabrini Hospital, Malvern, at 1.30pm on October 8 (3884gr/8lb 9oz).
- Thomas William, son of IBS/CMS Co-ordinator David Pawley and Margaret at St George's Hospital, Kew, at 2am on October 29 (3969gr/8 lb 12oz).
- Amber Jane, daughter of Imp/Exp Co-ordinator Greg Hill and Lynne, at Cabrini Hospital at 2.24pm on October 29 (3147gr/6 lb 15oz).
- Adam Christopher, first son but second child of Project Manager Chris Morison and Marlene at Waverley Private Hospital at 8.30pm on November 7 (3798gr/8lb 5oz). ■



- The annual company picnic was staged with the help of the Melbourne Social Club at Lilydale Hunt Club on November 3.

It was supported by an excellent attendance of 140 children and 250 adults. Attractions included pony rides, a horse-drawn cart, spit roast beef and port, a big bubble bounce and bush band.

Adults in the picture are Treasury Analyst Felicity McClure, FRC Manager Peter Lalor and bearded Customer Engineer Peter Ratten. ■

Ski bunnies and hot dogs

It was a chillingly cold day when a number of Melbourne staff, plus extras, ventured up Mt Hotham for an energetic weekend of skiing.

They came from diverse sections — sales, marketing, admin, support and EDP.

After a worrying mid-winter when it was feared we would end up having to grass-ski, August saw the best snow falls in years. In fact, mother nature turned on a blizzard and many had difficulty getting up the mountain with icy roads and strong winds playing havoc with the cars. But we obviously survived.

The white stuff fell heavily throughout the weekend but for skiing the snow was excellent. Keen skiers roamed the slopes and the not-so-keen explored the watering holes.

Sunday afternoon was spent searching for cars buried under snow and digging them out. The road we had used to climb the mountain was closed so we had to come back to Melbourne by another route, adding an hour to the trip.

Prize for the most imaginative navigation had to go to a certain EDP person who knew a short cut but went north to Wodonga instead of south, adding 90 minutes at the wheel.

IRIS BRINKMAN ■

□

Catherine Patterson Killen was given a warm welcome when she reported for duty at Talavera Road.

Cathy had worked for HP before — first in R&D and then in the Dallas office.

She migrated to Sydney from Washington, DC, in January with husband Philip, an Australian and a commercial systems analyst.

"No, he doesn't work for HP. He's a customer — I work on him to buy HP equipment," she says.

Cathy was working with SCITEC and brought much knowledge about EGS200 and the 9000 Series in general.



● "Hot Doggers" Paul Bankowski (left) and John Velezis display unorthodox alpine technique



● "Ski Bunny" Glen Taylor . . . beware below; stand aside or lose a limb

□
● **John Bieske:** I would like to offer congratulations to everyone in New Zealand for achieving recognition as being the best "DP Support in the Industry." This is great recognition of the total NZ team effort.
□

1984 was not a good vintage

Computer Museum

In the winter cold of Melbourne, five HP players strode onto suburban courts to do battle in a night tennis competition.

They called themselves the South Blackburn Clarets, blending old wine with new. But the season turned vinegary when, after making the grade to the first final, the pressure proved too much and the Clarets bowed out with a 5-1 loss.

Region Finance Manager **Craig Holten** as captain showed superb leadership qualities except that on-court nimbleness was sometimes lacking, possibly because of a training diet of pizza and red wine.

The other Claretonians were Contracts and Finance Manager **John Burnet**, BDG Marketing Associate **Grant Freeland**, Region Administration Manager **Bruce Thompson** and Region Distribution Manager **Phil Jones**.

GRANT FREELAND ■

□

Profit share for the May-October period was 7.48%, up from 6.88% for the previous half-year. Cheques will be distributed in the second week of December. ■

Press covered reorganisation

Financial columns of the dailies and trade papers gave prominence to HP Australia's restructuring and management changes.

Everyone in the company was told about them first and they are not news now but, for the archives, this was the reorganisation of senior positions for the Region and Areas:

- **David Booker**, Managing Director.
 - **John Bieske**, Director of Sales.
 - **Roger Kane**, Region Marketing Manager.
 - **Richard Vincent**, Northern Area General Manager.
 - **Bruce Marsh**, Southern Area General Manager.
 - **Gray Morgan**, Region Customer Support Group Manager.
 - **Terry Wilde**, Region Sales Manager — Third Party.
 - **Steve Watkinson**, Northern Area Sales Manager.
 - **Bruce Miller**, Southern Area Sales Manager.
 - **Bruce Thompson**, Region Administrative Manager.
 - **Bruce Graham**, Region Corporate Development Manager.
 - **John Deftereos**, Region PC Manager.
 - **Geoff Stewart**, Region Sales Manager — Marketing Analysis and Planning.
 - **Les Lawrence**, Region Sales Manager — Medical.
 - **Jim Watson**, Region Sales Manager — Analytical.
 - **Graham Barnes**, Region Marketing Development Manager.
 - **Geoff Windsor**, Region Personnel Manager.
 - **Hans Neilson**, Region CE Manager.
 - **Dennis Malseed**, Region AE Manager.
-
- **Wayne Squires**, Managing Director, New Zealand.
 - **Brian Leighs**, Administration Manager, New Zealand.

Chinese come to Blackburn

Monier Rocla Australia, which recently sold a \$3.5 million concrete pipe-making factory to the People's Republic of China, introduced a delegation of Chinese industrialists to the Joseph Street office.

The Clayton (Melbourne) company had demonstrated use of HP41C hand-held programmable calculators in the central processes of pipe-making.

Also, in April, HP talked with Monier Rocla about CADesign and drafting in Australian plants. The Chinese showed strong interest in a CEADS-CADD presentation and demonstration in the Perth Room, and another in the Personal Computer Centre.

The delegation comprised Madame Li, head of the cement products division of State Administration; Madame Chen, State Administration translator; and Messrs Guo (manager), Lan (assistant chief engineer), Dong (mechanical engineer) and Han (deputy director, pre-stressed pipe workshop of the Liao Yang Company); and Mr Jack Lim, of Melbourne (translator).

Monier Rocla's Mr David Mathews (senior civil engineer) and Mr Stephen Spreadborough (civil engineer) accompanied the visitors, who were received by **Bruce Graham, Michael Holmes, Greg Sadler, John Ewins and Kim Wood.** ■



● **Greg Sadler talked PCs to PMs (pipe-makers)**

In the reorganisation, the status of branch managers was upgraded so that in each locality the BGM will be more identifiable as the local "Mr Hewlett-Packard".

The BGMs are:

- **David Chambers** (Perth).
 - **Graham Palmer** (Adelaide).
 - **Paul McQuarrie** (Canberra).
 - **Bob Keers** (Brisbane).
-
- **Bob Cattell** (Wellington).
 - **Bruce McCormick** (Auckland).

□
The business luncheon sponsored by HP and the "Australian" at Melbourne's Regent Hotel in October repeated the success of a similar promotion in Sydney.

Guest speaker was Mr Graham Gosewinckel, general manager of AUSSAT, who reported that Australia's first communications satellite would go into orbit next July on schedule and within cost.

Asked if Australians would be able to set up earth stations and receive communications from the satellite, he replied: "You mean pirating? Yes, you can do that but we'll eventually find you and put you in jail."

Fundraiser of Ti-Tree Gully

Fourteen years ago, the Gow family migrated from Berkeley, California, to join daughter Cath, who had come to study at the University of Adelaide and married an Australian who manages a fruit-packing business at Loxton.

Bruce Gow studied math sciences at U of A and for the last two years of the course sold software which he and Ralph Baer wrote.

They started their own business on graduation but in 1978 Bruce joined HP. Four years later, Ralph also joined.

Bruce has put a lot of effort into helping Hardie Container's Ben Van Essen sort out problems with computer-aided design and manufacture of cardboard packaging.

Currently they are discussing an upgrade of facilities to take Hardie's through the next decade.

Bruce was married last year. He and wife Liz follow the dog shows with two Golden Retrievers and participate in obedience trials.

His spare time this year has been given to the Apex Club's 6th annual festival at Ti-Tree Gully, which provides a vehicle for other community groups to raise funds.

He streamlined management



• Bruce Gow (right) and Hardie's Ben Van Essen

by bringing in an HP150 to handle an extensive mailing list and keep tabs on what stalls sold what.

Ralph, who was a systems engineer in Adelaide, recently moved to Melbourne as a sales representative. ■

• A January start is planned for construction of the new Canberra office building. Civil and Civic has the contract and the building will be sited in Technology Park at Fernhill in Bruce.

In April the Canberra Development Board welcomed Hewlett-Packard Australia as the first major company to say it would establish premises in what the CDB described as "a fully landscaped, high quality industrial park, equal to the best in the world."



Up-to-date

Time has moved on for the people pictured on p4.

The prim lass with well-filled school bag is Marketing Assistant **Gwen Welsh**, who prefers not to name the year but cheerfully admits to being mother of a daughter doing a BA degree, majoring in photography, at Royal Melbourne Institute of Technology.

Gwen is herself a graduate of RMIT in public relations. ■

The pram passenger is an early version of Contracts Co-ordinator **David Barr**. The "village" was Lower Hutt but in 45 years it has boomed to become part of Hutt City, near Wellington. ■



● Gwen Welsh, ringletless still



● 1984 version of David Barr

□
 Answer to the **Great Trek** quiz : NSW, Victoria, South Australia, Great Australian Bight, Indian Ocean, Atlantic Ocean, Argentina, Chile, Pacific Ocean, New Zealand, Tasman Sea and NSW.

□



The company dinner dance, in conjunction with the Joseph Street Social Club, was a much enjoyed evening at Tudor Court, attended by a good number of HP staff and friends.

ABOVE: David Booth (standing), David and Danielle Segal, Sandra Bateman and Steve Hitchings.

BELOW: Lisa Marcakis (left), Tony Scully and Sue Wadsworth.



AWARDS

David Booker had more than usual trouble meeting the weight limit when returning from his latest Palo Alto visit but he was not complaining. In his baggage were four mounted plaques awarded by Intercontinental Operations to HP Australia for

- Most Improved Order Performance;
- Top sales performance in Analytical Instruments; in Medical Products; and in Computers.

The plaques were displayed in Melbourne and Sydney before

being put on permanent display at the company's Joseph Street headquarters.

□

Earlier **Alan Bickell** had sent a warmly congratulatory message to David saying FY84 was one of Intercontinental's best years, every subsidiary being on or above quota.

Overall performance was 110% of quota, with 39% growth.

"We missed quota in only one of the 12 months, truly a spectacular performance," he said.

"I am confident we can beat our FY85 quota and repeat FY84's outstanding performance." ■

Jamboree

Hewlett-Packard contributed to the success of JOTA on Saturday, October 20.

JOTA being, of course, Jamboree of the Air, a world-wide link-up of scout groups by two-way radio.

DCE Manager **Graham Gunson** and CE **David Collins** went to the 1st Forest Hill Scout Hall to demonstrate the HP150.

The Mayor of Nunawading, Cr **Wal Riddell**, scouts and leaders showed keen interest in the PC, particularly when it produced birthday plots on the HP7475. ■

School tour

Two groups of Year 11 computer science students from St John's College, Dandenong, recently had a guided tour of HP facilities.

In the EDP room, **Sean Mellerick** explained functions of EDP and some of the equipment. Students saw the differences in printing technology between a high speed impact printer and the 2680A laser printer.

They had a demonstration of a disc drive in action in the Systems Engineering Room. A drive cover was removed to show the drive head accessing the discs. Also, a circuit board with gold tracking was shown to give an idea of internal components.

On to the Technical Demonstration Room and the class was split in half, each group seeing demonstrations of the 7580 plotter and 2700 color graphics system. Students and teachers seemed to be impressed by the capabilities of this equipment.

The final treat was hands-on experience with HP150s, most being delighted with the Touchscreen and **David Booth's** demonstration of card games.

Through such tours we can impress future computer scientists with the professionalism and quality that HP represents. I'm grateful to all who helped project this image to the Dandenong visitors.

IRIS BRINKMAN ■



● **David Collins** (left) and Nunawading Mayor, Cr **Wal Riddell**, with scouts



Computer Museum

● **Commercial SR David Booth** and St John's students, **Matthew Voce**, **Adrian Fernando**, **Glenn Pullin** and **Francine Watts**

Computer faults are costly when mining 90,000 tonnes of ore a day at Paraburdoo. Ross Templeton (right) rushed 4000 km from Sydney on a trouble-shooting exercise. With him is Hamersley Iron's analyst programmer John Monger.



Newcomers

Ann Armstrong, Reception/Telephonist/Admin (Sydney).

Liz Arthur, Secretary/CSG Tech (Melbourne).

Diane Bailey, Service Co-ordinator/Inst (Sydney).

Graham Barnes, Marketing Dev Manager (Melbourne) — transferred from HP LTD.

Brian Bashford, Customer Engineer/Analytical (Sydney).

Donald Beardmore, Customer Engineer/CEO (Brisbane).

Warwick Bray, Systems Engineer/AEO (Melbourne).

Hugh Browman, Serv Inventory Co-ordinator/Support Admin (Sydney).

Ronda Burns, Canteen Assistant/Facilities (Melbourne).

George Clark, CAD/CAM Manufacturing Applications Specialist/AEO (Sydney).

Ian Clarke, Access Systems Engineer/AEO (Melbourne).

Neil Crosby, Systems Engineer/AEO (Sydney).

Julie Davis, Consumable Sales Supervisor/Cons (Sydney).

Jurgen Deich, A/R Collector/Credit (Melbourne).

Ross Dennis, Order Co-ordinator/Order Admin (Sydney).

Julie Dibley, Secretary/SF12 (Sydney).

Graham Eddy, Systems Engineer/AEO (Melbourne).

Julie Gow, Contracts Clerk/Contracts (Melbourne).

Michael Haverfield, Customer Engineer/CEO Tech (Melbourne).

Stephen Hicks, Staff Sales Representative/CSG (Perth).

Gregory Hill, Co-ordinator/Imp/Exp (Melbourne).

Catherine Johnston, Customs Co-ordinator/Imp/Exp (Sydney).

Catherine Killen, Systems Engineer/AEO (Sydney).

Jo-Anne King, Support Co-ordinator/Admin (Melbourne).

Jens Kuhrt, Service Engineer/Inst (Melbourne).

Mary Kumar, Analyst Programmer/MIS (Melbourne).

Alan Langley-Jones, Financial Software Specialist/MIS (Melbourne).

Bernard Lever, Distribution Co-ordinator/Warehouse (Sydney).

Lilian Luiyf, Secretary/CSG Sales Comm (Melbourne).

Debra Luke, Invoice/Order Co-ordinator/SF09 (Sydney).

Algerine Macky, Typist/Clerk/MIS (Melbourne).

Audrey May, Customer Training Co-ordinator/AEO (Melbourne).

Denise McLaverty, Analyst Programmer/Info Sys (Melbourne).

Theo Mihelakos, Software Devel Engineer/MIS (Melbourne).

Stephen Moon, CSR-CADD Systems/AEO (Melbourne).

Kelvin Needham, Sales Representative/Major Accts (Melbourne).

Clive Richardson, Customer Engineer/CEO Tech (Melbourne).

Sylvia Schneider, Systems Administrator (Melbourne) — transferred from HPSA.

Cynthia Tan, Order Administrator/OP (Melbourne).

Geok Tay, Snr Analyst Programmer/Info Sys (Melbourne).

Eng Hock Tey, Analyst Programmer/Info Sys (Melbourne).

Tania Van Tongeren, Prod Dev Engineer/MIS (Melbourne).

Vickianne Walker, Sales Secretary/CSG Comm (Canberra).

Christine Walton, Analyst Programmer/MIS (Melbourne).

Peter Weinbergs, Sales Finance Representative/Finance (Melbourne).

Mark Wilkins, Warehouseperson/Warehouse (Melbourne).

Ron Wilkinson, Field Engineer/Inst (Melbourne).

Hon Chiu Wong, Financial Analyst (Melbourne) — transferred from HP Asia.

NEW ZEALAND

Ken Bailey, Customer Engineer/CEO (Auckland).

Greg Bickerton, Systems Engineer/SEO (Wellington).

Kim Gilchrist, Customer Engineer/CEO (Auckland).

Greg Hall, Customer Engineer/CEO (Wellington).

Peter Shaw, Field Engineer/SF01 (Auckland).

Transfers

Greg Atkinson, Field Engineer/Inst (Sydney) to Field Engineer/Inst (Canberra).

Paul Bankowski, Computer Operator/ISG to Systems Manager/ISG (Melbourne).

STARTING with the 1985 intake, university and college graduates will rotate from group to group to obtain an overview of HP before getting a specific appointment.

Kevin Neal has joined Personnel for a year as Graduate Program Manager to coordinate 1985 assimilation into HP and to plan for 1986. Kevin has been with HP for seven years, the last three as District CE Manager (02). ■

Carol Blackman, Secretary/CSG (Sydney) to Product Support Representative/AEO (Canberra).

David Cox, Personal Work Station Sales Representative/PCP to Staff Sales Representative/Major Accounts (Sydney).

Tina Davis, Secretary/SVC Admin to Typist/Clerk/Inst Sales (Melbourne).

Robyn Eustace, Order Administrator/OP to Trainee Computer Operator/ISG (Melbourne).

Sofia Georgiadis, Analyst Programmer/ISG to Response Centre Engineer/Access (Melbourne).

Phil Greetham, Snr Systems Engineer/AEO to Area Tech Centre Manager/AEO (Melbourne).

Ben Hah, Accountant/Admin to Administration Manager/MIS (Melbourne).

Alan Honeyman, Marketing Engineer/AAC to Systems Administrator/Marketing Support (Melbourne).

Phil Hunt, Technical Service Engineer/TSO to Snr Customer Engineer/CEO (Melbourne).

Rod Kendall, Applications Engineer/AAC to Systems Engineer/ISEO (Melbourne).

Kathy Kershaw, Canteen Assistant to Office Services Clerk/Facilities (Melbourne).

Joanne King, Data Entry Clerk/Service Admin to Order Administrator/OP (Melbourne).

Kay Mercer, Administrator/Order Admin to Marketing Development Administrator/BDG (Melbourne).

Peter McInnes, Computer Operator/AEO to Staff Systems Engineer/AEO (Melbourne).

Millicent Miranda, Secretary/AEO to Secretary/CSG (Melbourne).

Phil Moon, Customer Engineer/CEO to Staff Sales Representative/CSG (Melbourne).

Richard Pike, Customs Co-ordinator to Order Administrator/OP (Melbourne).

Bill Stanton, Customer Engineer/Analytical to Customer Engineer/CEO (Sydney).

Ian Stubbs, Field Engineer/Analytical/Medical (Perth) to TSE/HP Athens.

Garry Sullivan, Service Engineer/Inst to Customer Engineer/CEO (Melbourne).

Leong Tan, Customer Engineer/CEO (Melbourne) to Field Engineer/Customer Engineer (Perth).

Fred Traue, District Manager/CSG (Sydney) to Marketing Development Manager/HP Asia.

John Velezis, Analyst Programmer/ISG to Staff Systems Engineer/AEO (Melbourne).

Richard Vincent, Business Development Group Manager/CSG to Northern Area General Manager (Sydney).

Adrian Weiss, Warehouseperson to Service Co-ordinator/Serv Admin (Melbourne).

Judi Wilkinson, Systems Engineer/SEO to Software Development Engineer/MIS (Melbourne).

Tracey Wingard, Secretary/PCP to Secretary/AEO (Melbourne). ■

Go, jobs

From the beginning of March, Hewlett-Packard has been a household word in the blood sport of indoor cricket.

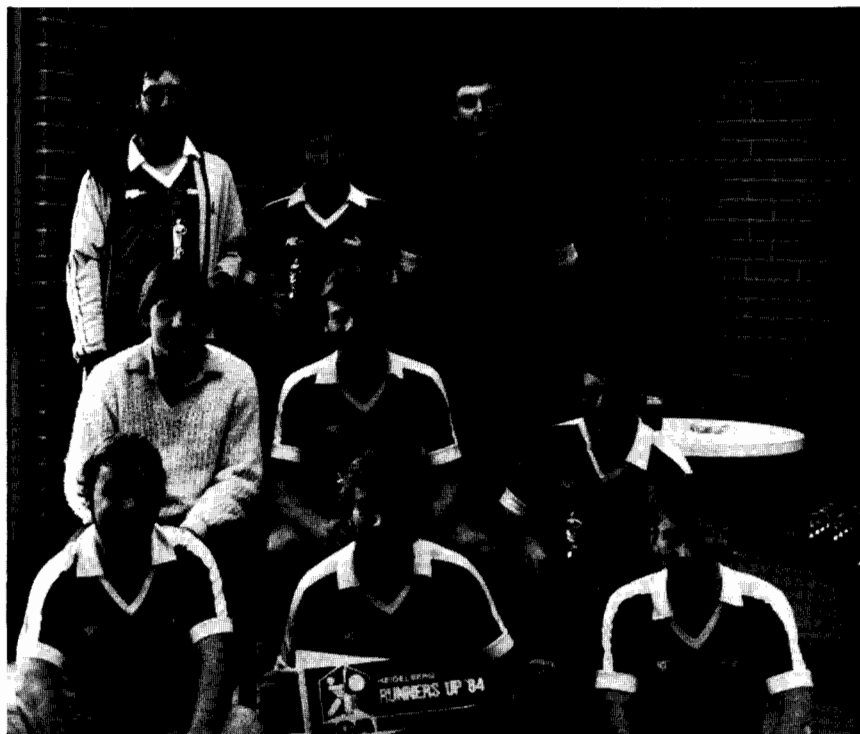
This fast, furious and sometimes skilful game was embraced by five intrepid HP employees — me, as inspirational captain-coach, **Steve Hitchings**, the poor man's Jeff Thomson, **Dave Anderson**, a Rod Marsh look-alike, **Rod Makin**, reputedly but doubtfully a distant relative of Don Bradman, and **Jon Hancott**, the team's garden gnome.

We were the backbone of the Megajobs (we filled up with five earnest but less effective ring-ins) and after a slow start won seven matches straight to smash our way into the grandfinal.

Unfortunately, fighting our way up from fourth took its toll, and some said the umpires had not seen advertisements recalling a faulty batch of bi-focals. We went down in a closely fought battle.

The award of "Megajob of the Season" went to Dave, in spite of my counting the votes.

When the autumn season started, we were all fired up but lost a string of games. The other



● **BACK:** Jon Hancott (left). **MIDDLE:** Rod Makin (left), Steve Hitchings (centre). **FRONT:** Dave Anderson (left), Peter McInnes (centre).

teams think we're foxing; and are they worried?

PETER MCINNES
(Ex-capt/coach)

PS: Anyone wanting to build on my great groundwork as coach, please ring Ext 2608. ■

HP150 shines at AUSIPEX

Melbourne hosted AUSIPEX 84, the Australian International Philatelic Exhibition, in late September and three HP150s were lent as information centres.

Visitors were given information about exhibits from an extensive data bank. They were also invited to compete for the prize of a car which was covered in stamps. Guessing the correct or nearest correct number would win.

The HP150 selected the winner, who guessed 17,422; in fact, 17,421 stamps plastered the car.

Needless to say, HP staff and their families were ineligible.

It was the first time the Lotter-

ies and Bingo Board had approved a computer deciding such a competition and officials expressed a lot of interest in the technique.

Stamps came from 107 countries and were valued at more than \$50 million. The Queen's Royal Collection was among some of the world's greatest holdings brought to AUSIPEX. The show attracted 156 postal administrations and dealers.

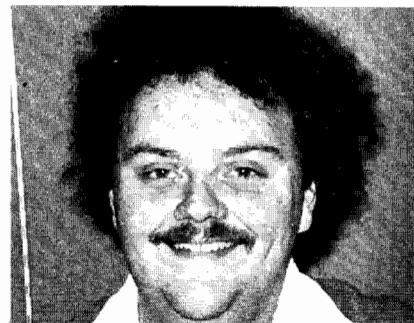
Volunteers were sought to help staff the HP activity and the company was represented by **Andrea Hinton, Grant Freeland, Mike Lee, Gwen Welsh, Phil Moon, David Booth, Kerri Lambert, Iris Brinkman, Tina Davis, Sue Hewitt and Piers Hodson.**

Mike Lee, from the Warehouse, jumped at the chance. He was a stamp valuer before coming to Joseph Street.

He started at 16 in the office of stamp dealer P J Downie Pty Ltd, having been a youthful but not over-serious collector.

"You learn about stamps on the job. There's no school you can attend," Mike says. "It was great to combine a job with a hobby but after 10 years the economy declined. Stamp dealing is very sensitive to economic dips; so I looked for something more stable."

Mike remembers from Downie days the sale at near \$20,000 of a 1928 Philatelic Exhibition kookaburra miniature series (one of only two imperforated sets in the world). The best item in his own collection is an early US 5 cent stamp worth \$1000 or more. ■



● **Mike Lee . . . good value**



Computer '84

Challenges at HP are the norm. In fact, their rich variety gives opportunities for outstanding accomplishment.

At Perth's Computer '84 Micro Exhibition, we were able to show unmatched professionalism to the West Australian public. Sheer excellence of presentation resulted in HP having the most popular stand at the show.

It did not, of course, happen by chance. Detailed planning started in the second quarter. The new marketing emphasis provided the resources and structure for the preliminary work.

David Chambers outlined the concepts, called for stand design and identified areas of anticipated cost.

Because of Computer Group staff absences as the show approached, other staff made contributions well beyond the normal call of duty.

- **Keith Davey** gave pre-exhibition PC training to dealers while also serving as Perth's only Commercial SE (Snr) and acting as Perth's Commercial SR.

- **Judi Elliott** successfully accommodated the roles of Office BAS, HP Word coach to secretarial staff and Facilities Manager for the exhibition.

- **Judy Elliss**, with typically good humor, handled the staff absence situation, the massive workload associated with impending orders worth more than a million dollars and became Logistics Controller. She protected our investment in equipment, cables, media, software, documentation and consumables.

Each day a different dealer company accepted responsibility for full-day stand duty. A newly appointed major national dealer also helped out between 11am and 2pm.

Expert advice and major account representation required the presence of HP staff. Our most valued accounts were delighted with HP's all-out effort. Many commented on the splendid qual-



• The Perth stand which won warm praise

ity of our display. The exhibition organisers told us it was a difficult choice between us and Sperry, who won the award.

It's my pleasure to commend everyone for their tremendous effort. Particular thanks go to Keith Davey for unparalleled commitment.

IAN MURRAY



Hamersley Iron, Argyle Mines and Dampier Salt are CRA companies which Keith Davey services.

He was born in Perth and holds a BSc and MBA. He and wife Kaye have two children — Paul, 6, and Jessica, 4.

Keith plays guitar in a group which has no name. It plays and sings "at church services, coffee shops and wherever young people invite us."



• Perth's Brian Holder (left), Garland Smith and Keith Davey