



A wool bonanza PRICES ROCKET AT DUNEDIN

They didn't quite do the Highland Fling in the aisles at the Dunedin Wool Exchange on September 29, but another couple of cents per kilo might have started the action.

This was a red letter day for company clients. After several years of mediocre wool prices, after a winter best described as brutal, suddenly spring came in with a rush and prices soared in celebration.

From the Wrightson-NMA viewpoint the figures tell the story. There were 20,567 bales offered by the company in this day of price drama, 20,567 bales sold. And the money value was \$3,855,073. The team of auctioneers may have been hoarse at the end of their marathon effort, but no hoarser than the enthusiastic buyers who bombarded them with bids from 8 a.m. until day's end.

It was, of course, a two-day sale and prices went even higher on the second day. But September 29 was the breakthrough and, whatever the longterm effects, it was a day for celebration.

Otago woolgrowers gained the highest prices since the Korean War, the fantastic days of 1951 when in Christchurch some Richmond Brook wool sold for £1 per 1 lb. Gross proceeds were \$7,872,848. At the corresponding sale last year the return was \$3,391,366.

Average price per bale was

\$193.84—a mighty jump from the August figure of \$145.04 which was hailed with some pleasure. Average price per kilo was 136.45c compared with 56.53c last year.

The news spread like wildfire, over the radio and through the Press Association. But from the clients' viewpoint the question was, as ever: "What did mine make?"

The usual technique was used to put them in the picture without delay. Every hour a runner whipped back from the Wool Exchange to the office with catalogue pages carefully marked and the good word went out by telex to branches contributing to the sale. In areas where there was no branch, the agents were telephoned—and, if the agents were actually at the sale, those faithful unpaid servants of the company, their wives, were given the message.

When Harold Keast invited the first bid there were few in



It's your bid—auctioneer Harold Keast in action as Dunedin's assistant wool manager A. J. Gloag, and wool administrator Des. Lennon (left) awaits developments.

the gallery. By the end of the day there were clients from the Maniototo, from South Otago, from Central Otago. And not a few found their way to the wool office afterwards to talk things over and enjoy a quiet celebration.

South Island wool manager Arthur McKechnie says that an increase in price was expected and clients had the chance to note this when they received their valuations.

"The day before the sale opened we would have increased the valuations, but even with the increase we would still have been conservative," he said.

Mr McKechnie was not prepared to make a public pro-

nouncement about future prices, nor to offer opinions about the long term effects, but he did say that he felt clients were entitled to feel happy, that for many of them a continuing faith in wool seemed to have been vindicated.

Before the sale, 5000 bales of Wool Commission wool were

shown by the company, but not offered at the Dunedin sale because a total of just over 40,600 bales was reckoned enough for one sale. Instead it will be offered at Timaru—and if it is sold Dunedin will be rid of its last bale of Commission wool.

BEULAH AGAIN HITS JACKPOT

Mrs. Beulah Cairns, whose husband recently transferred from Te Puke to manage Fairbairn Wright Limited, Dunedin branch, has won her biggest and best competition, capping a remarkable series of successes.

In a contest promoted by Australian travel interests with the active co-operation of Air New Zealand Ltd., and the New Zealand Broadcasting Corporation, Mrs. Cairns has won a fortnight's holiday in Australia for four, with all accommodation and jet air travel, plus \$500 spending money.

Seven days will be spent on Brampton Island, north of Surfers Paradise, one of the very "in" holiday places in Australia, plus six days in Sydney.

The competition required entrants to say in about 20 words "Why I want to go to Australia by Air New Zealand."

This is the second major competition won by Mrs. Cairns in the past few months, for in May she won a \$500 travel voucher with the chance to win another \$500 voucher in the finals of a competition organised by Choysa Tea.

NEW EXECUTIVE TAKES UP POST

taking the diploma course in rural valuation and farm management saw him put in some time on a dairy farm at Matamata.

After qualifying VFM in December 1959 he took various farm jobs until joining the A.M.P. Society as a rural valuer based in Wellington. That was in March 1961. During the next five years by part-time study he graduated Bachelor of Commerce, and qualified as a chartered accountant, as a cost accountant and as an associate of the N.Z. Institute of Valuers. In his spare time he squeezed in some rugby, playing for Victoria University for five years.

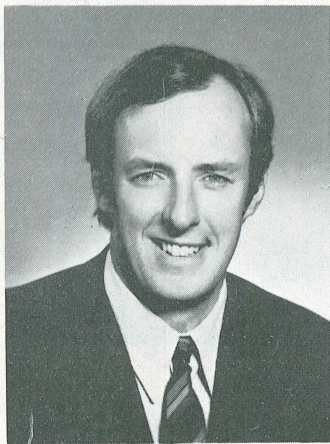
In 1965 Mr Donald received the Peter Barr Travelling Scholarship in Accountancy, the award being made for study in farm accounting and farm advisory services, and taking him to the United Kingdom for two years. Here he found time for more

rugby, playing for Blackheath and taking in a tour of Africa in the process.

On his way home to New Zealand he took a study course in the United States, essentially on farm accounting and costing.

Mr Donald rejoined AMP at Palmerston North in January 1967 and in May the next year was transferred to head office property division in Sydney. Fifteen months later he was transferred to Melbourne with executive responsibility for new real estate investments of the lease-back type. One of these was a \$7.5 million hotel/office complex and latterly he was concerned with the \$97 million Collins Place development project.

Mr Donald has come to the Group with a remarkable background of practical farming, academic qualification and financial experience, and staff members wish him well in his new position.



Mr I. Donald

Mr Ian Donald has taken up his post as finance controller for the NMA Wright Stephenson Group.

A Liverpoolian by birth, he was born in the Merseyside city in 1940, Mr Donald came to New Zealand in 1947 and was educated at Christ's College, Christchurch.

For 12 months he farmed in North Canterbury and then with Mr Gilbert Grigg at Hororata to comply with the practical requirement before taking the diploma course in agriculture at Lincoln College. A further qualifying period of farming before



Competition wizard Mrs Beulah Cairns claims another prize.

Top class thoroughbred imported REINDEER HAS CREDENTIALS

One of the best performed racehorses to come to New Zealand, the Irish-bred stayer Reindeer, is now standing at Mr Tom Lowry's Okawa Stud, Hawkes Bay, after arriving by chartered aircraft. Negotiations for Reindeer's purchase were handled at the New Zealand end by Mr Michael Floyd, manager of Wrightson NMA's bloodstock division, and the stallion's syndicated value was \$240,000.

Described by Timeform as "a big strong, deep bodied, good looking horse" who stayed well and acted on any going, Reindeer, a six year old brown, raced at three and four years, for six wins, three placings and £37,350 from 11 starts.

He won four of his seven starts as a three-year-old. Two of the wins were over 10 furlongs and one over 12, and he finished the season with a six lengths win in the Irish St. Leger Stakes over 14 furlongs. He also finished third to Prince Regent and Ribofilio in the Irish Sweeps Derby, beating the Epsom Derby Stakes winner Blakeney on the way.

Two wins and two thirds from four starts was his record at four years. He was third in the Jockey Club Stakes over 12 furlongs at Newmarket, again finishing ahead of Blakeney, won the Royal Whip Stakes (12 f), ran third to Karabas and Intermezzo in the 12 furlong Hardwicke Stakes, Royal Ascot and

ended his career with success in the £11,623 weight-for-age Prix Kergolay over 15 furlongs at Deauville.

At the end of the season Reindeer was retired to stud at a fee of £1000. He served one season before his owner Mr Raymond Guest disposed of his Irish racing interests. Subsequent negotiations secured the stallion for New Zealand.

Reindeer, who brought 17,000 guineas as a yearling, was trained by Vincent O'Brien. At four years he achieved a Timeform rating of 124. He is one of the first crop of the two- and three-year-old English champion Santa Claus, winner of the Irish Two Thousand Guineas, The Derby, the Irish Sweeps Derby and runner-up in the King George VI and Queen Elizabeth Stakes and Prix de l'Arc de Triomphe. Santa Claus made a highly promising start as a sire but died after leaving five crops.

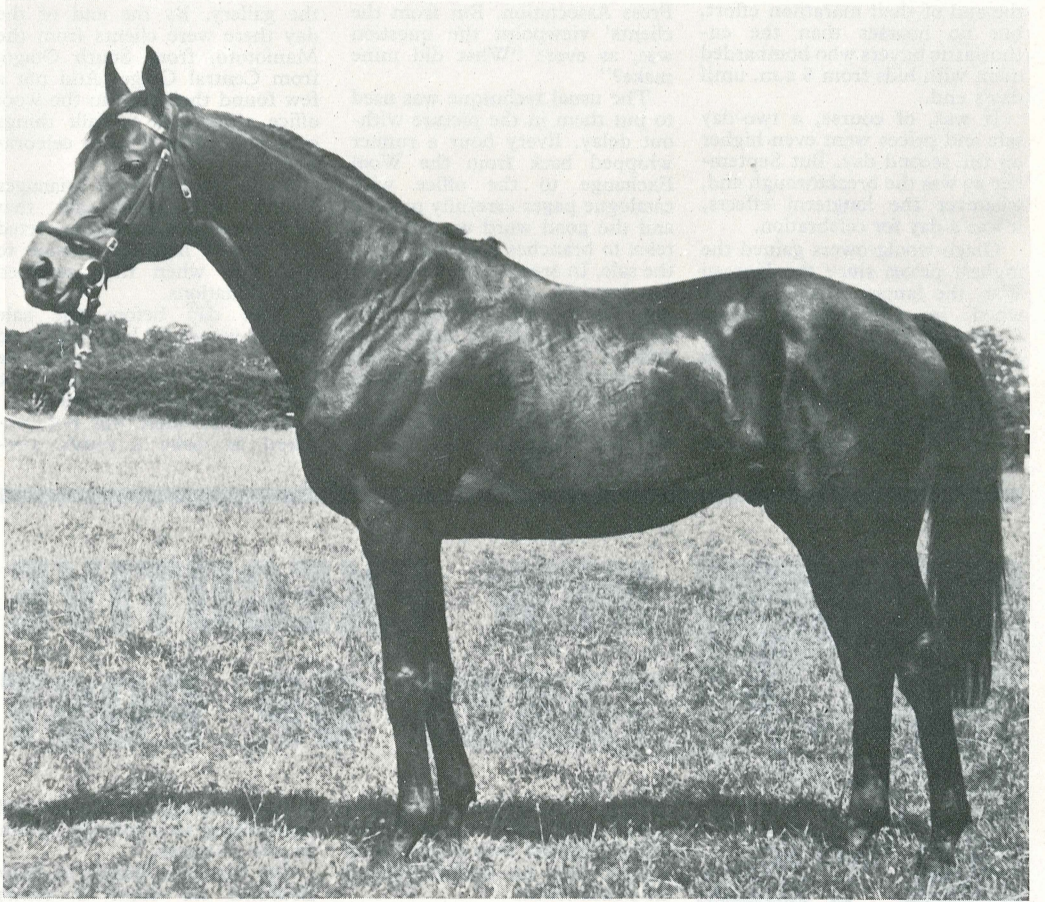
Descending through Santa

Claus and Chamossaire from Precipitation, Reindeer represents a line which has contributed much to New Zealand thoroughbred breeding, including the well known stallions Summertime, Count Rendered, Admiral's Luck and Agricola.

Reindeer's dam is the Bois Roussel mare Rene des Bois, one of the most successful broodmares in Europe. She is a daughter of Queen of Shiraz by Bahram from Qurrat-al-Ain.

Qurrat-al-Ain, who won the Queen Mary and Coronation Stakes, left not only Queen of Shiraz who won the Irish Oaks, but Majideh who won the Irish Oaks, Irish One Thousand Guineas and bred Masaka the only filly to win both the English and Irish Oaks. Another Irish Oaks winner in the family is Reindeer's sister, Santa Tina who won five of her six starts and was sold to America for more than £80,000.

With his impressive background of breeding, and considering the beneficial effect he could have on the New Zealand bloodstock industry, Reindeer's career at stud will be watched with great interest. And it can be said with certainty that members of our bloodstock division hope he is the success he promises to be.



Syndicated for \$240,000—the highly rated Irish-bred thoroughbred Reindeer.



Wairarapa radio personality—George Ritchie.

COMPANY MAN IS RADIO REPORTER

Masterton advance accounts supervisor, George Ritchie, has become somewhat of a personality on "Voice of the Wairarapa" radio station 2XD. Three or four times a week, depending on the number of stock sales in the area, Wrightson NMA presents the livestock sale report with George Ritchie reporting. Max-

imum coverage is ensured by the session's placing just after "Today in Sport", and George gives a day of the sale report on prices, price fluctuations and comparisons which altogether make an interesting and easy-to-listen-to summary of the local livestock market.

MACHINERY DIV. ON N.Z. TREK

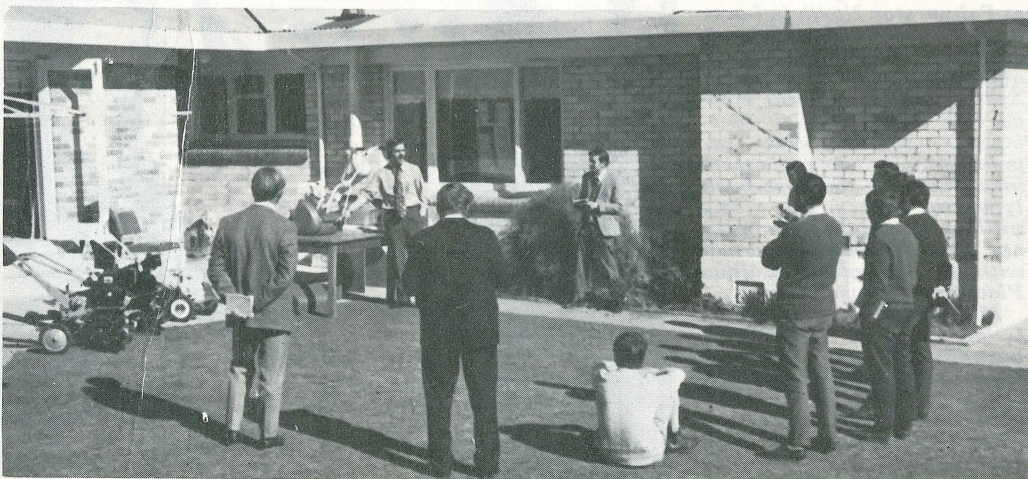
From Invercargill in the south to Whangarei in the north, and at 18 other points in between, a two-man team of Ian Steel, manager of Wrightson NMA's rural machinery division and Jerry Barkas, Morrison Industries sales manager, has been vigorously promoting the range of Morrison mower and cultivator equipment.

In some centres they were assisted by Morrison area representatives. Where possible two branches were visited in one day and altogether 353 staff members took in the Morrison audio-visual sales programme and were

shown the features of the Morrison range of equipment.

Morning meetings, afternoon and evening meetings were held and the list of venues was as varied as the weather, ranging from company premises to a sale yard, board room, public hall, football club rooms, and a private residence kindly placed at the disposal of the team by Peter Bell, trading manager at Te Kuiti.

Wherever the presentation was staged it was received with enthusiasm by staff members, and reports say that Ian, who organised the meetings, and Jerry were pleased with the way their message had gone across.



Open air campaign at Te Kuiti—Jerry Barkas tells the Morrison story.

JAPAN BOUND

An outstanding effort by Wrightcars staff has resulted in six of the nine prizes in a New Zealand-wide Toyota dealer contest going to company staff members.

Prizes in the contest, organised by Consolidated Motor Distributors Ltd, Toyota vehicle distributors in New Zealand, were awarded for no-remittance sales,

commercial sales and to top dealer principals.

Wrightcars winners of trips to the Toyota Motor organisation in Japan are Messrs T. M. Hall and P. Pacey, Auckland, C. L. Byford, Tauranga, A. H. Wood, Masterton, I. K. Read, Christchurch and R. T. Blackler Invercargill, and our congratulations go to all of them on their success.

NEW BERMUDA AND MUSTANG

The "in" bikes from Morrison



Bermuda—Morrison's town and country bicycle.

Any time is cycling time, and more and more people are getting the message that pedalling a bicycle can be a pleasurable way of keeping fit and staying healthy.

Fresh from the Morrison factory to cater for the increasing demand are two new bicycles—Raleigh Bermuda, everybody's bike, and Mustang, the neat machine for 8 to 11 year olds.

Raleigh Bermuda, the town and country machine, is built to cater not only for owners who want to dodge round the block or down to the corner store, but for the enthusiasts who want to get away from it all and fill their lungs with fresh country air. Bermuda is made for comfortable riding and geared for

performance. Three-speed gears help save the rider's puff and two caliper brakes make quick stops a certainty. Colours are Indian Lake for ladies and Larch Green for men, the chrome guards adding lustre to the finish. Other standard equipment includes carrier, tyre pump, chain-guard and prop stand.

Then for the really keen kids (8 to 11 years) there is the new Mustang. It is the trendiest bike around, and there's a special Mustang model for girls.

Mustang is built strongly but is light and manoeuvrable, and easy pedalling on 24 inch wheels. It boasts chrome mudguards and chainguard, a new banana seat plus adjustable chrome support bar, high riser handlebars and a tyre pump. Stopping is by medium of a back pedal Sturmey-Archer coaster brake and another safety feature is the giant size rear reflector. And the colours? Tina Mint or Yellow Gold.



The bike for the keen kids—Mustang.

VALUABLE SIMMENTAL FOR SOUTHERN GROUP

One of the most valuable Simmental bulls to come to New Zealand was released from the Silverstream Quarantine Station, Wellington during September.

The bull's name is Balig Agent, bred in Scotland by Messrs. J. & R. Stevenson. Sired by one of the best known Simmentals in the United Kingdom, Scottish Neff, Balig Agent was referred to by English cattleman R. Lance of Cumberland as being the best Simmental to be exported from Britain. Another bull of comparable quality was recently sold from that country to the U.S.A.

for \$55,000.

Balig Agent was personally selected and purchased as a six-week-old calf in the United Kingdom by Mr. A. K. Finlayson of Mossburn, Southland in 1971. A half share of the bull has since been purchased for a substantial five figure price by a group of Southland farmers known as Southern Breeders who have embarked on a comprehensive programme of using Simmental semen over selected Hereford cows. Members of this group include Wairaki Station, Dunrobin Station, Mt. Linton Station, Tower Peak Station, Blackmount Station, Peter Cruikshank, and

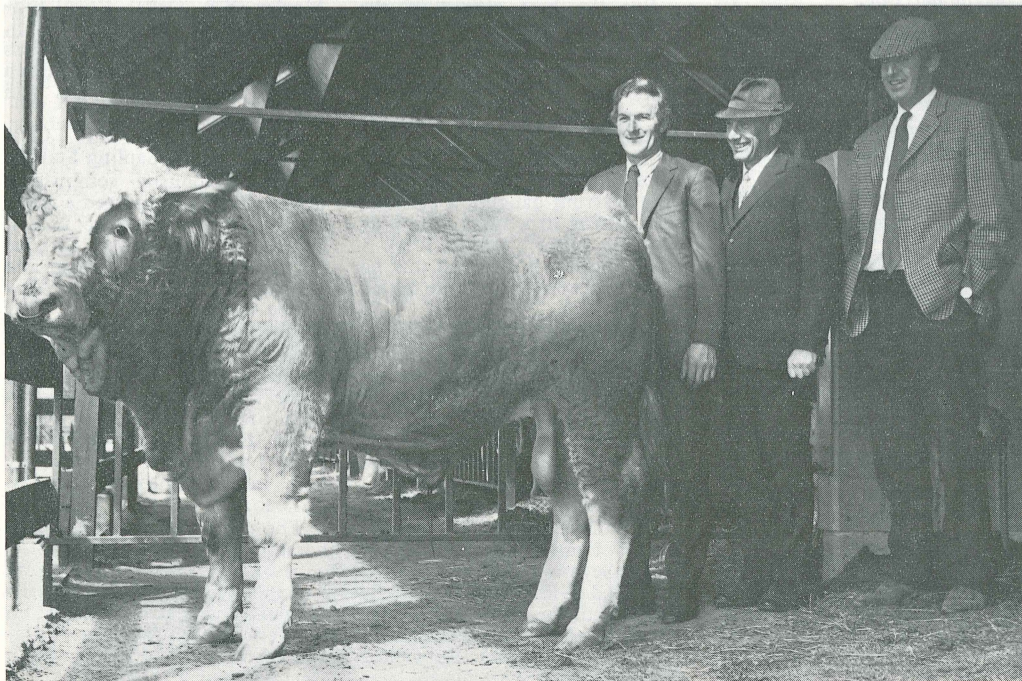
Haldon Station.

Weight gains figure prominently in the calculations of a cattle breeder today, and Balig Agent's performance in this regard is outstanding. He weighed 104 lbs. at birth, and this had increased to 1210 lbs. at the age

of 300 days (ten months). He left the quarantine station at 406 days old when he weighed 1425 lbs. In the period of 51 days in the station he showed an impressive daily weight gain of 4.2 lbs.

The Australasian beef industry

could well benefit by Balig Agent's presence in New Zealand as he is destined for a South Island A.I. Centre from where his semen will be available for immediate use in both New Zealand and Australia.



Newcomer in the livestock world—the imported Simmental bull Balig Agent shown with three of his part owners (left to right) Messrs. J. I. S. Innes, H. R. Irving and A. D. McGregor.

FIRST EFFICIENCY AWARD WINNER

The first award under the new Efficiency Award Scheme has gone to Mr L. J. O'Callaghan of Invercargill branch, Wrightson NMA Ltd., for his suggestion that computer code books be issued loose-leaf, in binders, and that they be up-dated by the issue of complete new pages. Our congratulations to the first winner.

At its inaugural meeting on Tuesday 5 September the Efficiency Award Committee considered ten suggestions from staff, and reported that nearly all were well conceived and had potential for increasing efficiency.

Unfortunately nine had to be rejected because, in most cases, the suggestion was not original, although this was not known by the contributor. In some cases the suggestion for improving efficiency had been previously considered. In others they were already under consideration or were in operation in either of the two companies.

The Wellington rugby teams' supporters have a rallying cry "C'mon Wellington!" Well we're going to adapt that and cry loudly "C'mon staff, its time to send in your suggested improvements." Your suggestion could make your job more satisfying—could improve efficiency and save time and money company-wide and earn an award of goods valued at \$25 tax free and put you in line for quarterly and yearly awards as well.

Lawrence O'Callaghan has shown the way. Lets follow his lead.

IN LIGHTER MOOD

A merchandise man refused to join his mates in a beer after work. "I have to get home and explain to the wife," he said. "Explain what?" they asked. "Don't know," he answered miserably. "I never do until I get in the door."

The merger so upset a certain ledgerkeeper that he had to be sent away for psychiatric treatment. He kept hearing strange invoices.

True tale from the saleyards. The auctioneer appealed to a vendor: "Shall I sell? I'd like to get more but shall I sell?" Came the laconic reply, "You know ruddy well I've no option."

Heard about the typist whose home tinting went wrong? She rang the accountant and said she wouldn't be in because she was off colour.

A manager visited a staff member in hospital. "There's nothing for you to worry about," he said. "Everyone at the office is ready to pitch in and do your work—as soon as we can find out what in hell you usually do all day."

Suggested items for the menu of a staff party: Mixed Emotions, Curried Favour, Cheese It, Stuffed Shirt, Buttered Up, Crisp Manner, Chicken Out, Bitter Tears and Humble Pie.

SAMOA IMPORTS N.Z. HEREFORDS

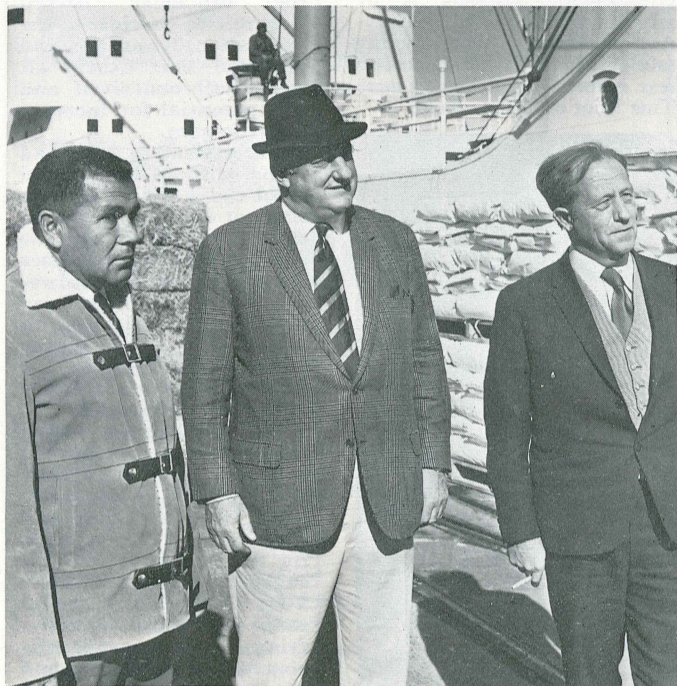
Late in July the livestock import-export division of Wrightson NMA Limited, in conjunction with Dalgety New Zealand, organised and loaded a shipment of 641 head of Hereford heifers bound for Western Samoa.

These cattle, both in calf and empty, were purchased from branches of both companies throughout North Island. As the despatch date approached the various consignments were slowly assembled at two points—the Alton Lodge property at Te Kauwhata, South Auckland, and a farm near

Tauranga. On the shipping date the stock was trucked from both assembly properties to the Mount Maunganui wharf and loaded for the Pacific journey.

Loading was supervised by Mr. Peter Burney, manager of the livestock import-export division, Palmerston North, Mr. Tau Bernard, senior livestock inspector for the Western Samoan Government, and Mr. J. V. Evans, the New Zealand land and stock manager for Dalgety's

Mr. Bernard was responsible for the actual selection of the cattle on behalf of Samoa.



Supervising the loading, from left, Mr. Tau Bernard, Mr. J. V. Evans, Mr. Peter Burney.

BOATING IS BOOMING

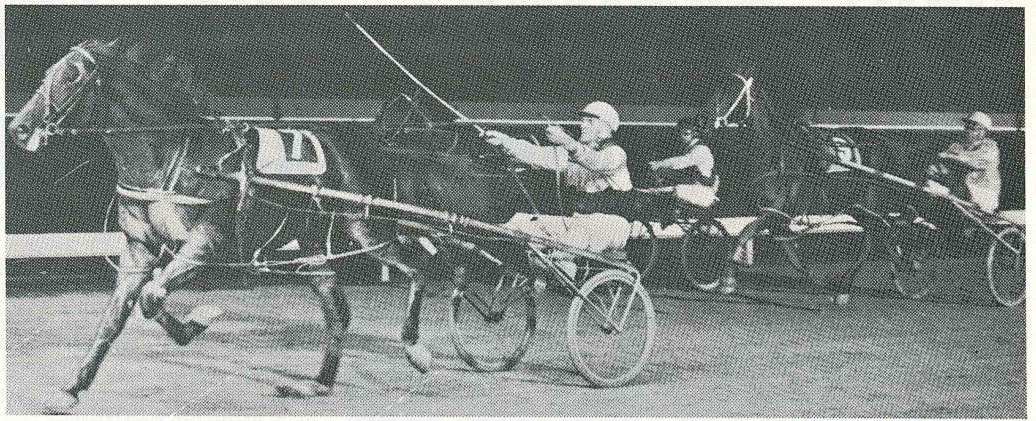
MacEwans marine department, Wellington, is a hive of activity as staff prepare for the expected big sales in the approaching summer season.

Over the winter months many fibreglass boat hulls have been

descending on our store in Kaiwharawhara. With the resulting storage and display difficulties it was decided to enlarge our showroom by 2,800 square feet to accommodate the influx of marine merchandise.



Everything for the boating enthusiast in MacEwan's enlarged Wellington showroom.



Welcome Advice easily wins the 1972 Inter-Dominion Grand Final from Monara (on rails) and Reichman.

A MAIDEN DRIVER BUT A CRACK AUCTIONEER —that's John Aughey

It took John Aughey less than five minutes to hammer home to each of the 40 company employees in our St. Kilda Road Victorian headquarters that Melbourne was the only place to buy an Inter Dominion pacing winner. It was Monday morning, 5 June of this year, and before anyone could even put on the kettle for a "cuppa", John had notified the staff that the three place-getters in the Inter Dominion in Brisbane the previous Saturday night were all bred in the area covered by the Victorian Standardbred Yearling Sales.

The winner, Welcome Advice was bred in Narrendra in the Riverina, which is southern New South Wales, but to all intents and purposes, except political, is part of Victoria and many horses bred there are sold in the Melbourne sales.

Second placegetter, Monara, is a Victorian, and third horse Reichman was bred on the South Australian-Victorian border and is owned and trained at Ballarat, Victoria's biggest inland city.

John Aughey, a man steeped in trotting tradition, conducts the annual Standardbred Yearling Sales for the Melbourne commission department.

"With yearlings like this being bred in our area, together with

others from Tasmania and the odd one or two reared in New Zealand, the Melbourne sales are fast earning the right to be called the national sales.

"Australian record prices and averages are nothing new to the company's Victorian sale and 1972 was no exception with a new Australian record average of \$1,279, which was 25% higher than the nation's yearling average, and 18% higher than Australia's second highest average, which was in Adelaide," said John proudly.

John's family, the Gaths, is probably the best known in trotting in Australia. His mother was Miss Mabel Gath before her marriage to Jack Aughey. Her three brothers George, Albert (Darky), and Norman are all household names in the trotting circles of this country. George is still a sprightly reinsman at the Melbourne Showgrounds, and has been leading driver. His son Neville has won the driver's premiership on three occasions. Albert (Darky) Gath is one of the most astute drivers seen in Australia for many years.

Norm has been Adelaide's top driver on three occasions, but strangely none of the Gaths has driven an Inter Dominion winner. Darky has been second, while George has been second, third, fourth and fifth.

But the best record in the Gath family belongs to our own John Aughey. He had his first drive in a trotting race nineteen years ago, is still a registered driver, and IS STILL A MAIDEN.

"It has taken a long time, but I am convinced that I am better on a rostrum banging a hammer than sitting in a sulky whipping a square gaiter", smiled John.

"But still it is a record that no Gath will ever break", he added ruefully.

The Victorian Standardbred Sales have always played a prominent part in the trotting make up of both Australia and New Zealand. The old firm Campbell & Sons, which was incorporated in Wright Stephenson & Company in 1951, conducted the sales for many years.

At a dispersal sale for the late A. G. Hunter, at Northwood Park, Seymour in 1927, they auctioned Globe Derby who is considered the most influential sire in the history of Australian trotting. On that same day Globe Derby's son, Robert Derby, was also sold and later became the first 2.00 minute sire outside



John Aughey

U.S.A. when his son Lawn Derby paced 1.59 2-5ths at Christchurch in 1938. Globe Derby is also the paternal grandsire of the current leading New Zealand sire Johnny Globe.

In the early 1930s Campbell & Sons auctioned an unnamed three-year-old gelding for eleven guineas. The gelding was to become Dan's Son and won the 1937 Inter Dominion Championship.

Probably the best pacer to come from the sales was Opal Chief, winner of 33 races, and now a successful sire. Undoubtedly the best trotter was Delvin Dancer, winner at his first 15 starts, and still holder of the Australasian records for two and three year olds, at one mile.

At the 1970 Melbourne yearling sales, the following Classic winners were sold: Sheffield Spring (S.A. Derby), Sheffield Morley (S.A. Oaks), Royal Findon (N.S.W. Breeders Plate), Master Thor (Vic. Breeders Plate), and also Bonny Eden (placed second Vic. Oaks and S.A. Oaks).

Passed in was Wee Cent (winner of W.A. Sapling Stakes).

The Melbourne commission department has exported a number of harness horses to U.S.A. at prices ranging between \$40,000 for the trotter Tara Dream and \$2,700 for the recent New Jersey winner Trica's Idol. Only one exported horse in five years has failed to race profitably for his new owners in America, while the mare Adalia, sold in 1968 for \$U.S.22,000, later paced in 1.59 4-5 at Hollywood Park, Los Angeles and recently took her earnings past \$U.S. 150,000.

The success of Australian bred horses in most of the classics, cups and big handicaps around Australia augers well for the 1973 sales which will be held on 15 February, immediately preceding the Inter Dominion Championships in Sydney.

If John Aughey gets his way new records will be set.

SCIONS OF THE PIONEERS

Seen lunching together in Wellington recently were three NMA Wright Stephenson men who could claim relationship with the principals of three stock and station companies which were in business in the South Island one hundred years ago.

They were Mr M. I. Ritchie, director in charge of the administration division, Wrightson NMA, Mr H. D. Matson, London office manager, and Mr J. H. Ford, farm finance supervisor, Wrightson NMA.

Mr Ritchie's grandfather, John Macfarlane Ritchie, was a partner in the firm of Russell, Ritchie & Company founded in Dunedin in 1864 and forerunner of the National Mortgage Company which commenced business in New Zealand in 1878. Mr Matson is a fifth generation member of the Canterbury family

which conducted the business of H. Matson & Company, founded by Henry Matson in Christchurch in 1862, and which merged with NMA in 1957.

Mr Ford's great-uncle John T. Ford, was a man with wide interests in the farming industry. He founded his business, J. T. Ford & Co., in Christchurch in 1871 and with his partner Charles Newton, built it into the leading stock and station agency in Canterbury during the 1870s. He was still in business when he died in 1910, when his company was absorbed by Pyne & Company (now Pyne Gould Guinness Ltd.). In addition to running his own business Mr Ford was a partner for the period 1883 to 1892 in Miles and Company which was taken over by Dalgety & Company in 1894.

Mr Ford, who was one of New Zealand's first rural valuers, and considered to be the country's best all round judge of sheep, managed several stations in the 1860s. He also owned many well known early Canterbury runs, including Ashfield (on the Waimakariri River), Millton (on the Selwyn), part of Longbeach, Arowhenua, Halden (on the Rakaia), Ruakapuka (near Geraldine) and the Grampians in the McKenzie Country. In Hawkes Bay he owned Kereru. His brother Henry was a partner and manager of the latter two stations.

ALL BLACKS (OR LARGE WHITES) BEWARE THE WELSH ARE HERE

Our headline does not refer to the return of Barry John and his team mates, but a significant addition to the breeds of pigs available in New Zealand.

The first pigs of the Welsh breed have been imported into New Zealand by our company for our good client Mr. George Timperley who has the Timperlea Landrace, Large White and Berkshire Studs at Coutts Island, Belfast. The breed is a native of Wales and like all Welsh is hardy and adaptable.

The importation includes a boar, and two sows both of which have now had litters—one with eleven and the other with seven. The pigs are from Ousden herd of Croxton Park Limited, Manor Farm, East Wretham, Thetford, Norfolk.

The Welsh breed is not a large one in Britain but under performance testing in the last few years its worth has been realised and it has expanded quite spectacularly. It is expected to make an important contribution to the pig industry in New Zealand.

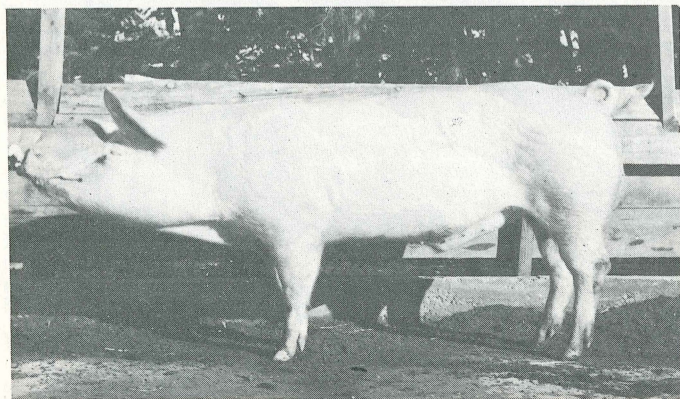
Developed in the rigorous Welsh climate it is regarded as a very hardy breed that will do well under general farm or intensive management conditions. The modern Welsh pig, while retaining these characteristics, also has a fast growth rate and produces very economically a good quality carcass with a high ratio of lean meat to fat. It is also reputed to have a very good reproductive capacity with a shorter interval between breeding than other breeds. It is a long pig, well put together with a good fine shoulder and an excellent

ham. A white pig, it is similar in appearance to the Landrace but is reputed to have a stronger constitution. In Britain it has had a very good record in Smithfield carcass competition demonstrating its capacity for producing meat suitable for the pork and bacon trade, which has similar requirements to the trade in this country. Croxton Park pigs have incidentally been prominent at Smithfield against all-comers.

Mr. Timperley first read about the Welsh breed in 1965 and after considerable research proposed to import the breed in 1967 but an outbreak of foot and mouth disease in Britain then thwarted his intentions.

The pigs which have now reached his property were selected entirely on performance. The selection was based on information contained in a sale catalogue of the English property concerned, although the pigs were not actually in the sale. They were chosen on the records of the sires and dams and grand sires and grand dams.

Mr. Timperley has found it particularly pleasing under the circumstances, that a three-man



Valuable Welsh immigrant—Ousden Watchman 88th.



NEW LIQUOR STORE SERVES NAPIER

The ultra-modern drive-in liquor store opened by Wrightson NMA in Napier has been designed with special features for the convenience of customers.

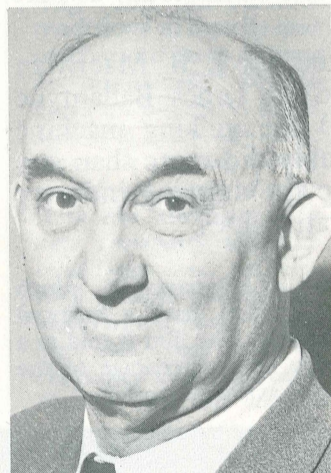
A large canopy over the main entrance keeps customers dry whatever the weather. Shopping trolleys are provided so that requirements can be chosen from the self-service display racks, and for ease of selection the displays have been arranged in country of origin. If the customer cannot make up his mind quickly there is piped music to beguile him while he decides, and a willing staff are only too pleased to offer their advice. A full selection of New Zealand and overseas beers and lagers is available direct from the cool room.

The 5000 square feet drive-in building in Carlyle Street, replaces a smaller store in Tennyson Street occupied by Murray Roberts & Co. Ltd., since 1934. It will service not only farmer clients and the public generally, but a large hotel and club trade as well.

By offering a full selection of spirits, wines and ales as well as soft drinks, ice, nuts, potato chips and other snacks, and by opening from 9 a.m. to 6 p.m. six days a week, the liquor department is offering the people

of Napier and districts a first class service.

The highlight of the opening week was the visit of Alison Holst, the TV personality, who demonstrated cooking with wine. This was a most popular item, drawing large crowds into the store, while at the same time the show reached a wider audience



Mr Arthur Willis, manager—34 years' service.

At right, above: Mr T. A. (Bill) Hill, wholesale representative—32 years' service.

At right: Mr Ray Scott, salesman—13 years' service.

as it was broadcast over the local radio. For those who have not met Alison Holst let us say she is a very natural person with an engaging personality, who gave the store advertising a great boost. Another popular part of the Friday programme was the presence of the Teachers whisky representative in company with the Teacher's Pet, their sales point being to invite clients to sample Teachers whisky specially mixed for the occasion. We can report that there were plenty of takers.

With such an encouraging start in their new premises, Napier staff have had their spirits lifted and are looking for even more business for the future.



panel of senior judges of the New Zealand Pig Breeders' Association has recommended them for entry in the association's herd book, commenting that they found the pigs of a very high standard and definitely with a place in the pig industry.

Although they were selected entirely on performance without a chance for them to be visually inspected, it was not expected that a reputable breeder overseas would dispatch pigs that were unacceptable and Mr. Timperley has been very pleased with the pigs he has received.

The boar is Ousden Watchman 88th. He is now 15 months old and is out of a family line with an outstanding record both in Meat and Livestock and Commission performance tests and in recent Smithfield and other carcass competitions.

The sows are both four months older having been born in March last year. They left Britain in pig to unrelated boars

and three days out from New Zealand Ousden Imposing 160th. which had been mated with Ousden Rex 24th. had a litter of eleven piglets all of which are still living and while in quarantine at Silverstream, Ousden Empress 195th. in pig to Ousden Davids Lad 80th, had a litter of eight of which one has died. Ousden Davids Lad had the distinction of being champion Welsh boar at the last British Royal Show. These piglets have formed the nucleus of a new herd in this country. The sows are from sow lines with register of merit status, a high award given by the National Pig Breeders' Association of Great Britain to animals under recording for ability to breed and rear pigs. Ousden Empress has a background of five continuous generations of register of merit sows.

In New Zealand it is felt that the breed will play a big part in commercial production by crossing with Landrace and

Large White pigs to maintain the advantages of hybrid vigour, because in Britain the Welsh breed has been found to compare very favourably with the other two white breeds in all important economic traits.

Our company will be holding a sale of some of Mr. Timperley's selected stock in November and the breed will go under the hammer for the first time. There has already been a great deal of inquiry for the breed. The sale is expected to be a most successful one.

MacEWANS MACHINERY – a blend of old traditions and new ideas



MacEwan's headquarters at Hutt Road, Kaiwharawhara, Wellington.

Some polite people have been known to refer to the MacEwans symbol as a mechanical man, but to most staff members it's familiarly greeted as "Old Garguts". Take your pick: the fact is that this symbol represents a company with distinguished ancestors, modern achievement and a wide range of activities.

MacEwans Machinery Ltd was formed only in 1964 as a composite of the machinery interests in various companies which had merged under the NMA banner. It was launched as a wholly owned subsidiary and it has the same status today as part of the combined Group

The name came from the old J. B. MacEwan Company, formed in 1906 by James Ballantyne MacEwan who introduced the milking machine to New Zealand and probably did more than any other individual to develop the dairying industry in New Zealand on co-operative lines.

PIONEERING

The milking machine tradition has been maintained and MacEwans have continued to be pioneers. Several years ago they introduced the first electronically controlled milker to New Zealand and they have recently been active in adapting it to use in rotary sheds.

Some of the most spectacular advances, however, have been made in the designing and supplying of sophisticated machinery to dairy companies. "Famous firsts" range from cheese crate nailing machines and crate wiring machinery to supplying automation techniques and equipment.

The world's first fully automated cream treatment plant was installed in a Waikato factory and this has been followed by startling advances in mechanical cheese wrapping. Machines designed and built by MacEwans have been exported to the United States, Australia and Asian countries.

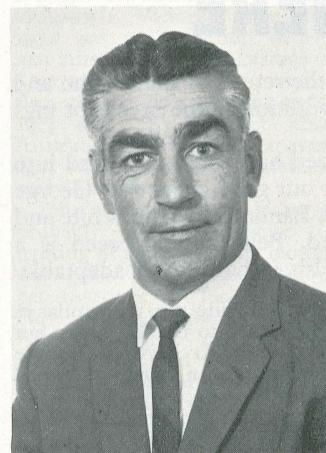
As a natural corollary to operations in the machinery side of dairying, MacEwans supply such things as cheese bandages and also a cellulose film called Paraform. This is manufactured at Feilding

GIANT PUMPS

However, the dairy industry is by no means the company's main target. At Penrose Works, Auckland, a wide range of pumps is manufactured. These include the biggest flood control pumps in the country, capable of moving 1,300,000 gallons per hour.

Pumps from Penrose are to be found in flood control schemes in many parts of the country, as well as smaller pumps for industrial use. This includes the full range of Ajax centrifugal pumps, manufactured under licence from Australian principals.

Some years ago Penrose Works surprised Fisher & Paykel Ltd by producing a refrigerator liner mould which had previously been available only from Italy. This pleased the customer and also MacEwans as the company has had a long association



Mr A. J. Speedy, Managing Director, MacEwans Machinery Ltd.

with F. & P. The first agents ever appointed to handle Kelvinator refrigerators were MacEwans at New Plymouth.

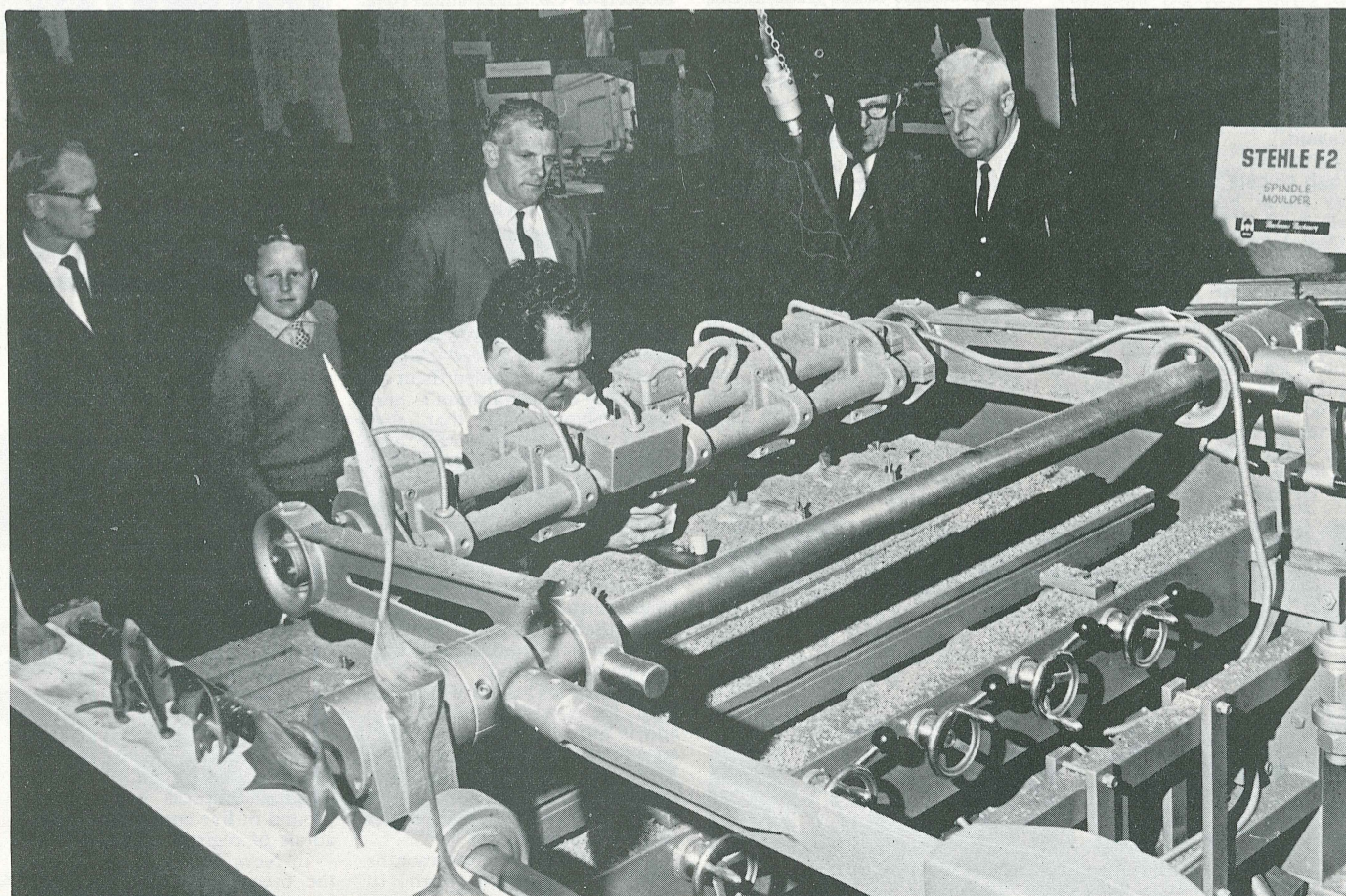
In Wellington a wide range of precision engineering work is carried out. MacEwans are the largest manufacturers in New Zealand of automatic engine-driven electric generating plants.

Diesel engines and generating sets built in Wellington supply mains and standby power to such essential services as lighthouses, airport navigation aids, railways signalling equipment, telephone exchanges and so on.

FARM MACHINERY

Continuing the manufacturing story, at the Burnside Works near Dunedin the company manufactures ploughs, hay rakes, rollers, discs, harrows and other agricultural machinery. The famous Reid & Gray ploughs originated at Burnside many years before the Reid & Gray Company merged with NMA.

A field in which MacEwans have been active in recent



A woodcarving machine attracts interest at a trade fair.

years has been the supplying and installation of grain silos, augers and ancillary equipment. The silos at Lyttelton are one example of industrial application, but the familiar yellow cap and Agri-Systems trademark are to be found at Wrightson-NMA branches and on hundreds of private properties.

This section of the activities of MacEwans includes feedlot systems, hammermills and other essentials to modern methods of feeding livestock.

Other fields in which MacEwans are active include woodworking machinery, metalworking machinery, sheet metal working and, last mentioned but by no means least, Martonair equipment.

PNEUMATICS

Martonair Division specialises in pneumatics and its range of operations becomes more diverse every year. Recent ventures have been conversion of fishing boat controls to pneumatics, replacing electrical systems with Martonair equipment, pneumatic counting of cartons in freezing works, and a host of other operations.

Headquarters for MacEwans is at Kaiwharawhara but there are branches and depots from Whangarei to Invercargill. The Managing Director, Mr. A. J. Speedy, is based at Kaiwharawhara, but the General Manager, Mr. Neill Ellis, has his headquarters in Auckland. His specialty is dairying machinery and planning and costing of the sophisticated installations is all done in the northern centre.

Just as the local agent is the front line infantryman for Wrightson-NMA, so the machinery traveller is in the forefront of MacEwans' operations.

He is the man who deals direct with the farmer—and it should be remembered that something like 75 per cent of the business done by MacEwans is in the service of primary industries.

The traveller, who is often a fitter as well, is the sort of man who not only serves existing clients but is con-

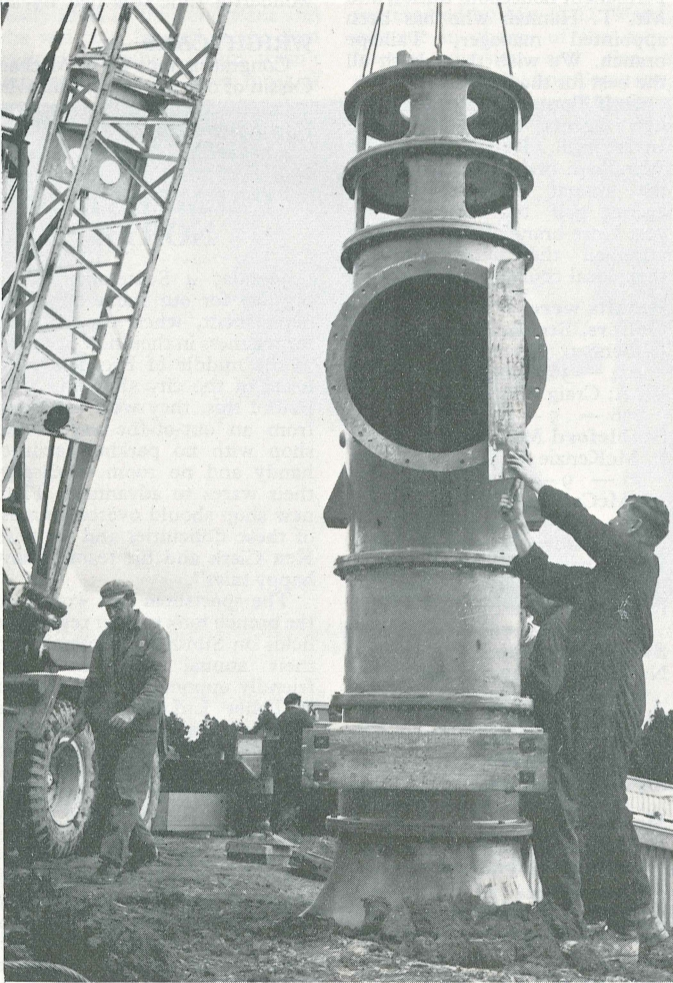
stantly on the look-out for signs of a new milking shed, new power poles—anything that suggests alteration and progress.

He has to be prepared to fix a pump when he has called to try to sell a hayrake, to inspect an ailing plough or tedder when he really planned to get an order for a milker.

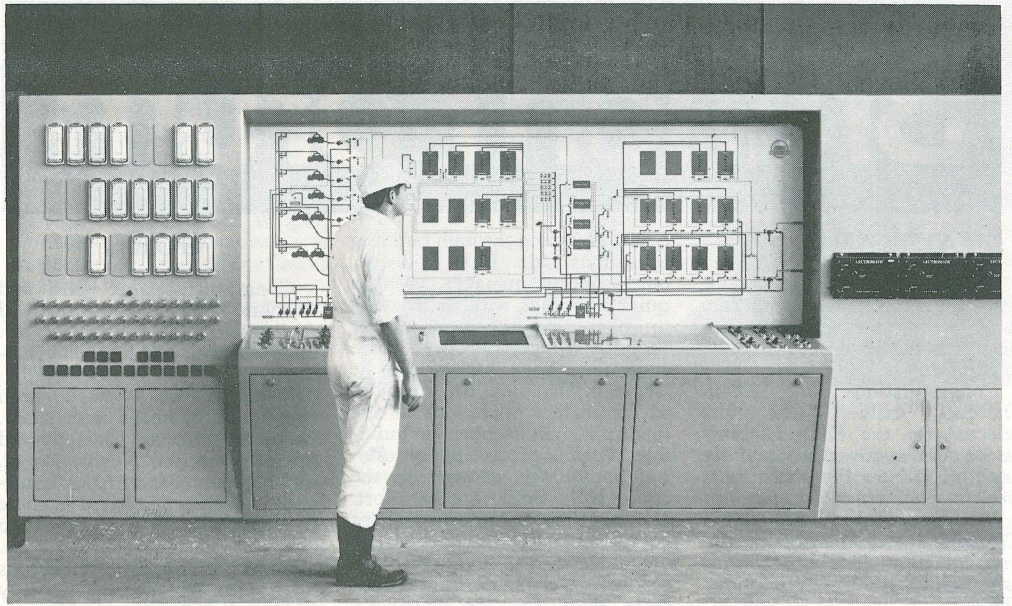
Not for him the sale of a spray drier worth tens of thousands, nor the backing of draftsmen and costing experts. The Man from MacEwans, as the traveller is usually known, has to be a jack-of-all-trades, a night-and-day fellow who projects the company image in remote places.

Plenty happens in MacEwans at top planning level, and the company continues to play a leading role in a variety of fields, but there's no shortage of action at farmgate level either.

If you run across a Man from MacEwans, buy him a beer. He's a hard-slogging member of the Group team.



Giant flood pump installed in Manawatu.



Control panel of a fully automated dairy factory system.

A CHALLENGE ACCEPTED

The thoughts of young staff on the merger

The gauntlet has been thrown and we have grasped it with both hands, so let's get on with the battle. As we read in Mr. Trotter's staff message in a recent edition of "Newstime", we have behind us two great New Zealand companies with long and honourable traditions of loyalty and service and these factors no doubt will be the basis on which to build our new company. But from a young staff member's point of view it is the starting of a new company with no traditions and no history which makes the challenge a more exciting one, and this is certainly what we have. Every one of us is making history with everything we do in our daily activities in this the first year of our new company and our tradition and reputation is what we make it, not necessarily what has been made in the past. To quote from Samuel Johnson—"Few moments are more pleasing than those in which the mind is concentrating measures for a new undertaking".

Let's face it, we have all seen from the day to day activities since the merging of our two companies, that some of the things done and systems used in the past have been done and used purely because that was the way it had been over the years and not necessarily because it was the most efficient way. The merger has come as a breath of fresh air and we have all, from the most junior to the most senior staff

member, been offered the chance to create something new and everyone's ideas are listened to and encouraged.

We have heard the cry from clients, and some of them very good and loyal ones, that we will become nothing but a monstrous combine, losing all of our personal service to them, and will be concerned purely in making huge profits for ourselves. Our first challenge therefore, is to ensure that this misconception is proved wrong just as soon as possible. It must surely be our job to make the best profit possible, but as most of our revenue is derived from commissions earned from our clients, it is they who must prosper before we can reap the benefits. With the diversifications that our new company is involved in, the sky is the limit, everyone has the chance to find his own special niche in it.

We have been accused at times of building a monopoly. With the competition we have from our opposition this of course is not true. For a healthy future we must have strong competition in business and we will in the months ahead ensure that our competitors are strong—they will have to be to match us.

With what we have behind us and the challenge in front we will build a company which will be a credit to our country, clients and shareholders, as well as to ourselves.

STAFF APPOINTMENTS . . .

Wright Stephenson Motor Wholesale Ltd.: Mr T. D. Forrest has been appointed New Zealand parts manager, and took up his new position on 2 October.

Mr Forrest is a specialist in the automotive parts field, and has held management positions with John Chambers & Son Ltd., Waikato Motors Ltd and latterly as general manager of J. & A. P. Scott Ltd. He will be responsible for parts distribution and merchandising at all Wrightcars dealerships.

Wrightcars Ltd., Hamilton: Mr T. L. Honan, sales manager at Whangarei, has been promoted to the position of manager, Hamilton branch. At 27 one of the youngest of Wrightcars' managers, Mr Honan has had both sales and service experience.

Wrightcars Ltd., Wellington: Mr G. S. Mitchell, assistant accountant Wrightson NMA, Nelson, has been appointed area account-

ant for Wrightcars in Wellington.

Wrightcars Ltd., Motueka: Mr J. Brougham, who has been a member of the sales staff for several years, has been appointed manager at Motueka, a sub-dealership of Nelson.

Wrightcars Ltd., Nelson: Mr R. D. Jago, previously of Motueka, has been appointed manager of Nelson branch. Mr Jago, who joined the company as a junior in Wellington in February 1964, assumes his Nelson responsibility at the age of 27. He replaces Mr E. P. Marshall who has accepted a position in Wellington.

Wrightcars Ltd., Palmerston North: Mr H. L. Hart, formerly sales manager, has been appointed manager of the branch in succession to Mr R. A. Howard who has taken up an executive position with the New Zealand Motor Corporation in Welling-

ton. Mr Hart joined the company in October 1947.

Wrightcars Ltd., Gore: Mr P. J. Reddington has been transferred to Gore as field sales representative after the closure of the Otautau branch. The Otautau premises have been taken over by Wrightson NMA.

Wrightson NMA Ltd: Mr J. R. Hartley, assistant manager of the Seed Centre, Christchurch, has been appointed plant and store operations supervisor for Wrightson NMA and Mr E. T. Oliver, head storeman, Tweed Street store, Invercargill, has been appointed assistant plant supervisor. While acting in these capacities, Messrs Hartley and Oliver will be head office staff directly responsible to Mr E. T. Russell, trading manager. They will continue to carry out their present duties for their respective branches. The object of the appointments is to raise the overall standard and efficiency of the company's seed dressing and seed store operations.

Branch Forum

TAUMARUNUI

We welcome as office junior Miss Linda Coley to take Mr. Ross Wensor's place. Ross has been transferred to the insurance department.

Congratulations to Kevin Gainfort, cashier, who was selected for the King Country under 18s rugby team and he went off to New Plymouth for a week to play matches there.

Members of the staff visited Tokaanu Hotel to celebrate the 21st birthday of Derek Otimi, head stock clerk. Congratulations Derek.

Our sympathy goes to Bill Thomas, assistant accountant, on the death of his father in Blenheim.

burden of going through building operations. Mr. Jack Hodgetts, our property manager, spent a quick two days with us drawing up plans and specifications for the additions to the office accommodation, and while he was here, arranged for a builder to commence operations at the former Wright Stephenson building. Work is proceeding quickly, but not quickly enough for the staff still holding the fort. Hammers and saws are silent compared with the pneumatic drill needed to shift concrete and to provide channels in the concrete floor for the telephone cables. One consolation is that the time of alterations will be short.

Once again we have been able

GORE

Congratulations to Cliff and Caroline Wilson on the birth of their daughter, Angela Joy. Cliff works in our ledger department.

Wedding bells have been ringing loudly in the office lately. Margaret Green, switchboard operator married Neville Boyer, and Margaret Harr, Atlas Insurance typist, married Ossie McCord. To both couples go our best wishes for the future.

A most enjoyable evening was held at the "Local Inn" recently for the administration division, on the occasion of Miss Norma Rogers being transferred to Palmerston North office as supervisor of the punching centre. On behalf of the staff, Norma was presented with a vanity case and we wish her all the best in her new position. (We have noticed the office a little quieter).

Also farewelled recently was Mrs. Mary Tremaine to take up permanent household duties, and Mr. T. Hannah who has been appointed manager, Taihape branch. We wish them both all the best for the future.

Golf Tournament: A field of fifty agents from Alexandra, Invercargill, Kelso, Gore and Wyndham branches took part in the annual southern districts agents golf tournament. This year Gore branch being the hosts arranged the tournament on their local course.

Results were:

Golfers, Stroke Match

C. Bennett (Invercargill)

104 — 36 — 68

W. A. Craig (Gore)

76 — 5 — 71

Stableford Match

P. McKenzie (Invercargill)

77 — 9 — 68 39 pts.

M. McCallum (Invercargill)

97 — 28 — 69 38 pts.

Non-Golfers, Stroke Match

W. Buchanan (Gore)

105 — 36 — 69

R. Newall (Invercargill)

112 — 36 — 76

Stableford Match

N. Williams (Invercargill)

108 — 36 — 72 36 pts.

C. McElrea (Gore)

116 — 36 — 80 32 pts.

Nearest Hole 9th

Tom White (Kelso)

(10 ft. 2 in.)

Most Golf

B. McKinnell (Gore) 179

Four Ball Stableford

(over 9 holes)

R. Bruce & R. Newall 25 pts.

P. Bellew & J. McAllister 23 pts.

HASTINGS

Ron Bach transferred: With regret we farewelled Ron Bach on his transfer to Masterton branch as assistant accountant. Ron joined Wright Stephenson & Co. at Timaru some nineteen years ago staying there until 1963 when he transferred to Morrison Industries at Hastings. After six years at Morrisons he rejoined the parent company at Hastings as assistant accountant. During his 2½ years at Hastings, Ron proved a most capable and popular member of the staff and one who appeared to have all computer work knowledge right at his fingertips. On behalf of the staff, assistant accountant Noel Price, presented Ron with a pair of blankets.

Congratulations to Noel Price, who on a recent Saturday at Flaxmere Golf Club turned in a 73 gross, which, off an 11 handicap gave him a net 62. Noel tells us that in 29 years of golf this is his best score ever. Considering he had a rather serious back operation less than 12 months ago and still walks with a distinct limp we consider the score exceptional.

Staff Appointments: We welcome the following new members to the staff: Bruce Fairbrother, storeman driver; Colin Farquharson, and Kevin Buckley, spray operators.

Stock Department: With the merger completed our new stock department is a large one and our strong team of agents in the Hastings, Waipukurau and Wairoa districts has a greater area to cover. The stud stock department is represented by Hugh Cameron.

With this team we will be a competitive force on the road and match the other firms in our district.

Recently our branch has conducted two most successful sales which are the first of their kind in New Zealand. First, the exotic breeds sale at Awanui Station in Hastings and also the Santa Gertrudis sale at Homebrook, Waipawa, on account of the McHardy Brothers and the Long Range Farming Company Limited. Both sales were very successful and the vendors intend to make these annual events.

On the social scene Mr. F. N. Twigg, stock manager, was the host at a cocktail party for the Hastings members of the stock department, especially for their wives to become better known to each other. The get-together was a great success, and a wonderful time was had by all.

WRIGHTCARS

Congratulations go to Michael Cassin of our workshop staff who married Wendy Freeman of Hastings recently.

PALMERSTON NORTH

Monday 4 September was a big day for our home appliance department, when they opened for business in their new premises in the middle of Broadway, the heart of the city shopping area. Before this, they were operating from an out-of-the-way corner shop with no parking facilities handy and no room to display their wares to advantage. Their new shop should overcome most of these difficulties and we wish Ken Clark and his team "many happy sales".

The sportsmen and women of the branch took to their respective fields on Sunday 3 September in their annual clash with our friendly opponents from Hodder & Tolley Ltd. The day was a shocker weather-wise, rain all morning and a strong cold wind during the afternoon, with the consequence that few spectators were in evidence. The rugby resulted in a 28-10 win to us, thanks mainly to fine performances from Chris Turner, Albert Marshall and Ken Reakes who from the prop position played a great game at stand-off centre. Alan Hiscox wasn't quite so impressed with Albert's performance, as during one ruck he was raked out by Albert instead of the ball. The netball finished in a 15-all draw after a titanic struggle. The odds were weighted

against us as the opposition had Ken Reakes (complete with gumboots) on their side and his wife Jillian (a former ledger machinist of ours) was the umpire. Naturally Ken couldn't do anything wrong! However, our team was well led by Jill Matthews whose defence was superb and no doubt after having had a run together they are well-prepared to take on all comers. Afternoon tea was provided by the ledger girls and the day concluded with the usual conviviality.

The big social event was the



Mr and Mrs Allan Parker, Palmerston North, after their wedding.

wedding of Hilary Keenan, punch-operator, to Allan Parker, assistant manager of the subsidiary company Goldingham & Beckett. Although Palmerston North didn't turn on its best weather for the occasion, it would take more than a downpour or two to dampen the spirits on such a happy day. A presentation of copper-bottomed saucepans was made to the happy couple, with the best wishes of the whole staff.

Obviously the Post Office recognise our company as the leading one in all fields. The following letter, was received from the South Island addressed to "Ear-Tag Specialists, Palmerston North."

Dear Sirs,
Please send me on as soon as you can 250 ear tags No. 1 to 250. I am getting very forgetful, now when the lambs are coming I am going to be in trouble. It's not your fault. I am sorry for not getting my order away sooner, do your best.

Yours respectfully,
Naturally we fulfilled his order immediately.

Our congratulations go to Chris Turner on being selected for the Manawatu under 18 rugby team. He played his part well in Manawatu's win over Wairarapa-Bush at Masterton.

WHANGAREI

Staff movements in Whangarei branch have been few for the last month and we welcome back Miss Gay Haub who has returned from an overseas working holiday and has resumed her role as secretary to Mr. Hudson.



Mr and Mrs Michael Cassin cut their wedding cake. Michael is a Hastings Wrightcars man.



Ian Milburn, Taumarunui stock agent, shows a hefty King Country boot to the Australian rugby team.

WRIGHTCARS

A swinging evening was enjoyed by all at the Taumarunui Hotel for the farewell of Mrs. Pat McGregor, typist clerk, and her husband Jack who was senior traffic officer and has been promoted to Papatoetoe. Pat has transferred to Wrightcars Otahuhu after three years with us, and was presented with a copper bucket and a set of sherry glasses.

We are pleased to welcome Mrs. Barbara O'Shannessey who has taken Pat's place.

GISBORNE

The call for Newtime notes makes one try to remember what has happened in the last month so there is something in the old saying, "When stumped for words, tell a story".

Our salesman, doing his best to sell a new Morrison mower, was greeted with the reply, "I don't need a mower. I sprinkle a flagon of beer over the lawn and when grass grows it comes up cut."

We hear a lot today of the Maori drift to the cities. Recently some enlightening figures came into our possession. In the ten years between 1961 and 1971 the East Coast Maori rural population declined by 14% while the Gisborne City Maori population increased by over 8%. The drift of total population from the area can be noted by the fact that in 1961 in the whole of the East Coast district, the population was 43,501 while in 1971 it only increased to 44,889.

The saying that things quieten down in the winter seems to be far from correct. August has been a busy month with the finish of annual balance, the satisfying of the auditors, the reporting on current accounts, and finally budgeteering. We in Gisborne have had the added

to welcome head office visitors. Mr. W. Lascelles paid a quick visit in late July, and we were disappointed when he did not accompany Mr. M. I. Ritchie towards the end of August on a "meet the staff" visit. Mr. Ivan Tabor was able to give us the benefit of some of his experience in the urban land field, and Mr. M. L. Barlow was here to talk with our building contractor. Other visitors have been Mr. Martin Sandlant, Nelson accountant, back to his old home town—he was in to sample our hospitality,—and Mr. Eddie Holmes, Masterton livestock supervisor, on a holiday at Mahia, and running short of a few bob.

Our main item of staff news is the transfer of accountant, Russell Ritchie, to accountant, trading branch, Dunedin. Russell has spent the last two years swotting up motor parts, booze and biscuits, and now will have to concentrate on crayfish, wool-packs and plastics. We congratulate Russell on his promotion. Assistant accountant Robert Castles will be taking Russell's place as accountant. Naturally Robert is elated to receive his promotion and to him also we offer our congratulations.

Resignations have come from Raewyn Ashton, telephone operator, Jean Frazer, softgoods saleswoman, Carol Openshaw, clerk, and Peter Emms, storeman. A recent letter arrived from wine & spirits supervisor, John McKnight, on a quick trip to America with Mrs. McKnight to visit their married daughter. The letter contains a lot of interest but the biggest impression on John is the pollution problem in America. It is rather frightening and we would do well to tackle it early in New Zealand.

Miss Sharene Packard from the ledgers division has resigned from the company and will join the staff at the Onerahi Hotel as a receptionist. Mr. David Turner has transferred from the trading division to take her place in the ledgers. Resignations have also been received from Miss Sandra Harrison who was our telephonist, Cam Wright who was in ledgers and Miss Margaret Baxter a typist. We wish them all well in their new jobs.

We congratulate Mr. Roger Low who has been in our commission division as a clerk for the last two years and has been chosen to join the staff of the training farm "Wiltsdown" at Putaruru.

WAIMATE

Contratulations to Graham and Janferie Attewell on the birth of a daughter. Graham is manager of our grocery shop.

DUNEDIN

ELECTRIC REFRIGERATION

We welcome new staff member Rex Bulmer to our Dunedin workshop. Rex is a fitter by trade, and replaces Russell Henry who has resigned and is now living in Christchurch. Russell worked here for 11 years and the staff miss him and his exuberant ways. Life is much quieter now. We wish Russell success and happiness in the future.

Another of the workshop members, Frank Van Dessell was thrilled to greet his mother again when she arrived at Momona Airport from Holland. Mrs. Van Dessell was wearing Dutch national costume which created quite a stir of interest on Dunedin's main street. Frank is a keen student and advocate of Esperanto, an aviculturist and enthusiastic member-player of the St. Kilda-Mornington Association Football Club. Father of four girls and one boy his life appears to be fully occupied with these various activities.

Audrey Gardiner has adjusted well to life at the George Street showroom since our Princes Street branch closed. She leads the field in sales and sets an example to the younger sales staff. A keen follower of form, her fortunes fluctuate but enthusiasm remains strong.

Audrey conducts our racing syndicate, which is still non profit making, and zealously chivvies late payers and temporary non starters. Her interests include motor rallying and her home, which is beautifully situated on the Otago Peninsula overlooking the city and harbour. A very pleasant and tranquil haven from a busy working week.

Congratulations to Mavis Aitken and Dave Hewitt on their 21st birthdays. Dave's was celebrated in very noisy fashion at his home one Saturday night, and the guests had a very happy, rowdily energetic evening and early morning. A magnificent supper was provided and demolished. His demeanour on Monday morning was rather subdued.

Mavis celebrated hers in a quieter, more ladylike fashion.

WRIGHTCARS

SOCCKER—A Bird's Eye View: After a couple of postponements earlier in the season due to weather which we shall describe as "inclement" we finally played our soccer match against City Motors.

The weather was fine when we played although rain the previous night and up until noon on Sunday had resulted in the grounds being dotted with numerous picturesque miniature lakes.

The idea was that the women's team would play first and then the men but City Motors couldn't find enough women for their team and had to default. (And this was even before they saw us in

our team "uniforms"). It was then found that from the sixty-odd male workers in our establishment only six were enthusiastic and/or fit enough to play soccer. Thus it occurred that against City Motors' nine good men and true, Wrightcars fielded a team of five men and five . . . well . . . ladies?

The males of the species admitted to our inferiority by allowing us to stop the ball with our hands but they considered our shins to be already liberated and thus kicked them freely without any signs of guilt or concern.

As to the game? Well there are those who think it was a trifle unorthodox—apart from not having a referee.

We had a centre forward, Alex Blasby from the car workshop and a goalie, Jeff Boardman from parts but other than that we just sort of spread out. Phillip Anderson and Neil (Muttley) Greene, both from car workshop, played mainly as right and left wing and Chris Gouverneur, also from the car workshop, attempted to provide some sort of defence in spite of the female assistance he was given. Dawn Young (normally the typist) found that when she put on her brother's thigh-high red and white football socks her boots no longer fitted her. So she had to play in gymboots which weren't really ideal in the conditions and she was thus limited to the firm ground (of which there wasn't very much) and missed most of



Begone dull care—Mr and Mrs Eric Chamberlain, Te Puke, at the Tauranga ball.

the excitement. She was presented with a small sample of the mud after the game so that she would not feel too left out of things.

It is suspected that some members of the opposite side did not approve of Emmy van derHeyden dropping to her hands and knees in the mud in front of the goal mouth and tripping up one of their players just as he was about to kick a goal, but we still maintain it was an accident. The author of this piece confined play to within twenty yards of the back line owing to a severe case of "out-of-condition" which wouldn't permit more than one twenty-yard dash in any five minutes.

The mud was deep and oozing, the spectators few and City Motors beat us three goals to two but it was a great game and we all enjoyed it and really rather deserved the refreshments afterwards.

The female half of the team still wonder a little though. Did the guys really not know that they had hogged ALL the changing rooms and showers after the match!

ENGAGEMENT: Best wishes to Mary Guy our parts van driver on her engagement to John McGregor a photographer with one of Dunedin's daily newspapers.

TE PUKE

Farewells: At the Te Puke, Rotorua and Putaruru branches' triangular ball held in Tauranga recently the opportunity was taken to farewell Messrs J. Tanner and N. E. Cairns.

After 19 years' service Mr.

Tanner retired as produce-merchandise clerk and he and his wife were presented with a gift from the staff to mark the occasion. Mr. W. Brick, branch manager, paid tribute to Mr. Tanner for the manner in which he carried out his duties.

Mr. Cairns, trading manager, has commenced duties as branch manager at Fairbairn Wright, Dunedin. A presentation was made to Mr. and Mrs. Cairns on behalf of the staff.

Mr. Brick congratulated Mr. Cairns on his appointment and thanked him for his work and loyalty while he had been in Te Puke. On behalf of the staff he wished Mr. and Mrs. Cairns well in their new position.

TAIHAPE

More than 80 guests farewelled Mr. and Mrs. M. S. R. Eglinton at a function in Taihape recently. Mr. Eglinton, who had served the company for 39 years, the last seventeen as manager of Taihape branch, has now retired. He and Mrs. Eglinton will be making their home in Paraparaumu on Wellington's Golden Coast.

The guests were welcomed by Mr. M. L. Paul, trading sales manager, who acted as M.C. Wrightson NMA head office was represented by Mr. E. D. Watts, director in charge of the commission division and also a director of the Holding Company,



Enjoying the triangular ball at Tauranga—Mr and Mrs Phil Byford.

affect appetites and a good evening was had by all.

Assistance was given to Wrightcars with their Viva Now competition. We had a brilliant gold Viva on our showroom floor and it attracted a lot of attention. Although no orders were taken for Viva cars, considerable interest was shown in the Frigidaire prizes.

WRIGHTCARS

Before leaving for Wellington where Mr. Marshall has taken up a new appointment, Mr. & Mrs. E. P. Marshall were farewelled at a function in the form of a games and social evening, held in the Nelson rugby football club rooms. As a reminder of a happy association and of their stay in the "Sunshine City" Mr. & Mrs. Marshall were presented with a large, framed, coloured photo of a Nelson scene, by the staff of Wrightcars.

A most enjoyable evening was had by all, and the large gathering of staff members and wives present, wished them all the best for the future.

Our new name, "Wrightcars," is not only popular with us. It appears to be a name which lends itself to humorous wisecracks on the part of some of our customers—thus imprinting itself on their memories! Our two best to date have been:

Is that NIGHTCARS? and
Is that WRONGTRUCKS?
Can anyone cap these?

A fishing trip (!) organised by Mr. K. Sadd of our sales department, was enjoyed by some of the male staff of Wrightcars.

Rising at 4.30am for the 72 mile journey to French Pass to get the launch was a bit hard to take, but the fishing was worth the effort. A good many "babies" were sent back with a warning (one wonders if they learned anything) and the quantity of bait used was well perfumed with Queen Ann & Crown before being sent on its way!

The only casualties were one rod & reel lost overboard, and some "migraine" cases the next day. In fact, a good time was had by all.

Our male staff members have formed a soccer team to take up

all the challenges we are receiving from other firms and organisations around town.

Our first encounter against Houston Motors resulted in a 6-3 loss but an improvement was noticeable when we played our second game against Post Office workshops. Down 7-3 at half time we battled out to a loss of 8-7 at the final whistle. Their goal in the second half must remain suspect in the minds of Wrightcars players for it was scored when our co-opted goalie for this half (who happened to be the accountant's wife!) was lowered in a good rugby tackle (hardly cricket, what!) in the goal mouth, so allowing another of their team to score. Was it an immoral win to us?

Footnote: One of their players acted as referee!

HAMILTON

Winter Sports: On a recent Saturday the annual football and basketball matches were held against Dalgety N.Z. Ltd.

The girls romped home to an easy victory in the basketball, defeating their opponents by 43-2.

In the football section, the match, refereed by company client Mr. Duncan Johnstone, was both hard and fast, and after a word of advice from the management at half-time, we emerged the victors by 23-7.

There was the usual after-games function attended by a good crowd of both players and supporters.

Staff: Paul Reid who was mentioned in a previous issue of Newtime has had his golfing activities curtailed for three months while he is a guest of H. M. Government in Waiouru Military Camp.

We welcome back to the fold Owen Hinkesman. Owen, who has had a year's leave of absence in Australia, is now settling back into the routine of the stock department.

Transfers: D. Meban, agent Huntly, to agent Matamata; A. Eyre, junior agent, Matamata to agent Huntly; I. Thompson, stock clerk, Hamilton to junior



Guests of honour at a Taihape farewell—Mr and Mrs M. S. Eglinton with M. C. Merv Paul.

NELSON

ELECTRIC REFRIGERATION

Staff were pleased to see winter disappearing as they treated their wives and partners to an evening at the local Gourmet Restaurant. Although it was a chilly night it did not



Facing up to the camera at a Hamilton social were, from left, Messrs Ian Kelland, Merv Tiddy, Jack Stoddart and John Lewisham.

agent, Matamata; G. Strong, merchandise department to merchandise traveller, Te Awamutu. *Gossip Section:* We understand that field officer, Bill McDonald and his wife are departing shortly for twelve days holiday in Australia. It is rumoured the purpose of this journey could well be a second honeymoon!

TIMARU

Our best wishes to Bruce Brown and Gaye Cronin who have announced their engagement. Bruce is an attendant at our service station.



Bruce Brown, Wrightcars Timaru, and his fiancée Gaye Cronin.

OAMARU

Congratulations are in order for our store clerk, Harry Briggs who has been transferred to the accounts department in our Greymouth branch. No doubt Harry's "spirits" will increase now that he is living on the West Coast.

An enjoyable time was had by all at our annual staff social held recently. It was held in good spirit as was demonstrated by our grain and seed traveller Mr. Rodney Williams. Attendance was very good and we look forward to next year's event with great enthusiasm.

Congratulations to National Insurance agent, Graeme Carrodus and his wife Jane on the birth of a son, and also to Don Sutherland, merchandise department, and Carmen on the birth of a daughter.

WRIGHTCARS

Thirty-five years in the motor trade have been "a worthwhile and rewarding experience" for Mr. Ted McEvedy, who retired from Wrightcars Limited on 16 August. Speaking as a mechanic, which he is well qualified to do, Mr. McEvedy says the main difference he has observed in the trade is that when he began in 1938, it was mainly a matter of repairing and patching up damaged and worn parts, but now parts are just replaced.

After eight years on a farm at Southbridge, he began his career as a mechanic with Schaeffs Limited, Greymouth in 1938. Two and a half years later he

came to Oamaru and worked for Maude Bros, until he enlisted in the RNZAF in 1940, serving for five years in New Zealand. In 1941 he obtained his A grade Motor Mechanic's Certificate and after the war worked for Wright Stephenson & Co., motor department. He later spent six years with Knights Motors where he had many happy associations. He returned to Wright Stephensons in 1955 and was appointed service manager. On the retirement of Mr. R. Allen, he was appointed manager of the motor department which position he held until the amalgamation with Dewar & McKenzie. He was then appointed sales manager, the position he has retained under Wrightcars Limited.

Mr. McEvedy has put in a lot of time on national and local motor trade bodies. For eight years he was secretary of the New Zealand Motor Trade Institute, and he spent six years as a national councillor on the New Zealand Motor Trade Association, representing the North Otago branch of which he was president for four years. For many years he was the employer's representative on the local apprenticeship committee, and for 11 years he was the instructor in motor engineering at evening classes at Waitaki Boys' High School. He has also been examiner for the trade certificate of the New Zealand Trade Certificate Board at Waitaki Boys' High School for the past six years.

On his retirement, Mr. McEvedy hopes to have more time for fishing and duck shooting at Southbridge. He plans to remain in Oamaru in the meantime.

The staff of Wrightcars Limited presented him with a silver tea service on the occasion of his retirement.

Our photograph shows Mr. McEvedy inspecting the engine of a new car in the showroom at Wrightcars Ltd.

We welcome to the staff at Oamaru, Mr. David Rawson our new vehicle salesman, whose interests include, Waimate Hunt Club, Pony Club, New Zealand Horse Society and golf.



Thirty-four years in the motor trade behind him—Mr Ted McEvedy, Wrightcars Oamaru.

CHRISTCHURCH

Recently we said farewell to Dave Ray, who has been transferred to Wrightcars, Wellington, as credit manager.

Dave has been with the company for ten years spending time in most departments as well as Greymouth agency before it became a separate branch.

During his time with us Dave has shown particular interest and ability in organising Government Stores vehicle sales which are conducted by our company and the knowledge gained by him in this field will no doubt be of great assistance to him in his future job.

Our congratulations to Reg Garters who has announced his engagement to Miss Biddy Rutherford.

Welcome to Miss L. Minchin who has taken up a position in which she may be the first contact within the branch with potentially valuable customers—the post of telephonist.

Farewells have been said to Mrs. C. Thompson, Miss C. Browne, Mr. J. Rattray, Mr. C. McLeod.

Our annual rugby match against Ashburton branch was held at Southbridge.

Ashburton won the toss and elected to play with the stiff breeze on the slippery ground. Gaining early superiority in the forwards and not allowing the Christchurch team to settle down, they put on twelve points in the first twenty minutes from three fine tries. However, Christchurch fought back well and with five minutes to go to half time our number eight, Mike Radford, broke clear with the ball on the half way line and went through the entire Ashburton defence to score between the posts.

The second half was an extremely close encounter with Christchurch office improving in the forwards and getting more ball than in the first, enabling them to catch up their early deficit.

Peter Calder put four more points on the board for Christchurch when he scored a try under the posts. A fine forward move culminating in a try to Gavin Marshal brought Christchurch within two points of Ashburton, but with the slippery ball conditions the conversion went astray and the whistle blew for full time with Ashburton running out the victors 18-16. The game which many spectators considered to be close on senior standard was refereed by Mr. Bill Harrington our real estate supervisor. Bill, who had not refereed a game for seven years, has only just started to walk normally again, a week after the game. We all had a most enjoy-



Wool was his forte—Mr H. W. Hickman, Wrightson NMA, Christchurch

able function in the clubrooms after the game and look forward to next year's match when we hope to be able to turn the tables.

We held our first wool sale for the season as well as the first under the new company crest on 30 August and although prices were a little lower than previous sales in other centres this season, they remained at a very good level throughout the day. The total offering comprised 24,903 bales of which our company offered 5,329 and was drawn mainly from Canterbury and Marlborough and according to our wool manager Mr. Rupert Iles, both fine and coarse wools opened up in better order than for some time.

Explanations as to why the

times president of the Christchurch Wool Brokers' Association, and a member of the executive of New Zealand Wool Brokers' Association for five years and a member of the claims committee of the New Zealand Wool Brokers' Association for seventeen years. When asked what was the most satisfactory event of his career Mr. Hickman said it was undoubtedly in 1965 when he and Mr. Duncan Stewart who was the company wool officer at the time received the news that their plans for a new woolstore to be built at Woolston had been given the "green light" by head office. To see the smooth manner in which the wool flowed through the new store in its first sale as



Rebecca Westoby and Harry Briggs were obviously pleased to be at Oamaru's annual social.

prices in the sale moved back slightly from the extremely high ones received at Timaru a week earlier vary. One authority in the wool trade put it down to a reaction to an excessive earlier upward move in prices.

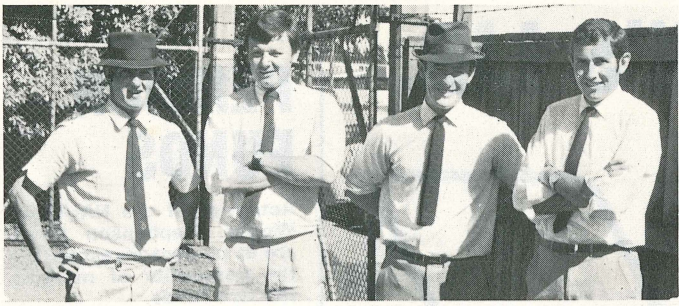
RETIREMENT

On Thursday 17 August, we said farewell to staff member Mr. H. W. Hickman, who is retiring. The occasion was marked by a function in our staff cafeteria which was attended by a large gathering including staff and management as well as some superannuitants who had been associated with Mr. Hickman during his forty year career with our company.

Mr. Hickman joined National Mortgage & Agency Company of New Zealand Limited in Southbridge in 1928 as office boy—clerk and was transferred to Christchurch office as assistant cashier in 1935, being appointed wool clerk in 1937 as assistant to the late Mr. Ralph Grimmer. Apart from two years in the machinery department and a break of four years from the company he has remained in the wool business since being made head wool clerk in 1949. In 1952 when the wool department came under its own entity he was appointed wool manager, a job which he held until 1969 when he was promoted to the position of assistant wool officer for New Zealand. During his distinguished career Mr. Hickman was four

planned was certainly one of the greatest thrills he could recall. After the exasperating job of handling wool in the two old stores owned by the company and four others from which storage space was leased, the new store was magnificent, cutting down the very long hours worked and eliminating the difficult conditions which Mr. Hickman and his staff had experienced. Since joining the head office staff most of his time has been spent on costing and administration of wool handling and the standardising of wool systems throughout New Zealand.

At the function, Mr Hickman was presented with a Stewart crystal decanter, jug and glasses. He and Mrs. Hickman were wished good health in the future and a happy retirement by branch manager Mr. R. L. Edgar, manager seed centre and member of the holding company board, Mr. H. T. Irving, deputy manager Mr. N. K. Aitken and wool manager Mr. R. Iles. In replying Mr. Hickman spoke of the great pleasure he had derived from working for our company over the years and made special reference to the character and personality of staff who work for stock firms. He said he believed that we have a team spirit which is second to none and it will be this spirit which will help to make the merger a great success. We wish Mr. and Mrs. Hickman a long and happy retirement.



Christchurch staff at a Government Stores Board sale (left to right) Peter Calder (stock dept.), Graham Guthrie (junior agent Leeston), Tom Williams (metropolitan agent), Dave Ray (now Wrightcars, Wellington).

WELLINGTON

The annual rugby match usually held between Dalgety N.Z. Ltd and NMA Company of N.Z. Ltd took a new turn this season when a combined Wrightson NMA side took the field at Melrose Park.

Weather conditions were at a dismal low, even for Wellington, and the ground was covered with sheets of water. Constant rain made the ball difficult and greasy to handle even before the game had started. This however was not enough to stop the Wrightson NMA backline spinning the ball all day, after getting great possession from their forwards.

Great cohesion among the backline resulted in five tries, all scored from running play. Those to collect were the wings, Bruce McMurtrie and Brian Fraser (one apiece), Bob Pringle (2), who had a good all round game at five eight and Tony King who in between despatching the ball to the three quarters also collected a good try.

Bill Fergie who hails from MacEwans Machinery and was our last line of defence contributed three conversions, two of which were excellent kicks from the sideline.



Snappy footwork in the mud by Bob Pringle as Alan Brown and Owen Mills (right) move up in support.

The match was played in a good spirit and although Dalgetys failed to open their account, they gave a good display of wet weather rugby. On the whole it was a stirring encounter and one which we are hoping to renew next season.

Finally the trophy which was at stake, the McPhail Cup, which was wrested from Dalgety N.Z. Ltd the previous season after some years, will stay with the new group for another twelve months.

Dalgetys turned on an enjoyable after match function and when presenting the cup Mr. McPhail said it seemed the only way Dalgetys were likely to regain the trophy was to take over Wrightson NMA.

FAIRBAIRN WRIGHT

The staff of Wrightson NMA grocery division was welcomed into Fairbairn Wright at a social evening held on 25 August.

Mr. F. G. Boddy, branch manager, welcomed the large number of staff members present, after which Mr. O. Bengé, general manager, briefly addressed the gathering.

It is pleasing to see that Mr. Dave Pope from the packing room is still with us, having served the last 43 years with first Levin & Co. Ltd, and then with NMA.

We note that Miss McAdam

and Mrs. Hosie have been out at Kaiwharawhara grocery looking after the phones. Some say that they have been having their annual leave while working.

At a recent evening held in the Oak Room, Challenge House, a male member of the grocery section reckons he had 90 per cent success in being introduced to all the ladies present. We wonder if anyone else can claim greater success.

Congratulations to Neil Fitzgibbon of our hardware department on receiving the cup for the most improved junior in the Titahi Bay rugby club.

MacEWANS MACHINERY

New Staff: We extend a welcome to new staff members, Mrs. Howie, typist, Miss McCahon, invoice clerk, Mrs. Carter, typist, Mrs. Martin, telephonist and Miss Murphy, accounts clerk. Miss Murphy has since changed her name to Mrs. Dellabarca and we congratulate her on her recent marriage.

Mike Goody our pumping sales representative left us to set up his own business and we wish him success in his venture.

We also reluctantly farewelled our husband and wife team Ian

and Cheryl McPherson who succumbed to the temptations of our Hastings branch. Ian is a technical Martonair representative and Cheryl was our cashier.

WRIGHTCARS L/HUTT

We have welcomed several new staff members. Mr. T. Simpson formerly Wrightcars, Wellington credit manager has joined us as accountant and Mr. A. Shaw is now in truck sales. New to the company are Mrs. P. Puddick, typist, Miss K. Young, cashier, Mr. D. Thomson and Mr. D. Paterson, both vehicle sales, and Mr. G. Laursen, mower department.

NMA WRIGHT STEPHENSON HOLDINGS

Felicitations to Penny Howarth, now Mrs Howard Griffin; and to Judith Braniff, whose new style is Mrs Geoff McLachlan. We wish good fortune to these two new couples.

Very good wishes for the future also to Lesley Carmichael who has become engaged to Mr Clive Newman.

Congratulations to Laurie Duck on the addition to his establishment—son Malcolm.

Welcome to Mr Ian Donald who has taken up his position as finance controller.

Greetings Marie Kelly, newly returned from a second trip to Fiji with the Henry Rudolph Singers.

In the computer centre, Tim Tuohy, formerly office junior, Wellington, is now a computer operator, which post we hope he enjoys.

From Blenheim branch is Denis Donkin, transferred to the computer centre as data controller. Good luck Denis.

Goodbyes were said in a packed Oak Room to Mr R. G. Sinclair popular chief accountant and chairman of the merger accounting committee who retired on 31 August. Staff members of all Wellington units were on hand to wish Mr and Mrs Sinclair well. During the evening a presentation of a cheque was made to Mr Sinclair by Mr R. R. Trotter on behalf of those present.

Most welcome back and settling into the enlarged Group is Dell Rodewald. Before a stint "outside" Dell was in WS head office and then Haywrights. She says it is good to be back.

WRIGHTCARS

Bevan Smith was hardly welcomed back from Munich Olympics before he was providing more interest for his friends—when he married Miss Anne Lyth. Good wishes Bevan and Anne.

BLOODSTOCK

Welcome newcomer to this division is David Edward, transferred from Greymouth branch. Can we compete with the Coast, David?

COMPUTER CENTRE

Russell Hancox has joined Fairbairn Wright Ltd. on transfer from the computer centre and we hope he digs the new scene.

CHALLENGE PROPERTIES

Our sympathy to Jerry van der Reijden, in Wellington Hospital with a broken elbow, collected while house painting. We hope he is soon mended, with amended respect for ladders.

WRIGHTSON NMA

Congratulations to Brian Rabbitte, assistant accountant, on his newcomer son, Michael.

MR R. C. STEWART RETIRES

A career of 42 years with Levin & Co., NMA and Wrightson NMA ended when Mr Rodger Stewart, joint manager of Wellington branch, retired in August.

At a staff gathering in Challenge House to farewell Mr Stewart, Mr M. I. Ritchie said that he could speak of the guest of honour as an old cobbler of NMA days. Running through the highlights of Mr Stewart's career, Mr Ritchie said it had been one of consistent progress.

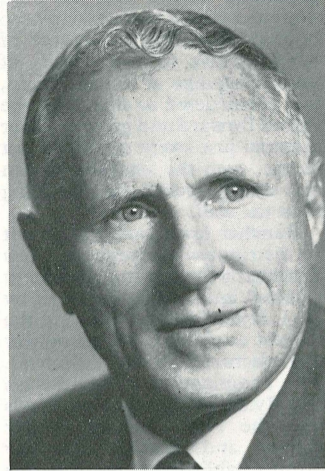
Mr Stewart joined Levins at Wanganui in 1930 and at the age of 23 became accountant there. 1940 saw him off to war in the navy for five years. On his return he became Feilding branch accountant and in 1947 assistant branch manager at Masterton. The next move was to Sydney in 1948 as assistant manager for 14 months, and then back to Wellington as branch inspector. In 1957 he was appointed Masterton branch manager and a director of Levin & Co., and then in 1961, joint general manager with Mr H. W. Huse. Mr Stewart was appointed Wellington branch manager of NMA/Levins in 1964.

All of these moves pointed to Mr Stewart's ability and the respect in which he was held by the company, Mr Ritchie said. His exploits in the navy would fill a book in themselves. He was one of the lucky ones who left Singapore just before it fell to the Japanese—only because he was fortunate enough to draw the right length straw.

Wishing Mr Stewart well in his retirement Mr Ritchie guessed that he would not be idle. His farm in the Wairarapa and other business interests would not leave him much time to indulge in his favourite hobby—travelling overseas.

Mr R. R. Trotter said that he had been able to observe Mr Stewart from a competitive position. Mr Ritchie had listed the highlights of Mr Stewart's career, but he thought the highlight was that he had been wheeling and dealing for 42 years and producing profits.

Mr Trotter said that it was obvious that the guest of honour was held in high regard within his own company, but perhaps even more outside it. He had a tremendous following among the farming community and had shown expertise and skill in trading. On behalf of those present and friends on the staff Mr Trotter presented Mr Stewart with a crystal chandelier.



Mr R. C. Stewart

In returning thanks for the remarks by Mr Ritchie and Mr Trotter, Mr Stewart said that he was going to make the most of his retirement, but his hobby was to work. He said that he had been employed by and had enjoyed every minute of his work in a great company which had some great men in it. He recalled the Duncan and Pearce families, Mr Day, Mr Ritchie and said he had been fortunate to work with them.

Mr Stewart praised his staff and said that as manager he had no problems, and results appeared almost without knowing why.

He thanked the Wellington staff particularly for their loyalty and said the merger and the diversification of the group opened up great opportunities for young people. He advised them to get experience in as many sections as possible.

A final word on a highly successful function—congratulations to the social committee on their organisation and particularly to the ladies who looked after the catering. They did a truly professional job.

COMBINED FAREWELL

A combined total of 86 years' service was the record of two staff members who retired recently. They were Mr R. G. Sinclair, who joined Wright Stephenson at Auckland as a junior in 1925, and Mr M. S. R. Eglinton, manager of Taihape branch, who joined Abraham & Williams Ltd. at Palmerston North in 1933.

Mr Sinclair, chief accountant of Wright Stephenson, reached the normal retiring age earlier in the year, but stayed on at the company's request over the merger period. His career took

him from Auckland to Palmerston North where he was accountant from June 1946 until December 1957, when he took up his head office appointment.

Mr Eglinton was the first manager of Taihape branch which was established in 1955. Before his appointment to the Taihape position he had been for two years manager of the commission department at Palmerston North branch which he had joined as a junior. Palmerston North at that time was a branch of Abraham & Williams Ltd. in which Wright Stephenson had a financial interest, the two firms merging completely in 1950.

Messrs Sinclair and Eglinton were farewelled at a gathering of senior staff and their wives and some specially invited former staff members, in the boardroom of Challenge House, Wellington. Mr Sinclair was also the guest of honour at other functions in Palmerston North, Dunedin and Auckland.

Speaking at the farewell, Mr R. R. Trotter said that Mr Sinclair had built up an impressive record of service, and had done a mighty job for the company. He was the architect of the accounting system which the group was using and of budgetary control. The soundness of his planning was shown when his system stood the test of the coming of the computers and of the merger.

"He's a dry sort of a fellow," Mr Trotter said, "who did his job efficiently and unobtrusively." Those who worked with Mr Sinclair regarded him with affection and were sorry that he had come to the end of the road.

Presenting a farewell gift of a writing desk, crystal decanter and glasses and cutlery from senior staff, Mr Trotter wished Mr and Mrs Sinclair well for the future, and particularly thanked Mrs Sinclair for her help.

In reply Mr Sinclair expressed his thanks for the gifts. He said that anyone who had been with the company for any length of time got a feeling that the staff were "with it"—a feeling of loyalty. He said that human factors of co-operation and friendliness were what made a company. The merged companies had both been the same in that respect and together they form a strong group in which he wished all well for the future.

Farewelling Mr Eglinton, Mr Trotter outlined his career from the time he joined in 1933 and said that he had built up the branch during his time as the first manager, and in fact could be said to be W. S. & Co. in Taihape.

Mr Eglinton had shown loyalty to the company and devotion to his work, Mr Trotter said, and the company was grateful for all he had done, and for the support of Mrs Eglinton.

Presenting a cheque as a farewell gift, Mr Trotter expressed best wishes for a happy retirement.

In reply Mr Eglinton said he greatly appreciated the gift and good wishes. He said that friendship had been a feature of life in the company, and there could be few industries which could boast of such a combination of various interests. This led to greater contacts with more people.



Mr R. R. Trotter speaking at the farewell to Mr and Mrs R. G. Sinclair (right). With Mr Trotter is Mrs Trotter.

RANCHER BOWS TO WOMEN'S LIB.

In the traditionally masculine field of lawn mowing, mowers have always tended to the bigger and more powerful, and in this direction, Rancher has led the way with its Royal and Deluxe 18" models. There is no doubt that these big, rugged machines with large grass catchers can cut through the work and handle the toughest sections with ease, but, in a sense, that's the problem. These bigger machines are sometimes difficult for women to use, and, with the rallying cry of the women's organisations being "full equality in all things", Rancher thought it was time to bring on to the market a mower with which the average woman could cope.

So evolved Rancher's newest addition to its range—the Lady Rancher. At only 40 lbs the Lady Rancher is the lightest, most portable motor mower on the market; but don't make the mistake of thinking its a lightweight when it comes to work. The Lady Rancher, just like its bigger brothers, incorporates a powerful Iron Horse two-stroke engine, and, because of its smaller blade, it's almost impossible to stall no matter how hard the going. The Lady Rancher is an Amazon among the Titans in the rest of the Rancher range.

Something else that's new from Rancher and is equally advantageous to both men and women who like to work in the garden, is the Burro. It's one of those things that when you see it you say, "why didn't someone think of it before". The Burro

is a lightweight, two wheeled gardening barrow that has been designed with a particularly deep bowled body that is capable of handling five or more loads of grass clippings at a time. Also, it is constructed so that it can be tipped forward and grass or other material just swept in. When not in use, even the smallest woman can simply pick it up and hang it on the wall.

Rancher lawn care equipment is distributed throughout New Zealand by MacEwans Machinery Limited and is manufactured by H. J. Ryan Limited, who are the longest established motor mower manufacturers in New Zealand. The combination of MacEwans and Ryans is making big inroads into the New Zealand mower market and Rancher is now firmly established as No. 3 in this very competitive field.



Contribution to Women's Lib.—Lady Rancher.

PENSION FUNDS

Actuaries of the NMA and Wright Stephenson funds are at present investigating the possibility of merging the two funds.

In the meantime entrance to the NMA fund has been suspended. Because the benefits offered by the Wright Stephenson fund appear to be of greater advantage to staff members, those who would normally have joined the NMA fund on 1 October will be offered the opportunity to join either the Wright Stephenson fund or a merged fund on 1 January next.

OBITUARY

Mr. E. L. Officer, MELBOURNE

It is with regret that we record the death in Australia of Mr E. L. Officer, a former member of the Wright Stephenson and Co. Ltd board of directors and general manager of the Australian operations from 1953 to 1967.

The late Mr Officer joined the Wright Stephenson staff in Invercargill in 1919, transferring to head office in 1927. From 1933 to 1940 he was personal assistant to the then chairman of directors, Sir William Hunt. During the war years, Mr Officer assisted the Rt Hon. J. G. Coates in the war cabinet and accompanied him to the United States, Canada and Australia in 1941/42. He rejoined the company in 1950 in Wellington and in 1953 was appointed Australian general manager. He was a former president of the Wellington Chamber of Commerce and took an intense interest in chamber of commerce affairs in Melbourne.

The late Mr Officer played an important role in the development of the company's business in Australia and during his term as Australian general manager, considerable expansion took place. For many years he suffered bad health, but thrived on his dedication to his work. He was an extremely well respected and popular manager in Australia and his passing has been felt by all staff.

To his widow, Mrs Thelma Officer, son John and daughter-in-law Beverley, we extend our sincere sympathy.

NATIONAL DAIRY BULL SALES

The National Dairy Bull Sales recently held in Hamilton by the Stud Stock Department were the first in the long-established series conducted under the new name of Wrightson NMA Limited. The first national dairy bull sale was conducted by Wright Stephenson & Co. Limited in 1923 and the company has held these fixtures continuously since then, with the Jersey breed this year celebrating the Golden Jubilee sale. Appropriately enough, the Jersey section enjoyed one of the breed's best ever sales, entries coming forward in excellent order before a very large attendance of breeders and dairymen.

Topping the sale at \$1250 was the sole entry of Bay of Plenty breeder F. J. D. Drury, whose bull Hillingdon Sultans Link went to an Australian buyer. Invercargill breeders R. J. Irwin and Son sold another son of Big Hollow Follis Sultan from their excellent cow Rata Glen Geisha Maid at \$1050, also to Australian interests. The Jersey section averages were: two-year-olds \$340, yearlings \$305 with Levin breeder B. W. Geange's Pampas Stud selling five bulls at an average of \$960. This was the top individual stud average. At the pre-sale show section, the grand champion was K. J. Locke's two-year-old Moorglen

Masterpiece, the reserve ribbon going to the Wairarapa breeders H. J. & B. H. Farley's Pacific Sylva's Peer. To mark the Golden Jubilee sale the judges in this section were the current president of the Jersey Association, Mr. T. J. Fourneau and two of the longest standing National vendors Mr. J. Dobson of Inglewood and Mr. E. Hoffman of Waihi. Another special feature was that, assisting with the auctioneering, were Mr. K. Robertson, a son of the late Charles Robertson who established the first national sale and Mr. John Broad whose father also sold at the initial national sale.

The Friesian section also enjoyed a highly successful sale with averages of \$347 and \$252 for the two-year-olds and yearlings respectively. Cambridge breeders, D. J. & J. E. Day paid the day's top price of \$1400 for Hillside King Boss, a yearling entered by the Tauwhare breeders H. G. Mickell & Sons. The same breeders also sold bulls at \$825, \$400 and \$300. Paeroa breeders B. H. & V. J. Burton also enjoyed a successful day selling entries at \$670, \$500 and \$440. Grand champion bull of the breed was Moneville Classic Prince entered by M. S. Rennie, Mangere, and sold for \$600, while Kereland Dauntless Alert took the reserve award for B. H. & V. J. Burton. Judges of the Friesian section were Mr. A. Alach of Tauranga and Mr. J. Duder of Clevedon.

The Ayrshire section resulted in the best ever sale, the yearlings averaging \$256 and the two-year-olds \$276. Manawatu breeder G. A. Edgecombe topped the sale at \$620. This figure was paid by Seaward Downs breeders B. J. & R. J. Morton when they purchased the yearling Taurangi May Comet for their well-known Inglestone Ayrshire Stud. Northland breeder M. S. Hutchings sold his first prize two-year-old to Young Brothers, Te Awamutu at \$350, while the grand champion bull of the breed, the yearling Ardrihaig National Glen, entered by A. J. Clements, Hamilton sold at \$380. Judge of the section for the pre-sale show was Mr. Alan

Weir of Hamilton.

Also held during the sales, to celebrate the fact that this year's sale was the Golden Jubilee sale for the Jersey breed, was a highly successful social evening organised by the Hamilton branch of Wrightson NMA Ltd. Invitations were extended to all past vendors and judges and it was pleasing to see so many of the company's older clients and their wives present to reminisce about earlier sales. Over the years the National has become a regular meeting centre for so many and this one was no exception. During the evening those present were addressed by Mr. H. A. Parsons, a director and manager of Hamilton branch, and Mr. W. B. Morpeth, the company's stud stock manager also spoke. Both speakers made special reference to the earlier national sales. Mr. Trevor Fourneau, representing the Jersey breeders and Mr. Trevor Bremer representing the Ayrshire and Friesian breeders, replied on behalf of those present. It was pleasing to see present so many of those who have been associated with the National over the years, and enjoying the opportunity to meet past and present vendors. Included in this category were Messrs T. M. Hall, E. Chamberlain, J. Parsons, C. Collins, M. Cunningham, W. Brick and G. Q. Knight. Mr. R. P. Miers of the stud stock department in Hamilton acted as M.C. for the evening.



They've attended many national sales—from left, Messrs. W. B. Morpeth, N.Z. Stud Stock manager, T. M. Hall, Wrightsons Auckland manager, W. Brick, manager Te Puke branch and H. A. Parsons, director Wrightson NMA and manager Hamilton branch.

HELP FOR PLOUGHING CHAMP.

John Kyle, a young South Canterbury farmer, won the Silver Plough national ploughing championships at Rakaia, and earned the right to represent New Zealand in the world ploughing championship at Minnesota, U.S.A. Competing in his twelfth Silver Plough final, John, who hails from Seadown, won by a margin of seven points from the runnerup Peter Dixon of North Canterbury.

Although not the winner of the world championship, held on 15 and 16 September, John performed well, ploughing into equal eighth place, with Sivert Jansson of Sweden. Not a bad performance in a field of 38 ploughmen from 20 countries. The winner was Austrian Willi Flatnitzer who edged out Nor-

wegian Maas Bakken after two days of stubble and grassland ploughing watched by a total of 75,000 people.

At Minnesota John used a Kverneland plough arranged for him by MacEwans Machinery Ltd who are the New Zealand agents. He had used Kvernelands before—and it had not escaped his notice that the world's top ploughmen favour them.

When the world championships were held in New Zealand in 1967, six of the first place-getters used this make of plough, and there has been a similar pattern at other Golden Plough contests.

There is a special camaraderie among ploughmen and, ever since he won the Silver Plough, John has had regular visits and

offers of help. Two keen Kverneland men in his district lent him their ploughs so that he could get used to the slightly different "feel" every plough has, and many others lent him shares, gave him advice, or simply called to wish him well.

One thing is certain—he will have met some Norwegians in the States. Wherever Kvernelands are appearing in top competition, representatives of the company are on hand to watch and to help.

The man who would most like to have been with him is Jock Arthur, of MacEwans, who negotiated the Kverneland agency and who, like Mr H. W. Huse, regularly wears the distinctive golden arrow tie of the Kverneland company.