

Newstime



THE STAFF JOURNAL OF THE NMA WRIGHT STEPHENSON GROUP.

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PROF. PARKINSON VISITS N.Z.

Few people in New Zealand knew what to expect when, thanks to NMA Wright Stephenson Holdings Ltd., they had the opportunity to meet C. Northcote Parkinson, the man who propounded Parkinson's Law.

Some, aware of his M.A. and Ph.D. and the fact that he was a Fellow of Emmanuel College, Cambridge, plus having been a Professor of History, expected an urbane scholar. Others, having delighted in his comic writing, almost expected him to wear baggy trousers and have a red nose.

Instead they encountered a shortish, squarely built man in his early 60s, with a polished pate and a deadpan expression. He could be a bank manager, a senior commercial traveller or a headmaster—so far as appearance goes.

It is when Professor Parkinson begins to talk that the image comes into focus. He is certainly urbane, scholarly and a comedian. But above all he is an outstanding wit, a master of the understatement and the throw-away line, a man who uses humour to expound carefully thought-out theories on business administration.

In Dunedin he had about 200 top businessmen all but shedding tears of mirth as he drily and drolly talked about New Zealand's besetting sin, the setting up of more and more committees.

"The ideal committee consists of five people," he said, without a flicker of a smile. "But other people feel excluded and complain. In the U.S.S.R. they know how to deal with critics—they liquidate them. In the Western world we simply add them to the committee.

"When the numbers rise to between 19 and 23 the Co-efficient of Inefficiency is reached



How the audience saw Professor Parkinson

and it is possible to have two completely different discussions going on at opposite ends of the table. So the original five become the Executive Committee, the rest are broken up into sub-committees (with power to add, of course) and in no time at all you have an organisation whose effectiveness is in inverse proportion to the number of committees formed."

The Law of Triviality was illustrated by the proposition that

a University Finance Committee would, without question, pass the Physics Department's request for a nuclear accelerator costing \$10 million because nobody knew what a nuclear accelerator was—but would spend 45 minutes debating the request for a new blackboard in the History Department because they knew about blackboards and also became suddenly aware of their role as guardians of the public purse.



. . . . and how they reacted. At the right of the second row are Mr M. G. Shepherd and Mr M. J. Smith.

A CHRISTMAS MESSAGE

This year began with the announcement of the merger proposals and it ends with the task of physical integration completed. The merger has been the dominant feature of the year, and perhaps the most significant event in our history.

The bringing together of some five thousand people into one team was a big task. It has been successfully achieved only through the loyalty, enthusiasm and hard work of many people who have cheerfully accepted the changes, the inconvenience, the extra work and, sometimes, the disappointments involved. On behalf of the Board and the shareholders, my grateful thanks to you all—and to your wives and families who have supported you.

It is now quite clear that the merger is a success—a greater success than any of us, who were involved in the decision, could have expected when we entered upon it with such conviction twelve months ago. That success will continue only if we concentrate on the future, and not the past.

After the months of integration and consolidation it is appropriate to pause at Christmas and reflect, before commencing the new year revitalised and looking forward. I wish you and your families a very happy Christmas. I hope you have some rest and relaxation, and some fun together.

The Company is entering 1973 ready to move ahead strongly into an exciting and challenging future. It is a future which we can make for ourselves if we all contribute as a team. That I am sure we will do.

Best wishes.

Professor Parkinson's luncheon audience in Wellington saw an entirely different facet of the man. In a relatively staid but provocative address relieved by flashes of dry humour he demolished the concept of nationalistic government in the present world scene. As an alternative he offered the idea that big business can solve world problems.

"Nation-states are ceasing to be relevant in the world in which we live," he said.

"We can understand the E.E.C. better if we realise that the nation-state has had its day."

He said the task now was to fit big business into the structure of society.

"Corporations have become super-national at levels where mere nationality is ignored."

"We need a new political framework to fit the one in which we live. We must make as much progress in political thought as in technology."

But the essential Parkinson cannot be captured in verbatim reports. It takes the man himself, firmly planted on the platform, talking a delightful blend of satire, nonsense and truth, to

put the message over. His comments on Comparative Chairmanship and techniques for selecting top executives had to be heard to be appreciated.

In conversation he can become extremely serious, especially on his favourite subjects, satire and humour. He believes young people take themselves far too seriously, has an idea that older New Zealanders do the same.

How did he arrive at his theory that work expands to fill the time available? It happened when he was at a Joint Headquarters during the war. When the Air Vice-Marshal went on leave the volume of work dropped by 25 per cent. Then the colonel went away. There was another drop. Next, the wing commander took sick and the work was down to about 25 per cent of the normal amount.

"If I had gone off and left things to a sergeant I believe there would have been nothing to do at all," he says.

Exaggerated? Of course—but there is an underlying truth in most of what he puts forward in comic style. And New Zealanders have been fortunate to meet him.



TWO MANAGERS RETIRE IN LONDON

A possibly unique occurrence took place in London on 30 September when the two branch managers, working for the same company, retired simultaneously.

The ex NMA Company staff said farewell to their retiring manager, Mr D. M. Dunnet, on Friday, 29 September, and this was followed on 5 October by a formal dinner in his honour at Quaglinos Restaurant.

After dinner, Lord Denman, past chairman and present director of NMA Wright Stephenson Holdings, paid tribute to

Mr Dunnet for his long and devoted service as secretary of the board in London, while Mr H. W. Huse, speaking on behalf of the company in New Zealand, referred to Mr Dunnet's previous service in New Zealand which commenced in 1930, and in recent years to the key part he played in practically all major developments of the NMA Company, and more lately in the merger.

Other guests present were Mrs Dunnet, Lord and Lady Hampden, Sir Errington and Lady Keville, Mr and Mrs George Taylor, Mrs Huse, Mr and Mrs



At the farewell dinner for Mr and Mrs D. M. Dunnet, from left, Mrs H. W. Huse, Mr W. H. Scollay, Mrs Dunnet, Mr H. D. Matson, Mrs Matson, Mr Dunnet.



A light hearted moment during the farewells to the Scollays. From left, Mr W. H. Scollay, Mrs H. W. Huse, Mrs Scollay, Mr Huse.

Scollay, Mr and Mrs Coles, Mr and Mrs Barns and Mr and Mrs Matson.

Also on 29 September the ex Wright Stephenson staff gathered to pay sincere if slightly light hearted tribute to their retiring manager, Mr W. H. Scollay and his wife.

The new London manager, Mr H. D. Matson, acted as Master of Ceremonies and, first of all, introduced Mr H. W. Huse who put Mr Scollay's 47 year record with the company into perspective by reminding his listeners that not only had he served under every manager that London office has ever had, but that he himself was the first 'home grown' London manager. Mr Huse, who had obviously researched his subject thoroughly, took some considerable delight in telling the guests of Mr Scollay's ability as a salesman, and how he could sell the "last 5 tons of cheese" ten times in one morning.

It fell to Mr Alan Stead, the branch accountant, to present to Mr and Mrs Scollay a stereogram from their friends in New Zealand, and a pair of crystal decanters from the United Kingdom staff.

Mr and Mrs Neil Bleeker flew in from Amsterdam to represent N.C.Z., our Dutch produce suppliers, and to present an ornamental clock, and a beautiful floral arrangement from the directors. Mr Melville Fleming, managing director of Archibald Fleming & Co Limited of Glasgow marked the occasion by presenting to Mr Scollay an inscribed silver tankard from their management and staff.

Mr Scollay responded in witty, if nostalgic vein, recalling, among other things, that as the office boy in 1926, after 12 months with the company he was given the option of an extra 2/6d. per week or the use of a swivel chair — he took the chair.

PEAK EFFICIENCY REACHED?

Since the first judging for the Efficiency Award, the results of which were published in Newtime issue 5, the flow of suggestions from staff has mysteriously dried up. Why has this happened?

Do staff members feel that the Efficiency Award Committee is too tough?

They're not, you know. You can be assured that all suggestions are gratefully received, so why not try the committee out. Send in your idea and if it is adopted, an award is yours.

Our staff numbers are about 5000 and in that number there just have to be some original and good ideas.

Let's have them.

And don't forget the juicy carrot that is dangling there as an inducement to get cracking. Remember the details? The award is open to every staff member below the level of assistant manager and, where made, is for goods (non-taxable to the recipient) to the value of \$25. But that's not all. A prize of goods worth \$50 is awarded, in addition, for the best suggestion each quarter, and for the best suggestion each year to 30 June there is a further prize of goods valued at \$100.

Over to you.

Perhaps the most profound tribute to Mr Scollay's popularity in the provision trade was paid by 'The Grocer' magazine, which circulates weekly to 53,000 grocers throughout the United Kingdom. It's announcement of Mr Scollay's retirement was headlined simply "Bill Retires".

KEEPING THE GIRLS HAPPY

Len Avison, MacEwans woodworking machinery expert, is keeping tens of thousands of New Zealand women happy. But, it must be explained in haste, he does so without even meeting them.

Fashion conscious females these days demand shoes with wooden soles. Mr Avison has sold the footwear industry two machines which attack slabs of Southland beech and, every four minutes, turn out three pairs of wooden soles.

His two Reichenbacher machines were imported from West Germany last year. One went to a North Island factory, one to the South Island. Their joint capacity is almost 150,000 pairs a year—on the basis of eight hours a day, five days a week.

However, Len Avison has now sold to a Christchurch company an even more sophisticated machine which does away with the need for sanding. In other

words, the soles come off the machine ready for the attachment of rubber composition soles, straps and a coat of lacquer. This machine, now on its way to New Zealand, is also produced by Reichenbacher, for whose products MacEwans have the sole New Zealand agency.

The first two machines are described as copy milling machines. Pneumatically operated on a fully automatic four minute sequence, they cut left and right shoes simultaneously. The copying device is a circular stylus of the same diameter as the cutters.

Before Len made his sales the machining was done in Australia from imported European timber, and the wooden soles were sent to New Zealand for finishing—so the 1971 innovation represented an important breakthrough for footwear manufacturers, and the latest development will set an even higher standard.

Known as the RW 70, the new Reichenbacher will be the first in New Zealand. It is, to quote Mr Avison, "A really sophisticated machine designed specifically to put a superfine peripheral finish on wooden footwear."

A minister was asked by one of the less respectable members of his congregation to pray for Anna Belle. Several days later he asked the member if he would like the prayers repeated.

"No, thanks," was the reply. "She came in and paid 7 to 1."

HAWKES BAY CATTLE TO JAPAN

The livestock import/export division has sold to the Nihon Beef Company, Osaka, Japan, a consignment of pedigree Angus on behalf of the Waipukurau breeder, Mr C. E. B. Pattison, Waiwhero. Fifteen in-calf heifers and one bull left the Waiwhero property in the first week in October.

These cattle were shipped on the "Hamburg Maru" from Auckland to enter quarantine in Yokohama, Japan before being sent to the purchaser's property on Hokkaido.

Tending the animals on board was Murray McCallum, stud stock officer, Invercargill, who found himself in a totally

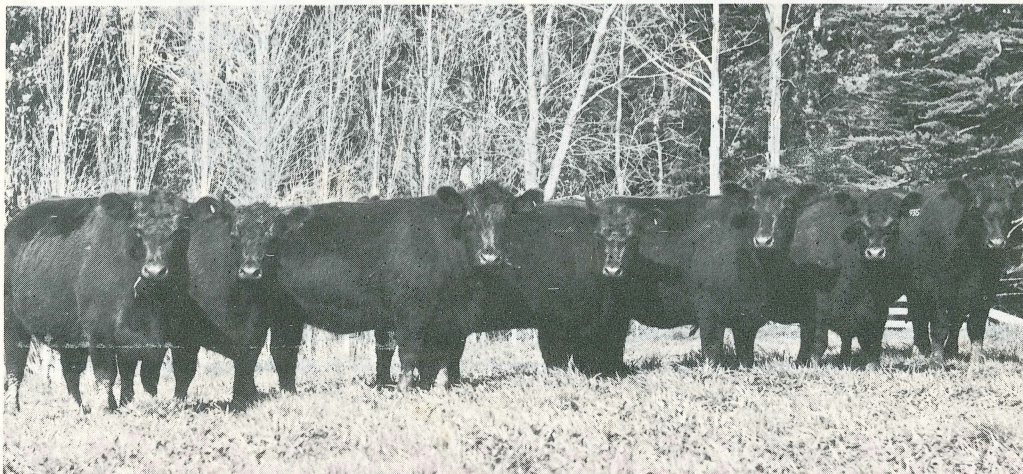
Japanese environment when he walked up the gangway. Practically no English was spoken and only a proportion of the Japanese style food would appeal to a Kiwi palate.

However the necessities of life were looked after by divisional manager Peter Burney who arranged for 30 lbs of steak and several dozen eggs to be placed on board, to be prepared by the ship's cook when required; and then to maintain contact with things New Zealand there were some crates of beer included in the consignment.

The cattle were housed on deck during the trip which took 16 days, and were fed on hay

and cattle nuts. The only aspect which caused Murray some concern was the heat in the tropics. Average temperature was 33°C and the sea water used for hosing down the deck was 29°C. However, all his charges made it to their respective new homes somewhere in Japan.

Asked what he thought of Tokyo, Murray said he had never before seen so many people — 4,000,000 a day go through the Tokyo railway station. Traffic is bewildering. It took him two hours and twenty minutes to go 22 miles and that was on the expressway. As for pollution, he says it has to be seen to be believed.



Angus heifers await shipment.

NEW TOWN HALL IS CITY'S PRIDE

Saturday 30 September, was a day for all of us in Christchurch to remember because, after being without one for nearly a century, our new town hall was declared officially open by our newly sworn Governor-General Sir Denis Blundell.

This ceremony was the first major commitment as Governor-General for Sir Denis and it is unlikely he will open a more impressive, nor a more eagerly awaited building during his term of office.

Our new town hall is magnificent and certainly a credit to our beautiful city.

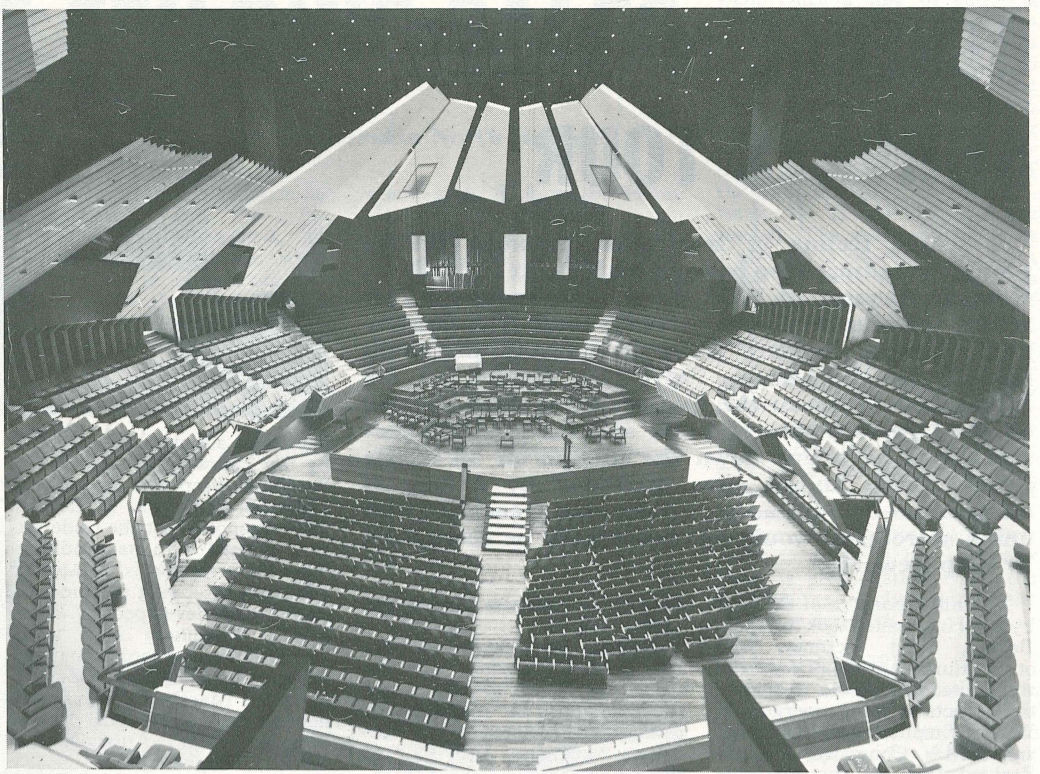
By strange chance the opening of the present town hall missed, by just one day, being on the one hundred and fifteenth anniversary of the opening of our first "nominal" town hall and, by one day, the ninety-ninth anniversary of the loss of both our earlier halls.

On 1 October 1857, the first Christchurch town hall was opened and on 29 September 1873, rather dilapidated and scorched, it and its successor were auctioned.

We can therefore say truthfully, that it took us less than a hundred years to replace our town hall. But only just.

The original 1857 town hall was a little over fourteen hundred square feet and the final cost was \$1560. Our new town hall is certainly a far cry from its original counterpart as it has a gross floor area of approximately 91,000 square feet and cost close to four million dollars.

Consider that for this sum we have an auditorium which has a total seating of more than 2600; a banquet hall, which can seat over 400 at a formal dinner; a restaurant with a dining capacity of 150 persons with a magnificent view of the Avon River and Victoria Square; a conference room which can seat 250 delegates and the James Hay Theatre, which has been constructed to



As modern as today—Christchurch Town Hall auditorium.

suit live theatre or small concerts with a total seating capacity of 1008.

When all these amenities are realised, the people of Christchurch and the surrounding districts can justly say, we have received value for money.

It was the founder of our

associate company Haywrights Ltd., the late Sir James Hay, who was among the first to rekindle interest in a town hall for Christchurch and, from its inception in 1958, Sir James was president of Town Hall Promotion Inc, which set out to raise funds and to persuade

local bodies and others that a town hall was needed.

Sir James's son, Mr Hamish Hay, who is deputy managing director of Haywrights and a director of Challenge Finance Limited has also been a major driving force behind the town hall's progress since its original planning and is president of the Town Hall Committee.

It must have been an especially satisfying day for him to see the culmination of his own and his committee's efforts at such a successful opening.

We in Christchurch branch recall with pride our company's involvement in the town hall scheme. The admirable site of the hall had been purchased some years previously for the eventual construction of branch office premises, but it was readily agreed to sell to the city council. Then of course the hall had to be paid for, and one of the major monetary contributions toward this magnificent amenity was made by our company.

WE'RE RIGHT SOME OF THE TIME

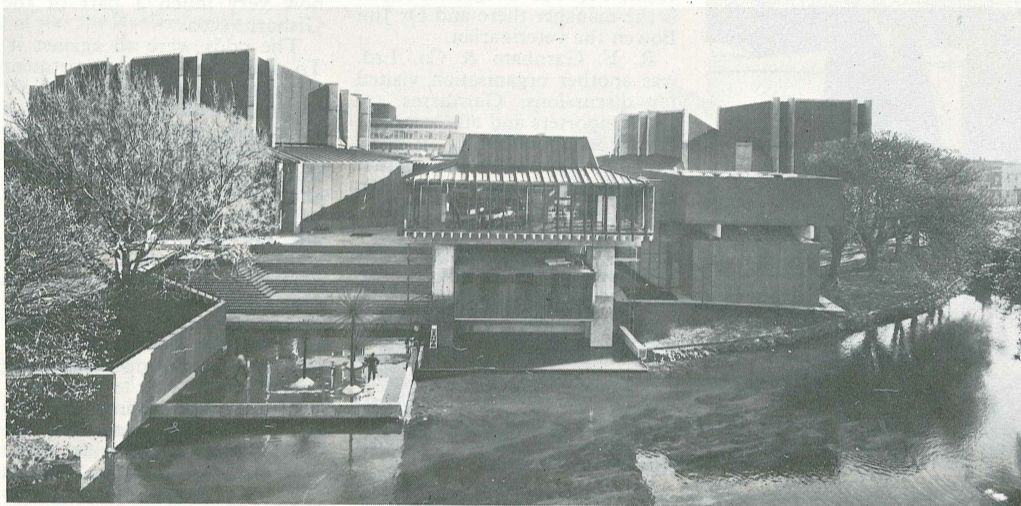
There's nothing new under the sun. In our September issue we featured the use of corrugated cardboard containers to house pedigree pigs on a flight from Auckland to Noumea. The article stated that "as far as is known this is the first use of corrugated containers."

Well, it seems that Auckland branch cannot claim a "first" this time—the "Mainland" beat them to it by about six years. It has been pointed out to Newstime that the NMA stud stock department airfreighted a pedigree Corriedale ram from Christchurch to the United States in 1965, and it was housed in a cardboard container made by U.E.B. Industries, who also made the Auckland containers.

The ram, from the Bushey Park Estate near Palmerston, Otago, was consigned to Mr Art King of Wyoming, and a photograph taken at the time shows the then manager of the stud stock department, and now manager of London office, Mr H. D. Matson, supervising the loading at Christchurch International Airport.

All of which will no doubt reinforce the belief of those who consider that "you cannot believe all you read on the printed page."

Footnote: The world-famous Bushey Park Corriedale stud was established in 1921 by Mr J. A. Johnstone who was a partner in Wright Stephenson and Company from 1885, and the first chairman of the public company formed in 1906. He was joint managing director from 1907 until he died in 1933 and was largely responsible, with Sir William Hunt, for the company's development as a major stock and station organisation.



Powerful visual impact—the Town Hall exterior.

MacEWANS IN JAPAN WEEK

MacEwans featured in a Japan week promotion in New Plymouth, arranged by Radio Taranaki and preceded by a two-week advertising campaign promoting all types of Japanese manufactured products. The intensive air coverage built up interest in the very fine exhibition of products in and

around 2ZP studios. The chief display was featured in eleven courts in the main studio and it was pleasing to note the MacEwans Machinery Court was, by popular vote, the star attraction.

During the week-long feature two Japanese hostesses were in attendance. Arrangements for these two remarkable feats of

Japanese engineering to be available, were made by the Japanese Embassy in Wellington. They were Miss Mikiyo Noguchi and Miss Nobuko Wakamatsu.

Many thanks to the head office and Wellington branch of Fairbairn Wright Limited, for supplying the Toshiba product samples and other display mater-

ial, which greatly assisted in making our exhibit such an outstanding success.

Included in the display on the stand were examples of Japanese products handled by MacEwans in Taranaki. They included National radio sets and tape recorders, Toshiba fans, radios, toasters, Tsurumi pumps, Mitutoyo measuring instruments, Omron controls and Mitsubishi cutlery.



Popular Japanese products—displayed by MacEwans

COST OF LIVING ORDER

During October a Cost-of-Living Order of 4.2 per cent was announced to apply to all award rates of remuneration which had not been increased since 1 February 1972.

Though there is no legal obligation to apply the increase to above-award rates or to wages not related to awards, our company's Board decided that, to maintain relativity, the Cost of Living Order be applied to all salaries and wages which were in effect increased by 4.2 per cent.

GENERAL MANAGER SURVEYS TOUR

A sensed feeling of frustration amongst British people is an impression brought back by Mr H. W. Huse, General Manager of NMA/Wright Stephenson on his return from an extensive overseas tour. The frustration appeared to stem from divisions in the main institutions—the Labour Party was divided on the E.E.C. and Vietnam; the Conservatives were divided on the Uganda Asian question and the E.E.C. There seemed to be a line down the middle on all major issues. Trade unions were disrupted by a lack of unanimity—for instance agreements reached with union secretaries would not necessarily be recognised by shop stewards.

The main purpose of the tour by Mr Huse which took in Japan, Britain, West Germany and other European countries, and the United States, was to analyse the effects of the merger of Wright Stephenson & Co. Ltd. and NMA Company of New Zealand Ltd. on the extensive trading connections which the

and which Japanese people find objectionable.

During Mr Huse's visit to the United Kingdom and the Continent, one of his main interests was in meeting the principals associated with MacEwans Machinery Ltd. One of these was the Westfalia Separator A.G. at Oelde in West



Germany automatically wrapped by the Parawrapper machine in Paraform wrap was opened up while Mr Huse was in London and he reports that the trade was very pleased with its condition. The Parawrapper is a \$40,000 automatic wrapping machine designed and developed by MacEwans Machinery Ltd. while Paraform is a wrapping material supplied by Wrightcel N.Z. Ltd. in which MacEwans Machinery has a one third share with Wrightcel Ltd., Australia and British Cellophane Ltd.

PIONEERS

Our company pioneered the importation into New Zealand of cows carrying transplanted ova and Mr Huse accompanied by London office manager Mr Don Matson, visited Home Farm in Etchingam, Sussex, where the actual implants take place. Mr David Cummins who has leased Home Farm to Wrightson NMA is the manager there and Dr Jim Bowen the veterinarian.

R. F. Garnham & Co. Ltd. was another organisation visited for discussions. Garnhams are meat importers and our company drafts on their behalf in New Zealand. On the home market Garnhams kill in their own abattoir.

From the temperate British climate the next hop on the journey took Mr Huse to subtropical California or to be more exact Santa Barbara, 100 miles north of Los Angeles, where Boukouris & Co. of New York operate their Pacific Coast interests. Mr George Boukouris has had a long association with our company as agent for fish and lobster exports.

Mr Huse could not help but be impressed by the glorious Californian climate (max. temp. 100°-min. 65°) but before the bag-packings and flight bookings get under way, consider the meat prices which he noted in a Los Angeles supermarket. Sirloin steak \$2.69 a lb; hogget loin chops (U.S.) \$1.79 lb; lamb loin chops (U.S.) \$2.39 lb; pork chops \$1.29 lb; leg of lamb, chilled (U.S.) \$1.39 lb; leg of lamb, frozen (N.Z.) 98 cents lb; rack of lamb (N.Z.) \$1.98 lb.

From California Mr Huse returned to New Zealand having completed a comprehensive review of the Group's northern hemisphere operations and many of its associations.

CHALLENGE GOLF

We've done it again—our Group golfers have retained the Challenge Cup after being locked in combat with New Zealand Insurance Group golfers throughout New Zealand. At venues and times arranged, local teams from the two Groups played together and the top twenty Stableford scores from each group throughout the country decided the outcome.

N.Z.I. came up with a total of 742 which was not good enough to head off the NMA/WS score of 796.

Individual prize winners were (official handicap section) M. Doyle NMA/WS Group, Masterton—best score 18 holes; V.

Gisborne Markets Motor Accessories

Nowadays there is so much diversification in our industry that practically no avenue of expansion would occasion surprise. When Gisborne branched out into motor accessories, however, it was a novel venture. The novelty has long since worn off but the motor accessories department remains, for the very good reason that it is profitable.

Under the energetic leadership of Eric Hughes it has gone from strength to strength and it is now very much a part of the Gisborne scene.

The odds were all against it. To start with, the department was established opposite the old Murray Roberts building in a side street, well away from the town's main garages and petrol stations. Also, it was upstairs, and the man who wants a new muffler or some piston rings is not normally likely to climb stairs to get them.

However, what started off as something of a curiosity has become a money spinner—and it now operates from leased premises close to the main shopping centre.

The venture began with India tyres. Gisborne branch had the district distributorship for these tyres back in the 1930s. After a time they began indenting on their own account. Then it was realised that people who wanted tyres wanted other items too. The tyres were dropped, but the motor parts business grew.

What really gave it a boost, however, was the arrival of Eric

Hughes in 1951. He was working at the grocery packing counter for a start but showed considerable interest in motor accessories. As a member of a well known fishing family in Gisborne, he had been messing about with motors from the time he was big enough to hold a spanner. Transferred to motor accessories he really found his niche.

Eric Hughes is one of those men who believes in service. If a customer wants something, Eric and his off-sider Jim Hamblin will move heaven and earth to find it. A set of bearings that nobody can help with? Eric will get them from Christchurch or Invercargill, because he always knows someone who can help.

His enthusiasm and efficiency have won his department agencies for a number of well-known lines, and a few years ago he moved into the reconditioned engine business, with marked success.

Then he got a toehold in the fishing industry. There are about 50 commercial fishermen in the area and, from helping them with spares problems, Eric Hughes branched out into floats and ropes. Fishermen say he would even supply bait if they wanted him to do so.

What used to be a one-man band has grown through the years and there are now seven in this busy department, including John Walker, a traveller who is known at every garage and also a good many private homes as far away as Opatiki, Wairoa or Hicks Bay. John has been on the road for years and has made an important contribution to progress.



Gisborne motor accessories division — a keen and efficient staff.

G. Sandford, NMA/WS Group, Timaru—best score first nine holes; L. C. Parton, NMA/WS Group, Te Kuiti—best score second nine holes. (non-official handicap section) R. J. Conning, NMA/WS Group, Nelson—best score 18 holes; D. Batterbee, NZI Group, Auckland—best score first nine holes; G. Harvie, NZI Group, Napier—best score second nine holes.

Then to really startle the opposition (and his team mates also) Mr Maurice Smith, deputy manager Wrightson NMA Dunedin, played the perfect shot and scored a hole-in-one. For this effort he took out a special prize of \$100.

When forwarding the results Mr J. M. Howden chief manager, NZI Group, Wellington, said they would have to produce a secret weapon to hold our team back next year.

"If the high scoring is any indication of the future success of your company," he said "then heaven help any opposition!"

Reports which came in from the branches suggest that although the NZI players were behind on the total count they were not lacking in good fellowship on the course and in hospitality at the nineteenth. All of our golfing enthusiasts are looking forward to next year's tussle.



The N.Z. flag was flown at Westfalia Separator A.G. to honour the visitors. Mr Huse, left, Mrs Huse and Mr H. D. Matson, right, with Mr Heinz Vennwald.

Group has overseas, and to discuss future trading prospects with our overseas principals.

Wrightson NMA maintains a branch office in Japan and at the time of Mr Huse's visit was the only New Zealand trading company that had such an office. He said with some pride that it indicated our company's courage that it was prepared to get out and pioneer in this way. The company acts as a broker in the importing and exporting of meat and apart from handling meat from New Zealand is now acting as a general broker in Japan and has specialised in importing pork from the United States for consumption on the Japanese market.

"There is a tremendous potential for mutton, beef and pork sales on the Japanese market" Mr Huse said. The Meat Board promotes the New Zealand products widely and Wrightson NMA has been able to build up quite a substantial business by personal contact with Japanese buyers and meat exporters in New Zealand. Mr Huse expressed confidence that, backed by the contact the company has with all major New Zealand exporters the company can maintain and increase this business in the years ahead.

NEW TRADE

A new trade which promises to develop rapidly is the marketing of deodorised mutton and lamb. In conjunction with Sew Hoy & Sons in Dunedin and the New Zealand Refrigerating Company, Wrightson NMA is now handling the export of New Zealand meat which has been processed by the Sew Hoy method to remove some of the smell which is associated with the cooking of mutton and lamb,

Germany, which supplies processing equipment for the dairy industry. MacEwans have actively promoted this equipment in New Zealand and now have a substantial share of the market.

Naturally a point of interest was the reaction of British people to entry into the E.E.C. Generally a broad category of manufacturing interests, except possibly the motor industry, felt that they could compete under the new legislation which will be involved. Essentially the feeling is not that Britain will gain through entry but that the alternative of staying out of the Community would mean disaster. Mr Huse felt that the resistance by the French to Britain's entry would probably be due to a fear that Britain's know-how in worldwide trade would work against French interests.

INFLATION

Inflation appeared to be as rampant as it had been in New Zealand and Mr Edward Heath's then package deal of price increases limited to 5 per cent and wage increases to £2 per week, although accepted in principle, appeared to be a long way from implementation. Since Mr Huse's return Mr Heath had of course ordered all wages, prices, rents and dividends to be frozen at their current levels for at least 90 days.

Mr Huse had discussions with Lord Denman, a director of NMA Wright Stephenson Holdings and carried out a review of the company's business in Britain, which is mainly concerned with dealing in butter and cheese and acting as an outlet for the New Zealand Dairy Board. The first shipment of New Zealand ched-

HIGHLIGHT OF THE FEILDING SALES

The highlight of the year for Feilding saleyards is undoubtedly the bullock sale held in late September each year for M/s J. E. Hurley & Sons of Hunterville. No other sale creates so much interest before and during the actual day. The question is put to every stock agent in the district at the first sign of spring growth, "What will Hurleys' bullocks make this year?" On sale day itself, the yards are crowded with the biggest attendance of the year, all comers trying to either predict the average price, discuss the quality compared with previous years, or calculate how many will be needed to eat off the expected spring growth and what price can be paid and still allow a profit.

by N. R. Hunt, Palmerston North Branch.

average \$167, a rise of \$6 on last year.

As can be imagined, the organisation behind the whole job just has to be spot on. This has been in the capable hands of Mr Peter Sinclair of Feilding office ever since the first sale. Peter modestly says it runs itself now, but only as the result of the great job he did in the earlier years.

This is the story of a typical

year's sale. A fortnight before sale day, six shepherds begin mustering the cattle on the various properties and sorting them for size and number into the required mob. This takes a week of hard work, after which they bring them down to Hunterville to be taken over by a team of six professional drovers. At the top of Vinegar Hill, about eight miles from Hunterville, the mob is split in two to minimise

well. Once a line of cattle is ready, they are allocated a pen by the controlling agent seated in his car at the paddocks, with radiotelephone contact to the yards. Drovers then take them to the yards, where they are driven straight into the allocated pen with the assistance of the staff stationed at the saleyards. By 11 am all cattle are yarded. The sale commences at 1 pm and is concluded by 3 pm when the cattle are dispersed to their new owners, by lorries or drovers. One of the interesting diversions is the annual sweepstake conducted on the average price. About 100 to 120 agents, farmers, carriers and knowledgeable experts contribute to the pool, and as the sale draws to its conclusion, the auctioneers rostrum becomes overcrowded, and all eyes are on the Facit calculator to see how close their guess is going to be. Naturally there is great elation when the final figures are obtained and the winner is declared.

LARGE CROWDS

Stories of the sale are legion of course, but one memory is of the days when the cattle used to be sold out in the pens rather than through the selling ring as is the practice now. Because of the large crowd standing on the rails round the pens, some prospective buyers found themselves a long way away from the pen of their choice, and many a long distance bid was noted by the eager eyes of staff lined up on the selling rail.

Despite "King" Mullins' off-repeated cry "Move along on that



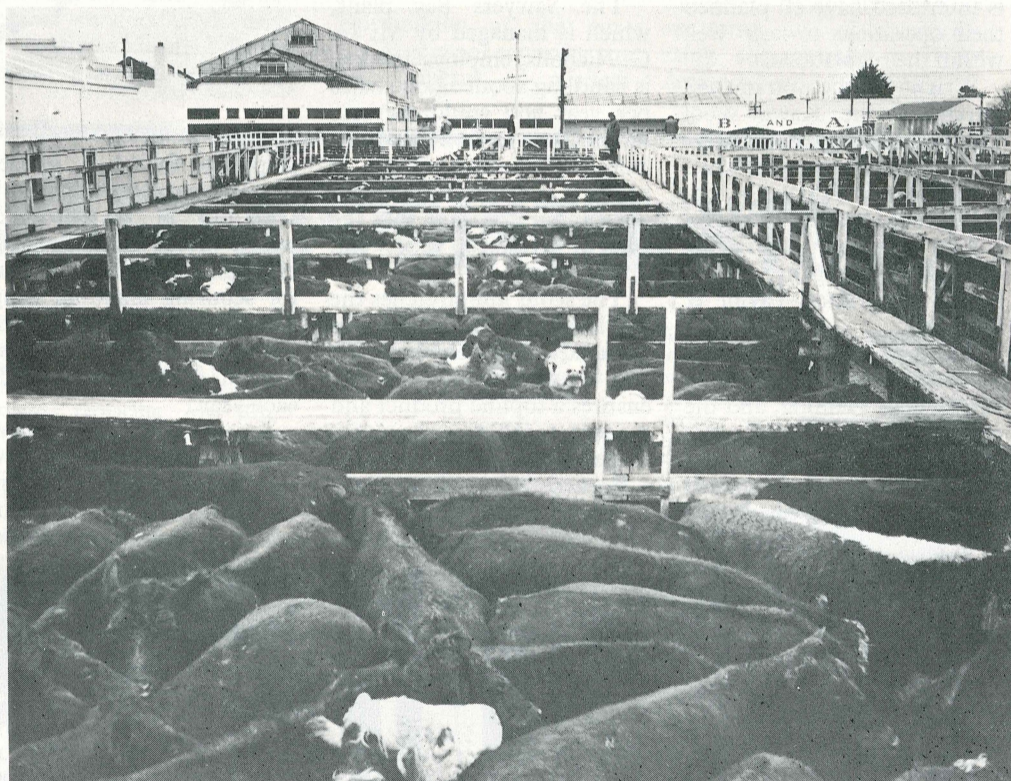
On the way to the sale—right of way for Hurleys' cattle.

How did it all start? Well, the Hurley family farm six properties totalling about 23,000 acres in the back country between Hunterville and Taihape, running all male cattle up to three to five years of age. They wished to dispose of these bullocks on the open market but, being very loyal clients of Murray Roberts & Co. Ltd., who weren't operating in the Feilding saleyards, an approach was made to the four companies which were, with a view to selling in conjunction at the normal Feilding Friday sale. This was accepted, with the result that 700 to 800 cattle were offered on the day of the normal spring cattle fair. However, after three or four years, as the numbers had grown to 1400 to 1500, this proved to be too unwieldy and the idea of having a separate sale on a Thursday was mooted. This was enthusiastically supported by "Mine Host" Ivan Neal next door, who said that two sale days in one week would be great, and even offered free lunch for the official party. As the years have gone by, so Hurleys' sale has grown in stature, not only because of the great doing qualities of the bullocks once they came down on

to the fattening country, but also because it's one of the few sales left where bullocks of this age can be purchased. The numbers also grew to about 2500 but, six years ago, the eldest son, Mr R. J. Hurley of Siberia Station, purchased a 600 acre fattening property at Stanway close to Feilding. Since then the 1000 bullocks from Siberia have been fattened, thus reducing the sale number to around 1500 again. This year the offering consisted of 1000 from Papanui Station an 8000 acre block next to Siberia, and another 400 from the various smaller properties owned by the Hurley family.

CHANGED PLANS

There was a further change in this year's set-up. Because of the merger, and the consequent buying power the enlarged company is able to provide, and also the availability of more staff to handle them, the Hurley family decided to allow our company to conduct the sale on its own. This proved to be very successful and the vendors were more than satisfied with the results. Top price was \$209 and the overall



Ready for the sale—Hurleys' cattle at Feilding saleyards.

N.Z. MURRAY GREYS FOR U.S.

Two Murray Grey bull calves have recently been sold by Wrightson NMA to an American cattle breeding company, Murray Grey U.S.A. Incorporated.

Both bulls were bred in the Marton area of the Manawatu and came from the respective properties of Messrs. A. K. Spilman and J. Welsh. Prices have not been disclosed but they are known to be in the five figure bracket.

The animals were flown from Auckland airport to Honolulu where they were to be held for a quarantine period before continuing their journey by air to the purchaser's property at Lubbock, Texas.



A new home in U.S.—Glen Bank Acton

inconvenience to other road users, one half continuing on State Highway 1 to the turn off just south of Greatford, then through Halcombe to Feilding via Lees Line. The other half comes down through Rewa and Cheltenham and, with the assistance of the transport department, arrives in our paddocks on the Wednesday before the sale, five days after leaving Hunterville. During this time, the drovers are ferried backwards and forwards each morning and evening by the local stock agents. The drafting commences immediately on arrival, under the control of Mr R. J. Hurley with the able assistance of Mr John MacLeod of Thos. Borthwick & Sons. By dark on the Wednesday night three quarters of the cattle are drafted, work commencing on the remainder at daylight next morning. Our Kawa Kawa Road paddocks with a central race prove particularly suitable for this operation. The system on sale morning works extremely

well and let the buyers in please," there never seemed to be enough room. Now the selling ring is just as crowded and the eager eyes have to be as vigilant as ever.

REPLACEMENTS

When the bullocks are sold, they have to be replaced. As the family's turnover is somewhere around 2600 to 2700 cattle annually, this is a big job on its own. A large proportion of the replacements are purchased in the Gisborne area, being driven down over a period of four months and timed to pass close to Feilding on Bullock Sale Day. The success of this operation is a tribute to the organisational ability of the Hurley family and Peter Sinclair.

So, Hurleys' sale is over for another year. What will they bring next year? Nobody knows, but at the beginning of spring the discussion and the organisation will start all over again.

Wool scouring plants earn overseas funds

Every day is washing day in the Group—and in a big way. Well over a million gallons of water and dozens of drums of detergent are used in the daily laundry work performed at four wool scouring plants.

One of them is wholly owned, three are operated in conjunction with Alliance Textiles Ltd. All are playing an important role in an industry which has developed at a remarkable rate in recent years.

While it is true that mountaineers, shepherds and other outdoor types like to wear jerseys spun and knitted from wool in its natural state, the great bulk of woollen garments are manufactured from wool which has been washed—the technical term is scoured—to remove grease and dirt.

Last wool season about 700,000 bales were scoured in New Zealand, mostly for export, and the figure is expected to rise once again in the current season.

The international wool trade has placed increasing emphasis on scouring before export from New Zealand for a very good reason. In high density population areas overseas the regulations relating to pollution have become so stringent that scouring costs have soared. Wool scour waste is recognised as a heavy contributor to water pollution.

In New Zealand, too, there has been a tightening up of regulations but the four scours in which the company is interested have all planned their operations to keep well within the regulations.

Wright Stephenson in 1968 purchased the Kawa Wool Company (1964) Ltd. Later an agreement was reached with Alliance Textiles to operate wool scouring works on a joint ownership basis, the operating company being known as Walter Taylor & Co. Ltd.

The first two units in the new company were the Kawa works, near Feilding, and the original Walter Taylor plant at Timaru. Since then another plant has been opened at Sawyers Bay, near Dunedin.

When this plant was opened last year by the Minister of Agriculture, the Hon. D. J. Carter, he warmly welcomed the evidence of expansion in the scouring industry. It was important, he said, that as much processing of raw wool as possible should be carried out in New Zealand, and essential that this country develop the capacity to scour export wool to buyers' specifications.

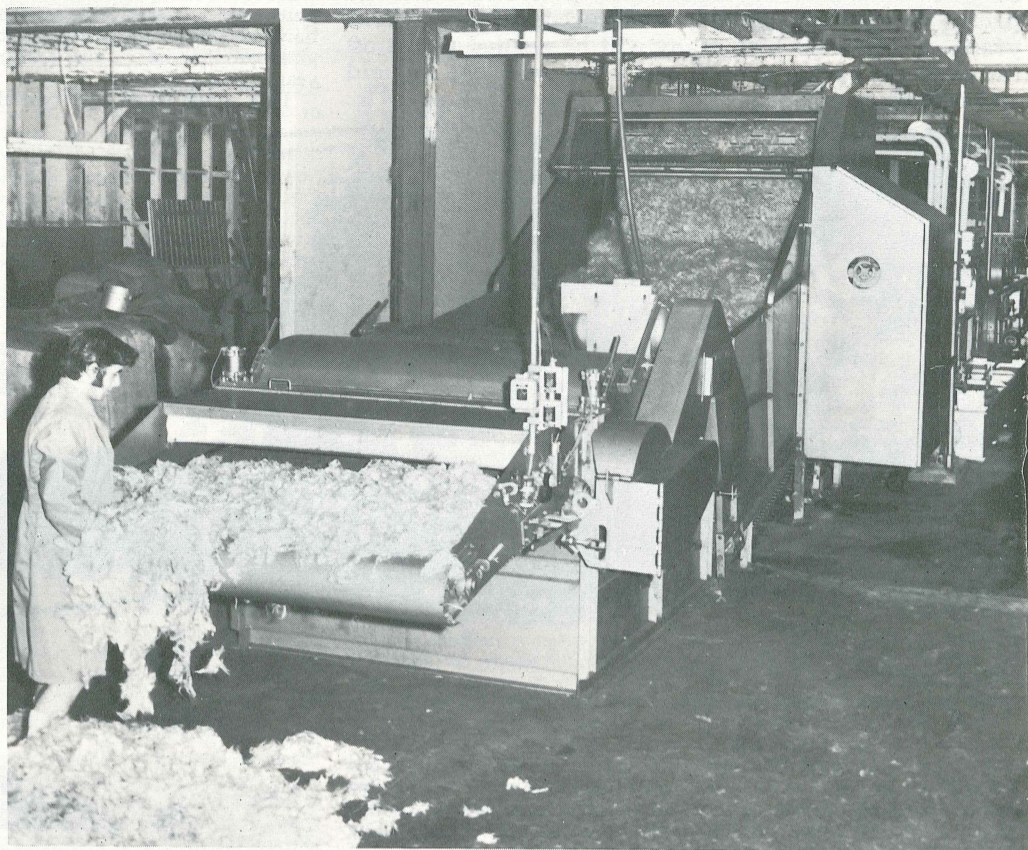
MODERN DESIGN

The Sawyers Bay plant, which is managed by Mr G. G. Nicholls, employs 25 men, is handling about 24,000 bales per year and could increase its output to some 60,000 bales. Of modern design, it presents a clean and efficient appearance because of the lack of overhead pipes and obstructions.

The scour line stretches the full length of the building—a great advantage for handling and control. Quality control ensures a topline product and modern techniques have the effluent situation well in hand.

Because it is built adjacent to Port Chalmers, the Sawyers Bay scour facilitates

shipping. Before it opened, wool to be scoured had to be sent out of the province, which meant extra transport charges. The growing demand for scouring made an Otago unit essential because well over 200,000 bales of wool are sold at auction in Dunedin each year.



The start of the big wash—an operator feeds the scour line

As well as the ordinary commission scouring, Sawyers Bay scours a considerable amount of wool which is used at the Milton

joins the scour, but an increasing amount of commission work is being done for wool buyers. Incidentally, topmaking is a relatively new industry in New Zealand.

HUTT VALLEY UNIT

The oldest unit in the Group's "laundry team" is J. J. Bourke & Co. Ltd, which was purchased by NMA Company in 1969. Situated in the Hutt Valley

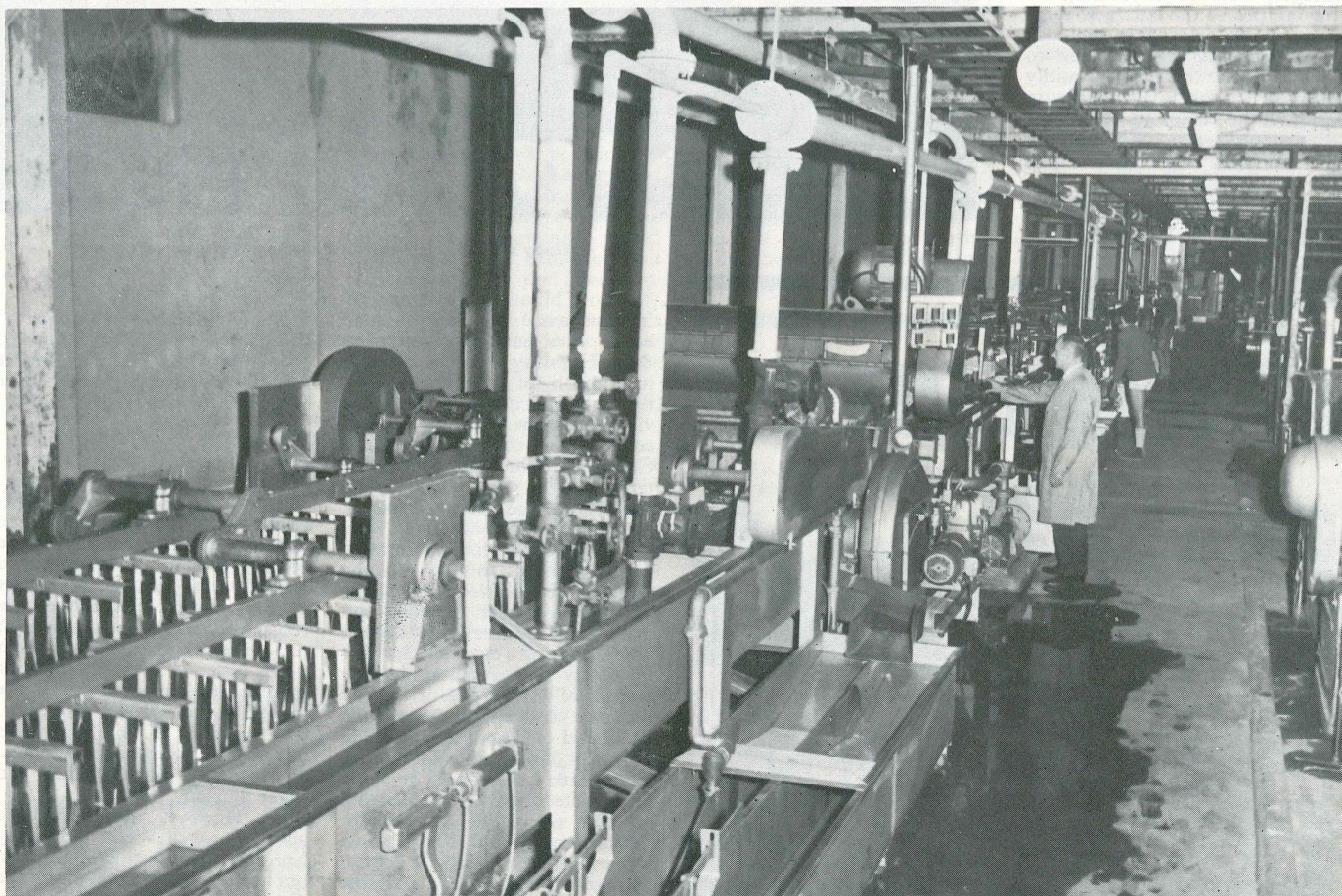
it is still managed by two members of the family, Mr Tom Bourke and Mr Brendan Bourke. They can fairly claim to come from pioneer stock because their grandfather,

James Bourke, set up a scouring plant in Newtown in the 1870s—on the site now occupied by the Wellington Public Hospital.

The arrangements were decidedly primitive. Greasy wool was soaked and heated in a tub which was fired in a way similar to a household copper. After this it was forked out and rinsed in boxes with water from a dam constructed on an adjacent creek. The rinsed wool was then put into a press and squeezed as dry as possible. The final stage was spreading the damp wool on hessian sheets and leaving it to dry in the sun.

It is difficult to resist the thought that the method must have had its hazards and frustrations if Wellington's weather was as capricious as it has been during the past few months. The wool had to be turned over regularly and, when rain came, was rolled up hastily in its hessian and put under cover.

Most of the wool so treated came from the large runs in the Wairarapa. After a time, as well as operating on a commission basis, James Bourke and his sons started to buy wool privately, process it and re-class it before shipping on their own account to London. This was before the days of regular wool auctions. It was also before the introduction of what wool scourers regard as an iniquitous imposition—a differential freight rate for greasy and scoured wool. As freights were then assessed



Where the action is—the scour line. The line illustrated is at the Walter Taylor plant, Feilding.

on weight rather than bulk, the advantage of scouring and thus reducing the weight was obvious.

The only steady outlet for the disposal of colonial wool was the London auction. As a result, growers were happy to avoid the long delay which resulted before they were paid. So the Bourkes met with a ready response from farmers and decided to expand.

One of James Bourke's sons established a scouring works close to where the W. Tucker works now stand at Clive, near Napier. Another son set up a business in Gisborne, and back near home base a property was acquired in Island Bay. The wool commander in World War I put an end to some trading activities but the Government wanted a proportion of the clip to be scoured, and so in 1916 Mr J. J. Bourke, father of Tom and Brendan Bourke, bought seven acres of land on the east bank of the Hutt River. Here he erected buildings and installed a cast iron two-bowl scouring machine. Soon afterwards he imported New Zealand's first Dyson dryer.

EXPANSION

When J. J. Bourke's sons took over they set out on a programme of expansion and development. By 1948 capacity had been doubled, in 1955 a new building was erected, in 1964 capacity was doubled again, and since then the plant has worked round the clock in the season, slackening off in the winter months.

Improvements in technique naturally came along, and the Bourke brothers were among the earliest enthusiasts for the establishment of a research scheme for the industry. This is now part of the Wool Research Organisation at Lincoln.

Less streamlined in appearance than Sawyers Bay, and without the advantage of having its 102ft scour line in a direct line, Bourkes is nevertheless an extremely efficient unit which has returned excellent figures. The general principle is, of course,

the same as in the other works.

Incoming bales are stockpiled, opened and sorted. A blending machine provides the initial treatment before the wool is sucked into storage bins. A specially designed fork lift transfers the wool from bins to scour line. It passes through wash tanks charged with detergent, then further bowls for rinsing. Water temperature in the first stages is 140 degrees Fahrenheit. This is gradually reduced during the rinsing stage, but the wool temperature is raised again before it passes into the dryers, thus reducing the steam problem. Finally, because it has been "flattened" in the wash-and-dry process, the wool is teased, then baled ready to be sent to the dumping plant for preparation for shipment.

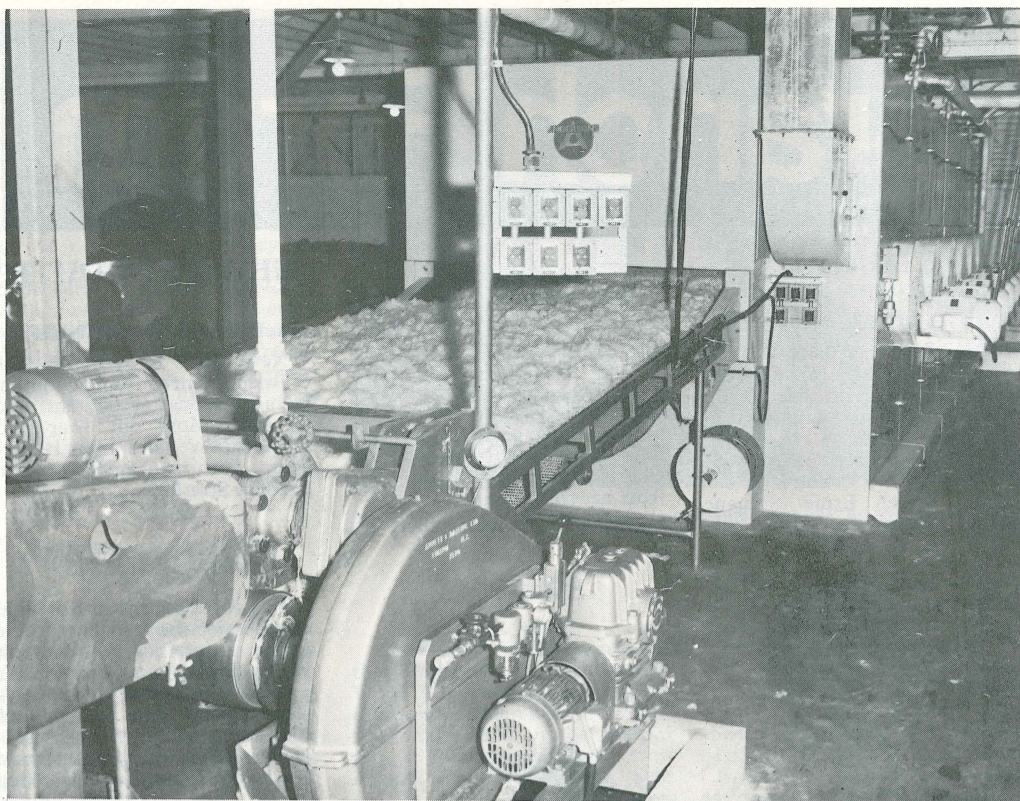
There is a surprising answer to the question: How long does the process take? Looking at the length of the line and the complexity of the machinery one might well assume that the process was prolonged. Not so. Wool tipped into the first detergent bowl will be ready for baling eight minutes later—and in that time the grease residue will be down to 0.4 per cent. Samples are tested every half hour to ensure they meet the specifications.

Output this season will be approximately 25,000 bales—all commission scouring. For at least seven months the staff of 27 will be on shift work as the plant operates 24 hours a day. And during every one of those days something like 375,000 gallons of water will be used—much of it going into the special sewer which has been provided in order to avoid polluting the Hutt River.

BY-PRODUCT

A valuable by-product of the operation is the crude lanolin removed from the wool. Much of this is used in New Zealand but recently a good deal has been shipped to overseas countries, especially Mexico.

If clients require it, the wool can be peroxide bleached



A continuous stream of scoured wool goes into the drier

or mothproofed. This latter requirement was made by the Wool Commission during the years when it was holding large stocks.

The American wool trade also looks for scoured wool already blended to specified carpet types, with special emphasis on good style and well coloured wools. It is expected that there will be

expansion of overseas interest in this and other aspects of scouring because of mounting costs abroad, plus the problem of obtaining large quantities of suitable water and the expense of piping effluent over long distances for disposal.

Devaluation of the currency gave wool scouring the initial impetus it needed.

Now, having proved their skill and efficiency, our scourers are in a good competitive position. The activities of the scourers associated with the NMA Wright Stephenson Group are helping to broaden the front on which this country's wool industry is operating, and also contributing substantially to New Zealand's export earnings.

STAFF APPOINTMENTS . . .

AUCKLAND

Mr L. K. Wilson has been transferred from Te Puke branch to the wholesale meat department Auckland, replacing Mr Eric Snowdon, who has resigned to conduct his own business.

Mr J. C. Nacey has been appointed chiller foreman.

HAMILTON

Mr George A. Hill, formerly at Matamata, has been appointed senior stock agent, Hamilton.

Mr David B. Meban, stock agent, has been transferred from Huntly to Matamata.

Mr Alistair A. Eyre, stock agent, moves from Matamata to Huntly.

Mr K. I. Thompson, stock clerk, Matamata, has been appointed junior agent, Matamata.

Mr Terry Ireland formerly of Kaitia, has been transferred to Morrinsville as senior agent.

TAUMARUNUI

Mr A. T. H. McGowan, produce/merchandise sales, Putaruru, has been transferred to Taumarunui as trading representative.

TE PUKE

Mr E. A. Chamberlain will retire at the end of the year and Mr H. Smith, Whakatane will become senior agent.

Mr P. H. Byford will transfer from Tauranga to Whakatane as stock agent.

Mr B. Cook, after a period at Wiltsdown Farm has taken up the post of junior agent.

PALMERSTON NORTH

Mr W. H. Sinclair has moved from Ranfurly in the south to take over as senior agent, Levin, replacing Mr W. R. Sim who has resigned to go into business on his own account.

Mr R. S. Berrigan has joined the company's staff to take up his appointment in rural land

sales.

Mr Warwick S. Miller, stock agent, formerly at Eketahuna is now operating out of Levin.

MASTERTON

Mr P. D. Irwin, from Martinborough, is now a stock buyer at Masterton replacing Mr R. Greaves who has resigned to manage his own business.

Mr D. P. Dick is now a stock agent at Masterton, having transferred from Hunterville.

Mr J. R. Vucetich has migrated north from Waimate, and is now trading representative at Masterton.

WELLINGTON

Mr Ian A. Beattie, formerly stock clerk Wellington, has been appointed junior stock agent.

ASHBURTON

Mr C. J. McDonald, trading sales manager, Waimate, has been appointed to a similar position at Ashburton.

WAIMATE

Mr J. G. Reese, formerly merchandise supervisor, Christchurch, has been appointed trading sales manager at Waimate in succession to Mr C. J. McDonald

MacEWANS MACHINERY LTD.—HEAD OFFICE

Mr S. G. Mitchell, formerly assistant accountant, Wrightson NMA, Blenheim, has been appointed head office accountant, MacEwans Machinery.

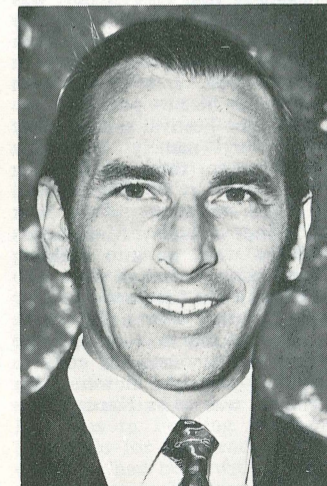
GOLDINGHAM & BECKETT LTD.

Mr Gary McQuilkin, from Fairbairn Wright head office, has joined the Palmerston North subsidiary's staff.

MacEWANS MACHINERY, PENROSE

Mr Leslie G. Baksa has joined our staff as manager, Penrose

Works. His duties commenced on 13 November. Mr Baksa has extensive experience in administration and production engineering, his previous position being that of works manager, Hunter Douglas Limited, Auckland.



Mr L. G. Baksa

TRICKLE IRRIGATION

Considerable success has been achieved by trading branch in the sale of trickle irrigation units. One installation was made for Mr John Pettit, a Mangere nurseryman, who is irrigating 20,000 containers per acre.

The advantage in any situation is that water is applied right to the roots of plants without wastage. In a nursery with plants in containers, the system can be adapted to water the plants but keep dry the areas in between.

Historic Home

The chairman of directors, Mr J. M. Ritchie, was a guest of honour at a formal dinner party held at Glenfalloch, an historic home on the outskirts of Dunedin, on 16 November.

This fine old colonial mansion was built as the country residence of George Gray Russell, one of the founders of NMA. Because Russell was away in England during building operations a close watch was kept on progress by his partner, John Macfarlane Ritchie, the chairman's grandfather.

For several years Glenfalloch has been the property of the Otago Peninsula Trust, which derives revenue from the magnificent 13-acre woodland garden

and also by catering for dinner parties and weddings.

The Board of NMA made a donation of \$5,000 to the Trust for the restoration of Glenfalloch at the time of the transfer of their head office from Dunedin.

The centenary of the house was observed by the trust at this dinner. Mr Ritchie responded to the main toast of the evening which was proposed by the mayor of Dunedin, Mr J. G. Barnes, and read a letter from Mr R. R. Trotter, chairman of Wrightson NMA Limited advising that the Board of that Company had approved a further donation of \$2,000 to the Trust to be used for the restoration of Glenfalloch.

Branch Forum

TIMARU

WRIGHTCARS

One of our mechanics, Wayne Sprague, and Miss Sandra Raynor were married in Trinity Church, Timaru. We wish them well in the future.

Wayne is the son of well-known New Zealand motor racing driver Ernie Sprague, also of Timaru.



Nuptials at Timaru—Mr and Mrs Wayne Sprague

ALEXANDRA

Congratulations to Graham McCambridge on his recent engagement.

A very successful first effort by our social committee in arranging a get-together party, which was enjoyed by all who attended. Especially those who managed to arrive for the clean up.

One of the original members of Alexandra staff C. P. Riley, was farewelled at a very enjoyable gathering. Charles has been transferred to seed export in Christchurch, and we all wish him well in his new position.

Blossom Festival started early this year, namely Thursday night, when there was a big "Blow-Out" by B. Miller & Co., after the completion of our float and window display. Many hours of hard work go into building floats each year and all those who participated must have felt very proud of their efforts. One of the features of our float was a large replica of our company emblem depicted in paper flowers. Our Princess was Miss Karen Alexander.

BLLENHEIM

It is with regret that we say goodbye to Mr Stewart Mitchell, our assistant accountant, who is transferred to MacEwans Machinery, head office, Wellington as accountant. We also farewelled recently Dennis Dawkins, who was employed as a grocery clerk, and has been transferred to the computer centre in Wellington. Also transferred, was Rex Smith, to MacEwans Machinery, Christchurch as a traveller. Other members who have left us are John Christie after 26 years with the company, who has joined a Christchurch seed company; Nigel Ramsden, who has joined ICI in Wellington and Stanley Fissenden, who is going into the local building trade. Our staff has also been depleted owing to the sale of the wholesale grocery

business to Foodstuffs Ltd.

Congratulations to our head auctioneer Mr Alec Bisset and his wife on the birth of a daughter.

Congratulations to the former Cheryl Morrison on her marriage to Roger Fitzgerald. Staff wish them well in their future life. Cheryl was presented with a gift from her colleagues.

Our marine department has

NEW PLYMOUTH

MacEWANS MACHINERY

New Staff: A warm welcome to Brian Bennetts from Hamilton, as our regional accountant, and to John Moss our Martonair representative, and John Haverkamp, farm machinery salesman based at Stratford.

AUCKLAND

The Auckland Juniors: Vital members of the staff but people whose importance is somewhat overshadowed and taken for granted are the company's juniors. Very little is heard of them from the midst of the mail-strewn junior desk, apart from the steady folding and franking of mail. So being the first juniors of the newly merged company, we take this opportunity to introduce ourselves in order that in the future, we may be able to take a more active role in the activities of this fast moving company.

From the early transitional days of the merger, all four juniors, John Holmes and Tony Murphy from NMA and Neil Jones and Kevin Hudspith from Wright Stephenson, have adapted well to the various changes and it was not long before the better points of the joint company junior desk were integrated and had become smooth running and even more efficient than it had been in the respective companies before the merger.

Staff Changes: Mark Thompson, Tuakau stock agent has been transferred to stock agent, Warkworth.

Sally Phillips is our new receptionist at St. Luke's Square real estate urban division. Sally is a trick because she is a part time entertainer—she is a trick cyclist in a cabaret act called Peter and Gaye.

Real estate urban division, Kohimarama has just gained the services of Nola Green. Welcome to the Wrightson NMA group Nola.

Loyalty at its Best: A tribute to Mr J. A. Parsons who left us on the 28 September 1972 after 45 years with the company. Mr Parsons, who joined Wright Stephenson and Company Limited as an office junior on 17 December 1926, held this post for four years. From there he was transferred to the produce department in which he remained until 1935. He was then transferred to Okaihau as a company representative covering the far north, dealing in all facets of the company's business. 1939 came and Mr Parsons volunteered for the army and spent four years overseas with the 21st Battalion 2nd Echelon. Discharged in 1943, he rejoined the



Roger Southey, Masterton—rally winner

company at Papakura and after nine years he was appointed commission division manager a position he held until his retirement.

Mr Parsons has a wealth of friends encircling him and is well known amongst farmers for his ability and highly ethical dealings.

We wish him a well earned retirement and may he spend many days at his favourite past-time, fishing the shores and tributaries of Lake Taupo.

Mr and Mrs Jack Parsons, the staff of Auckland branch wish you all the very best for the future.

served first as junior clerk, following school, later as chief clerk at Auckland branch, followed by a transfer to Hamilton as assistant manager, returning to Auckland as manager of the dairy factory department. He returns to this position and we wish him every success.

MASTERTON

Congratulations to Robert and Lois Le Quesne, Featherston on the birth of their second son.

Sounds of hammers and power



Auckland staff say farewell to Mr E. J. Snowdon (left) and Mr J. A. Parsons (right)

MacEWANS MACHINERY

Since our last contribution we have welcomed to our branch eight new members of staff, Mr Outwin, branch accountant, Mr Stan Edmonston, chief clerk, Mr Ted Jolly as his assistant. In the pumping department we have Mr Barry Chambers from Australia and Mr Dwight Brady, recently in New Zealand from Canada. On the farm machinery side we have two new travellers, Mr Lyn Swanberg and Mr Graham Percy, and Mr John Wren in the metalworking department. Mr Outwin came to Auckland from New Plymouth branch where he was branch accountant for many years. Mr Gould, although retired as Auckland branch accountant is still with the branch in a lesser capacity and his experience is a valued asset.

On the debit side, we held a farewell function for Mr Graham Couper, who left us after 25 years' service with MacEwans Machinery Limited. Mr Couper started with the company from school, commencing his career in Wellington, and later helped to establish a branch in Christchurch. Six years ago he transferred to Auckland where he was appointed dairy factory department manager, a position he held until he resigned. Tribute was paid to his years of faithful service and good wishes were extended to him together with a gift from his friends on the staff. Mr Couper's position has been filled by Mr Neil Davison, who has returned to MacEwans after an absence of six years spent as chief clerk of the Bay of Islands Dairy Company. Before leaving the company Mr Davison

saws reverberated throughout our buildings as teams of carpenters worked to convert to our own use all the first floor office space formerly let to three public accountants and an insurance company.

All the original internal partitions and fittings were knocked down and removed, after which painters moved in, followed by carpet layers. The carpenters then fixed demountable partitions into position on top of the carpet, thus making it possible to rearrange the office with a minimum of inconvenience any time it becomes necessary or desirable.

Now established in our new offices, we look forward to long enjoying the benefits of the coffee shop established in a corner of the merchandise store.

Finally, our good wishes to all staff throughout the company for the best of Christmases and the happiest of New Years.

WRIGHTCARS

In Masterton congratulations to our manager, Mr A. H. Wood, are in order on his success in winning a trip to Japan sponsored by Toyota Motor Company, for being one of the leading salesmen in a competition run recently by Consolidated Motor Distributor amongst Toyota franchise holders in New Zealand.

Other staff who have achieved success in other fields are Keith Wilton, an apprentice, who was selected to play for Wairarapa in the National Colts Hockey Tournament, and Roger Southey, our commercial salesman, who was successful in a rally run recently by the Wairarapa 4 Wheel Drive Club. A photograph which appeared in the local paper had the following caption attached: "The winner Mr R. Southey is shown negotiating a deep water hole in his trusty Toyota", which gave the company some free advertising. We hope sales for Land Cruisers will increase as a result.

GORE

A warm welcome is extended to Mrs Lorraine Duncan (telephonist), Lynley McStay (home appliance), Adele Klimeck (Wrightcars office junior) and Christ Stafford (office junior). We hope these four will enjoy their stay with us and we wish them well in their new positions.

Recently we bade farewell to three of our staff members, Mr Stephen Corcoran, Mrs Margaret Boyer and Mr Edwin Keable. We take this opportunity to wish them well in their new employment.

As at most branches at the moment, Gore is getting a face-lift, and we can't wait to see the finished surgery. It will be worth all the drilling, banging and especially the lack of heating, to have a modern building. Our merchandise department is the only one in the Wright Stephenson building and shortly they will move in to their new surroundings in the next building. The rest of us will then move across to W.S. building while further demolition and rebuilding goes on. Fisher and Spasky have got nothing on the moves on this board. We hope to get some photo's for later issues.

GISBORNE

Alterations to the former Wright Stephenson premises were completed during the last week in September, and the remaining staff lost no time in shifting from the former NMA building. The shift went like clockwork except that accountant, Robert Castles, lost the top of his thumb during a Herculean act on moving a safe. The new offices look particularly smart, and will look smarter still when our new furniture arrives. As this is being written, the outside of the building is being painted, so by the time next Newstime notes are written we hope to send photographs of our new headquarters.

A farewell party was held at the branch manager's home to



A Gisborne study in expressions—stock agent Maurice Main (left) and deputy manager Ian Missen (next) at an Angus bull sale

honour accountant Russell Ritchie on his transfer to Dunedin. During the evening Russell was presented with a painting of the Waimata River and its surroundings. He was tickled pink as one of the houses shown contained the flat in which he lived. We have two resignations to report. Merchandise clerk, David Hurley has gone farming, while typist Aileen Scott obtained a post with the government.

We were fortunate that the requirement to play our annual golf event against N.Z. Insurance co-incided with the Insurance Institute's tournament in Gisborne. A pleasant afternoon's golf was followed by an equally pleasant after match function. Branch manager Alan Guy collected a third prize in his grade with 36 stableford points, but had to suffer much derision with the usual cries of "burglar" and other unflattering remarks.

We farewelled stock clerk Alister Cameron who has transferred to Dannevirke, and former NMA trading manager John Grant who retired after sixteen years with the company. We are not all on the debit side of the ledger. We welcome Peter Fogden who has transferred from Te Puke as Matawai clerk, and before this is in print, we will have welcomed Richard Small from Waipukurau. Richard will be our grain and produce salesman.

WELLINGTON

WRIGHTSON NMA

Well, we have just completed another stage in the "continuing saga." We're now on the 14th floor, Challenge House, where conditions are still cramped, but will improve as more space be-

comes available in the near future.

Resignations: Mr J. Griffith, stock agent, has left us to commence employment with James Aviation, Wanganui. Miss Jeanette Conroy, cashier, has resigned to return to the banking world. Miss L. Thompson, typist, has departed to live in Australia. We wish them good fortune in their new lives.

Appointments: Mr Ian Beattie, stock clerk, has been promoted to stock agent. Mr Andrew Foulkes, junior clerk, has become cashier. We welcome Mr Tony Morrison, transferred from the quarantine station to branch office as stock clerk. We said farewell to Miss Mary Moriarty, telephonist, who has been transferred to head office as telephonist. Congratulations to these people on their new appointments.

WRIGHTSON NMA HEAD OFFICE

Farewell has been said to Beverley Steel, trading division. Bev has departed to look at the Australian scene for awhile and we hope she enjoys the experience. Cheerio also to Sue Appleyard, administration, who has retired in favour of domesticity. Good wishes, girls. We hope you'll keep in touch.

Welcomed newcomers are Carolyn Morgan; Yvonne Murphy, who replaces Sue Appleyard, and Christine Wilson who is now a member of the team in Bev.

Steel's place. We hope they find pleasure and success working with us.

WRIGHTCARS WELLINGTON

Since the last issue we have seen a few changes in staff appointments, some now being well installed. Among the comings and goings, Terry Simpson of our credit department was transferred to Lower Hutt as accountant and, while wishing Terry success in this post, we welcome David Ray ex Wrightson NMA as credit manager. David comes to us from the "Mainland", John Thorley in car sales from "Rooland". It won't be long, we hope before they are true blue Wellingtonians. Ian Howie has joined us from Wrightson NMA Wellington. Judy Frost is the newest member in car sales and from observations all new members are moulding into the circle in fine style.

We welcome Mr G. Mitchell, who has taken up his post as area accountant; also Mr W. Perkins our manager, who is back after a spell of illness and, we are glad to report, is fully recovered.

It was with regret we said farewell to Mr R. McIvor, a very popular staff member whose service with the company stretched over many years. His retirement was marked by a special luncheon at the Beefeater Arms where it was pleasing to see friends gathered to wish him well and chat over the days now past. The presence of so many well-wishers went a long way towards making a happy occasion. We all hope Mr McIvor will find time for plenty of jolly golf rounds in his leisure hours.

We close our reports for 1972 by wishing all readers a Very Merry Christmas and Best Wishes from the staff of Wrightcars.

FAIRBAIRN WRIGHT HEAD OFFICE

A very warm welcome to Mary Dimes, who has joined us as receptionist. Mary has come to us after six months training at Polytech., and has fitted into the office routine with great ability.

Farewell was said to Gary McQuilkin, who was assistant to Mr J. F. Levestam. Gary has been transferred to Goldingham & Beckett Ltd, Palmerston North. All at head office wish him every success in his new appointment. Also, a large hole has appeared in our indent section, Rob Stevens being transferred to Dunedin as branch accountant. Rob is very pleased to be going back to his home town.

INVERCARGILL

Dunedin Invades the South:

On Saturday 7 October we, the Southland branch of Wrightson NMA, had the pleasure of being hosts to our sister branch Dunedin (Otago), when sporting enthusiasts within both branches combined to form teams of golf, played at Greenacres; football, at the Collegiate Grounds, Otepunui Avenue, and snooker at the old Wright Stephenson building.

Following the playing of these games an informal function was held at the Wool Exchange, Leet Street. This took the form of cocktails, buffet meal, and social evening, which was attended by over one hundred.

It is most pleasing to all that this "first ever" Wrightson NMA tournament is to be continued as an annual event, for through such organisations staff are able to meet, greet fellow members, and carry on the traditional annual get-togethers of both companies.

For the record Dunedin won the rugby, Invercargill the golf, and the results of the snooker games remain a mystery.

Engagements: Kerry Taylor (Travel) to Peter Gow.

Ross Smith (Agent Tuatapere) to Denise Boulton.

N. D. Jackson (Ledgers) to Miss H. J. McMillan.

Births: To Mike McCrea and Peggy (Riverton) a daughter.

To Barry Irving and Carol (Otautau) a son.

To Bob Garthwaite (Merchandise) and Ngaire, a daughter.

Wedding: Les Knight and Carol Cooper (merchandise).

To all of whom our congratulations and very good wishes.

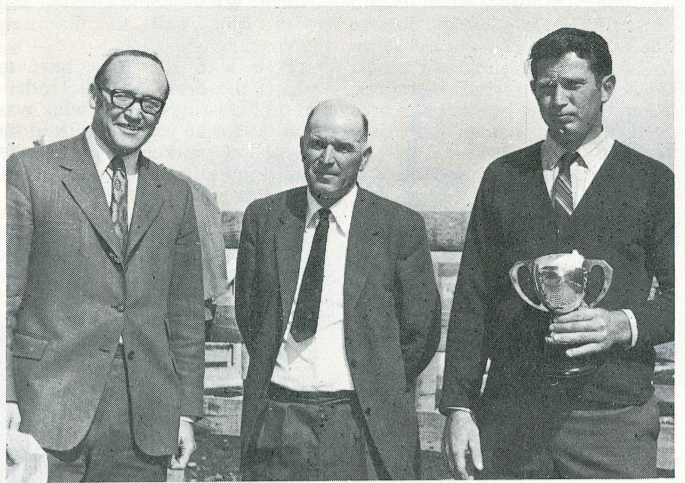
Appointments: Robert Blackie (office junior); Mrs M. I. Macintosh (administrative clerk), S. Lennon (Lumsden agency), L. Chilton (Otautau agency)

The trend seems to be towards travel. Wallace Bennie, our real estate supervisor, left Invercargill at the beginning of August to travel to Christchurch where he joined a party of 15 other people to journey to Munich for the Olympic Games.

Next to go walk-about was Roy Munro, travel supervisor, who left Auckland on an educational tour of the Orient by courtesy of Air New Zealand and Atlantic & Pacific Travel. This 14-day tour took him from Auckland to Hong Kong, Bangkok, Penang and back to Singapore, where a full day of leisure was enjoyed, and then to New Zealand from Sydney.

Believe it or not, Roy's roving did not end there. At the end of October he again left Auckland, this time on a 14-day educational tour to London by courtesy of B.O.A.C.

Considering asking for a transfer to the travel section? Hear this! Peter Mills, shipping supervisor, is on a 7-week familiarisation tour to Sydney, Amsterdam, Hamburg, Hanover, Copenhagen, Gottenburg, Oslo, London, Paris, Washington, Dallas, Los Angeles before returning to Auckland — all this by courtesy of K. L. M. Airlines. Last but not least, Ian Wilson, our commission manager, has just returned from a 27-day holiday in Australia.



Mr W. Brick, Mr Colin Wallace (judge) and Mr Barry McNaughton at the bull show

TE PUKE

Aberfeldy Stud produced the Champion Beef Bull:

The W. & R. Fletcher Cup for the champion maiden beef breed bull bred and reared in the Central Bay of Plenty was, at the 16th Annual Beef Breeds Bull Sale won by Mr B. G. McNaughton (Wrightson NMA client) of the Aberfeldy Stud, with a two year Angus bull.

The same stud also won second prize for another bull, the third place going to a bull bred by Mr Lindsay Johnstone Jr., (also a Wrightson NMA client) of the Wainuki Stud.

Notable Notes: Before the Whakatane Jersey Club sale held recently, the president of the club said a few words of congratulations and good wishes to Mr E. A. Chamberlain (Whakatane agency) on his retirement and thanked Mr Chamberlain for his attendance at so many of their sales. Mr Chamberlain has attended these sales for the past 31 years, barring the break during the war years.

PUTARURU

A welcome to Jenny Tait, telephonist typist at Putaruru office. Fresh from school Jenny is gradually finding her way through office procedure.

Condolences to Geoff Bartlett, our assistant accountant, on the loss of his father.

Retirement: A well known personality, Mr George Dunnet, has recently retired from the Putaruru branch of the company where he has been employed as field officer for the past fourteen years. George Dunnet has had a



Mr George Dunnet

varied career and over the years has accumulated a sound knowledge of the farming industry and associated problems. His willing assistance and advice has been greatly appreciated by his many farmer clients. We wish him and Mrs Dunnet a long and happy retirement.

The closing down of the motor division at Putaruru and Matamata has necessitated changes of personnel. The managers, Ron Carter of Putaruru and Jim Baker of Matamata have left the company after 12 and 15 years respectively. A farewell function

was held recently when thanks and good wishes were extended to both.

From the motor division to join us at Putaruru office come Margaret Fife and Bill Hainsworth. Two new faces have appeared on the scene in our back store, Alan Purchase and Charles West. A new farm cadet has joined the family at Wiltsdown Farm, Roger Low having been transferred from Whangarei office, and in our main office a new senior typist has joined us, Mrs Josephine Barnett. To all these folks we extend a warm welcome and hope their stay will be a happy one.

Tony McGowan from the back store team was recently transferred to Taumarunui branch and Liz Hamilton our cashier and senior typist has now left the company to join her sister in Wyndham, Australia. To Tony and to Liz go our best wishes for the future.

PALMERSTON NORTH

First in social news is the engagement announcement of our popular cashier Marge Ellison to Allan Salmond from Timaru. We extend to them both our heartiest congratulations.

Our congratulations also to Jill Matthews on announcing her engagement to Ken Meyer from Manaia, Taranaki.

Sunday 15 October proved to be a very pleasant day for 15 of our staff golfers who played in the tournament against New Zealand Insurance Co. This year it took place at the Hokowhitu course on a fine but rather breezy day. We are pleased to report that three of Wrightson NMA's staff, Ray Irving, Geoff Finlay and Neville Hunt, put up the best performances of the day.

A cocktail party was held in the office to enable us to say goodbye to three staff members who were either retiring or leaving the company. The first presentation was made by Mr J. I. Ferguson, manager, Feilding to Ken Thomson who was retiring after a lifetime of service to the stock and station industry. Ken was in Feilding with the NMA Co for ten years, before which he had been with Wright Stephenson in Hastings. In his younger days he worked for Williams & Kettle in Dannevirke. Mr Ferguson praised Ken's auctioneering ability and thanked him for his valuable service to the company. Ken replied, thanking Mr Ferguson for his remarks, and his colleagues for their co-operation.

The next presentation was made by Mr L. N. Stewart, manager, Palmerston North, to Lyall Coles who has been in our Levin depot for the last three years. Lyall was thanked for the good work he had done in the depot and the relationship he had maintained with our customers down there.

Before making the third presentation, which was to popular Levin stock agent Rex Sim, Mr Stewart asked Mr W. R. Hansen, joint commission division manager, to speak. Ross expressed

everyone's thoughts when he said Rex going was a terrific loss to the company. His ability as an auctioneer and judge of stock, well known to staff members, extended to the public of an area well beyond that of our own branch.

Mr Stewart spoke of Rex's value to the company, outlining his career from first joining. He wished him well in his new venture. Rex thanked those who had worked with him, particularly four staff members who had helped him tremendously at the start of his career. He also thanked the staff for the presentation and hoped that any who were passing would come and have an ice cream with him.

We welcome back Murray Hunt, looking very fit after his three-week sojourn at the Outward Bound School. Murray has been transferred to Levin to take Lyall Cole's place in the depot.

A big welcome to Mr Harold White from Masterton, who has assumed the duties of accountant, pending Mr Ray Carson's retirement at the end of the year.

We also welcome Mrs Halligan who has joined the clerical staff of the commission department.

You would think, that after his wife had borne him four sons, a man would become rather blasé when a birth was imminent. Not so stock agent, Robin Finlay. His prize Charolais heifer had to have a caesarean operation to give birth to its calf, Robin getting into quite a tizz whilst it was being performed. Happily mother, calf and Robin are all doing well.

WRIGHTCARS

We begin on a sad note, Mr Ralph Howard, our manager for the last 18 months, has left the firm to stick his finger in another big pie. A farewell party was held in our showroom, liquid refreshments being the order of the day. A desk set was presented to Mr Howard by his staff. However he had to duck away fairly early to another farewell. Seems like everyone was giving him the "off you go" (at last) treatment. But Mr Howard, should you read this we would all like to say Nous Vous Regrettons.

Congratulations are in order for two members of our staff—to Mr Lynn Hart on his appointment to branch manager. Because of his permanent smile and jovial nature, we are looking forward to being under his command. And to Pat, our receptionist. She took the fatal plunge by marrying a bright and up and coming construction engineer. Fortunately for such people as toll operators, she changed her name from Chiocchi pronounced (Kee-O-Kee) to Harrison.

New staff members number three. Welcome to Miss Barbara Kitson (our service manager, Mr Ross Briggs, has decided to add a touch of femininity to the service station); to Mr Len Bell who has taken on the task of selling our Toyotas on a canvassing basis; to Mr Michael Bedford, an apprentice in our workshop; and to Murray Hall, transferred from Wrightcars, Wanganui.

At the recent Motor Show in Wellington, Consolidated Motor Distributors held a 'Pit Stop' competition. The object of the competition was for a team of two to change various objects on the car in the shortest possible time, using the vehicle's own equipment. Six of our mechanics took part as three teams and one team managed to reach the semi-finals. The photo shows Michael Cowles (and be assured he has got a face under that hair) about to change the second wheel. Finally the staff of Wrightcars here in Palmerston North wishes all the other branches a very merry Christmas and good luck for the coming year.

MacEWANS MACHINERY

Gordon Wellwood has transferred from MacEwans Masterton to MacEwans Palmerston

North. We welcome Gordon and wish him well in his new environment.

It is with regret we have to report the death of Bill Underwood, Hastings. Bill, who was with us for 26 years, is missed by his fellow workers. To his wife and family we offer our condolences.



167 years service tally—at back Messrs P. L. Hansen, J. F. Collier, H. Harris, H. F. Wallace. In front Messrs P. J. Creba, R. E. Sleight, A. J. Milne, A. McKenzie

WAIMATE

At a recent staff function a photograph of ex NMA Company staff was taken. Between them they gave over 167 years service to the company, and we are pleased to publish the picture in this issue.

Welcome to Barbara Wilce and June Spence. Barbara is the new telephone receptionist/typist and June is cashier. Barbara seems to be very busy with Highland and tap dancing and recently passed her Highland elementary examination with honours. As yet we have not discovered what June's "outside interests" are. We farewell Christine Smith earlier this month, after nearly four year's excellent service.

Congratulations to Peter Bartlett on his transfer to Auckland office ledger department.

NELSON

First, congratulations to Bill Taylor of our stock department on his recent engagement to Miss Diana Harman; and welcome back to Gloria Boyes who, after three weeks' holiday in Brisbane, came back with a fantastic collection of toy koalas, kangaroos etc., and many vivid tales of Australian night life.

A farewell and presentation was given to Miss Edna Smith, shorthand typist, who has retired after 12 year's service. Fitting tribute was paid to Miss Smith, whose infectious personality and obliging manner endeared her to all the staff. Good luck Smithy, don't forget to call and see us.

September 15 marked the end of an era so far as this branch is concerned. After 130 years of trading our grocery department closed its door for the last time. Originally operated under the name of Sclanders and Edwards, later as Sclanders and Co. and, from 1901 as Levin & Co. Ltd., this wholesale outlet changed its name to NMA Co. in 1964.

To mark the occasion of its closing, past and present staff assembled in the grocery office to say goodbye to something which for some of them, at least,

had become part of their way of life. Sad indeed, to see so many of our staff leaving to take up positions with other companies. But such is progress, and although "Groceries" is now a thing of the past there are very few who had associations with this department who will forget the happy times and the comradeship which

always existed among the staff.

Transfers and resignations seem to be quite the "in thing," our latest transfer being Grant Mitchell who has gone to Wellington. Grant was suitably farewelled by the staff and we all wish him a happy and successful career in his new post.

Ian McAtter has been busy re-organising the drive-in facilities at J. Shield & Co's premises. The new lay-out will allow a much less crowded driveway for the busy times ahead. The display section also has been vastly improved. Keep up the good work, Ian. We feel sure you have earned your new name of Harvey Wallbanger."

Finally, our mixed drink expert has evolved a new cocktail. It's called a Cleopatra—two sips and you Caesar.

Electric Refrigeration

Greeting from Sunny Nelson. Our 'Globe Trotting' serviceman Eric Rolle and wife have returned from two weeks in Australia, which they enjoyed and have a lot to say about, but are glad to be home. All Eric can think of is cars, cars and more cars, 10 per cent down and forever to pay.

We are pleased to welcome to our sales staff Trevor Blatch, formerly of Haywrights whom we hope will enjoy working with us.

WHANGAREI

Congratulations to Jim Miller and his wife Gloria, who have just been presented with a bouncing baby girl.

Staff movements have been numerous, and in line for congratulations on his promotion to district agent in Waiotira is Peter Baker formerly trading representative in Dargaville. Brian Dobson has taken over from Peter, and doubtless is enjoying his new life in the open air after being a clerk in Whangarei Office.

We said farewell to Terry Ireland and his wife, who have been transferred from Kaitaia to Te Aroha.

On transfer from Timaru, we welcome David Taylor, who has

been appointed district agent in Dargaville; and Lesley Patterson, who has rejoined the ledgers after a stay in Australia.

WRIGHTCARS

Staff and friends gathered to say farewell to Terry Honan, who has been appointed to the position of Branch Manager of Wrightcars Ltd. Hamilton. In a farewell speech, Mr Irving outlined the opportunities there are in the company for those members of the staff who are prepared to accept the challenge of progress and adapt themselves to the changing market patterns. Terry has proved a conscientious and loyal member of the Whangarei branch, and one who has worked hard for his promotion. He takes with him our very best wishes and good luck for the future that lies ahead.

KAITAIA WRIGHTCARS

Our premises are in the process of a complete face lift and by the time the painters finish inside and out we shall be really proud of our Far North Branch.

TE KUITI

Births: Congratulations are extended to Keith and Mavis Collins on the birth of a daughter.



A team effort at Balclutha — see Dunedin news.

ter. The daughter is the third addition to the Collins' family the previous two being twin boys.

Loyas Bell also began a family with a daughter, less than a week after finishing work with the company.

The Wrightson NMA basketball team (named Lions) astounded the Maniapoto Association by winning the end of year open tournament.

The Lions, who were runners up in that competition, took to the field for the first game at 10.30 and decisively beat the first team 80 to 70, thus putting the team in the semi finals. The next team that took to the field was the men's open winners. This game became slower as time progressed and the players became weary. However the open winners were not able to catch the Lions and went down 68-32 thus pushing the Lions into the final.

Lions won the final game 76-74 after extra time.

For the Lions this was a great morale booster as their form had been up and down all season and all interested felt that this team which had had only two seasons playing, deserved their win.

Team members are: P. Mylchreest, B. Fleming, R. Melville, K. O'Brien, O. Rieilly, K. Elliott.

DUNEDIN

Three rugby matches were played since the last issue and all provided us with wins. Perhaps the most strenuous was the annual home and away game against Invercargill branch at Invercargill. We would like to thank our hosts very much for the hospitality shown to those who travelled, as all had a most enjoyable time. Our team was a balanced young side ably lead

by Kevin Inder, Lindsay Frost and John Haley, all of whom have represented Otago recently, and Robin Gamble of our Milton agency.

The golfers have also been busy lately, playing against our Clydevale clients at Allangrange, Invercargill office and, more recently, the New Zealand Insurance Company. Against the latter, Mr Maurice Smith, our deputy manager, achieved a hole in one on The Chisholm Park par three, tenth hole, which no doubt helped our team to victory.

Congratulations to Gail Nicol who recently became engaged to Mr Brian Frost; to Colin Brown on his engagement to Shirley Fitzpatrick.

Our very best wishes to Susan (Gray) on her marriage to Gregory Smeaton.

All branch members welcome back Mr W. J. (Bill) Mitchell after his recent illness and trust that he will soon be back to normal health.

Team Effort: Members of Wrightson NMA Balclutha Staff gathered in force on the occasion of the marriage of fellow staff member Mary Martin. It was a team effort as Wrightson NMA supplied the chairman, car drivers, stewards, bridesmaid and last but not least, the bride.

TRADING BRANCH

Marriage — Miss Ann Chalmers, typist, to Mr Colin Weatherall

Resignation — Mr Noel Price, sales division, Dunedin

Transfers — Miss Heather Kerr to Trading Branch from Wrightson NMA Dunedin.

Mr Mike Muirhead to export division, Trading Branch, from stud stock division.

Mr Ray Perwick to sales division, Auckland, from manufacturing division, Dunedin.

Mr Russell Ritchie to manufacturing division, Dunedin from Wrightson NMA Gisborne.

To rationalise use of premises and plant, fisheries division joined with another local fish company, Skeggs Foods Ltd, to form a new company to pack their products.

Import/export division reports no unusual activities, in contrast to manufacturing division, now busy coping with orders for the Christmas rush.

WRIGHTCARS

Two of our workers have become Daddies again. Norman Bennetts our panelshop foreman and his wife Janice have a new son. They have been thinking about his name for a few weeks now but Norman tells us that he will probably be called Michael. (He thinks.) One of our car workshop mechanics, Russell Corbett, and his wife Marie have no such problem. New son is named Brendon.

Ian Mclean of our parts department left us after nine years, three and a half of which were spent as our parts traveller. Ian is going to sell cars for another Dunedin firm and we hope he realizes that, as he will not be dealing with the best cars on the market, he will have some hard work in front of him. None the less we wish him the very best of luck in his new venture.

A gathering of staff assembled



"Pit stop" expert—Michael Cowles

to bid farewell to Mr K. L. Crampton, Keith to all his friends. Keith had a variety of jobs while employed with the company. He joined the then Otago Motors, Balclutha in July 1949 as a petrol and lubrication attendant. After 12 months he transferred to sales, mainly handling the Bristol tractor. As the agency for this tractor was short-lived, Keith returned to petrol sales as well as pre-delivery checking and fitting of accessories. Later he went again to sales, this time responsible for new and used vehicles in the South Otago area.

In February 1954 Keith transferred to Dunedin as truck sales manager, a position he held for 4½ years and became well known around Otago in this specialised field. Then for the next 3½ years Keith was new and used car supervisor, including no-remittance sales. This was a very busy and taxing period.

In 1962 the resiting of our petrol pumps became necessary and a new service station was built in Carroll Street. Keith supervised the building of the new station and managed the unit for seven years. As well as being manager, Keith dealt with the sales and service of Morrison mowers, and the under seal unit as well.

Keith's wide experience made him a valued employee. However the pressure told and his health suffered. After convalescing he returned as costing clerk and stock controller, which position he held until retirement. Mr I. S. Anderson presented Keith with a cheque and two camp chairs, paying tribute to his devoted and loyal record.

Keith, we wish you well, with good health. May you enjoy your caravan life touring the best country in the world, New Zealand.

Births: Joe Turner of our parts department and his wife Robyn, nee Schulpher (formerly of parts department) have started their family with a son whom they have named Scott.

Arthur Buckland of sales and his wife June also have a son whom they are calling Jason.

FAIRBAIRN WRIGHT

Our general manager, Mr O. Bengé, travelled to Dunedin to attend a social function held by the branch to honour and farewell our manager, Mr J. D. Carson. In making a presentation on behalf of the company, Mr Bengé spoke of Mr Carson's service which dated back to January, 1946, when he joined on his return from overseas war service. Mr Bengé spoke of Mr Carson's earlier days when he was known for his motor bike riding skill, his fine war service; and of his ability as branch manager, with the help of the staff, to produce a profitable branch result each year.

Mr Bengé also referred to Mr Colin Turner who was retiring after 19 years' service with the company, part of which time he was a traveller canvassing in Central Otago.

A warm welcome was extended to Mr Neil Cairns, our new branch manager and Mr Bengé gave to the staff members an outline of Mr Cairns' career with the group and welcomed him back to the South Island where he commenced his career with the company.

Mr Carson replied, and mentioned the help he had from his staff in the past years.

Further staff functions were held in September to honour the retirement of both Mr Carson and Mr Turner.

Our congratulations to Rodger Kennedy (Bronnley traveller) and his bride, Jennifer Ayson, who were married at Warepa, South Otago.

CHRISTCHURCH

Congratulations to Mr & Mrs Rod Cameron on the birth of a daughter.

Appointment: A warm welcome to Miss Judy Thiele—typist, seed export division.

The light harness sport of trotting is working towards its climax here in Christchurch and by the time this publication is released the 1972 New Zealand Trotting Cup will have been run.

Our congratulations to our manager, Mr R. L. Edgar, who has been appointed judicial steward to the New Zealand Metropolitan Trotting Club. This is certainly a great honour and just reward for the hard work and dedication he has shown in the administration of the sport for many years.

On the Boards: The first theatrical performance in our new town hall took place in the James Hay theatre the day after the official opening.

The presentation of William Shakespeare's "Henry V" was produced by Dame Ngaio Marsh and played to a capacity audience.



Nicholas Blake—a talented actor

One of our staff members, Nicholas Blake, who works at our Deans Avenue store, played one of the leading roles in the production, that of Dauphin. Judging by the complimentary remarks of the newspaper critics and those who saw the production, he made a first class job of the part.

FAIRBAIRN WRIGHT

We welcome three new members to the staff — Mrs E. Pule who is working in the drug department; Mr A. Fowler who has taken over duties as manager of the drug department; and last, but not least, Mr P. Brophy who is managing the hardware department. Mr Brophy came to us from Wrightson NMA, Ashburton.

Congratulations to Miss Gail Smith (invoicing) on her marriage to Mr W. Chamberlain of Christchurch. Also congratulations to Mr David Romanoff (hardware) on his marriage to Miss W. Cartmen.

For the last week or two there have been carpenters working upstairs in the old hardware department, building new offices for the accountant, manager, office staff, ledger keeper and typist. When these are completed the present office area will be converted into a modern showroom the better to display our wide and expanding range of merchandise. This long-awaited alteration will be welcomed by customers and staff.

HASTINGS

October is the month for the annual Hawke's Bay A. & P. Society's three-day show. The 1972 event was held in perfect weather which helped lift gate takings to a record \$11,699. Society officials estimated just over 30,000 attended during the final day.

This year our company's display included a home appliance section, Tiki cattle handling equipment, chain saws, motor

mowers, wooden garden furniture, while one of our main exhibits of farmer interest was the feature of the Prattley portable docking yards.

Staff Retirements: During September we farewelled two popular senior members of our staff.

Mr Guy Barron, our assistant branch manager, retired after being with the company for thirty nine years, serving all his time in the Hawke's Bay branch. Starting as office junior in Hastings and working his way through various departments he became assistant manager in 1964. Because of his devotion to the interests of clients plus an engaging personality, Mr Barron was a popular figure with the farming community and staff. Mr Barron has a house in Taupo and no doubt he will be spending a lot more time on the lake. As he has other interests of carpentry, gardening and golf we imagine retirement should be very pleasant.

Retiring the same week as Mr Barron was Mr F. R. Bragg, known to all as Les. Les joined the Napier wool staff in 1949 as bin room supervisor and, in 1955, became wool manager until 1970, when he joined the head office staff as the company's chief wool officer.

Les was a popular figure in the wool trade and his technical ability well known throughout the country. The fact that he was appointed chief wool officer speaks for itself.

Best wishes to Mr Barron and Mr Bragg were expressed in speeches by Mr A. A. Roberts, manager of the Hastings branch; Mr W. J. L. Simpson and Mr M. I. Ritchie, both of head office; Mr A. G. Sievers, deputy manager, Hastings; and Mr F. N. Twigg, stock manager Hastings. Also present at the farewell were Mr A. L. Sturzaker, Wanganui branch; Mr P. Sinclair, Feilding branch and Mr A. G. Roberts, wool department Wellington.

We welcome the following new members to our staff:— Shirley Clark, invoice typist; Garth Davis, spray operator; Chris Forde, office junior; Len Brown, truck driver. We wish them all a pleasant stay with us.

Staff retirement: Malcolm Johansen, stock agent, Waipukurau, has left us for a farming career. Malcolm joined the company seventeen years ago at Hastings, serving there in various departments before transferring to Waipukurau. In making a presentation, Mr F. N. Twigg, stock department manager, told of the high esteem in which Malcolm was held by clients and fellow agents. Malcolm now becomes a client of our company and we wish him well in the new relationship.

WRIGHTCARS

Congratulations and best wishes to Miss Dianna Aitchison, office, and Murray Compton on their engagement.

HAMILTON

Alterations are now complete and that section of our shop facing onto London Street, formerly our produce store, has been completely renovated. This was done to transform it into a modern suite of offices to house International Genetics Ltd and insurance, bloodstock, stud stock and wool departments, plus a showroom for farm merchandise and sufficient produce stock for immediate requirements. The balance of the produce stock was transferred to MacEwans building to await completion of our new store at Te Rapa.

It would seem that last year's Christmas holidays have shown their effect with the arrival of several additions to staff members' families. First, to Mr and Mrs Bruce Baucke a well deserved daughter; Mr and Mrs Joe Walls a daughter—their first



Mr G. N. Barron (left) and Mr F. R. Bragg—farewelled at Hastings

arrival; to Mr and Mrs Barney MacGibbon another bonny son.

We congratulate Miss Lynda Tickelpenny on her marriage to Mr Nick Hurlley and wish them all the best for the future.

There have been several new appointments to the staff recently and we welcome to the fold the following: Miss Janice Hall, Telex & cheque typist, Hamilton; Miss Deidre Nobbs, typist, trading division, Hamilton; Raymond Collins, merchandise showroom, Hamilton; Mrs Valerie Gallon, L2000 operator, Hamilton; Peter Wallace, office junior, Hamilton; D. W. Scott, showroom sales, Cambridge; K. J. McAllister, showroom assistant, Matamata.

Staff Movements: George Rennie, joint accountant, Hamilton office, has been transferred to accountant, Te Puke. We understand a lengthy farewell was held for both George and Peter Cole at a local hotel. Peter has left us as he has purchased the Times distributor-ship for a large part of the Hamilton area. We wish him well in his new venture.

Ralph Patterson, stock clerk, Hamilton, has been appointed junior agent, Taupiri.

Mr and Mrs George Bradnock have left the company, but have not entirely severed their connections as in their own new business venture they will be acting as our agents for chainsaw and motor repairs.

We welcomed Mr Laurie Stansfield from Fairbairn Wright Ltd, Wellington on transfer as merchandise salesman, Hamilton, and hope he will enjoy his experience with us.

A recent notable event was the morning tea/get-together of the wives of the combined staff which was held at the Top o' the River.

All reports say the party, organised by Mrs Norma Parsons, wife of our branch manager, was a great success and enabled wives to mix and get to know one another. Those present represented the Hamilton, Cambridge, Te Awamutu, Matamata, Morrinsville and Te Aroha areas.

Birth: Our congratulations to Mr and Mrs Harold Thatcher, Hamilton, on the birth of a daughter.

OBITUARY

MR W. D. MELLOR Auckland

MacEwans recently paid tribute to an old staff member, when a group of long service Auckland staff joined Mr N H Ellis and Mr M. K. Hammond to pay their last respects to Mr W. D. (Bill) Mellor who died in his 85th year.

Mr Mellor was known to many staff members of recent years, as he and his wife were always welcome visitors at our Christmas functions held at Anzac Avenue. He has been retired for many years but felt a keen interest in the company, particularly Auckland branch where he had many friends. He joined MacEwans over 50 years ago and was well known as a dairy factory representative for many years. He later became Auckland branch manager for MacEwans Machinery, from which position he retired in 1949, joining the staff again as dairy factory representative, in which capacity he served for another 10 years in the North Auckland area.

Throughout his career Mr Mellor was closely associated with the dairy industry and its mechanisation. He was particularly fit and active during his long life time and was a keen all year round swimmer until a few years before he died when he became a summer bather only!

Mr and Mrs Mellor, who had been married for 59 years, had extended hospitality to many of MacEwans staff over the years and our sincerest sympathy is extended to Mrs Mellor and her family. Mr Mellor was a gentleman of high integrity, and it must have been gratifying for Mrs Mellor to see so many of their old friends together to pay their respects and express their sympathy to her. She also received many telegrams and letters from present dairy factory managers and those now in retirement, in-

dicating the high esteem in which her husband was held.

MR J. C. McLEOD Gore

Staff members in the south, and especially those on the MacEwans side of the business, will regret the death of Mr J. C. McLeod, who was in his third term as Mayor of Gore.

Jim McLeod was first elected when he was nearing the end of his business career, and was manager of MacEwans Machinery at Gore. Born at Edendale, alleged to have cut his teeth on a bagpipe chanter, a sturdy defender of all things Scottish, Mr McLeod served his company and his community well. The scope of his service was enlarged when during World War II he went overseas with 23 Battalion of 2NZEF.

MR W. O. REYNOLDS Roxburgh

It is with deep regret that we report the sudden death of Bill Reynolds our Roxburgh agent at the early age of 51.

Bill was head shepherd on the New Zealand and Australia Land Company's Hakataramea station before joining Wright Stephenson at Ashburton in 1960, where he was appointed stock agent at Methven. In 1962 he was transferred to Nelson branch as stock agent at Takaka and then in 1969 was appointed agent at Roxburgh, which position he held at the time of his death.

Bill was a first class stockman and was held in high esteem by his clients and all who knew him. He was highly respected by the people of Roxburgh where he was on numerous committees and gave unstintingly of his leisure time to community affairs.

We offer our sincere sympathy to Mrs Reynolds and her family in their great loss.

MANAGERS MEETING HAD NEW LOOK

Audio-visual techniques including film and slide presentations, and emphasis on syndicate discussion and reports were features of the Wrightson NMA managers' conference in Wellington.

To allow manageable numbers at the working sessions, those attending were divided into two groups. Sessions for the first group were arranged for 13 to 15 November and the second for 15 to 17 November, the groups overlapping for a joint session on the morning of the fifteenth, and later to attend the company's annual general meeting in the afternoon, and a buffet dinner and social gathering in the evening.

The stated object of the conference was "to examine new ways of obtaining greater profit growth through planning, staff development and training."

Talks by Mr R. R. Trotter and Mr H. W. Huse, and a 30 minute slide presentation with recorded commentary "Introducing a Great Company", got the conference under way. Morning, afternoon and evening each day were devoted to talks on various subjects by head office executives followed by periods of questions, answers and discussion. Each day training films were interspersed in the programme. Subjects covered in the

talks included planning, the accounting system, gearing (or the balance between shareholders' funds and borrowings), finance, yardsticks in planning and performance, leadership and communication, training programme objectives, delegation of duties, salesmanship, career appraisal. In addition syndicates had each day two subjects to discuss for 30 minutes and come up with their recommendations.

An interesting exercise for syndicates was a case study of a mythical branch, appropriately enough named after TV's Puke-manu, which had recently gone through a merger and was not performing as well as it should. Syndicates were given the branch and district background, objectives, management and staff situation and problems, and were asked how they would carry out a reorganisation to put the branch on a sound footing. As Mr Huse said in his summing up of the submissions, "All syndicates produced good sensible, workable plans."

The conference was organised by Messrs. W. G. Lascelles and R. J. Caird of the Staff and Public Relations section, and other speakers from head office were Messrs. E. D. Watts, E. T. Russell, I. R. Small, I. Donald and R. E. Marshall.

London Branch Changes

Wrightson NMA's London branch has now merged and settled down in the ex NMA office in Byward Street. Any letters to the branch should be addressed to: The Manager, Wrightson NMA Ltd., Tower Hill Station Buildings, 16 Byward Street, London, EC3R 5BQ.

Retirements

Mr D. M. Dunnet and Mr W. H. Scollay, branch managers, both retired on 30 September. Mr R. R. Timlett will retire before the end of the year.

Appointments

As previously reported Mr H. D. Matson is now manager of the branch, and other appointments confirmed are as follows:

Trading Manager, Mr L. J. Barns
Produce Supervisor, Mr W. J. Rawlings
Import/Export Supervisor, Mr N. E. Hinton
Accountant, Mr A. Stead
Assistant Accountant, Mr L. E. Fulton
Dairy Produce Division Manager, Mr R. C. Girling

SIMMENTAL CATTLE ARE IN FAVOUR

The latest Christchurch branch client to become an owner of cattle of the Simmental breed is the former Mayor of Christchurch Mr A. R. Guthrey.

Our stud stock department executed the sale of a bull and two heifers to Mr Guthrey from another client Mr R. G. McDonald, who originally imported the cattle from the United Kingdom through our company.

The bull, Friarton Actor, which is a son of Scottish Herod, is shown in the accompanying photograph with Mr Guthrey. At 14 months of age, it weighs 1400lbs. The two heifers are 14 months and 11 months old and are by Scottish Pride and Scottish Neff.

Mr Guthrey's intention is to keep Friarton Actor at the A.B.S. Kaiapoi Breeding Centre for the collection of 5000 straws of semen, of which 2000 will be for sale in New Zealand and 3000 in Australia. He will then be moved to Mr Guthrey's Richmond Downs property at Broomfield six miles inland from Amberley, for use in natural mating. There are now 30 rising two-year-old Hereford heifers on Richmond Downs which are artificially in calf to the Simmental and these are now in process of calving. It is proposed to artificially inseminate up to 150 cows and to grade up the cross-

bred cattle until eventually there is a reasonably large Simmental purebred stud herd.

The older of the two heifers which Mr Guthrey purchased was inseminated in August.

Mr Guthrey, a well known Christchurch businessman, first ventured into farming six years ago, when he purchased through our company his 800 acre Richmond Downs property.

Mr Guthrey told us that he found farming "a very challenging investment" but that it is much easier to make a profit in the city than on the land and he both sympathises with and admires the farmer.

"In the city for the most part increased costs can be passed on, but with a farm you are at the end of the line. All increased costs have to be absorbed and this means constant striving for economies and more efficient methods, together with hard work and long hours.

"And the farmer has no control over such factors as overseas market prices, freight rates, internal costs and, not least, the weather."

On the other hand Mr Guthrey said that there is a lot of specialised information available from such organisations as his stock firm, Lincoln college, the Department of Agriculture and Federated Farmers. These sources had been invaluable to him as a businessman-farmer.

HISTORIC STATION CHANGES HANDS

Historic Beaumont Station in Otago has changed hands for more than \$750,000 in what is believed to be the biggest private property transaction in New Zealand rural history. Mr Ian K. Campbell has sold out to Mr A. R. Hore of Gimmerburn, a son of Mr F. L. Hore and a brother of Mr Brian Hore who together operate the well-known Nokomai Station.

Instrumental in bringing about the sale was Mr M. G. Shepherd, manager of Dunedin Branch. Negotiations took many months but the deal was clinched. The parties actually signed back in April and Mr Hore took possession in August.

Both vendor and purchaser have had a long-standing association with Mr Shepherd, which explains why the Dunedin manager found himself cast in the role of land salesman. Negotiations were complex but the final agreement was satisfactory to both parties.

Beaumont Station, which dates back to 1858, is one of the few remaining properties in the "pastoral giant" category. It comprises approximately 54,500 acres of pastoral lease and 783 acres of freehold. Negotiations are in train for the eventual freeholding of a further sizeable area.

At the present time Beaumont is carrying 10,000 sheep and 3,000 cattle, Mr Campbell having concentrated much of his attention on cattle since he took over seven years ago.

At its peak the property carried more than 25,000 sheep. An independent report and assessment in 1969 suggested that the potential might well be 70,000 to 80,000 sheep and 5,000 cattle.

It has been found that an initial 3 cwt of fertiliser gives an immediate response. With the continuation of a fencing programme (some 70 miles of fence have been erected in recent years) followed by topdressing a distinct move towards the property's potential could be made.

Beaumont Station spreads from the Clutha River to the Taieri River and is divided by the Lammerlaws, this range rising to 3,500-4,000 ft. The two distinctive blocks have different climatic conditions, rainfall varying from 30-40 in. on the western side to 25-30 in. on the east.

The land is inherently fertile, being mainly silty loam on free-draining subsoils. Water supply is adequate all year round. While there has been extensive topdressing the greatest part of Beaumont is still in the native state with several varieties of tussock flourishing.

The contours vary from high quality arable flats to easy rolling country, then to steeper rolling ridges. The Lammerlaw tops are suited only to summer grazing.

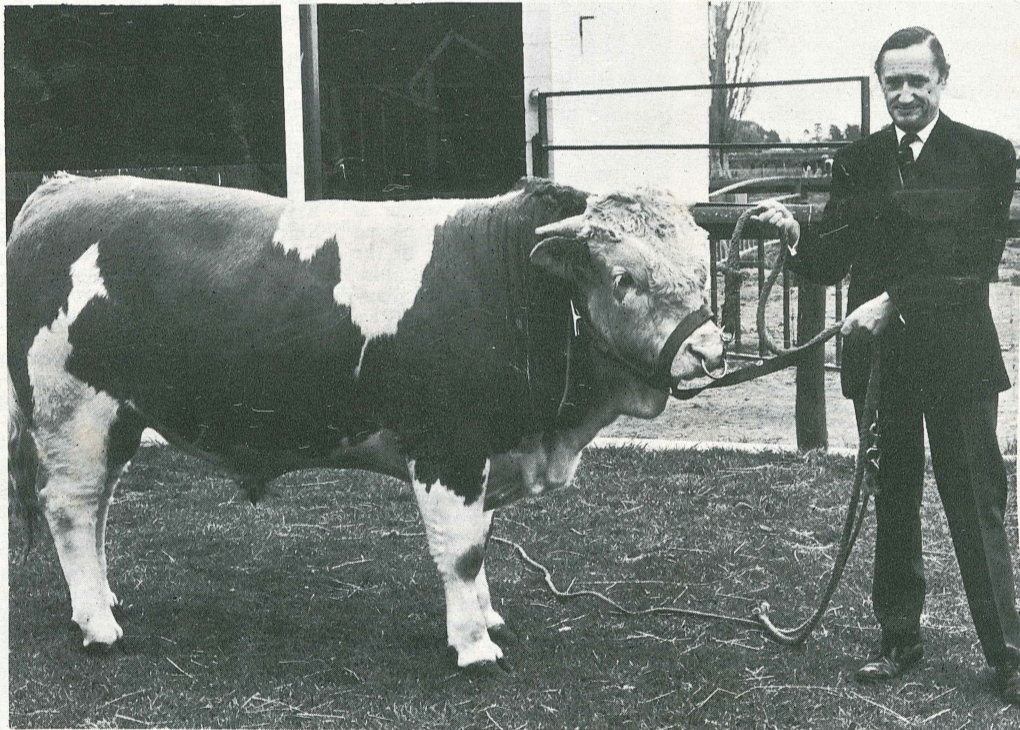
Beaumont passed into the hands of the Kain brothers in the 1880s and they extended the boundaries from the original 30,000 acres, at one time holding 70,000 acres . . . roughly 100 square miles.

Like most Central Otago runs it had its problems, especially during the rabbit invasion. There were large areas of manuka for many years but post-war treatment virtually eliminated the manuka, a blight being introduced in 1952.

Although fully mechanised, the station has one period each year when the horse takes precedence over the landrover and the tractor. This is the annual muster when five or six men are engaged for two or three weeks.

Access was extremely difficult in early days, and is still not easy. Ironically, the Clutha high dam proposals which are strenuously resisted by many people in Central Otago would benefit Beaumont because a new road would be built which would improve access considerably.

In common with most "big country" runs, Beaumont has a fascinating history, but interest now centres on its potential. Mr Hore will have the good wishes of staff members as well as his neighbours as he tackles his task.



A hefty purchase—Mr A. R. Guthrey with Friarton Actor

COMPETITIONS FOR STAFF MEMBERS

PRIZE FOR BEST ARTICLE

A prize of goods to the value of \$20 is offered to staff members for the article considered to be the best published in Newstime during the next six months, commencing with this issue. The articles submitted must each be the staff member's own work and should cover some staff, company or allied activity. Illustrations sent with articles are excepted from the "own work" provision.

PHOTOGRAPHIC COMPETITION

In addition to testing your journalistic ability, we announce a photographic competition for black and white prints covering some facet of company activity. For the February issue only, prizes of goods to the value of \$10 and \$5 are offered for the two photographs by staff members which are selected as the best of those submitted. Photographs must be taken by the competitor and prints should be not less than "Jumbo" size.

In both the literary and photographic competition the adjudicator's decision is final and no correspondence will be entered into.

THANK YOU

The editor expresses thanks to all contributors for their help during the first half year's publication of the new style Newstime. Without the assistance of all those who have generously contributed articles, news and photographs the magazine could not hope to carry out its role of presenting to the staff, company achievements and plans, news from the branches and subsidiaries, and news about other staff members throughout New Zealand, Australia and the United Kingdom.

A Merry Christmas and a Happy New Year to all.