

# TekTimes

## THIRTY YEARS NOT(T) OUT ...

### Ron gets long-service award

HODDESDON Personnel Manager, Ron Nott, became only the second Tek U.K. employee to receive a 30 years' service award recently when he was presented with a watchband at the Hoddesdon plant.

The special ceremony was held for three Hoddesdon employees who missed the December lunch. It was timed to coincide with the visit by John Shafe, former General Manager of U.K. Manufacturing, who is

now International Manufacturing and Quality Components Sourcing Manager, Tek Inc.

John was in the U.K. for International Manufacturing and Profit Planning meetings. In presenting Ron's award he briefly scanned his career with Telequipment (1953-67) and Tektronix, referring to Ron's inauspicious start as "Bob Groom's Boy". His rapid progression through the ranks led to a 13 year stint as Hoddesdon Production Manager and it is in this role that Ron is best known.

He became Hoddesdon Personnel Manager in 1981, following a period of ill-health.

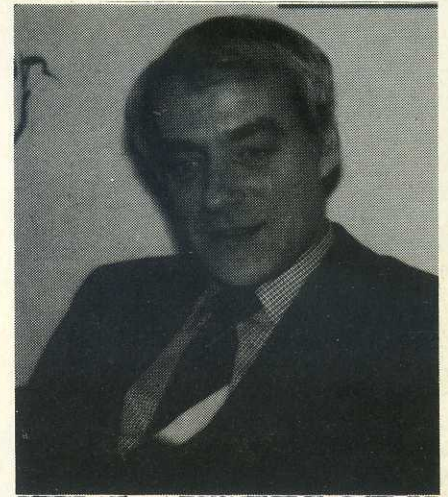
After the presentation, a celebration cake baked by Hoddesdon Cafeteria Manager, Alma Nicola, in Ron's honour, was shared by his colleagues.

Ten-year awards were presented to Ivy Ball and Concetta (Tina) Culora, both of whom work as ECB Parts Prep Operators in Hoddesdon Production.

**Linda Hughes** –  
Hoddesdon.



● Ron Nott, left, pictured receiving his 30-years' service Tektronix watchband from John Shafe at the recent presentation at Hoddesdon.



### OUR NEW DIRECTOR OF FINANCE

DICK SMITH, recently appointed Director of Finance, has transferred to the UK from Amsterdam where he has held the position of Financial Controller for Tek's European Operations for the last two years.

Dick has a Physics degree, specialising in Electronics (perhaps he can help out in Technical Support occasionally!) and is a qualified accountant. After university he joined G.K.N. as a trainee accountant for two years.

Following this Dick joined Burroughs Corporation in the UK and held a number of positions over the next four years: Disbursement Accountant, Manager of Financial Accounting, Marketing Accountant, Manager of Forward Economic Planning.

He transferred within Burroughs to South Africa where he held the position of Financial Controller. Following this he was appointed Regional Financial Controller of European Operations working out of Belgium, Switzerland and the UK.

During the last 10 years Dick has spent only 18 months in the UK, so welcome home!—Editor.

# REAL PROGRESS AT MARLOW

THE photographs here show that the new building at Marlow has reached a nice balance between the reality of a flat site ('Watch this Space', Summer issue 1983) and the artist's impression ('This is Marlow', Autumn issue 1983).

Progress has been very steady with most of the objective deadlines being achieved. The present situation is that we have a main structure with a partially finished roof, a first floor and partially finished ground floor slab, with 'brickies' frantically applying the outer wall skin to develop as far as possible a water-proof envelope.

There are two major reasons for the haste, the first being that once this is achieved the whole 'drying out' process will be hastened and thus ensure an early commencement of the internal work. Secondly, (but surely of only minor consideration) Tektronix is due to make a

further payment when this stage is reached!

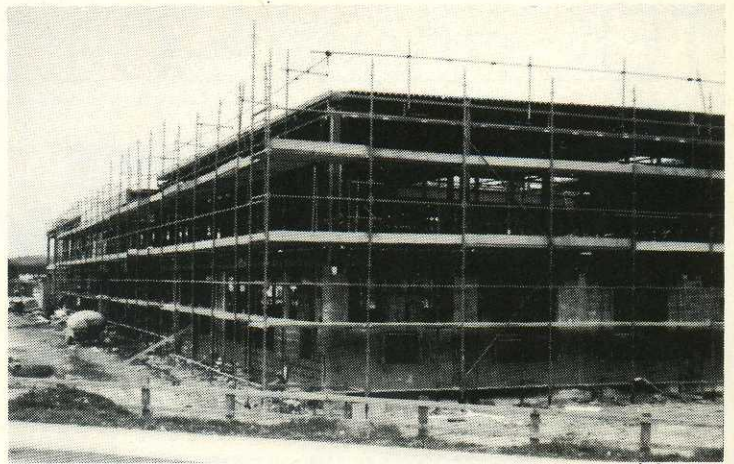
The contract as a whole is running about 10 days behind, due mainly to the very high winds of recent weeks which made overhead work extremely hazardous, and the fact that some materials had been held up in the French drivers' dispute. It is, however, confidently expected that this time-lag can be recovered and the completion date of October 31 1984 met.

On Monday April 9 Tektronix Company President Earl Wantland and his wife will visit the Marlow site. Earl will also take the opportunity to see a demonstration of our new D.M.S. system.

Pat Plimmer - Southgate.

## 10 YEARS

EDDIE GIRLING (Harpenden) has been presented with a penknife for completion of 10 year's service.



Two views of the new building at Marlow.

# A hectic trip to Denmark — but a very rewarding one

IT was an early, foggy Sunday morning. I started the Ford Sierra Estate and headed towards Heathrow to catch the first flight to Copenhagen. Steve Elliott from our Manchester office had travelled down the night before.

At Copenhagen we found a welcoming smile from Severin Jensen of Tek Denmark, who had previously come to England to train us on D.A.D. Products. Now it was our turn to repay his kindness. Severin had invited Steve and I to give logic analyser seminars to two major groups of potential customers.

As Severin's Saab left the airport we could only see white pencil beams of light piercing the Danish fog, but Severin knew the way to a fine fish restaurant.

Lunch over, the job began, many hours of preparation, the slide show, the equipment all set to run with precision, the words, the actions and the fears of uncertainty all prevailed.

In the morning after a healthy night's sleep we gather, some before others probably because some of us managed to find the bed that was part of the wardrobe door (honest). Believe me, unless you know it's part of the wardrobe one can sit in a hotel bedroom trying to



Alan Thomas and Steve Elliott in action.

dismantle the sofa for a couple of hours!

The seminar went really well. The terminology of our world, the application of our equipment, the strengths of our commitment, the confidence of people like Severin, Steve and I in communicating that we at Tektronix are world leaders.

Many participants stayed to discuss their requirements — a very satisfying situation to be in i.e. the

consultative rate.

Another two hours of packing the equipment and we are on our way across the island towards the ferry to Aaurhaas, city of Jutland Denmark, to our second seminar.

We found ourselves in a hotel of concrete, slate, wood and style. The room allocated was a complete sound and video laboratory.

We were impressed by the Danish delegate's command of English and

delighted with their sense of humour which contributed enormously to our enjoyment.

To achieve the inter-action between delegate and speaker, essential to break down any formal barriers, we engage our audience in discussion about their work, their objectives and the way they see logic analysis requirements in the future.

The results are then displayed on a flip chart. The key points are then used by the speaker to relate the facilities to Tektronix equipment to achieve the delegates objectives. Slide presentations, overheads and demonstration complete the overall intention of showing our audience that Tektronix is providing the solutions for the engineers of today.

This particular seminar package has proved itself time and again in generating business for the Design Automation Division. In Severin's case he reports that £200K of possible business has arisen from our two seminars.

Of course the short visit was hard work, but made most enjoyable by the hospitality of the Danish people. We would be very happy to go back again.

Alan Thomas, Sales Executive.

## TEK REACHES THE PARTS OTHERS CAN'T ...

IT IS not every day we receive a letter from a prison. It is an even rarer occurrence to receive one from an inmate of an American penitentiary so the following note, from Missouri, caused a bit of a stir:

"Dear Sir,

I am presently incarcerated in the Missouri Eastern Correctional Centre for Men, doing a 'lengthy'. While here I've been taking some vocational training classes in digital electronics, microprocessors and robotics.

I'm also assigned to the electronics shop where I work five days a week. This brings me to my problem. The electronics shop has a dual-trace oscilloscope that we use to trouble-shoot televisions mostly.

I've found out that this scope was purchased from the United States Navy Surplus. It is a good scope and seems to be properly operating. However, we have no electrical schematic or operating instructions on this scope. Therefore we are not getting the maximum use out of the scope.

I would appreciate if your company would forward us a copy of the owner's manual on this item of equipment. I would be more than glad to pay for the information."

● The operating manual has been sent to the correspondent, so he should be a little happier now!

Arthur Hale - Hoddesdon.



## HOSPITAL'S THANKS

THE Great Ormond Street Hospital for Sick Children has written to Tektronix acknowledging with thanks the donation of a D83 oscilloscope to help in the research on deafness in children.



## SORRY!

IN the Christmas edition of Tek Times there were two mis-spelt names in the caption to the picture of the Marketing and F&A personnel 10-year service awards. Our apologies to Evelyn Rendall and June Fussell.

# Engineering Industry Training Board's visit

WE were privileged to meet senior members of the Engineering Industry Training Board and show them round our U.K. manufacturing plant.

The members present were Sir Richard O'Brien - Chairman, Geoffrey Marshall - Acting Chief Executive, Norman Davies - Regional Manager, Gerry Martin - Co-ordinator. Tektronix was represented by Guan Tan, Eddie Curran, Maurice Parker, Arthur Hale and Fred Craddock.

The E.I.T.B. is a Government body commissioned to encourage industry to train for their needs and prepare for changes that will take place. They define training programmes for technicians, craftsmen and all categories of employees.

To influence this operation they impose a one per cent levy on the total payroll costs of companies employing more than 40 people.

We have had exemption from the levy since 1975 and currently have it until August 1985. This is because of the high standard of training that takes place at Hoddesdon, and our ability to plan for future needs.



Sir Richard O'Brien and Eddie Curran having a slightly technical discussion.

The afternoon consisted of a brief company tour followed by discussion. This started with a history of oscilloscopes the past, the present and a look into the future. The visitors were particularly interested in how we had dealt with change, first with the introduction of transistors then printed circuit boards - automatic insertion and test, and further stepping stones of advancing technology.

The purpose of the visit was for them to keep contact with industry, to be aware of changes taking place and prepare training recommendations for the engineering industry.

We were chosen because of our training record, electronics being a fast changing part of the industry and the good relationship we had built up with the E.I.T.B.

Fred Craddock - Hoddesdon.

## Major new products from Communication Division

ON January 3 this year the Communications Division announced two new Spectrum Analysers which join their existing 490 series range as flag-ships.

The 494 and its programmable counterpart, the 494P, have the widest frequency range of any analyser produced in the world today. Their size, weight and flexibility are also unique.

They will analyse any electrical signals whose frequency lies between 10 KHz and 325 GHz, pin-point exact frequency to within a few Hz and pick out signals as low as 220 nV. (a

nano volt is 1000,000,000th of one volt).

The 'P' version will operate entirely under remote control (via a suitable computer) and both can remember up to nine front panel settings and ten waveforms, even if the power supply is removed. The stored data remains valid for up to five years!

Despite their handsome specification they have been designed to be simple to operate and extremely resistant to abuse.

Ray Ganderton - Harpenden.

## Big contract for Information Display

I.C.L. has placed an initial order for a large number of Tek4105's under an O.E.M. purchase agreement, and plans to take further quantities during the next 18 months. In addition I.C.L. are recommending the 4695 colour Hard Copy Unit to its customers.

It started normally enough: another sales lead from the National Account Executive last June. Looking at the call report now, whilst the number of units in prospect has remained substan-

tially unaltered, the time taken to order placement has shown elastic characteristics - like taking a run towards the horizon! Central to the ultimate consumer has been the satisfaction of wide ranging and comprehensive purchase agreement terms required by our customer who has "productised" the 4105, branding it with their logo and issuing it with their own model number, to be marketed with their PC on a system which will be announced in 1984.

Among the factors leading to the order, the Field Sales force pays tribute to the high level of support received from Beaverton service, technical support, order processing, shipping and contracts personnel. If justification is needed for a national account strategy we believe this is a fine example of results that can be achieved when committed Tek people focus their skills and efforts in selling our quality products and services to a quality customer.

Robin Mansfield - Maidenhead

## AREA REP ACTIVITIES

Area Representatives for the coming year are:-  
Harpenden: Derek Farmer (One vacancy).

Hoddesdon: Alan Bull, Paul Ballam-Davies, Jenny Hancock, Margaret Millbanks, Les Pepper, Tej Shah, Moira White.

Livingston: Ann Glasgow.

Maidenhead: Ralph Greenaway, Brian Rickett.

Manchester: Marco Levy, Bill Sales.

Southgate: Ciaran Byrne, Debby Kearney.

The Area Rep Co-ordinator is Roy King (Hoddesdon).



# It's such a drag actually having customers...

IT all started years ago when I was a young, enthusiastic and extremely inexperienced electronics engineer. I was employed in a large firm in Essex and had to visit the stores to obtain three transistors for the department's latest prototype.

"Sorry", says the storeman, "but I've only got three left and I can't let you have those in case somebody wants them!"

On another occasion I was sent to Birmingham to commission a prototype computer and realised while on site that I needed two dozen 100k resistors. On contacting a well known distributor, I was told there was no possibility of getting such things unless I knew THEIR stock number!

Mind you, this sudden depression which overcomes me was caused by an incident that occurred while I was designing a remote controlled mag-tape deck.

I needed some brakes for the spool motors and not knowing what material to use, I telephoned a company well known for their car brake advertisements.

"Technical advice department", says a female voice. "Can I help you?"

"I wish to ask some technical questions", I reply.

"Go ahead", she says.

"They are very technical", I insist.

So I proceed to explain my problem, telling her about the dimensions and torque involved. When I had finished she said "I understand all that. Now if you will tell me the MAKE and YEAR of your CAR, I can tell you which part number you will need!"

I have had the same trouble from the male variety.

"Sales?" I inquire into the telephone.

"I beg your pardon?" says an

educated voice at the other end.

"Sales", I repeat, "You know, where they sell things".

"Oh yes", he says, "you must excuse me, I am new here. I will find out for you".

He goes away, but returns shortly, "Yes", he says, "this is the sales department".

"I wish to purchase six meters", I state cautiously.

"Part number?" he inquires.

"XYZ-22", I continue a little more enthusiastically.

"A moment please, I'll check stock".

A delay, and then, "Excuse me sir, how do you spell hyphen?"

You can laugh, but it's not your phone bill. How long do you wait on the telephone while the sales staff check stock; five, ten, fifteen minutes? Would you hang on if the money were coming out of *your* pocket?

While we are on the subject of that hard-earned commodity, do you know how much the components you purchase really cost your company?

Forget, but only for a moment, the cost to your company of actually raising a purchase order, while I relate an incident which occurred between myself and the purchasing department of a London electronics company employing me at that time.

I needed some tantalum capacitors which I knew were likely to be expensive, so I filled in an internal requisition for only six off.

Some days later a junior from the purchasing department telephoned and asked me what I thought the price of capacitors would be, and not realising that she was referring to my order, I told her about 12p each. Eventually I received an internal acknowledgement of order from the purchasing department and was

delighted to find that the cost of each tantalum capacitor was only 12p.

So I promptly increased my order to 100 off. Three weeks later I was asked to explain away a bill for £387 for capacitors!

## INIQUITOUS

However, I digress, does your purchasing department buffer you from the iniquitous cost of post and packing?

I sent an order for 25 transistors costing 25p each to a distributor in the South Midlands.

They sent 12 transistors plus £1 p&p. Then two transistors plus £1 p&p, then two more transistors plus £1 p&p. Then I cancelled the rest of the order, as they were now costing me 43p each.

Then there is the "It's so distasteful having to sell our own products", sub-syndrome.

"Please, I would like to purchase some of your goodies".

"Sorry Sir, you will have to go through our distributor, his number is ..."

Another telephone call: "Yes we are the distributors, delivery on this item is sixteen weeks".

I only get caught out once: I used to favour one manufacturer's resistors and faithfully recommended them in all my developments.

Then one day they said, "Sorry, we have committed our next three years production to the T.V. industry".

That was many years ago, but that company's products are still at the bottom of MY list when it comes to purchasing.

## SENSITIVE

If you are the managing director of a company and you have access to an outside line, have you ever tried to place an order with your own company?

If not it is about time you tried, but before you do ask yourself "What is the most important task my company engages in?" And if your answer is anything other than maximising profits, give yourself instant dismissal.

Then ask yourself "Who is the most important person in the company from this point of view?" Because you are soon going to find out.

Right now, pick up the phone.

- 1 Brr brr, brr brr, brr brr, —
- 2 "Hello, what do you want, ICs? Is that animal fodder or consumer goods?"
- 3 "Hello, goods inwards here. No sorry, I can't get you back to the switchboard, you'll have to ring in again".
- 3a In this game you must now try to place your order with your most hated competitor.
- 4 "Hello, sorry, all lines to sales are engaged. Will you wait?"
- 4a You are paying for this call out of your own pocket — you decide.
- 4b If you decide to wait, think what your customer might be thinking.
- 4c If you decide to phone back, you must try your second most hated competitor first.
- 4d Why is your switchboard girl not encouraged to take your name and telephone number, so that your sales department do not lose this order? Because you are trying to cut down on your phone bills? Instant dismissal again please.
- 5 "Hello, sales here. Do you have our stock number? No? I'll send you a catalogue".
- 5a Phone your third most hated competitor.
- 6 "No we have not got this item. No I can't suggest an alternative and

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## MARINA WILL LOOK AFTER CONTRACTS

MARINA NATHAN recently joined Tektronix in the new position of Contracts Manager within the Marketing Support Group. Marina is reporting directly to John Thompson.

The main responsibility of the Contracts Manager is to ensure that all contract negotiations associated with sales and

service are correctly undertaken from a legal point of view. In addition the Contracts Manager is involved with any legal matters associated with general company trading.

Marina joined Tek from GEC Traffic Automation where she progressed in five years from Contracts Engineer (legal) to Head of

Contracts. Prior to this she worked for two years as a computer operator for a software house (could be useful!).

Marina has a B.A. in Business Law from the City of London Polytechnic. Outside work, Marina's interests are keeping fit and socialising.



# CONTINUING THE KENYA MAGIC SAGA

In last autumn's edition John Schmid wrote about his book *The Kenya Magic*. Here he tells of some of the traumas he experienced before the book was published.

THE wonder is that the printing didn't take three times as long as expected. Over the years I had got used to the fact that everything else did – the photography, the writing, the design of the book, typesetting, colour separations, each of these had dragged on way beyond expectation.

Yet when I blithely reported to *Tek Times* last July that the book would be printed in September and ready in October, what else could I do but trust the schedule given me by the printers in Spain? They were an old family firm with 300 employees in Bilbao, in the Basque region, and they had printed thousands of books before my little opus came along. Surely they would know?

The main market for the book is, of course, Kenya and I needed to find a distributor there and get the all-important import licence. (Kenya is

supervise the printing and my return ticket had been dated accordingly, so on 7 September I set off for Spain. But not before I had had a pleasant surprise. My flight was at 2300 hours from Nairobi Airport. That afternoon there was a conference in the Department of Trade and Supplies to discuss import licences, and Mr. B.K. Maina of the department had said he would present a case for my book. When I went there at 5.15 p.m., Mr. Maina came bustling out: "Your book has been approved; the licence will be issued". My heart must have added to the buoyancy of the aircraft on the return flight!

Bilbao, a month after the floods, was still a place of devastation.

I went on foot to the printers, down by the river. I had hoped they might be situated on a hill, thus escaping the floods, but of course a big printing firm, importing reels of paper and exporting boat-loads of books, needs to be where sea-going vessels can reach it.

The river had risen in two hours from its normal level to above the warehouse ceiling, totally destroying their biggest colour press and many reels of paper.

Clearing-up will take many more months since literally every shop in the old town was similarly destroyed and all are clamouring for the services of plumbers, carpenters and glaziers. But my films were safe on the third floor and the smaller presses were working overtime to catch up. I would have to come back in a month when the backlog had been cleared and they generously offered to pay me the return fare to the U.K.

During this month I buzzed off to Frankfurt, where the world's biggest book fair brings together publishers and distributors from six continents. My plan was to find distributors for many countries, but in the end I came away with just one, albeit the most important one: a distributor for the United States. They have taken 500 copies for a start; the rest is in the lap of the gods.

Finally back to Bilbao and the incredible experience of seeing the presses, running day and night, spew out 6,000 copies of my book in 72 hours.

I left Bilbao and my new friends with a once-more buoyant heart and an advance copy of the book in my bag. The bulk would be bound and put on a lorry to my U.K. distributor in Kidderminster within a week. 36 hours before the lorry was due to leave, Spanish customs officers went on strike and the border was closed ...

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Canteen lady?



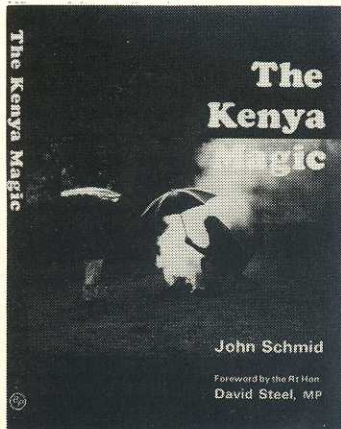
Bird's eye view.



And one for the pot



Hot work – these are some of the memorable photographs taken by John Schmid.



short of foreign exchange and reluctant to spend it on luxuries; U.K. publishers had told me that it took countless months to process an application which was often turned down in the end).

In August I flew to Nairobi and stayed with a friend while prodding the authorities and finding a go-ahead distributor. I was sitting in my friend's garden when the B.B.C. World Service broadcast the bombshell: "The Basque region of Spain has been hit by devastating floods, the worst in 100 years. 300 people are dead and communications disrupted".

The latter was certainly true: a telegram I sent came back two days later as 'undeliverable' and all telephone links were down.

The plan had been to proceed directly from Nairobi to Bilbao to



Waiting for the start of the second stage of the 1983 Tour de Tek at Harpenden.

## Cyclists' last chance

IN case no-one has noticed, Spring is here and, as any Tek Wheeler will tell you, the advent of Spring means the time has come to get those bikes out and start training for the annual sponsored cycling marathon.

This year's Tour de Tek is due to be held on Friday September 7 and it will be the very last opportunity for the unwary to be lured into riding the full 102 miles course round the four Tek sites in the South of England. I know we tell people that every year but this time, as construction of the new office at Marlow forges ahead, we really mean it!

With four events in the series already under our belt (or should we say wheels?) this seems a good time to review our achievements so far. This may come as a surprise, but our riders have already cycled an aggregate of 9,238 miles and have raised £4,248 for various worthy causes, including Cancer Research, WAMSAD, Herts. Association for the Disabled and the Penguin Club.

This year, with continued support, we can boost the total to well over 10,000 miles ridden, and possibly exceed the mark set in 1980 when £1,242 was raised. Riders have now taken part from all the U.K. offices, and we have even had representatives from Amsterdam and Beaverton.

While we need as many riders as possible to take part, the event will not be a success without



Guan Tan presents a cheque for £250 to Mick Arkell, Chairman of Cheshunt and Broxbourne branch of the Multiple Sclerosis Society, on behalf of the Hoddesdon Tour de Tek cyclists and sponsors. Another £250 is to be presented to the Mayor of Broxbourne to buy a guide dog for the blind.



Harpenden Penguin Club for mentally handicapped youngsters receive a £230 cheque from Ken Livermore. The money was raised by the Harpenden Tour de Tek riders.

the help of the support team so if you are interested in participating in this year's Tour, in any capacity, please contact either myself at Maidenhead or Jean Dewbrey at

Hoddesdon. We will also be happy to receive nominations for suitable charities to benefit from our efforts in 1984.

Ken Livermore - Maidenhead.

## Get set for the Tek Supersite 84

ON JUNE 9 Tek will be staging a version of "Superstars" called TEK SUPERSITE '84. This will be held at the Gosling Stadium Welwyn Garden City and will be a competition to establish who is the top sports team between Hoddesdon, Harpenden, Southgate, Manchester/Livingston and Maidenhead.

The winning team will be presented with a trophy, provided by Tektronix, and each team member will receive a small commemorative medallion.

All entrants will be given T-shirts, bearing a Tek logo, when they compete. There will be at least 12 different sports and so far the list of possibles includes:

FIVE-A-SIDE FOOTBALL  
SQUASH  
TENNIS  
BADMINTON  
TUG O' WAR  
BASKETBALL/NETBALL  
CYCLING  
DARTS  
POOL  
HIGH JUMP  
LONG JUMP  
200 METRES  
ONE MILE  
TABLE TENNIS  
RELAY.

This list may be subject to slight modification.

It is intended that Tek Supersite '84 will be a day out for Tek employees and their families.

Some events will take place in the morning, between 10 a.m. and 1 p.m. The rest will take place between 2 p.m. and 5 p.m., and the afternoon events will include athletics and cycling.

Any person who takes part in a sport at a competitive/representative level will not be eligible to enter the Tek event. The intention is that, as with the television programme Superstars, a person should not enter in the sport in which he or she particularly shines.

There is a cafeteria at the Stadium, open throughout the day, and two bars which are open during normal licencing hours. Later in the afternoon between 5 p.m. and 6 p.m. there will be a buffet and a presentation to the winning team.

Let's all keep our fingers crossed for super weather to go with the super contest!

The Editor

# Fiona clinches win for Harpenden

## EXCITING FINALE TO SQUASH MATCH

A SQUASH match was held at Maidenhead Leisure Centre on Tuesday March 20 between Harpenden and Maidenhead.

At one time it looked a complete certainty for Harpenden when they won the first three matches three games to nil.

Maidenhead then showed their metal and picked up the next three matches. One of these was an extremely close tussle between John Line (Harpenden) and Roland Laycock (Maidenhead). Roland finally came through after the score was 7-7 in the fifth game. The battle between the two National Sales Managers was won by Graham Williams with Dave Fynn talking about revenge the next time.

The score then moved on to 4-4 and incorporated a good game between John Champion (Harpenden) and Mike Crompton (Maidenhead). At 2-2 both players looked as if they were about to expire from exhaustion, judging



Three of the doughty competitors, left to right: Alan Thomas, Roland Laycock and Darrell Watson.

from the bouts of wheezing and panting!

Mike managed to win the vital fifth game fairly comfortably in the end.

At four games all the final result hung in the balance. The deciding match was between the two lady players, Fiona Nisbett (Harpenden) and Carol Fleming

(Maidenhead). A full gallery saw Fiona win, giving Harpenden victory on the night.

The Maidenhead side were already talking about revenge in a return match over drinks at the bar afterwards.

Details  
Chris Cain (Harp) beat Alan McHale (M'Head) 3-0

Roland Laycock (M) beat John Line (H) 3-2  
Brian Curant (H) beat Barry Towner (M) 3-0  
Darrell Watson (M) beat David Hancock (H) 3-0  
Dick Smith (H) beat Simon Devitt (M) 3-0  
Mike Crompton (M) beat John Champion (H) 3-2  
Graham Williams (H) beat Dave Fynn (M) 3-0  
Mike Lawson (M) beat Alan Thomas (H) 3-0  
Fiona Nisbett (H) beat Carol Fleming (M) 2-0 (best of 3)  
**FINAL RESULT**  
HARPENDEN 5 MAIDENHEAD 4  
Editor

## DARTS VICTORY

A DARTS match was held on Monday evening, February 13, at the new premises of the Wheathampstead Working Men's Club, between Maidenhead and Harpenden. For the first time as far as any one could remember Harpenden won.

The turn-out for Maidenhead was a little low and therefore ex-Maidenhead people, plus one or two volunteers, played for the Maidenhead team.

Harpenden won by 'about' seven games to two.

Janet Gould - Harpenden.

# Kenya Magic - the hard work begins

Continued from page 5.

Well, the books got there eventually, and I was beginning to think of a well-deserved rest, when I had a call from my distributor: "Now the work can start. If you just sit on your behind we won't sell *any* books. It all depends on getting publicity in the media". So off I went to haunt the media. Fleet Street is fun. Every building houses the offices of umpteen papers from the Dundee *Courier and Advertiser* to the *Western Morning News* of Plymouth.

The provincials are all willing to listen to you and some have reviewed my book. So have some weekly and monthly magazines. The nationals are another matter. Every week they get well over 100 books to review and, let's face it, many are of far greater importance than mine. So far I only hit the jackpot once, when the *Guardian* reproduced six pictures from the book, but although this resulted in a fat cheque it did little for sales.

Local radio was easy. I just walked into B.B.C. Radio Oxford one day and 10 minutes later I sat in their studio telling my story while a tape recorded it ready for transmission on Kenya's Independence Day, December 12. But again, the national shows are a harder nut to crack and as yet I haven't cracked any.

In Spain, meanwhile, they were struggling with the complications of the Société Générale de Surveillance, a Swiss firm of inspectors which, on behalf of the Kenya Government, has to inspect and approve every consignment of goods from anywhere in the world before it is shipped to Kenya. This is to avoid shady deals which circumvent Kenya's foreign exchange control.

Both the printers and I received detailed forms and had to produce invoices in sixuplicate. The Swiss may be meticulous and unbribable, but they are not fast. Finally, on January 2, they approved our shipment and soon after that the books left Bilbao - for Rotterdam! There they were trans-shipped to the *City of Liverpool* which was due to dock in Mombasa on March 10. There must be a good reason why the journey should take three times as long, but in my eternal optimism I can't think of one.

Look out for *The Kenya Magic* when next you visit Nairobi (or the Personnel Department, Harpenden) - the real magic is that it appeared at all!

*The Kenya Magic* slide-and-sound show will be at the Plinston Hall, Letchworth, on Tuesday April 17 at 8 p.m. Why not make it a date?

John Schmid

# VISITED BUCKINGHAM PALACE



Sergeant Arthur Edwards who works at Sovereign House, Cheadle, base of the Tektronix Manchester office, recently attended a Buckingham Palace reception to commemorate the 125th anniversary of the Royal Corps of Commissionaires. Picture shows Arthur on duty.

# It's such a drag . . .

Continued from page 4

- our technical adviser is not in. Shall I get him to call you?"
- 6a I'll lay good odds you will never hear from them again.
- 7 "We are expecting the goods in about a fortnight, as you do not have an account with our company, please send cash with order".
- 7a You are not to part with your money unless the goods are in stock! "Can you let me know when your stock comes in?"
- 7b I'll lay even better odds you never hear from them either.
- 8 "Yes we have these items in stock, price is £x.
- 8a The price is 15% higher than the man's down the road. You are only to place an order if the sales person actually says, "Would you like to place an order?"
- I sincerely hope that the result of reading this treatise of one purchaser's experiences will make the sellers more sensitive to the feelings of the purchasing houses.
- After all we have lots of money to spend. Don't YOU want some of it?
- Julien Glazier

# Caption Contest



Write a caption to this picture and send it to the Editor, Tek Times, Harpenden. The best ones will be published. The picture shows Barry Strange (IDD Service, Maidenhead) at a medieval banquet.

## Last issue's best captions



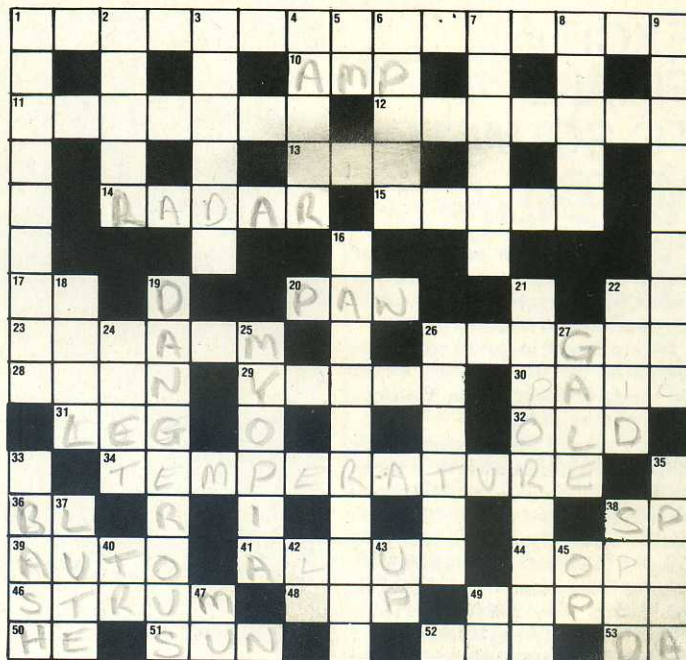
"Look out - there's a photographer at the door!"  
 "Honestly sir, they're only aspirin."  
 "I know it's somewhere in this office . . ."

## 'Nuff said!

During a recent visit by some friends, my seven-year-old daughter, Zoe, was asked if she had her own bed to sleep in. "Yes" came the prompt reply, "and so do my sisters Heidi and Bonnie and my baby brother, Kiley" "Unfortunately" added Zoe, "Mummy and Daddy have to share theirs".

**Ray Ganderton** - Harpenden.

# CROSSWORD



(ACROSS)

(DOWN)

1. Force - Ace letter coming.
10. It is current.
11. Hardy's Hills.
12. Hits is one of this.
13. Human failing.
14. Radio navigation system.
15. Many tyres are.
17. Device is boss.
20. God of the fields and woods.
22. State of being.
23. Nothing in it.
26. This clue is one.
28. At any time.
29. Alert and sprightly northerner.
30. Water carrier.
31. An extremity.
32. Far from new.
34. Measured by C, F or K.
36. Employs the Morris Men.
38. Betting man's index.
39. Not manual.
41. Hardly sotto voce.
44. Desire.
46. Banjo action.
48. Buy this youngster by default.
49. Pay him to dictate.
50. Without a head she changes sex.
51. Principal source of energy.
52. Twitch.
53. State Prosecutor.
1. Dear.
2. Register.
3. Abstract knowledge.
4. Made from hard wood.
5. Linear and small.
6. Separate piece.
7. Close.
8. Weary.
9. Picture his skill.
16. Eupptic.
18. Early dwelling place.
19. Deadly.
21. Exhibiting two crystalline forms.
22. Central.
24. Hundredth part of 22.
25. Shortsightedness.
26. Prepared for press.
27. Force seven to ten.
33. Make ill at ease.
35. Words and music.
37. Ancient instrument.
38. Hastened.
40. Int. registration for Turkey.
42. A record.
43. Not in bed.
45. Musical work (abbrev.).
47. Twelfth Greek letter.
49. Transcendental number.

## LAST ISSUE SOLUTION

